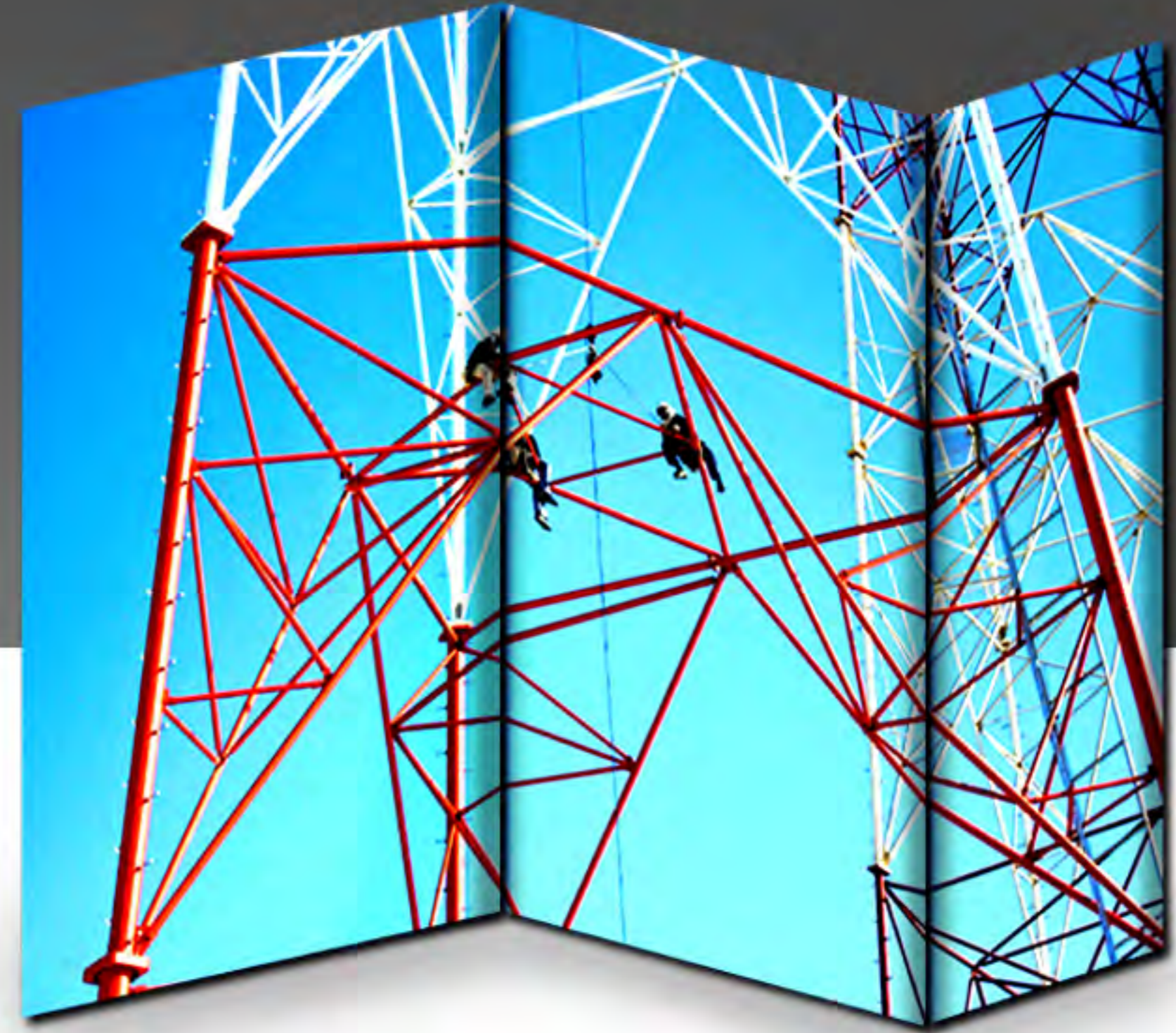


**Rohn**  
PRODUCTS INTERNATIONAL  
**Arabia Ltd.**



COMPANY PROFILE

WE MAKE YOUR COMMUNICATION  
CONCEPTS REALITY



Commitment



# FEW CAN ACHIEVE



Rohn Products International (RPI) first began as a one-man office in Athens, Greece over three decades ago. Since then, RPI has grown into one of the world's most reputable full services, turnkey tower Companies.

*"Never let the fear of striking out  
get in your way." - Babe Ruth*



RPI is one of the few tower Companies in the world today capable of providing turnkey solutions for guyed towers up to 600M or self-supporting structures in excess of 300M.



# ONE OF THE WORLD'S FEW



In the early 1980's RPI was faced with losing one of its largest customers if it did not consider providing complete integrated tower services, or solutions including engineering, product supply, foundation and erection services.

Our international customers were experiencing difficulties achieving the desired finished product quality on a consistent, repeatable and timely basis. By the 1990's the company had added tower foundation and erection services.

Since then RPI has expanded its client services to include full site civil engineering, tower mapping and tower upgrading (strengthening). These services were in response to the needs of our customers who found it economically viable to save existing towers, where the original design information was not readily available.

Today RPI is one of the few companies in the world operating on an international platform capable of moving personnel, material and equipment to any tower site in the world as part of regular operation, rather than a one time adventure.

Rohn Products International actively operates throughout the Middle East, Africa and Asia. All markets are served by a network of direct sales personnel and qualified representatives that are experienced in the phases of telecommunication and broadcasting tower requirements.

*"Successful people are not gifted; they just work hard, then succeed on purpose." - G.K. Nelson*





Sky is the limit





# RPI TOWERS

Rohn Products International is proud of their 40 years of service in the communications industry.

The Rohn Products International line of products include:

- Self Supporting triangular pipe towers
- Self Supporting triangular solid member towers
- Self Support angle towers
- Guyed pipe masts
- Guyed solid member masts
- Self Supporting steel poles
- Tapered monopoles
- Antenna mounts for nearly any application
- All necessary services to design, engineer, and install a tower site

ROHN structures can be shipped anywhere in the world in accordance with INCO Terms. When practical, local content rules can be accommodated through the use of local Rohn manufacturing.



RPI's unique difference is our ability to help our customers manage the risks associated with large infrastructure deployment projects. This allows both operators and contractors alike to achieve the quality of the finished products needed to insure a positive project outcome.

RPI's capabilities include a full compliment of services necessary for our client's project requirements including;

- Site Surveys and Structural Analysis
- Tower mapping and analysis of towers manufactured by other suppliers
- Complete engineering and design of foundations for towers and masts
- Engineering and design of the towers and masts
- Engineering seals on foundations and designs for most countries
- Installation of elevator systems on tall towers and masts
- Supply of the material to site locations worldwide
- Civil works and foundation installation worldwide
- Installation of the towers, masts, poles worldwide
- Supply of antennas, transmission lines and other electronic equipment
- Installation of antennas, lines and electronic equipment worldwide

All works are performed or supervised with RPI in-house professional engineers, TIA members, and support staff.



# DIVERSE EQUIPMENT



RPI's capabilities related to civil works include site clearing and leveling, access road work, rock removal, top gravel, and fencing. RPI has extensive experience in mountain rock formations including benched cut excavations.

RPI's capital equipment includes large drilling machines, boom trucks, earth moving equipment, concrete mixers/delivery trucks, and numerous support vehicles that allow our works to continue without reliance on outside contractors and, or experience equipment delays.



# DESIGN

## Engineering and Design

RPI's professional engineering staff has the capability to design any type, and height of tower structure.

In addition to tower design, RPI's services include preliminary and final tower foundation designs (based on soil reports and site conditions).

Because RPI's engineering is all in-house, changes are quickly made to amend designs when unplanned surprises are identified in the field. These changes can then be electronically transmitted directly to the installation teams reducing costly downtime and project delay.



Tower location: Saudi Arabia  
Tower Type: Self-Supporting Tower





**Saudi Arabia**

Private Communications System for the King of Saudi Arabia - supply and installation of 19 self supporting towers and solar systems for remote sites at Royal residences throughout the Kingdom including locations frequently visited by HM King Fahd.

Riyadh District Police - supply and installation of 10 towers.

Gasim Project - supply and installation of 22 self-supporting towers ranging in height from 200 to 400 feet in various soil conditions ranging from sand to mountain top rock sites.

GID Project - supply and installation of self-supporting towers ranging in height from 300 - 440 feet in locations throughout Saudi Arabia.

Yemen Border Project - supply and installation of 20 towers along the Saudi-Yemen Border ranging in height from 200 to 400 feet under hostile site and soil conditions.

Special Security Forces - supply and installation of 4 self-supporting towers ranging in height from 100 - 300 feet complete with solar power. All sites involved were accessible only by helicopter.

Public Security Department - supply and installation of 62 self-supporting towers in the Eastern Province of Saudi Arabia ranging in height from 200 to 440 feet.

Ministry of Defense and Aviation - supply and installation of 18 - 300 ft self-supporting towers between Dammam, Kafji and Hafar al Batain during the Desert Storm Gulf War.

Ministry of Information - variety of self supporting and guyed towers up to 500 ft. for TV and medium wave applications

**Bangladesh**

Titas Gas Pipeline - 16 self supporting towers 120 ft. through 330 ft.

**Pakistan**

Sui Southern Gas Pipeline - 4 self supporting towers 200 ft. to 350 ft.

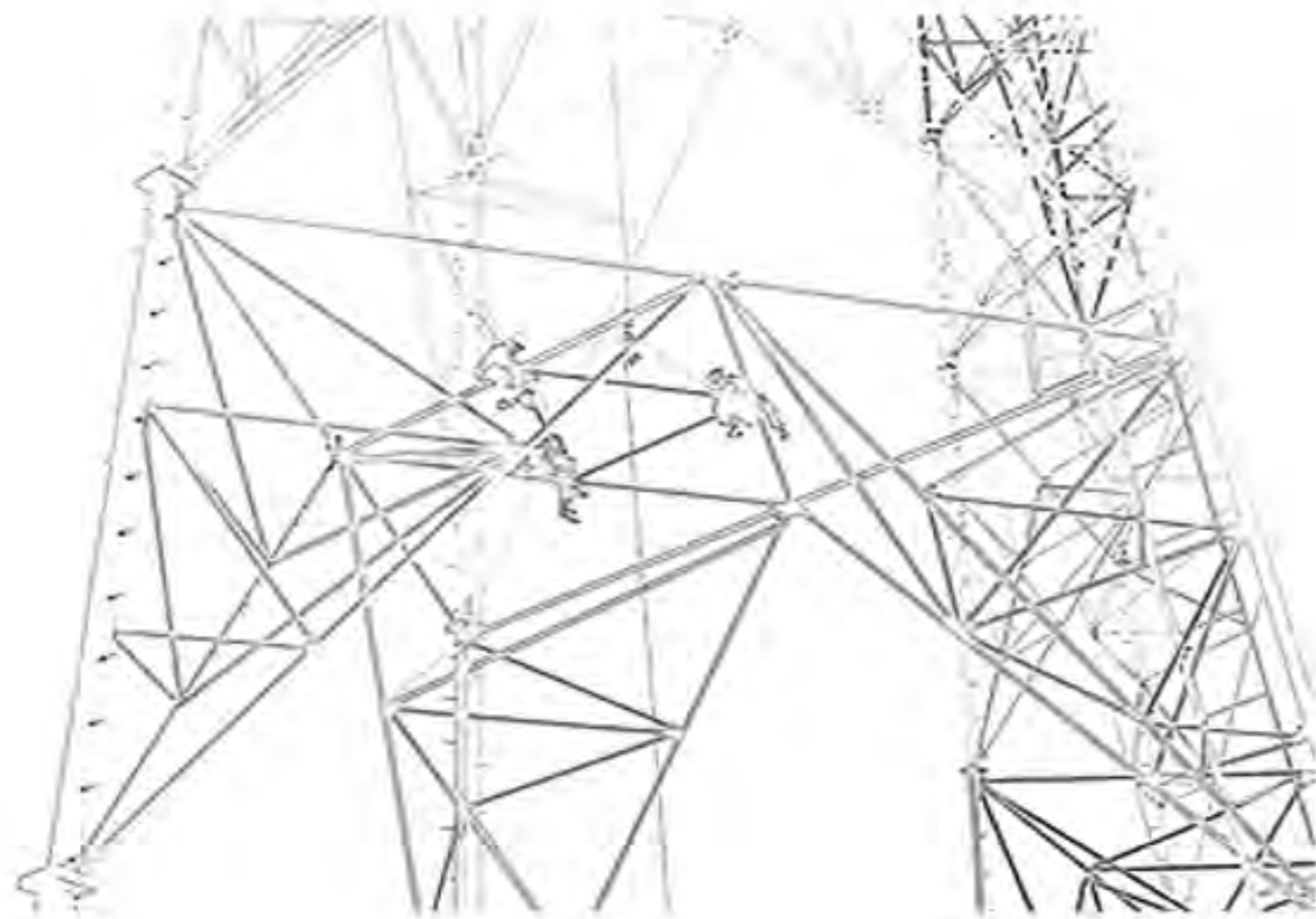
Sui Northern Gas Pipeline - 11 self supporting towers of various heights.

Data Network - 101- 80 ft. self supporting towers, 6 - 100 ft. guyed towers.



# THE ULTIMATE GOAL OF STRUCTURE IS TO ENHANCE OUR LIVES

*Is there anything more practical  
than great structural design?*



RPI's manufacturing capabilities, personnel, facilities and equipment, are capable of producing the smallest tower components needed, to the largest towers which are approved for use worldwide. In the event any delivery requirement supersedes our existing capacities, caused by demanding deadlines, existing corporate partnerships are in place to ensure these demands are met under the same strict guidelines and quality control measures as originally contracted for.



Capabilities



COST EFFECTIVE

### TOWER MAPPING

The concept of tower mapping and re-analyzing a structure provides a safe and cost effective solution to allow for the upgrading of existing structures. This has also been influenced by the changes and updates to the specifications that are applied to the design of new towers differently than existing structures.

RPI has invested in design programs, measuring equipment and the training of personnel that allows us to offer our customers complete tower mapping and the re-analysis of existing structures.

Tower mapping of an existing structure involves the climbing and measurement of the physical properties on the existing structural members and accessories that the structure has been fabricated from. To correctly ascertain properties such as the steel grade of a member, RPI utilizes specialized equipment that allows accurate measurements of the materials strength and provides an accurate basis for the analysis. For the measurement of the thickness of tubular structural members, RPI utilizes ultrasonic equipment that provides an accurate measurement through existing surface coatings, significantly increasing both the speed and accuracy of the measurements. The measurements taken at the site are then mapped into CAD drawings at RPI's office and a complete engineering file created.

Once entered and CAD renderings are complete, RPI's engineering staff re-creates the structure within the latest software programs and analyzes the structure using the latest code of practice. The results are examined and areas of overstress or concern are identified and transmitted to the customer for discussion and further action.



# ACCURACY

Having prior experience with poor site surveys and costly re-surveys, our customers who require survey information will appreciate the difference in an RPI standard survey report. RPI reports have been developed to insure complete and accurate site details of actual site conditions, which can be conveyed accurately to the designers and project personnel the first time. Through this process, project personnel in remote locations can design and plan their implementation strategies to effectively manage the project works, without additional surveys in order to get the expected results.



Tower location: Thailand  
Tower Type: Self Supporting Tower  
Project: Royal Thai Army - TV 5  
Height: 225 meters



**Egypt**

U.S. Embassy, Cairo - towers and shelters for various air bases throughout the Egyptian National Training Center (ENTC). One 300 ft. guyed tower and two 80 ft. Self Supporting towers.

Egyptian Electric Authority - 4 Self-Supporting towers 160 ft. to 480 ft.

Shell Oil - six towers for gas pipeline throughout the western desert 220 ft. guyed to 440 ft. self-supporting.

Gulf of Suez Petroleum, Amoco - 590 ft. guyed tower near the Red Sea in Egypt. Egyptian Electric Authority, ASEA Brown Boveri - 250 ft. self supporting tower in downtown Cairo.

Office of the President, Cairo - 600 ft. guyed tower and two 250 ft. Self Supporting towers.

Egyptian National Railway, Aydin Corp. - 300 ft. self supporting tower.

Egyptian Electric Authority, Aydin Corp. - 410 ft. self supporting tower.

Egyptian National Railroad, Alcatel - 12 towers guyed and self supporting.

Ministry of Health - 17 self supporting towers and over 200 telescoping masts throughout the country for the EMR system.

Badr Petroleum Co. - 9 various heights guyed towers and one 400 ft. self supporting tower throughout the Western desert.

MisrFone - Several hundred self supporting towers for GSM sites ranging from 120 ft. to 260 ft. including several rooftop stub towers.

Mobiserve - 10 - 150 ft. self supporting towers installed for GSM on a fas track program

MobiNil - SDH backbone towers



# EXPERIENCE

## Erection and Installation

RPI has erected many of the tallest towers in the world. Our teams have the knowledge, experience, and equipment to accomplish the job.

RPI's installation capabilities extend to all types of platforms, mounts, lifts and elevators, antennas/dishes, cable runs, solar panels, and any other tower support equipment, including ground based equipment shelters.



# TOWER UPGRADE



RPI has developed solutions for strengthening angular and tubular structures to restore the structure either to its original load capacity, or a new increased load capacity. These modifications are not limited to structural load changes but also to repairs and defects that may be due to corrosion or other damage.

When foundation repairs are necessary, RPI employs Non Destructive Test (NDT) techniques and equipment to determine the strength of the existing concrete, quantity of embedded reinforcements, and the size of foundation members. By combining NDT with a visual examination of exposed foundation elements, RPI can provide engineered solutions to upgrade the load bearing capacities of the existing foundations while upgrading the existing structure.




# SUCCESSFUL PROJECTS START WITH METICULOUS PLANNING.

*"We support our clients from  
conception to completion"*



RPI has logistics in place to smoothly transition our professional personnel and resources to any site location worldwide. RPI's staff is experienced in navigating most visas', customs, and duty requirements including local transportation, local equipment hire and workforce compliance issues. RPI's ability to support our clients from project conception to completion is one of RPI's most valued attributes.



 Professional Resources





Tower location: Saudi Arabia  
Region : West  
Project: Ministry of Interior  
Height: 90 meters





### UAE

Abu Dhabi - 11 guyed and self supporting towers ranging from 40 to 100 ft.  
Abu Dhabi - 230 ft. self supporting tower for the Air Force.

### Kuwait

Ministry of Defense - 6 self supporting towers ranging from 112 ft. to 400 ft.  
Kuwait Mobile Telephone Co. - Several guyed and self supporting towers.  
United States Air Force - 2 - 120 ft. self supporting towers.  
Hayat Group - Multiple rooftop guyed towers for GSM.  
Kuwait National Guard - one 160 ft. self supporting tower.

### Oman

Occidental Petroleum - One 350 ft. guyed tower.  
Suhail & Saud Bahwan - One 500 ft. guyed tower, dismantle and re-erect 340 ft. guyed tower.

### Indonesia

Private Television Broadcasting - 20 sites throughout Indonesia, wide range of site and soil conditions, 23 self supporting towers ranging from 200 ft. to 900 ft., one of the tallest self supporting towers in S.E. Asia.

### Thailand

Thai Army TV 5 - 740 ft. self supporting tower (with elevator), 27 various height self supporting towers nationwide.  
Thai Police - 500 ft. self supporting tower at the HQ building in Bangkok.  
Ministry of Interior, Bangkok - 5 self supporting towers ranging in height from 330 ft. - 500 ft.  
ITV, Siam Infotainment - 5 sites throughout the country, self supporting towers ranging in height from 80 ft. atop the Baiyoke II building (tallest in Thailand), to 400 ft. for TV broadcast.  
Police Signal Div., Milcom - 10 self supporting towers ranging in height from 260 ft. to 500 ft.

### Philippines

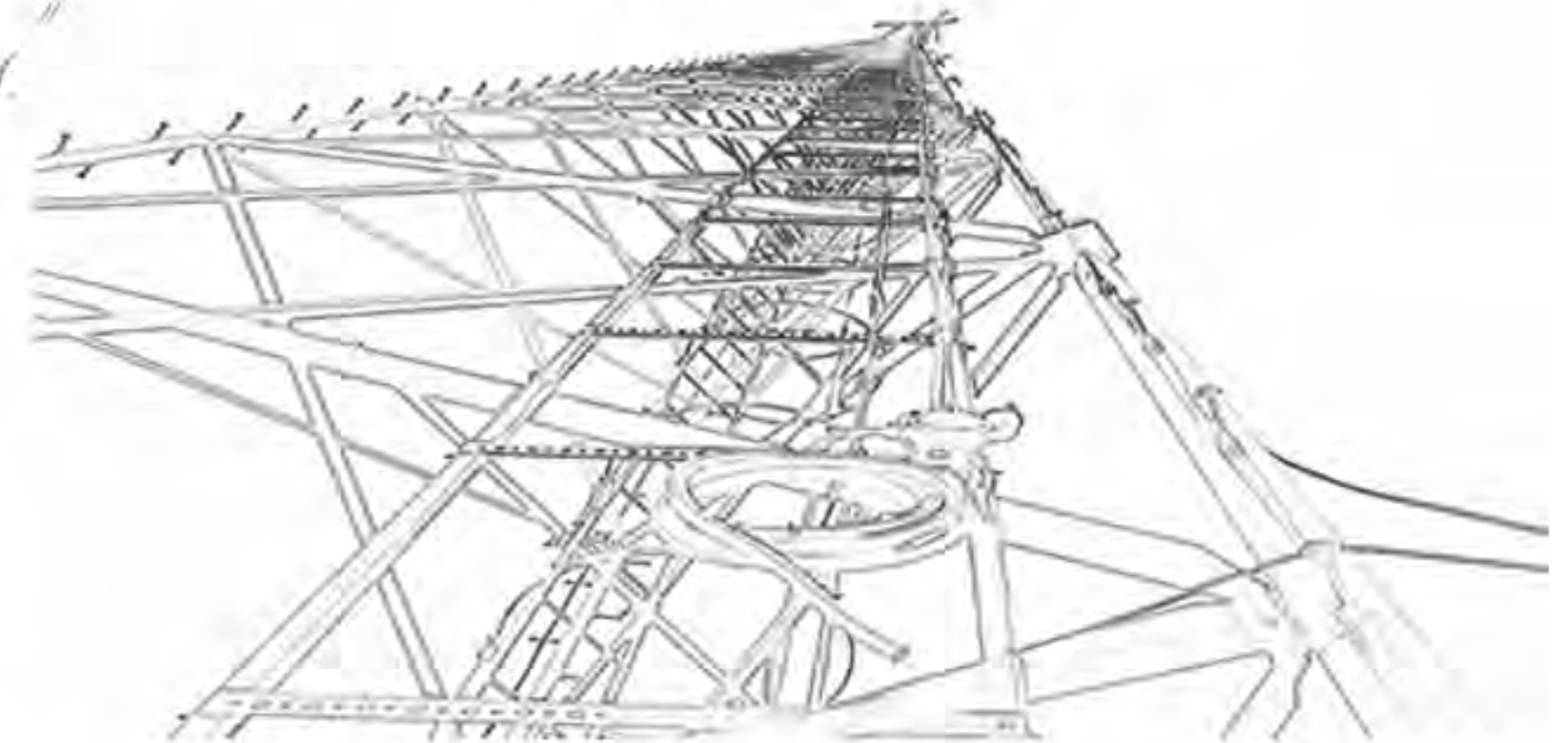
Islacom - 75 self supporting towers ranging in height from 100 ft. to 240 ft. for GSM system on Visayas and Mindanao.  
Eagle Broadcasting - 702 ft. self supporting television broadcast tower in Quezon City.  
DOTC-MTPO - Contract assignment from Lucent Technologies.

### Angola

Chevron U.K. Ltd. - 400 ft. self supporting tower.  
Thompson LGT, Paris - 500 ft. self supporting tower for television broadcast.

# INTEGRATED SUPPORT SOLUTIONS

*"You can only create a vision by breaking down boundaries."*



Rohn Products International working together with customer rollout personnel develops inventory strategies based on differing site locations and conditions. Rohn Products International also provides warehousing, free issue to subcontractors, and installation supervisors to train proper procedures for installing Rohn International foundations, steel and accessories.

Rohn International works with our clients to manage rollout coordination and contractor problems. Towers and poles are invoiced after release to contractors on a weekly or monthly basis.

Due to the complex and varying nature of these projects, RPI has developed procedures to streamline and safeguard potential risks and pitfalls which typically occur if not properly managed in advance.



Working Together



# WHY THE INTEGRATED SUPPORT SOLUTION?

*"You shouldn't take every idea, and immediately give it form.  
But it's good to know that you could"*



Even with the best planning and procedures, all rollouts are subject to unplanned errors or changes that cause uncalculated delays and downtime. The preliminary RF planning only provides a network overview that is subject to changes due to site acquisition and RF network optimizations. The RPI inventory plan is used to minimize delays due to changes in antenna supporting structures so on-hand inventory permits changes to be handled quickly and effectively.

The inventory plan targets and supports three (3) main areas of the project.

- Design interface during pre-contract planning phase
- Logistical support during the contract implementation phase
- Technical support during the contract implementation phase

- 1) RPI works with the customer during the design phase to agree on design parameters and to produce economical and standardized modular concepts, while still maintaining the efficiency of the site designs.
- 2) Early approval of the design concepts, providing production capacity and materials to be reserved with the factory. Identifying and agreeing on stock levels for typical tower components.
- 3) The last element of the design interface phase is confirming with the customer the proposed rollout schedule and location of storage facilities.



# Implementation

Design Interface

Logistical Support

Technical Support



# DELIVERING HIGH-QUALITY FOR NEARLY 40 YEARS




*"I want the technology to follow my idea.  
Not the other way around."*



ROHN uses only the highest quality steel manufactured, supplied directly from the steel mills to order. All of the steel used in fabrication is purchased according to ASTM specification. Consideration is given to strength, as well as the material's chemistry to accept welding and galvanizing. ROHN carefully selects and inspects all material used in fabrication. Mill test certificates are available upon request.



 Quality



Rohn Products International operates in Europe, Africa the Middle East and Southeast Asia.

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