

**Headquarters**

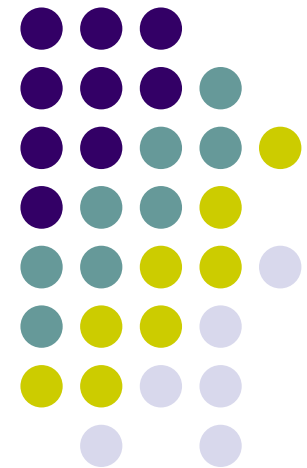
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# NATE/OSHA Partnership – Our Experience



February 2008

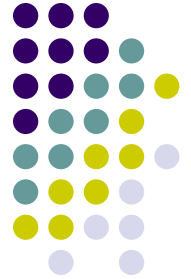


# Business Summary

- ❑ US Corporation: Norfolk, VA
- ❑ European location: Landstuhl, GE
- ❑ Veteran Owned Small Business
- ❑ US Top Secret Facility Clearance
- ❑ Over 90 employee's
- ❑ 70% of employee's are cleared
- ❑ Bondable up to \$9 million



# Primary Focus and Clients



## FOCUS

- ❑ Infrastructure and Information Systems Engineering and Installation
- ❑ Technical Security Systems Engineering and Installation
- ❑ Radio Systems Engineering and Installation
- ❑ Convergence – collapsing everything onto TCP/IP. We leverage our IT, Telecom, RF and Security systems experience to engineer and install integrated command and control systems

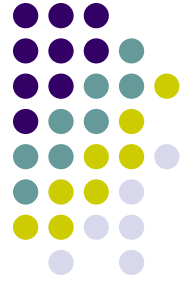
## CLIENTS

- ❑ Department of Defense – USAF and US Army
- ❑ Department of State – OBO & IRM
- ❑ Department of Homeland Security
  - ❑ US Coast Guard
- ❑ Prime and General contractors



# RF System Services

- Design, Survey, and Installation of full service RF system
- Construction and Repair of Antenna towers and structures
- Test, Validation, and Check Out of Antennas
- RF analysis and siting
- Experience with LMR, HF, UHF, and VHF radios
- High Powered HF and MF
- Experienced with TCI, Andrews, Antenna Products
- NATE member with a stellar performance and safety record



# RF Projects



- ❑ GSB 900 (HF Recap) Project Management
- ❑ RAF Lakenheath, UK - UHF ground to air communications link for USAF Fighter Training Base
- ❑ USCG NAIS and GMDSS – Site prep, surveys, Antenna Installation/Tower prep, Radio equipment installation (Multiple Sites)
- ❑ USAF, Ramstein GE –
  - ❑ Air Traffic Control Systems (Instrument Landing Systems)
  - ❑ Land Mobile Radio (LMR) installation
  - ❑ SATCOM
- ❑ Recently finished several HF sites for USCG with a dozen more pending for 2008
- ❑ Mass Notification System support and installation



# About NATE and the OSHA Partnership



- ❑ Founded on March 31, 1995 the National Association of Tower Erectors (NATE) is a non-profit trade association that provides members with uniform safety standards, improved communications, and a unified voice to help shape the future of the tower industry
- ❑ NATE/OSHA Partnership launched in late 2006
- ❑ NATE Membership is at 543 companies
- ❑ 97 member companies in the NATE/OSHA partnership
- ❑ 594 Site safety audits performed
- ❑ 232 Hazards and/or violations identified and corrected/abated
- ❑ 813 Employees trained to the OSHA 10-hour/411 Employees trained to the OSHA 30-hour

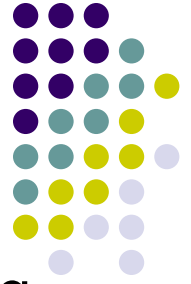




# Safety First

- ❑ ACT-Corp committed to and approved in 2007
- ❑ Instituted formal as well as validated in house processes, Safety Plan and Rescue Plan
- ❑ Continued and formalized our safety training plan
  - ❑ OSHA 10/30
  - ❑ First Aid/CPR/AED
  - ❑ Climber Safety and Rescue Training
- ❑ Surprisingly with NATE/OSHA and known elements that injuries and deaths continue to rise throughout the tower industry
- ❑ Need to ensure a corporate commitment to safety
- ❑ Clients ask
  - ❑ Can you meet our schedule
  - ❑ Can you provide a single climber and day rate
  - ❑ Can you just get it done
- ❑ ACT-Corp has a perfect safety record with zero incidents





# Lessons Learned

- ❑ Experienced crews need proper and structured training
- ❑ Continual need for training
  - ❑ Across the spectrum
  - ❑ Make it interesting and real
- ❑ Learn to say No
- ❑ Tailgate Safety Meetings
- ❑ Need to inspect and follow guidelines
- ❑ We can all make a mistake, however learn and document!
- ❑ Our corporate culture is stressed at all levels:
  - ❑ Safety First....Safety Always





# Trends

- ❑ Lack of Maintenance – some clients are letting it go
- ❑ Need for more surveys and inspections – FCC mandates, consolidation, acquisitions
- ❑ Continue to broaden training and adhere with guidelines
- ❑ NATE membership continues to grow
- ❑ NATE/OSHA partner companies increasing
- ❑ Safety awareness is on the rise

# Summary



- Added effort and burden to meet NATE/OSHA
- Safety costs money
- Cultural change for customers and tower workers
- Rewarding – knowing your risk is minimized and hi level of confidence to achieve injury free tower projects