

## Lodestar Signs 30 year Contract to Manage Wireless Site Development



Lodestar Towers, Inc., a member of the LeBLANC group, recently signed a 30 year contract with the Florida Department of Transportation (FDOT). This contract provides Lodestar with the exclusive rights to develop and manage new tenant revenue on over 100 existing FDOT telecommunications sites and construct and operate new wireless tower sites in the FDOT right of way. Lodestar's primary consultants/suppliers for this initiative are expected to be LeBLANC's Communications Systems Division for all tower requirements, and PBS&J, for zoning and site civil works. PBS&J is an engineering, planning and architectural firm that possesses extensive experience working on FDOT right-of-way projects.

Lodestar's goal is to make it easy for wireless carriers to lease antenna space on existing FDOT sites, or on new tower sites that Lodestar would build, own and operate. Lodestar expects this program will yield several million dollars per annum in recurring

tower tenant revenues as it fully develops over the next several years.

According to Paul Scott, Vice President, Business Development for Lodestar, "This public /private sector initiative is a first-of-it's-kind deal for Lodestar and will further diversify our current base of business. It is an excellent opportunity to grow our business in our home State."

Lodestar has been in the process of promoting staff and hiring additional staff to meet the demands of this project. Dale Perryman, a wireless industry veteran, was recently appointed Manager of the FDOT program.

Lodestar Towers, Inc. owns and manages telecommunications facilities across the United States, specializing in high-quality, multi-purpose facilities. Their clients' business needs range from full power TV and FM to PCS, SMR, cellular, microwave, tower build-to-suit and sale/leaseback.

Any questions concerning the program can be directed to Dale Perryman at 561.748.9300 ext. 47. ■

## LeBLANC Helps Utah Prepare for Winter Olympics

LeBLANC Broadcast Inc. (LBI) and LeBLANC's Communications Systems division (LCS) recently won a \$3 million contract to build an eight-station Digital Television transmission facility for DTV-Utah, a consortium of eight stations located in Salt Lake City, Utah.

LeBLANC will be responsible for the entire radiating system, from the combiner through to the 240-foot tower and 72 foot high antenna system. Completion of the project is expected by November 1999, putting Utah on schedule to meet the



heavy digital demands of the 2002 Winter Olympics.

LeBLANC was introduced to the opportunity by Bob Strout of LCS who lives in Salt Lake City. Bob said, "Even though all of my previous sales have been for the wireless industry, I felt quite comfortable discussing the initial broadcast tower requirements. However, when they started talking about dB gain and loss and other antenna issues I realized I had to call in the broadcast experts".

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## The \$7 Million Dollar Contract

LeBLANC's Broadcast Division was recently awarded a \$7 million contract from Sylvan Tower Co. LLC to build a Digital Television (DTV) and Radio transmission facility in Portland, Oregon. The transmission facility will be shared by six CBS Radio stations, KOIN-DTV, Ch 40, KATU-DTV, Ch 43 and Warner Brothers Ch 33.

According to Ray Carnovale, President of LeBLANC's Broadcast Division, "The tower design is one of the heaviest structures ever proposed by LeBLANC...its top guys are 3 1/4" diameter and approximately 1/4 mile long. The UHF DTV antenna is an innovative five-sided design which achieves a unique omni-directional, high-power handling capability for multi-station use."

"LeBLANC demonstrated great attention to detail, consideration of matters beyond the basic RFP and the ability to manage the entire scope of the project internally, said Peter Maroney, Vice President and General Manager for KOIN. "These were the deciding factors that lead the three charter partners of Sylvan Tower to unanimously choose LeBLANC from among four competing proposals."

The contract includes the design and construction of a 15,000 square foot transmitter building with separate television and radio transmitter rooms, a 985 foot tower, transmission lines, UHF combiner and antennas. Construction began January 1999 and completion is scheduled for November 1999 in order to meet the FCC DTV conversion deadline.

Sylvan Tower Co. LLC, a newly formed consortium, is a limited liability company owned by Lee Enterprises, Fisher Broadcasting and CBS Radio Inc. ■

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According to Ray Carnovale, President of LeBLANC's Broadcast division, "This contract was won with a very detailed proposal that highlighted LeBLANC's unique, total system capabilities in both the structural and radio frequency engineering disciplines." Ray concluded that special mention should be given to Tudor Arsene, John Sluymer and Victor Rodriguez for their contributions to the winning proposal.

The new site, located at Farnsworth Peak, is 9,273 feet above sea level and 5,000 feet above the Salt Lake Valley floor. At this altitude, harsh weather conditions dictate specialized design considerations. The tower has been designed to withstand forces created by 155 m.p.h. winds and three inches of radial ice. The base foundation is designed to withstand an uplift force of three million pounds. Likewise, the panel antenna, designed by LeBLANC's supplier, Kathrein, will be mounted inside glass reinforced plastic (GRP) that is 1.6 meters (five feet) in diameter. The GRP significantly reduces the wind; while at the same time provides easy access for maintenance regardless of severe weather conditions. ■

## LNS & Newbridge To Build Canada's first Commercial LMCS System

LeBLANC's Network Services Division (LNS), in conjunction with Newbridge Networks of Canada have been working diligently on the details and issues related to the implementation of Canada's first commercial local multipoint communications system (LMCS) spanning 33 urban centers from coast to coast. Our client, Maxlink Communications, is a new generation service provider selected and licensed by the Canadian Government to deliver advanced telecommunications solutions over a 28 GHz radio frequency.

LNS and Newbridge are involved in building the processes and procedures from scratch for the implementation of this new technology. Newbridge benefits from co-operating with LNS due to our long history of PCS and cellular expertise. Although LMCS is a different technology from PCS and cellular, many similar implementation processes and procedures are readily adapted. Maxlink Communications plans to initiate this service in Ottawa, Montreal and Calgary this summer. ■

## BMS Installs Canada's 1st NEC1900 MHz Wireless Telephone System

*Olga Borge*

BMS Communications has sold and installed Canada's first NEC 1900 MHz wireless telephone system at BC Biomedical Laboratories Ltd. Kudos to Suzanne Sherrod and Denise Newvine of BMS' Telecom Services Group, who have been instrumental in growing and maintaining the BMS / BC Biomedical business relationship over the course of several years. ■

## Wireless in N'awl

February 8-10 in New Orleans, Louisiana, LeBLANC and Lodestar Towers participated in Wireless '99. This show is the premier event of the year for technology and service providers of cellular, personal communications, enhanced specialized mobile radio, mobile satellite and wireless data transmission services.

"LeBLANC and Lodestar's joint booth effort was a great success," said Steve McDonald, Sales Manager for LeBLANC's Communications Systems division. "Not only did it make sense from a financial perspective, but there were other advantages, both to clients and ourselves, which well exceeded expectations. We were able to offer business solutions that our competitors can't touch. For example, clients contemplating large builds were able to have specific problems immediately addressed by different divisions of one company. From an internal company perspective, we gained a better understanding of the numerous strengths within each others groups — something which has already paid off. This is a trend we all have agreed, will continue." ■

# What is LMDS/LMCS?

Olga Borge

Local multipoint distribution systems is a transmission technology referred to as **LMDS** in the United States. Canada, Brazil and other countries use a slight variation of LMDS, and describe this service as **LMCS** or local multipoint communications system. LMDS/LMCS will provide customers with multichannel video programming, telephony, video communications, and two-way data services.

At its most basic level, LMDS (local multipoint distribution systems) uses microwave signals (actually millimeterwave signals) in the 28 GHz spectrum (26-31 GHz range) to transmit voice, data and video signals within small cells 3-10 miles in diameter. In more depth, LMDS is a microwave broadband service that will allow license holders to control up to 1.3 GHz of wireless spectrum in the 28 GHz Ka-band once FCC auctions have been completed. Parts of the 1.3 GHz can be used to carry digital data at speeds in excess of 1 Gbps. The extremely high frequency used and the need for point to multipoint transmissions limits the distance that a receiver can be from a transmitter. This means that LMDS will be a 'cellular' technology, based on multiple, overlapping cells.

LMDS/LMCS is distinguished from other technologies with similar applications in its multimedia, multipoint functionality – the ability to effectively distribute high-capacity digital voice, data and video service in a truly multipoint fashion. Its applications fit the deregulation drift present in most countries today. It provides a flexible, inexpensive, reliable technology highly capable of capitalizing on the coveted, and until now elusive, competitive local loop opportunity.

Sources: Information Provider Newsletter Web Page & The LMDS Competitive Edge Winter 1999 supplement to the World Communications Directory

# Western Wireless Expansion

LeBLANC's Network Services Division (LNS) continues to expand its business relationship with Western Wireless by providing microwave transmission engineering services in Utah, Iowa, Colorado, New Mexico and Texas. These services will allow Western Wireless to determine the best cell site locations to ensure optimum connectivity.

In addition, LNS will provide ongoing engineering services as Western Wireless continues to expand its national PCS/GSM footprint throughout the United States. Western Wireless now represents a significant portion of LNS' current engineering business in the United States. LNS has managed to eliminate borders by carrying out the RF engineering path studies in Oakville, Ontario by exchanging and updating files via the Internet on a daily basis.

Kudos to Dennis Scholl, LNS Business Development Manager of the Kirkland, WA office who has been instrumental in growing and maintaining the LNS / Western Wireless business relationship.

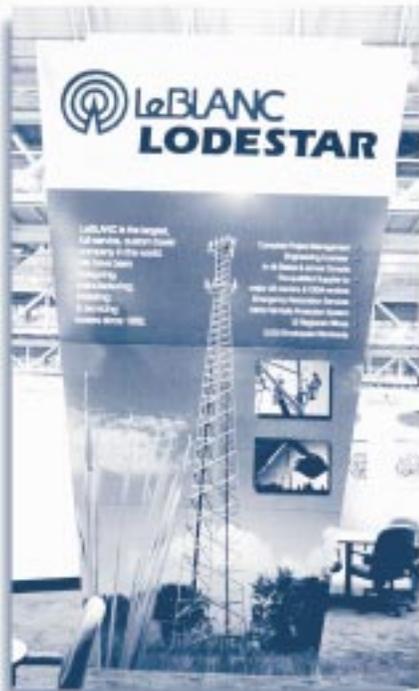
# Lucent / Advanced Radio Telecom

LeBLANC's Network Services Division (LNS) has been contracted by Lucent Technologies to assist with the construction of a point-to-point 38 GHz network providing high speed wireless voice, data and video access within the Seattle, Phoenix and Portland markets. Lucent's client, Advanced Radio Telecom (ART), is the first company in the United States to integrate fiber-optic and broadband wireless technologies into an advanced packet-switched communications platform.

LNS is strategically positioned in Phase I of ART's national build-out. To date, LNS has completed over 100 hops, with potential for an additional 200 sites planned for 1999. The next phase of this project will include a point-to-multipoint network known as LMDS or local multipoint distribution systems. This project represents LNS' involvement and participation in the implementation of new technologies such as incorporating point-to-multipoint networks within the wireless industry. It also demonstrates LNS' commitment to offering diversified wireless services within the telecommunications industry.

# LCS Builds Tower For CBS

In January, LeBLANC's Communications Systems Division (LCS) started construction of a 1,100 foot broadcast tower for CBS in Detroit, Michigan. Designed by LCS engineer, Bob Kazutsky and detailed by draftsman, Mike Wellwood, the tower is capable of supporting six large TV antennas, FM antennas, as well as wireless and microwave applications. CBS will use the tower as a multi-tenant facility.



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## Name Change for Jennis & LeBLANC

As a move towards further vertical integration of the LeBLANC organization and strengthening of the LeBLANC corporate brand, Jennis & LeBLANC Communications has changed its name to LeBLANC Communications Australia (LCA). LCA's Malaysian and Thailand offices have also changed their names to LeBLANC Communications (Malaysia) and LeBLANC Communications (Thailand) respectively. Ian Jennis remains as Managing Director.



## Thumbs Up on Quality Audit

After a grueling audit, LeBLANC Communications Australia (LCA) was recently awarded the ISO 9001 quality accreditation for another three years.

This highly sought after and respected stamp of approval is a big feather in LCA's cap. *Congratulations!*

ISO 9001 is a model for quality assurance in design, development, production, installation and servicing. The purpose of the international standard is not to enforce uniformity of quality systems; rather the standards are generic and independent of any specific industry or economic sector. The design and implementation of a quality system will be influenced by the varying needs of an organization, its particular objectives, and the products and services it supplies. ■

## In the News

**Broadcast Engineering Magazine**, January 1999, pg. 108 - "Panel antennas: Flexible solutions for the broadcaster" written by Ray Carnovale, President, (LB)

**Broadcast Dialogue Magazine**, March 1999, pg.37- "Tower Safety - Are Tower Owners Responsible Too?" written by Mike Amyotte, Corporate Safety Officer, Field Services, (LCS)

## LeBLANC Web Sites & URL's



LCS [www.leblanc-group.com/lcs](http://www.leblanc-group.com/lcs)

LNS [www.leblanc-group.com/lns](http://www.leblanc-group.com/lns)

LeBLANC Broadcast Inc. [www.leblanc-group.com/lbi](http://www.leblanc-group.com/lbi)

LeBLANC Corporate Site [www.leblanc-group.com](http://www.leblanc-group.com)

## New Email Address

LeBLANC's Network Services Division (LNS) has a new email domain name - [insgroup.com](mailto:insgroup.com)

For example, if you are trying to reach Mike Hale via email you would address it to: [mikeh@insgroup.com](mailto:mikeh@insgroup.com)

This newsletter is published for the employees of the LeBLANC Group. Article contributions are welcome!

### Editor

*Rhonda Vetter*, Vancouver  
[rhondav@bms.com.ca](mailto:rhondav@bms.com.ca)

*Adrienne Denyer*, Oakville  
[adenyer@leblanc-group.com](mailto:adenyer@leblanc-group.com)

### Graphic Design/Production

*Beth Haggerty*, Vancouver  
[bethh@bmscom.ca](mailto:bethh@bmscom.ca)

Printed in Canada 1999

2880 Production Way,  
Burnaby, BC Canada V5A 4T6  
T:604.420.7799 Fx:604.420.4445  
[www.leblanc-group.com](http://www.leblanc-group.com)

# ClearNET Initiative

*John Fryer*

Prior to mid 1998, microwave transmission played a minor role in ClearNET Ontario's network deployment plan. In the early stages of its PCS network implementation, much of the transmission capability had been provided by leased T1 lines from various service providers. ClearNET had deployed a small amount of high capacity SONET radio in the Ottawa area; but this system was provided by NEC substantially on a turnkey basis.

ClearNET re-evaluated its strategy in mid 1998, and decided to look at the cost-effectiveness of deploying the recently introduced lighter capacity, lower cost family of microwave radios at 15 and 38 GHz. Since that time, LeBLANC's Network Services Division (LNS) has assisted ClearNET in launching this new initiative not only with design services, but also with planning and technical support. We provided ClearNET with approximately 75 microwave path qualifications with documented results for Ontario's Kitchener-Waterloo, London, and Toronto-Barrie corridors. In addition, LNS provided design and licensing services for approximately 20 of ClearNET's hops selected as candidates for implementation.

For those hops deployed, LNS integrated a package consisting of its own technical services and light civil services provided through LCS. As a result, ClearNET was able to meet some critical service deadlines. It was also a good example of the benefits of providing an integrated service package with the combined skills of LNS and LCS working closely together. ■

## Safety Training in Saudi Arabia

Mike Amyotte, Corporate Safety Officer, Field Services for LeBLANC's Communications Systems Division (LCS) recently returned from a trip to Riyadh, Saudi Arabia where he taught rigging safety and fall protection to 97 Al Babbain LeBLANC employees.

