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SUBMITTED ELECTRONICALLY VIA ECFS

November 1, 2017

Marlene H. Dortch, Secretary
Federal Communications Commission
445 Twelfth Street, S.W.
Washington, DC 20554

Re: WT Docket No. 17-200
Ex Parte Letter

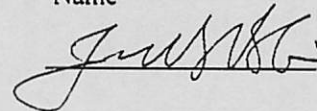
Dear Ms. Dortch:

Blair Communications was created in 1976, when Janet Blair saw the need for Two-Way radio communications at a golf tournament that she was involved in. Janet Blair purchased six Motorola radios and rented them to the golf course, to improve their productivity, and communications. With this idea, the seed was planted, and from there grew Blair Communications. I bought Blair Communications in 1986, and incorporated in the state of Texas in 1990. We are an Authorized Dealer for Motorola, Vertex, Kenwood, Genave, pdvWireless and other electronic products. Our customer base for the most part are business and governmental users, not individual consumers.

Blair Communications desires to build long term relationships with our customers and assist them in their business endeavors with all their communications needs. Advances in telecommunications over the past 30 years have allowed our customers to run their operations more and more efficiently. We've helped them transition their land mobile radio systems from low-band on up to 800/900 MHz, from conventional to trunked facilities, and from analog to digital technology. These technically savvy customers who know what their operations will require the technology advances from broadband today and into the future. These customers tell us what they need now is broadband designed to address business, not consumer, applications. Many of our current and potential customers are looking for solutions that they can't always find on commercial networks, whether because of coverage, reliability, control or other factors. Some have looked at leasing broadband spectrum from commercial carriers, but it doesn't make economic sense.

We have assisted customers through multiple band rebandings and realignments over the past 30 years and none were without some pain. However, all were essential in enabling PLMR users to get more and better use out of the relatively limited spectrum allocated for their operations. Our top priority is superior customer service and realignment of the 900 MHz band to create a broadband allocation designed for business users, including CII entities, while leaving a home for incumbents that want to continue operating PLMR systems is the best option we see for addressing our business customers' broadband needs today and into the future. I encourage the FCC to move forward with this proceeding on an expedited basis.

Name



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