



## **Cantor Telecom Revolutionizes Trading of Radio Frequencies with Launch of Cantor Spectrum & Tower Exchange**

**New York, NY – December 20, 2004** – Cantor Fitzgerald Telecom Services, LLC (Cantor Telecom<sup>SM</sup>), a leading developer of more efficient marketplaces for the trading of wireless spectrum and towers, and a service provider for the telecom industry, today announced the launch of the Cantor Spectrum Marketplace<sup>SM</sup>.

The first electronic marketplace to facilitate open spectrum and tower trading on a global basis, the Cantor Spectrum Marketplace allows traders to benefit from the platform's neutrality, transparency and functionality regardless of spectrum application or geography. Further, it offers participants the option of anonymity via its name give-up option. The platform has a bi-lateral trading engine with the capacity and flexibility to transition to multi-lateral or auction-based engines.

The marketplace allows participants to execute on buying, selling or leasing spectrum, and buying, selling or leasing towers and tower space. Additionally, development of the Cantor Spectrum Marketplace will further strengthen Cantor Telecom's position as the premier data resource for the wireless industry.

Building on its long history of developing revolutionary products and services for the world's capital markets, Cantor Telecom is well positioned to elevate and expose the full potential of spectrum trading and has teamed with Seattle, Washington based Wireless Applications, Corp. to integrate its trading technology with the premier spectrum and tower GIS mapping provider in the United States

"Cantor Telecom has always supported free market trading environments," said Brent Wilkins, Managing Director of Cantor Telecom. "Staying true to this mission, we have created a new marketplace to enable open spectrum and tower/space trading and believe market participants will immediately want to capitalize on the benefits of the industry's first electronic spectrum and tower/space trading platform."

Taking advantage of the regulation changes that have augmented various rules related to spectrum trading, Cantor Telecom has a significant opportunity to leverage this favorable regulatory environment and provide access to spectrum ownership and tower/building ownership. The FCC's new policy encouraging the leasing of spectrum, combined with the current estimate that less than 20% of the spectrum allocated and auctioned by the FCC is being used, makes clear that there is enormous potential for spectrum trading.

FOR IMMEDIATE RELEASE



Cantor's U.S. Spectrum Marketplace is officially open for business and invites interested parties to visit [www.cantortelecom.com](http://www.cantortelecom.com) for a demo of the platform. Inquiries can also be directed to Darrin Mylet, Vice-President Wireless Services, at [dmylet@cantor.com](mailto:dmylet@cantor.com).

**About Cantor Fitzgerald Telecom Services, LLC**

Cantor Telecom is the recognized leader for developing a more efficient marketplace for the trading of wireless spectrum and consultancy services for the telecom marketplace. Originally, Cantor Telecom gained its experience and expertise as the leading over-the-counter brokerage firm for fiber optic asset infrastructure. Cantor Telecom is generally recognized as the next telecom marketplace to attract a variety of buyers and sellers and differentiates itself from other brokerage firms by its telecommunications expertise and scalable trading platforms that can easily grow as the market evolves.

For more information, visit: [www.cantortelecom.com](http://www.cantortelecom.com)

**About Wireless Applications, Corp.**

Wireless Applications, Corp. provides GIS mapping and specialized web and intranet-based business software tools for the wireless telecommunications industry. Services include full FAA opinion and filing services, FCC filing and registrations, designing of RF sites, microwave path coordination and complete competitive site analysis outputs.

SiteSync™ and PowerSearch™ on-line tools locate co-locate opportunities from tower companies, FCC, FAA and Microwave sites; graphing and tracking of FAA and FCC discrepancies, Painting and Lighting issues, generates fast and accurate online RF propagation and microwave terrain profile projections; map and research engineering projects, show Market ownership, demographics and spectrum, and can display Marketed Coverage of hundreds of carriers. XWAC enhances customer trouble ticket tracking and management for Call Center customer service.

For more information visit: [www.wirelessapplications.com/primages](http://www.wirelessapplications.com/primages) or send inquires to Eric Wills at [eric.wills@wacorp.net](mailto:eric.wills@wacorp.net)

**Media Contact:**

Michael Geller  
212-610-2430

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