**The Phone Mast Company is a firm of telecoms surveyors with over 15 years’ experience of dealing with mobile phone mast operators.** We havebuilt up a massive database of thousands ofcomparable mobile phone mast deals to aidus in our telecoms negotiations.All our surveyors have spent time working for phone mastoperators and know the industry inside out. We now work **exclusively for landlords**, fighting your corner, ensuring our landlords get thehighest rents and best lease terms available in themarket place.

Many of the original mobile phone mast leases / agreements are now coming up for renewal. This is an ideal opportunity for landlords to achieve the best deal. **We are currently offering to review telecoms leases for free and provide landlords with our recommendations.** If you would like to take us up on this free no obligation offer, send a copy of your agreement and any recent correspondence to us, either via post or email using the details on this flyer. Please also provide us with your name, contact number and let us know the current rent you are achieving so we can see if there is room for improvement. Once we have received this, one of our surveyors will give you a call when convenient to talk through your lease with you, highlighting anything we feel needs addressing, any opportunity to increase the rent, or to discuss a specific issue you are having with your mast (i.e. an upgrade request).

Recently, operators have been attempting to cut costs by reducing rents. They are joining forces in an effort to drive rents down. Many landlords are contacting us after receiving a letter from the operators / operator’s agent, telling them they must accept a rent reduction or risk losing their site. In the majority of cases, The Phone Mast Company can prevent this from occurring and protect the landlord’s rental income.

**Sell your phone mast**

We can also assist landlords in selling their phone mast. We have strong links with many large investors who regularly purchase the freehold or leasehold interest of masts and will pay a cash lump sum of tens, even hundreds of thousands of pounds. This can be done in a matter of weeks and the cash is yours to spend however you like, regardless of whether the mast stays for the duration of the investors leasehold or not. We can negotiate flexible terms, such as a buyback option so please call us today to discuss.

**Getting a phone mast**

If you don’t currently have a mast located on your land but are interested in receiving thousands of pounds a year in rental income, or you have a redundant mast you would like to market, we offer a free advertising service on our website. We will market your land to phone mast operators with a view to having a mast located there. Please visit the ‘Advertise My Site’ link on our website to take advantage of this service.

**The current telecoms climate**

The telecoms market, in relation to mobile phone masts, is going through some huge changes. Operators are combining to cut costs. We have already seen H3G join forces with T-Mobile to form MBNL and O2 form a jointly owned company with Vodafone called CTIL. More recently, T-Mobile and Orange have merged to form Everything Everywhere Ltd to become the new network leader but this is set to be challenged by the takeover of O2 by Hutchinson Whampoa (who also own H3G)- confused enough? Well, that’s not the end of it! Now, BT are hoping to buy EE! What this can mean for the landlord is changes to their site and potentially the loss of income. It can all be very confusing but don’t worry, this is where we can help. We know the telecoms industry and understand how a new situation may affect a landlord, therefore, allowing us to provide the best advice on protecting your asset (and they are an asset despite all the hassle!)

Due to all the mergers, there have been and will be more sites which become duplicates in a network and surplus to requirements. Landlords with mobile phone masts that are no longer required are receiving letters stating that the operator wishes to serve the break clause and vacate the site. In some instances, The Phone Mast Company can stop this happening. If not, we can often negotiate a substantial settlement. Phone masts which the operators wish to retain are being subjected to rent reductions. Should the reduction be refused, the operator may threaten to leave the site. All threats should be taken seriously and professional advice should be sought. There is often opportunity for negotiation. We can in most cases, prevent the rent reduction all together or significantly reduce it via our Rent Protection service.

**Landlords should not sign anything until they have sought professional advice**

**Our Services**

▲ Rent Reviews

▲ Lease Renewals

▲ Network Consolidation Issues

▲ Site Shares

▲ Rent Protection

▲ Equipment Upgrades

▲ Mast Removals / Decommissioning

▲ Mast Sales and Marketing

▲ Land Marketing for Masts

▲ Mast Management and Portfolios

▲ Safety Testing

**Contact Us**

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**Strap lines that can be inserted throughout the leaflet:**

“Call us and we can take the hassle away”

“We can help you swap your rent for a large cash lump sum”

“If you would like to know what rent your mast should be achieving, check out the free rent estimation service on our website”

“Make the most from your phone mast”