

around the country in an environment of public perception rapidly changing from NIMBY (not in my back yard) to NOPE (not on planet Earth).

What's the most interesting wireless site photo on your Web site?

My firm's CellularPCS.com Web site contains more than 500 photos of cell sites, ranging from uninspired to hilarious. The most interesting? Right now it's a series of photos of cell sites hidden inside of 30-foot tall Saguaros cacti made of steel and fiberglass. Another favorite is a series of photos I've titled, "Multi-Carrier Cell Site Cleverly Disguised as an Upscale Hotel."

Do you see operators aiming for the cell backhaul market?

Some cable operators are already in the market! Cox Communications has certainly taken a lead in providing fiber backhaul, and other operators with spare capacity will certainly take advantage of their fibers for this purpose. The wireless carriers are recognizing that they have a natural backhaul partner in the cable industry.

Where do you think MSOs are going on providing a wireless service?

MSOs as well as the MAPs (moms and pops) have the critical infrastructure already in place to provide backbone wireless service backhaul. They've already deployed plant in most every part of their served communities. Adding pole-mounted or strand-mounted radios on top of that existing plant seems like a no-brainer. Backhaul for cellular and PCS carriers, and direct sales of very high speed Wi-Fi, which I call HiWi-Fi, are revenue sources that require very little new investment, yet produce recurring revenues from cable subs and nonsubs alike.

Did you enjoy law school?

I thoroughly enjoyed law school. After working with government, industry, and consulting attorneys for so many years, it was inevitable that I'd go to law school. The study of law is an insight into society's social development. Case law from hundreds of years ago shapes our perceptions and practices in today's business setting. The value of a legal education cannot be overstated.

If there was a society of cable engineering lawyers, how many (few?) members would it hold?

The number of members would not be nearly as important as the fact that those members would be well-grounded (sorry, bad pun!) in both the technology and regulatory worlds. More key decision makers and influencers understanding the sometimes symbiotic, sometimes parasitic, relationships between those worlds would lead to more thoughtful discussions and decisions about our technology-driven world.



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