

Rick Hodgkinson, President & CEO
GALAXY BROADBAND COMMUNICATIONS INC.

Satellite Communications in the Mining Industry

Reliable satellite communications is essential to remote mining operations. Voice over IP (VoIP) and Internet access are rapidly becoming as important to miners as food and a warm bed. There have been exciting new satellite technologies over the past few years and we thought it would be a good idea to interview the C.E.O and founder of one of Canada's leading satellite companies to see what's new.

In 1992, Rick launched on to the national stage when he founded Galaxy Satellite, which morphed into GALAXY Broadband Communications and became one of the country's leading satellite service providers. GALAXY specializes in providing data and voice services for oil and gas, construction, exploration, production, office and camp morale. GALAXY's head office is located in Mississauga, Ontario, with Canadian sales offices in Edmonton, Alberta and Prince George, British Columbia, in addition to an American sales office in Dallas, Texas.

Prospector: Rick, why don't we start with the question what's new in satellite communications?

Rick Hodgkinson: I think the most significant change that I have seen in this industry is that the Internet has become an indispensable part of our modern economy and for remote operations satellite has become a virtual lifeline. It has always played a critical role in remote communications but now it is integral to the business itself. We have customers in the mining industry that if the internet link drops, the drilling stops immediately.

Prospector: So it's not just about email and surfing the web anymore?

Rick Hodgkinson: No, but that's still an important aspect. We are seeing more and more customers approaching us for better solutions. Their existing satellite solution is no longer meeting their needs and adversely affecting operations, or worse, camp morale. They know they need something better but don't know what. That's where our experienced sales engineers really show value as they sit with the customer and after carefully understanding their needs, which are all unique, we suggest a proof of concept or trial at our facility or their site with their applications.

Prospector: Ok, so based on your experience with satellite what would you recommend our readers consider?

Rick Hodgkinson: Firstly, don't be blinded by speed claims. Secondly, the old adage you pay for what you get applies. Make sure you are getting a QoS network, Managed Services and engineering support. Now, that said, at GALAXY our biggest challenge is responding to the questions "so why is your price so much better than what I am paying now?"

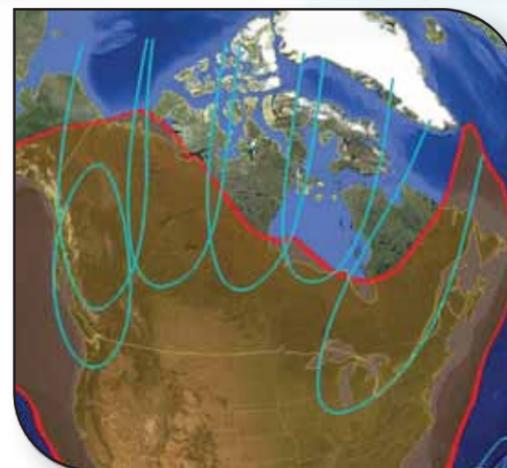
Prospector: Then why is your price less?

Rick Hodgkinson: Simple; we have deployed the latest, most efficient technology to get the most bits of data from a satellite signal and we use the most powerful satellites. If your reader has an older large C Band dish and are looking to upgrade their service levels I say keep your C Band but supplement with a newer Ka or Ku Band technology. This way you get a fully redundant service, on two different satellites that will deliver close to 100% reliability and for a price that is dramatically less than upgrading the old dish. A true win-win scenario; more throughput, higher reliability and lower cost overall.

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- Full QoS data support
- Crystal clear VoIP solutions
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