



TODAY



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It's Official! COMSAT To Provide Aeronautical Services Internationally

**COMSAT's Aeronautical Services will
provide travellers an "Office in the Sky"**

The Federal Communications Commission's (FCC) ruling last month permitting COMSAT to provide international aeronautical satellite services wasn't just one major victory, it was three:

- For COMSAT World Systems Division, the ruling won the right to pursue a major new business opportunity and to represent the U.S. as the sole signatory to Inmarsat in the aeronautical arena.
- For the airline industry and the flying public, the action opened the door to important services designed to aid in matters of safety and operating efficiency, as well as person-to-person communications for passengers.
- For the U.S., the decision ensures a place in the international aeronautical communications market already being hotly pursued by foreign enterprises.

The May 31 FCC action reversed a 1987 decision that had denied COMSAT authority to participate in Inmarsat's aeronautical program. That decision had limited COMSAT's activities in Inmarsat to maritime services.

The 1987 ruling was followed by a Commission proposal for a "dual signatory" arrangement, allowing "direct access" to Inmarsat's aeronautical capabilities. This would have removed COMSAT as Inmarsat signatory for aeronautical affairs and allowed users to bypass COMSAT when seeking to acquire aeronautical capacity from Inmarsat.

COMSAT appealed these decisions to the U.S. Court of Appeals, and in 1988 submitted new arguments to the FCC. The case was returned to the FCC for further consideration, and was decided last month.

Immediately after last month's ruling, COMSAT set into motion an ambitious plan to implement the decision and capitalize on the company's expertise.

"By the end of 1989, we plan to begin offering low-speed data services designed to assist in flight operations," said Dr. Elizabeth Young, who will be vice president of the new Aeronautical Services department. "And by the end of 1990, we expect to be a full service provider, offering airline crew and passengers telephone and high-speed data services.

"Through COMSAT and the Inmarsat satellite system, passengers on aircraft equipped for satellite communications will be able to communicate instantly anywhere in the world," Young added. "Airline management and crew members also will be able to take advantage of two-way voice and data services, and use them as informational tools that can contribute in a positive way to air safety and improvements in fuel and maintenance efficiency."

Transmissions linking aircraft with points on the ground will be handled through COMSAT's two coast earth stations in Southbury, Conn. and Santa Paula, Calif. Work to equip those stations for aeronautical services is already under way. A March FCC decision allowed COMSAT to begin modifying these earth stations. The company proceeded, aware that any investment in the

modifications was at risk if the FCC ruled against the company's request to provide aeronautical services. With the recent ruling, COMSAT expects authorizations for permanent ground earth stations soon.

The FCC also denied the request of Arinc to be granted permission to construct and operate an aeronautical satellite system to provide both international and domestic services.

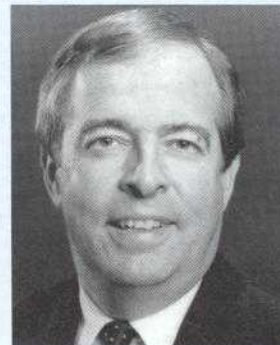
Another result of the favorable decision is a name change for COMSAT Maritime Services. In order to more accurately reflect the markets it will be serving in the future, and in recognition of the addition of aeronautical to its current satellite offerings to the maritime community, the division became COMSAT Mobile Communications. Ron Mario is vice president and general

manager. COMSAT Mobile Communications will be the parent organization of Aeronautical Services.

In the coming weeks, Young and her group, which is expected to be announced soon, will be working hard to market their new services to international airlines. The timing of the FCC's ruling, late May, enabled COMSAT to begin getting the word out about the company's planned services at the Paris Air Show — the world's foremost forum for what's new in aviation — earlier this month.

"We're very pleased with the FCC's ruling," said Mario. "COMSAT plans to play a leading role in this market. We are looking to gain a competitive edge by developing and offering high-quality communications services." ■

Meet Frank Famariss New VP COMSAT Video Enterprises



Frank Famariss

Frank E. Famariss has been appointed vice president of marketing and sales at COMSAT Video Enterprises. In his new position, Famariss has overall responsibility for strategic planning, management and implementation for the entire national marketing and sales operations at Clarksburg, Md. and Memphis, Tenn.

Famariss has spent the past ten years at Aptech Computer Systems where he successfully developed and marketed hotel computer based Property Management Systems. Prior to that, he was the co-owner and operator of Somerset Software Company for three years. His extensive technical background also includes 11 years as IBM's hotel industry specialist.

"In the future, I see COMSAT Video Enterprises expanding beyond

just in-room entertainment for hotels," said Famariss. "We'll soon be known as the industry leader in in-room information processing as well."

"With our new electronic capabilities, we are just now beginning to provide major hotels with state of the art in-room

checkout, folio review, guest messages, room inventory and a host of other valuable services," he added. "Our plans for the future could greatly expand the scope and direction of our business."

In the academic field, Famariss has earned a B.S. in Business Administration at Bucknell University and has completed graduate work in systems analysis and math at Rice University, the University of Indiana, and the University of Pittsburgh. ■

COMSAT Honored by the National Black MBA Association

COMSAT was among several major corporations honored by the National Black MBA Association (NMBBAA) last month. More than 100 members of the association turned out to attend a reception and awards ceremony held in the L'Enfant Plaza Early Bird Room overlooking the Potomac River.

Several COMSAT employees were in attendance including Bob Baumann, vice president of Human Resources and Joel Alper, president, COMSAT Systems Division. Alper accepted a plaque on behalf of the corporation recognizing



Jim Herger, Plaza Human Resources Director, holds a plaque recently presented to COMSAT by the National Black MBA Association.

COMSAT as a corporate sponsor of the NMBBAA. Other COMSAT employees and NMBBAA members in attendance were: Al Simmons and Victor Swint from Corporate Finance; Michael Smith, IRM; and Bernice Stewart, WSD Finance.

Jim Herger, Plaza Human Resources Director, welcomed the group in opening remarks.

"We're proud to be associated with such a prestigious organization," Herger said. "We look forward to a long and mutually beneficial relationship. This association is an invaluable recruiting

Congratulations, Pat !



Pat Kiernan Becomes First Employee To Mark 25 Years With COMSAT

Pat Kiernan, who first came to work for COMSAT on June 1, 1964, recently became the first company employee to reach the quarter century mark.

"It's been very exciting, and it's been quite an education," said Kiernan as she reminisced in an office brightened with many flowers and balloons sent by friends and well-wishers to celebrate her milestone.

Recalling "the fun days" when COMSAT was housed at the Tregaron mansion in Washington, Kiernan remembered how COMSAT was just a dream when she came to work for the company.

"There were no satellites and no earth stations back then," she said, smiling.

After starting out as a secretary in the procurement department, she became secretary to the senior vice president, International Systems Division. Today she is the manager of administration for ISS, World Systems Division.

Kiernan has been the senior COMSAT employee in terms of length of service since Dr. Joseph V. Charyk, COMSAT's former Chairman of the Board and Chief Executive Officer, retired in 1985.

Asked how long she intends to stay at COMSAT, Kiernan responded with a cheery "Who knows?" and a chuckle.

"I've really enjoyed it so far," she added. ■

resource for COMSAT."

Baumann, Herger, and Clarksburg Human Resources Director Carl Waschenko began working with the NMBBAA last year. The purpose of the organization is to further the professional interests of its members through information networking, business education, and business research. It was

incorporated in 1972.

COMSAT was recognized for its participation in and support of the group's annual conference. In 1988, COMSAT was a corporate exhibitor and recruiter at the NMBBAA conference in Houston, Texas. COMSAT will participate in the 1989 conference scheduled for October in Chicago. ■

African Trade Show a Major Success For COMSAT Contingent

By Chris Coady, CSD Correspondent

With the 21st century fast approaching, COMSAT faces many new challenges. One major concern is to continue to attract interest and business for COMSAT services from developing nations. A significant part of this market is in Africa.

In pursuit of these new markets, COMSAT participated in the USA-West Africa '89 exhibition this past April. The largest show of its kind ever held in the region, it was organized by the U.S. Department of Commerce and held in Abidjan, Cote d'Ivoire (previously known as the Ivory Coast).

Considered by some to be the most cosmopolitan city in West Africa, Abidjan has superb conference and exhibition facilities. It is also well known for its excellent French cuisine, which was enjoyed by all the delegates. The elegant Hotel Ivoire in the city was the headquarters for USA-West Africa '89.

Over 25,000 people visited the exhibition during its four day run. In addition to 700 business people and government officials from Cote d'Ivoire, the conference attracted visitors from the West African nations of Burkina Faso, Mali, Togo, Ethiopia, Senegal, Nigeria, and Ghana. A wide variety of products and services were displayed by 85 U.S. companies, four U.S. states, and three U.S. government agencies. The number of companies exhibiting in the show demonstrated the increased interest U.S. companies have in the West African market.

The COMSAT contingent in the show was from a number of different divisions. CSD, WSD, and Mobile Telesystems, Inc., of Gaithersburg, Md. shared one of the largest displays in the show. CSD was represented by Ayalew Mandefro, marketing director for Africa; Christine Coady, manager of international marketing support; David Reiser,

Slack staffed WSD's display.

According to Dennis Kux, the U.S. Ambassador in Abidjan, COMSAT's booth was one of the best and the busiest in the show. Describing a variety of services with two stand-up displays, transparencies were used to show the countries in which COMSAT has built international earth stations. Also displayed were pictures showing the work CSD has done in Cote d'Ivoire. WSD described its maritime services and dis-

played a Standard C mobile terminal.

Many important African and U.S. officials visited the COMSAT booth, including the minister of Post and Telecommunications and the president of the National Assembly of Cote d'Ivoire; the former president of Burkina Faso; ambassadors from Ethiopia, India, and Nigeria; and the American ambassadors to Cote d'Ivoire and Burkina Faso.

Participation in USA-West Africa '89



COMSAT employees stand in front of the company's display at the USA-West Africa '89 exhibition in Abidjan, Cote d'Ivoire. L to R: Penny Clevenger (of Interworld Services), Ed Slack, (WSD), Tim Watkins (Mobile TeleSystems), Jacqueline Happy (CSD), Dave Reiser (CSD), Chris Coady (CSD) and Ayalew Mandefro (CSD).

manager communications services; and Jacqueline Happy, Software Engineer and a native of West Africa. Dr. Ed



Both Trudy Roberts (Left) and Chris Holdsworth are CVE employees who have been called upon to help Cathy Waters with videoconferencing duties from time to time. In a caption for April's Today, the two were incorrectly identified, and we want to set the record straight..

Photo: Carroll Haugh

highlighted CSD's efforts to secure a major contract in Cote d'Ivoire. "It also gave us a tremendous boost in the West African market, especially for satellite-based rural communications," said Manfredro.

CSD's presence in Cote d'Ivoire dates to 1986 when they helped write the country's national communications plan. That effort led to a contract to build two earth stations for communications between Abidjan and Yamoussoukro, the home of Cote d'Ivoire's President Felix Houphouet-Boigny.

WSD's Maritime Services attended the exhibition in an effort to expand its market in the region. According to Slack, significant interest was shown in Standard C/LMSS both by users and PTTs. He believes COMSAT can play an important role in solving Africa's communications problems, especially in rural areas.

Not only was COMSAT one of the show's main attractions, it also made one of the show's big events possible. By providing the United States Information Agency (USIA) a microwave link from the exhibition hall to the existing COMSAT/ONT TVRO in the Abidjan suburbs, COMSAT assisted in the broadcast of USIA's Worldnet programming.

The broadcast featured an interactive program called Telecommunications: A Tool For Development. CSD President Joel Alper and Ambassador Parker Borg, formerly of the State Department's Communications Bureau, made up the Washington based panel. The two exchanged views with a panel of officials from the Congo and Cote d'Ivoire which included Aka Bonny, the Director General of the Ivoirian Office Nationale de Telecommunications.

Two years ago, CSD installed the microwave system which carried this broadcast. It was designed to distribute satellite programming to selected homes in Abidjan.

The developing nations of West Africa represent an outstanding opportunity for new communications markets into the next century. At USA-West Africa '89, COMSAT positioned itself to help those new markets expand and assist the nations in the region take advantage of the newest technology. ■

Communications Technology Clears the Way For Freedom

As Chinese students marched in the streets of Beijing, COMSAT Chairman

Irving Goldstein recognized the role that communications has played in the growing move towards democracy worldwide. In his timely remarks to the Federal Communications Bar Association (FCBA) Dinner in Hershey, Penn. last month, Goldstein told the gathering that "in the sweep of human history, the communications industry will contribute significantly to the advancement of human freedom."

Commenting on the growing movement towards "glasnost" in the Soviet Union and the unrest in China, Goldstein said, "I believe the totalitarian state will be defeated by the microchip."

The conventional wisdom of the last 30 years, that mass communications would lead to the suppression of individual freedom by an Orwellian "Big Brother" system, has been proven wrong, Goldstein said.

"Information is power, and information is increasingly available to the people of all the nations of the world... How can you repress a nation in which there's such a variety of ways for citizens to receive information and communicate with each other?" he asked.

Even the Soviet Union and China have learned that control of information cannot keep ideas and western in-

fluence out, Goldstein added.

"Who among us tonight does not

believe that the power of ideas and their easy availability around the world is not in some large measure responsible for the societal changes we are seeing in the Soviet Union and China?" he asked. "I think with glasnost he (Gorbachev) is simply recognizing the inevitable."

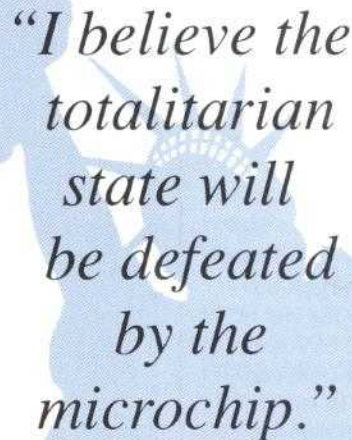
As advances in technology shrink satellite dishes to less than a foot in diameter, per-

sonal computers to the size of pocket calculators, and copying machines become portable, it will become even easier for individuals to gain access to various sources of information, Goldstein said.

"Technology has eliminated the once formidable barriers of time and space, and even political borders," he added.

The "idea" of freedom that modern technology is beaming around the world is impossible to suppress, said Goldstein, quoting the Irish writer Sean O'Casey; "You cannot put a rope around an idea; you cannot put an idea up against a wall and riddle it with bullets; you cannot confine it in the strongest prison cell that your slaves could ever build."

"Freedom is such an idea," Goldstein said. "And technology is sowing that idea all across the world." ■



"I believe the totalitarian state will be defeated by the microchip."

—Irving Goldstein

Annual Shareholders Meeting: A Successful 1988 We're Ready for the 1990's

A profitable 1988 and company plans to be competitive into the 1990's were the highlights of COMSAT Chairman Irving Goldstein's remarks to stockholders at the 1989 Shareholders Meeting May 19th.

"1988 was a very good year," said Goldstein, citing COMSAT's highest ever net earnings of \$62 million. "The improvements we posted last year indicate that we're succeeding in positioning ourselves to be very strong competitors in all our markets."

In the face of "increasingly intense" competition, COMSAT has taken "aggressive steps" to secure long-term contracts with the company's largest customers, Goldstein said. By the end of 1988, more than 95 percent of voice traffic was covered by long-term contracts averaging nine years in length. Large customers such as AT&T, MCI, and Sprint all opted for long-term service contracts for all their voice traffic.

These commitments will help COMSAT meet the challenge of ensuring that "our core international business continues to provide stable and predictable revenues in the years ahead," Goldstein added.

New services, like more efficient digital circuits, will also allow COMSAT to keep a competitive edge. With the impending switch from analog circuits, the carrier can handle up to four times as many telephone conversations at one time. This new technology will allow the customer to pocket a substantial savings, Goldstein added.

Goldstein also discussed how great changes in the telecommunications industry had effected COMSAT.

"To compete, telecommunications companies have been forced to give up their old ways," Goldstein told the audience. "We've changed. We're more customer oriented, more creative in responding with new services, new pricing strategies and new ways of doing business."

Goldstein acknowledged much of the

credit for COMSAT's recent success lies with the company's employees.

"The people we have in place are a wonderful resource. They have the creativity and the determination to perform well," he said. "They've taken the opportunity to compete and are making us winners in our markets."

Following the chairman's remarks,

two other matters were voted on by the shareholders. The independent public accounting firm of Deloitte, Haskins, and Sells was reappointed as the company's accounting firm, and the 12-member board of directors was elected for another one-year term.

The meeting was held at the COMSAT Laboratories Reiger Auditorium. ■

Everybody was winner at last year's COMSAT Picnic



COMSAT Annual Picnic Coming Up Fast

Get ready! COMSAT's annual employee picnic will be held Sunday, July 9 at Smokey Glen Farm on Riffleford Road in Gaithersburg, Md. The picnic will start at noon and go until 7 p.m. Free parking will be available on the grounds.

Games for youngsters and adults will include softball, volleyball, "moon bounce," dunk tanks, a tug o' war, and many more. Hay rides, pony rides, clown shows and magic shows will entertain all members of the family.

There will be plenty of food for the whole family, too. From 2 p.m. to 4 p.m. a "melt in your mouth" barbecue buffet will be served. In addition, hot dogs, beverages, popcorn, ice cream, cotton candy, and "sno-cones" will be on the menu.

Each COMSAT employee may pick up free tickets for themselves, members of their immediate family, and up to three guests between June 19 and 29 from noon to 2 p.m. Distribution points will be located in the Plaza lobby, while at Clarksburg you may pick up your tickets at a table set up in the center hall by the cafeteria.

Plaza employees with questions may call Glenn Coleman at X6755, and Clarksburg employees may call Ruth Ann German at X4553.

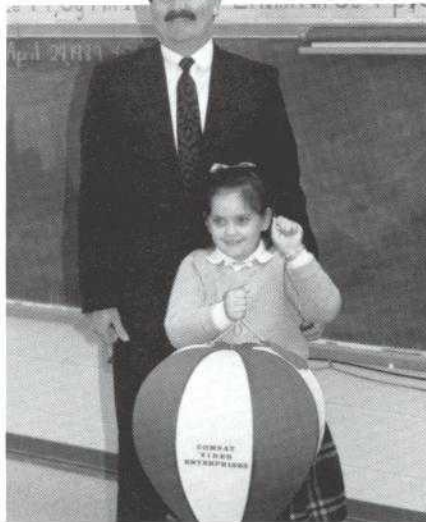
"It will be a great day, and everyone will have a lot of fun," says Coleman. "We encourage all employees to bring their families and join us."

CVE Employee Exchanges Balloons

When Rich Lessig strolled across the huge COMSAT Labs campus one day during lunch this spring, he hoped to locate a gray fox he had observed from his office window.

He never found the fox, but he did spot something red on the sprawling field. On closer inspection, he discovered it was a once-helium-filled, heart shaped balloon with a string and a tag attached. Angela Reynolds, a second grader at Robinson Elementary School in Woodstock, Va. had sent the balloon aloft on Valentine's Day as part of the school's "Put Your Heart Into Reading" campaign.

Lessig returned to his office with Angela's balloon in hand, determined to contact the youngster. But a mere letter, as she had requested, was just not his style. One look at his own COMSAT Video Enterprises model hot air balloon hanging from the ceiling in his office, and Lessig decided he would give it to Angela as a lasting memento of her balloon launch from Woodstock and its



COMSAT Video Enterprise's Rich Lessig presents his CVE balloon to Woodstock, Va. second grader Angela Robinson.

landing at COMSAT 55 miles away.

"Everybody that comes in my office wants this balloon," Lessig explained, "and I've always thought that one day

I'd come in and it would be gone. So I decided to give it away to this little girl before it disappeared."

Amid a classroom abuzz with excited students and eager parents clicking cameras, Lessig not only presented the hot air balloon model to Angela, he gave the entire class a brief lesson on satellites and even performed a few magic tricks as well.

An accomplished professional magician in his spare time, Lessig wowed the kids with his own brand of silly jokes and riddles while he fashioned animals, insects and birds from long, skinny balloons he always carries in his pocket. And as if that weren't enough, he offered to come back to the school and give a complete magic show this month.

From all appearances, the kids loved the lessons and the show. It looked like it would be a long time before the children in Mrs. Wendy Fox's second grade class would forget the day Angela Reynolds' balloon brought Mr. Lessig from COMSAT to their school. ■

Favorable Zoning Decision Clears the Way for Clarksburg Construction

With a favorable zoning decision by the Montgomery County Planning Board clearing the way, COMSAT is expected to break ground within a few weeks for a TTC&M (Tracking, Telemetry, Command, and Monitoring) facility at Clarksburg. The new facility will fulfill the requirements of a World Systems Division contract with Intelsat.

Due to RFI (Radio Frequency Interference) considerations, the station was initially planned for the lowest point on the Clarksburg property. Things hit a snag however, when it was discovered that that portion of the property had never been properly platted and recorded with county authorities, said Chris Leber, General Manager of Corporate Services.

In order to get approval for construction, Leber, COMSAT attorney Linda Wellstein, CSD's Dick McBride, and

WSD's Richard Skroban worked for six months with a planner and outside counsel to resolve all relevant issues with the Montgomery County Parks and Planning Commission.

"We had to pursue this as if it were a brand new subdivision," said Skroban, director of earth station services and the project manager.

But two days before the plan's March 13 public hearing, the COMSAT team learned that the commission staff intended to request a special condition be added in order to gain approval.

"They wanted us to agree that there would be no further development on the existing platted property once this request was granted," said Leber. "We found this unacceptable and asked that the plan in this form be denied so we could have some time to plead our case."

The Commission deferred the COMSAT matter, taking no action at the March meeting. Meanwhile, the COMSAT team presented its case before the Montgomery County Executive and the members of the County Council.

Their efforts paid off at a May 18 public hearing. After the staff changed their position and recommended granting approval without the restriction, the plan "flew through with no problem," according to Leber.

The process of securing the various building and environmental permits necessary to begin construction is now nearly complete, Skroban said. The plans call for an 8500 square foot control building to be erected southeast of the main COMSAT Labs building along with eight antennas.

"We're pointing to a facility completion date of July, 1990," said Skroban. ■

COMSAT Provides TTC&M For NBC-TV Satellites

Two satellites which provide the NBC Television network with versatility in programming will be controlled from the Systems Control Center on the ground floor of L'Enfant Plaza starting July 1. The two satellites, SBS-1 and SBS-2, allow NBC the versatility to show several different football games in different parts of the country at the same time, or a varied assortment of commercials to different regions simultaneously.

The new TTC&M (Telemetry, Tracking, Command, and Monitoring,) arrangement replaces an old agreement in which MCI facilities at Castle Rock, Colo. and Clarksburg, Md. were used to control the former MCI satellites.

The two satellites were near the end of their operational lives when they were acquired from MCI in 1987. After the purchase, COMSAT applied the COMSAT Maneuver, extending their lives and usefulness. Prior to the purchase, COMSAT had been using transponders on SBS-3 for NBC broadcasts, occasionally using transponders on other SBS satellites during peak times as needed.

Last January, COMSAT began preparing to provide the TTC&M from the Plaza location. Satellite dishes were placed on the roof were upgraded and new hardware and software was installed in the control center and the Santa Paula, Calif. earth station.

COMSAT General personnel in the Systems Control Center are also preparing for next month's changes with numerous training events and rehearsals for various scenarios using the new facilities. ■

CSD Wins Another One

Commercial satellite communication services soon will be available to The Republic of Korea (South Korea) using its own coastal earth station, thanks to a \$4.4 million contract awarded to COMSAT Systems Division.

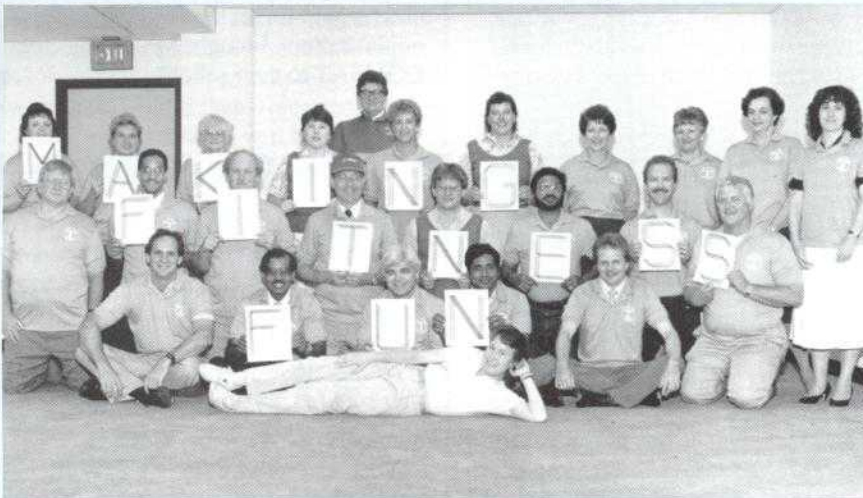
The contract, announced June 6, calls for CSD to convert an existing earth station at Kumsan, in the central region of the country, to the configuration of a modern international coastal earth station. Once complete, the new station will provide voice, data, facsimile and telex services using the Korean domestic telephone and telex networks and the satellites of Inmarsat.

Currently, commercial communication linking land and sea in Korea is done through leased earth stations, land lines and relays.

"This contract for the introduction of a turnkey system into the highly competitive telecommunications marketplace in Asia represents an opportunity for CSD to better serve the future telecommunications needs of the Republic of Korea as well as the entire region," said CSD President Joel Alper.

CSD will design, engineer and integrate a new access control system to bring the existing facility to coastal earth station standards. Modifications include changes in software, computers, communication channels and billing procedures. ■

Making Fitness Fun at Clarksburg



Pictured below are just some of the recent winners in the Clarksburg Fitness Center's Fitness Ladder Promotion. The winners were recognized for being regular exercisers in the last three months. They are: Back row, l-r; Robin Brown, Linda Heckman, Margo Smith, Debbie Mendez, John Phipps, Sue Dewees, Robin Fallor, Norma Gourley, Gerda Merklng, Nan Holdeman, Susan Miller. Middle row, l-r; Norm Farmer, Kevin Banks, Bill Holloway, Jim Allison, Kent Peterson, Ron Johnson, Mike Auth, Lou Holdeman. Front Row, l-r; Jeff Opiekun, Hari Vaidyanathan, Rob Bass, Srinu Krishnamurthy, Bob Sliwiak. Reclining: Joyce Van Gorder.

Other regulars at the Fitness Center who also won prizes but were unable to make the photo are: Bob Baker, Joe Bruno, John Dobriansky, Carl Frisby, Andy Gallant, John Geiling, Chuck Gomez, Carol Graves, Erv Hare, Jana Hibbs, Chuck Jenkins, Peter Johns, Marla Kinkella, Mike Klos, Glenn Muth, Lee Powell, Wayne Redman, John Reisenweber, Bob Rubock, Kevin Spade, Jo Ann Torres, Mike Troiano, Dirk Van Der Loo, Deborah Warrenfeltz, Bob Whitaker, Ben Williams, Bill Wolfe, and Dave Yenowine.

New Feature

In July's edition of COMSAT Today we'll be starting a new feature about COMSAT employees who do volunteer work in the community. In it, we'll highlight COMSAT employees who volunteer their time to make the community they live in a better place. If you know of someone who puts in those extra hours after work to lend a helping hand, let us know. We would like to tell their story.