



Switching from LDF5/7 to AVA Copper or AL Aluminum Series FAQ

1. Can I use the same connectors and accessories with HELIAX® AVA copper or AL aluminum series cable that I used on LDF5/7?

No, however, you can use AL aluminum series connectors for both AVA copper and AL aluminum series cable.

| Cables | Connector | Cables | Connector |
|---------|-----------|---------|-----------|
| AVA5-50 | AL5DF-PS | AVA7-50 | AL7DF-PS |
| & | AL5DM-PS | & | AL7DM-PS |
| AL5-50 | AL5NF-PS | AL7-50 | AL7NF-PS |
| | AL5NM-PS | | AL7NM-PS |

2. How long has Andrew been manufacturing HELIAX AVA copper and AL aluminum series cable?

Our AVA Copper Series cable has been manufactured since 2003. Our AL Aluminum Series cable has been manufactured since 2006.

3. How many OEMs/Operators have approved/used HELIAX AVA copper or AL aluminum series cable?

The vast majority of global OEMs and wireless operators have approved and are already using AVA copper series cable. Currently, four global OEMs and 29 operators have already approved, or are in the process of approving, AL aluminum series cable for their applications.

4. Why is Andrew discontinuing such a fine cable product?

Andrew has always been committed to advancing cable manufacturing technologies and the performance of their cable products. While LDF5/7 Series cable has served our customers' needs well for over 30 years, we now offer the option of new copper and aluminum cable products that outperform LDF5/7 cable, are easier to install, and provide better value.

5. How can AL aluminum series cable perform as well LDF5/7 copper cable?

Advancements in low density foam technology provide less signal transmission loss (attenuation), which allows better performance with a more cost effective metal. When coupled with our positive stop connector products, our AL aluminum cable becomes even easier to install. Our positive stop line mitigates other issues known with lesser aluminum cable products.

6. Why is Andrew transitioning away from LDF5/7 so quickly?

We introduced our AVA copper series cable over four years ago and it has quickly become the industry standard among operators and OEMs around the world. With the advent and fast growing success of our AL aluminum series cable in the market place, it does not make sense to continue to produce a cable that is no longer state of the art technology. In addition, LDF5/7 cannot compete from a performance, feature, or price standpoint with the superior AVA copper and AL aluminum families of cable.

7. What is Andrew's manufacturing capability of AVA copper or AL aluminum compared to LDF?

AVA copper and AL aluminum series cable will be manufactured in all of Andrew's global manufacturing facilities around the world which include the US, Scotland, Brazil, China, and India.

8. What are the advantages of migrating to AVA or AL cable solutions?

The AVA copper series cable offers superior electrical performance over the LDF5/7 series. The AL aluminum series offers similar to slightly better performance but at a lower price point. Both AVA and AL are lighter in weight, more flexible, and easier to install than LDF5/7 series cable.

9. Is this an option, or will I have to choose between AVA copper or AL aluminum series cable?

No, this is not an option. General production of our LDF5/7 series cable will cease by December 31, 2007. You will have to choose between our superior AVA copper or AL aluminum series cable.

10. If I still have requirements for LDF5/7 series cable and associated products, can I still obtain them after December 31?

Yes, for a limited time they will be available, but only through our authorized distributor partners in the US.

11. Are all LDF series cables being discontinued?

No, only LDF5 and LDF7.