

# TODAY

MAY 1989

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## Where In The World Are We?

When most of us are asked where COMSAT is located, we mention the two obvious places—L'Enfant Plaza and Clarksburg, Md., the latter affectionately known as "COMSAT North." But the world's most unique corporation extends well beyond the Washington, D.C. corridor.

As you can see from the guide on page 2, COMSAT's reach includes locales in the U.S. from Seattle to Miami and from Andover, Maine to Houston, as well as such exotic points abroad like Pago-Pago, American Samoa. (see page 2)

## Where in the World We Send Things

### Import/Export Experts

Behind Dave Lott's desk is a map that clearly defines his area of responsibility at COMSAT. The map, which blankets one whole wall of his office, is a National Geographic rendering of the entire Earth.

As manager of COMSAT's Import/Export Department, Lott's job is to provide the best and most economical means of shipping COMSAT and Intelsat equipment anywhere in the world. He must do this within guidelines set by the import/export laws of the United States and dozens of other countries.

"It's exciting because we have something going on all the time," says Lott,

who along with JoAnne Fox staffs the two-person department. "Just keeping up with all the changes in the law is de-

manding. COMSAT is doing so much more these days, it's not simple anymore."



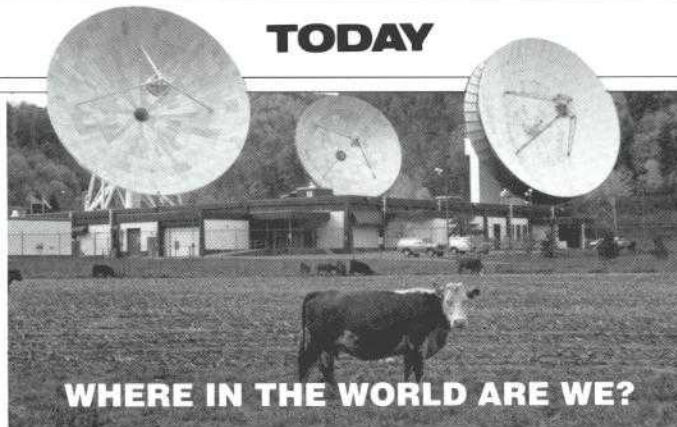
Dave Lott and JoAnne Fox are COMSAT's import-export experts.

"And of course we have 'emergencies' all the time," he adds, smiling.

For COMSAT, much rides on the Import/Export Department's ability to get a shipment where it's going and then steer it through the customs maze. All shipments must meet strict criteria if COMSAT is to keep its export licenses and lines of distribution open.

"It's very demanding," Lott says. "If you violate the conditions of the law, you could lose your license. A viola-

(continued on page 7)



Earth Station facility at Etam, W.V.

## Domestic

### EL SEGUNDO, CALIF.

**Contact:** William Tolson;  
**Opened:** 1967; Staff: 25 employees;  
**Line of Business:** Space Systems Engineering, CSD;  
**Mission:** To provide technical and engineering consultant services to a broad range of domestic and international clients including Intelsat and Inmarsat.

### OCEANSIDE, CALIF.

**Contact:** Carl Woodsmall, Western Regional Manager;  
**Opened:** 1988;  
**Staff:** 1 Employee;  
**Line of Business:** WSD Maritime Services;  
**Mission:** Promote and sell innovative telecommunication concepts developed or available via Maritime Services to a variety of Maritime SES Users. Primary responsibility—Cruise and Yacht.

### PALO ALTO, CALIF.

**Contact:** Fred Osugi;  
**Opened:** 1976;  
**Staff:** 5 employees;  
**Line of Business:** CSD engineering and consultancy;  
**Mission:** "Provide consulting/program monitoring in Palo Alto for the Intelsat VII and Superbird satellites and consultant services for other programs like the I-VI, Inmarsat & Intelsat. Also, ensure that the I-VII spacecraft is designed with the best engineering practices and properly analyzed and tested for 10 years orbital lifetime.

### SANTA PAULA, CALIF.

**Contact:** Daniel Geer;  
**Opened:** 1974;  
**Staff:** 18 employees;  
**Line of Business:** Comsat General;  
**Mission:** Operation and maintenance of TT&C for Comstar/Marisat satellites, Inmarsat coast earth station and miscellaneous video services.

### SOUTHBURY, CONN.

**Contact:** Ronnie Hicks; **Opened:** 1974;  
**Staff:** 22 employees;  
**Line of Business:** COMSAT General;  
**Mission:** Operation and maintenance of TT&C for Comstar/Marisat satellites, Inmarsat network control station for AOR, Inmarsat Atlantic Coast Earth Station for Maritime Services and other miscellaneous communication services.

### WASHINGTON, D.C.,

**L'ENFANT PLAZA**  
**OPENED:** 1963;  
**Staff:** 460 employees;  
**Lines of Business:** Corporate Staff, World Systems Division, COMSAT Systems Division;  
**Mission:** Headquarters for the Communications Satellite Corporation since its incorporation in the nation's capital more than a quarter-century ago.

### CORAL GABLES, FLA.

**Contact:** Thomas Dane;  
**Opened:** 1987;  
**Staff:** 1 employee;  
**Line of Business:** WSD, Maritime Services;  
**Mission:** Promote the growth of data, telephone, and telex communications via COMSAT coast earth stations. Introduce and promote new services to major steamship companies.

### PAUMALU, HAWAII

**Contact:** Ken Yamashita;  
**Opened:** 1966;  
**Staff:** 14 employees;  
**Line of Business:** WSD/ISS & COMSAT Earth Stations, Inc. (CES);  
**Mission:** ISS performs the tracking, telemetry, command and monitoring for the Intelsat Pacific Ocean Region satellites. CES provides administrative and logistic support to the COMSAT earth stations located at Pago Pago, American Samoa, and Koror, Palau.

### ANDOVER, MAINE

**Contact:** C. LePage;  
**Opened:** 1967;  
**Staff:** 112 employees;  
**Line of Business:** WSD/ISS;  
**Mission:** Provide Telemetry, Tracking, Command, and Monitoring of all the Intelsat Atlantic Ocean Region satellites. This includes emergency restorations, special testing and satellite launch support. Andover TTC&M has been a key station in the support of all Intelsat satellites since the Early Bird.

### CLARKSBURG, MD.

**Opened:** 1967;  
**Staff:** 675 employees;  
**Lines of Business:** COMSAT Labs, COMSAT Systems Division, COMSAT Video Enterprises;  
**Mission:** Clarksburg is home to the largest single COMSAT employee population, housing three of the corporation's four lines of businesses, including the world's largest research and development facility devoted to satellite communications (Labs), a self-contained, fully operational proposal development center (CSD) and a 24-hour broadcast center and satellite access facility (CVE).

### MORGANVILLE N.J.

**Contact:** John Alexander;  
**Opened:** 1984;  
**Staff:** 1 employee;  
**Line of Business:** WSD, Maritime Services;  
**Mission:** Promote the growth of data, telephone, and telex communications via COMSAT coast earth stations. Introduce and promote new services to major shipping companies.

### MEMPHIS, TENN.

**Contact:** Ric Swift;  
**Opened:** 1988;  
**Staff:** 24 employees;  
**Line of Business:** CVE;  
**Mission:** To provide the entire hotel industry with superior price value in-room entertainment, guest-pay television programming, and in-room guest services, and to use the economics of satellite delivery to provide the foundation for all future technological services that are synergistic with the hotel industry.

### HOUSTON, TEXAS

**Contact:** Wayne Rentfro;  
**Opened:** 1989;  
**Staff:** 1 employee;  
**Line of Business:** WSD Maritime Services;  
**Mission:** To promote the use of Maritime services in the Gulf Coast region, primarily in the petroleum industry and related offshore service contractors.

### SEATTLE, WASHINGTON

**Contact:** Tom Tarrico;  
**Opened:** 1989;  
**Staff:** 1 employee;  
**Line of Business:** WSD Maritime Services;  
**Mission:** To sell and promote Maritime Services products, primarily to the fishing, petroleum and container industries.

### ETAM, W. VA.

**Contact:** Lynn Rector;  
**Opened:** 1968; Staff: 12 employees;  
**Line of Business:** WSD Intelsat Satellite Services;  
**Mission:** Under contract to Intelsat to provide service for TDMA Reference and Monitoring Systems, Communications Systems Monitor, Central Data Recording Terminal for "Spade" network, and Network Measuring and Reporting Equipment.

## International

### PAGO PAGO, AMERICAN SAMOA

**Contact:** Terry Pullman;  
**Opened:** 1979;  
**Staff:** 5 employees;  
**Line of Business:** COMSAT Earth Stations Inc.  
**Mission:** To provide the earth segment facilities for voice (SCPC), data and receive-only television to the American Samoan government.

### LONDON, ENGLAND

**Contact:** Rick Walton;  
**Opened:** 1988;  
**Staff:** 3 employees;  
**Line of Business:** WSD Maritime Services;  
**Mission:** Sales and close liaison with Inmarsat on technical and business planning issues. Maritime sales center for Europe, and the office assists in Business Development and planning activities.

### FUCINO, ITALY

**Contact:** Aldo Novelli;  
**Opened:** 1977;  
**Staff:** 1 employee;  
**Line of Business:** COMSAT General;  
**Mission:** Perform telemetry, tracking, command and control operations for Marisat satellites.

### KOROR, PALAU

**Contact:** Richard Mischech;  
**Opened:** 1982;  
**Staff:** 3 employees;  
**Line of Business:** COMSAT Earth Stations, Inc.  
**Mission:** To provide the earth segment facilities for voice (SCPC) to the Palau government. ■

## **Crockett Urges Support For '92 Global System**

As the 12 nations of the European Community (EC) work toward creating a single, unified market by 1992, both Europeans and non-Europeans are assessing what the vast new trading arena will mean to their businesses. Will barriers be erected to keep outsiders at bay or will trading opportunities flourish and be open to all?

Bruce Crockett, president of COMSAT World Systems Division, earlier this month was invited to give his outlook on how telecommunications markets might be affected under the new European market structure. He made his presentation in Luxembourg before attendees of Assessment '89, a seminar focusing on the status and direction of telecommunications policy in Europe.

Crockett pointed to deregulation of the U.S. telecommunications industry for lessons that might be instructive as the 12 European nations begin lowering trade barriers along their own borders. Deregulation, according to Crockett, will not be easy with barriers of language, politics and nationalism as well as natural resistance to change making the process difficult.

Despite the challenges of adjusting to a less regulated environment, deregulation has provided COMSAT incentives to lower prices, develop creative tariffs such as those for long-term service commitments, and respond to customers. Intelsat and Inmarsat, too, have become more cost and efficiency conscious, he said.

Crockett seized the opportunity to urge European nations to continue their support of the global Intelsat and Inmarsat organizations. "A united Europe will be a very powerful force and can have great influence on the future of the world's telecommunications industry," he said. "We strongly urge that this influence be used to strengthen the international alliances formed through Intelsat and Inmarsat. For these two systems to remain viable, there must be enough traffic to keep

their unit costs competitive with alternative transmission systems.

"Each country and region must support the global system, not just their own systems. Just as it is good for the European countries to form alliances and tie their communications systems closer together, so is it good for the world as a whole to move closer together, not further apart in its ability to communicate."

Crockett said EC countries could help keep Intelsat and Inmarsat strong by allowing the private sector easier access to the system, ensuring that satellites are included in standards established for all services, viewing fiber-

optic cables and satellites as complementary, rather than competing, technologies, liberalizing policies on receive-only terminals and encouraging the continued support of all signatories in maintaining the integrity of the systems.

"A global market — one that goes beyond U.S. or European borders — is a fundamental goal," Crockett said. "Europe 1992 is only one phase in the globalization process, just as deregulation in the U.S. and other countries is another phase of the same goal — to create a stable, barrier-free economic environment that is mutually beneficial to us all." ■

## **World Systems On Stage At Four Trade Shows**

COMSAT World Systems next month will cap a season of key industry trade shows when it exhibits at the Paris Air Show, June 8-18.

In early May, the Division appeared at three major industry exhibitions, all at the same time. Together the three—the International Communications Association in Dallas, the Offshore Technology Conference in Houston, and the National Association of Broadcasters in Las Vegas—drew a combined audience of 100,000 or more people, according to Michael Glasby, manager of Sales Promotion.

Among trade shows, the three in May represented the most important arenas for displaying World Systems' international satellite, maritime and broadcast services, Glasby said.

The upcoming Paris Air Show is

the worldwide stage for anything aeronautical, Glasby said. World Systems will be there to begin promoting the advantages of international aeronautical communications via satellite. Plans are for the exhibit to feature a hands-on demonstration that will allow users to hear what communicating via satellite with people in flight is like.

World Systems is awaiting a response from the FCC on its application to provide international aeronautical communications services using the Inmarsat satellite system. If the appropriate regulatory approvals are granted, COMSAT estimates that it could have an interim, low-speed data service in operation by mid-1989 and a full-service system, providing both high-speed data and voice, by late 1990. ■

# COMSAT Takes the Field !

## Scramble for Clarksburg Pennant Under Way; Plaza 'Early Birds' Dominate City League

"PLAY BALL!" That's what more than 250 COMSAT employees are hearing several nights a week now that spring has arrived. Donning their cleats and taking the field, softballers at Clarksburg play in a 10-team, COMSAT Labs circuit, while the newly-formed Plaza team competes in a Washington league.

Co-Commissioner Tim "Bart Giamatti" Salerno of the COMSAT Labs League says his league began play the first week of May.

"It's a great league, and it's been a great league for more than 20 years now," says Salerno, who also doubles as an infielder for Camilla's Gorilla's, one of this year's entries in the Labs League. "It's co-ed and everybody has a lot of fun."

At L'Enfant Plaza, the COMSAT Early Birds go up against teams from the FCC, nearby communication law firms and local television stations. Nearly 30 of COMSAT's finest athletes make their way over to the St. Francis Field at 25th and "N" Streets, N.W., a few times a week for games and practice.

Linda Wellstein and Steve "Billy Martin" Goodman, attorneys in the World System Division Legal Department, lead the Early Birds, who dazzle opponents with their unconventional Hawaiian shirt uniforms. This season marks the COMSAT team's return to league play after an absence of several years. The league is co-ed, with nearly 20 teams divided into two divisions.

Goodman says he is confident that the Early Birds' return will be a success.

"This will be a strong re-entry team,

and I fully expect to make the playoffs," he says.

Both Salerno and Goodman say they

from the Model Shop will have to beat back a strong challenge from the always tough Facilities "Blue Streak" if

they want to repeat as champions.

But Salerno, while maintaining a commissioner's objectivity, has high hopes for Camilla's Gorilla's.

"We won it a couple of years ago, and we're going to take it again this year," he says. "But in reality, any one of the 10 teams could win the whole thing."

The Clarksburg

pennant is decided by a double elimination tournament at season's end, which leads to a championship series in late August at the 3rd Annual Family Fun-Fest.

The pennant for the L'Enfant Plaza team will also be decided in mid-August, by a single elimination tourney. ■



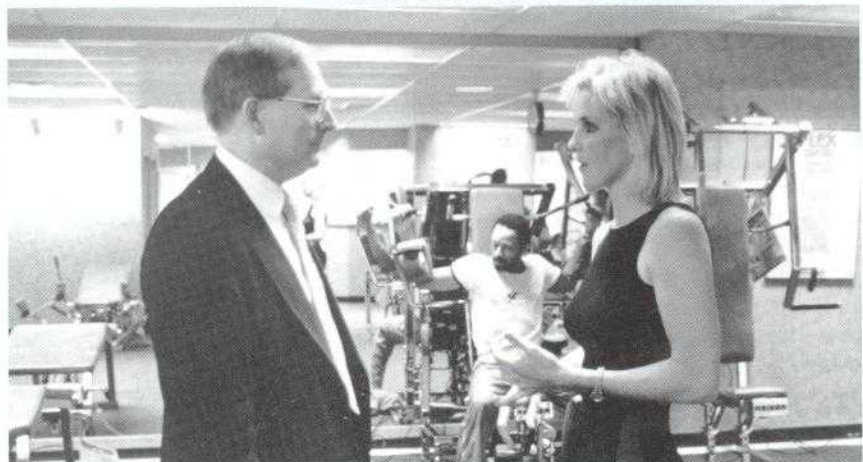
Last year's Clarksburg champions from the Model Shop

hope that an All-Star Game between a team from Clarksburg and the Plaza can be arranged, probably for mid-July.

"It will be bigger than the Super Bowl and the World Series," Goodman says.

At Clarksburg, games are played four nights a week, and there are many friendly rivalries. Last year's top team

### Fitness Discussion



Maritime Services' Donald Bambeck receives briefing from Fitness Center Director Michele Tenner while IRM's Mike Smith pumps some iron in the background. May is National Fitness Month. For more information, call the Plaza Fitness Center at X6700 or the Clarksburg facility at x5135.

## COMSAT Files Reply Aeronautical Comments

COMSAT this month urged speedy action on its request to provide aeronautical satellite services. The plea was made in reply comments filed with the Federal Communications Commission (FCC) in response to a recent petition by Aeronautical Radio Inc. (Arinc) to deny COMSAT's request.

In its filing, COMSAT pointed to virtually unanimous agreement by government and industry that early availability of transoceanic aeronautical satellite communications has substantial public interest benefits. COMSAT cited support from the Departments of State and Defense, the Federal Aviation Administration and the National Telecommunications and Information Administration for prompt authorization of COMSAT's request to proceed with the provision of aeronautical services.

According to the COMSAT filing, Arinc is moving forward with a joint venture with Sita, the service cooperative owned by a large group of foreign airlines, which will rely principally on aeronautical facilities now being constructed in Canada. These facilities will be capable of providing service to U.S. airlines. COMSAT said that Arinc's petitions are aimed at insulating the foreign joint venture from U.S. competition.

Arinc has been misusing the regulatory process to keep contenders out of the market until it is ready to dominate the market, COMSAT said. Arinc's challenge to COMSAT's legal authority to provide services uses out-of-date arguments, the filing said.

COMSAT said it was "ironic" that Arinc, itself a monopolist in domestic air-ground markets, has characterized its filings as petitions to deny "monopoly status" to COMSAT.

"Apparently the basis for this pejorative phrasing is (our) request for authorization as the U.S. Signatory and Operating Entity for Inmarsat, which Arinc says 'is COMSAT's shorthand for its monopoly role.' In fact, COMSAT did not request monopoly status, nor would it enjoy monopoly status if

its applications were granted. Rather, COMSAT sought authorization as the U.S. Signatory and Operating Entity because that is what COMSAT is."

COMSAT said it has not challenged Arinc's or any other firm's right to develop competitive satellite systems. In fact, both Arinc and the American Mobile Satellite Consortium (Amsc) have indicated that they plan to create such systems. COMSAT also pointed out that there already is fierce aeronautical service competition within the Inmarsat system itself. It pointed to two foreign consortia that have been formed by Inmarsat that are aggressively targeting the North American markets in the absence of a U.S. service provider. One of these involves the U.K., Norway, and Singapore; the other is between Canada, France and Australia. COMSAT also said that competition for

ground segment has also been ensured since any U.S. entity may construct U.S. aeronautical earth stations.

"Far from becoming a monopolist, COMSAT's entry may be the only hope of keeping the foreign carriers from pre-empting the market," it said.

COMSAT characterized Arinc's plea for direct access to the Inmarsat system as a transparent attempt to derail the Commission's aeronautical proceeding "because no form of direct access can be implemented without amendments to the Inmarsat Act." COMSAT noted that the FCC has stated that direct access would require legislation amending the Inmarsat Act. And Arinc itself previously has admonished the FCC that "Congress must act to amend the Inmarsat Act before competitive access to Inmarsat aeronautical services can be implemented." ■

Fair Winds, Following Sea



The "Tole Mour," a sailing ship which brings health care outreach programs to the Marshall Islands, relays medical information via satellite with a maritime antenna donated by COMSAT. Owned and operated by Hawaii's Marimed Foundation, the ship is a traveling health care clinic which recently completed a tour of a remote atoll in the region, providing immunizations, nutrition education, pediatrics clinics and dental screening.

# A Wining Slide Presentation

Congratulations! You have just been chosen to give a slide presentation about the secret of your department's success. Fortunately, there's enough time to plan a smooth, attention-getting show. But, the question is, "Where do you start?"

The answer is, right here! We've culled information from *Communication World* magazine, among others. This publication, flagship of the International Association of Business Communicators, offers some excellent pointers on how to plan the production of an eye-catching and informative

slide presentation. The 10 pointers listed below will put you on your way to a winning slide show.

**1. PUT YOURSELF IN YOUR AUDIENCE'S PLACE**

Ask yourself what impressions you want to leave with your audience, and what pictures and data you need to accomplish this. Make sure the presentation is focused and that one point leads to another easily and logically.

**2. COMPLETE AN OUTLINE-**

Complete an outline, specifying the main objective of your presentation—

the one point you want your audience to walk away remembering.

**3. DECIDE HOW LONG YOUR PRESENTATION SHOULD BE**

The right length is how long it takes to meet your objective, but research show 10-15 minutes is as long as you can expect to hold your audience's attention.

**4. CREATE EFFECTIVE SLIDES AND 5) KISS RULE**

These two go together. Lettering on the slides should be big, large enough for the person farthest away to read without difficulty. The KISS Rule (Keep It Short and Simple) applies here: Your slides should communicate a maximum amount of ideas in a minimum amount of space, using as few words as possible.

**6. BUILD AND FADE**

Avoid listing information all at once—while you are explaining the first item, the audience may be reading the list, and you may lose them. Instead, highlight one point in bold print, add it to the list, and move on to the next slide with the next point highlighted.

**7. DON'T USE TOO MANY NUMBERS**

Statistics can be boring, so only use the ones that will drive your point home effectively. Use a chart or a graph to simplify the data.

**8. MAKE THE SCRIPT AND YOUR SLIDES WORK AS A TEAM**

This will make it easier for your audience to follow along and get your point.

**9. DON'T GET DISTRACTED**

Rehearse beforehand, and try to take questions only at specified points in the presentation.

**10. YOU'RE ON!**

Research indicates that the best place to stand is to the audience's left of the viewing screen. And one more thing—You're ready, so just relax and impress your audience!

Using these 10 points to get your presentation off the ground should make your slide show an informative attention getter. Good luck! ■

**Secretarial Salute**



COMSAT Chairman Irving Goldstein met with secretaries from throughout the corporation last month in honor of National Secretaries Week. Goldstein thanked secretaries for their many contributions. He cited the changing role of secretaries, one of the results of an ever-changing marketplace and business environment. He said secretaries were considered to be more valuable to their employers than ever before. Top Photo, he talks with Clarksburg's Wendy Bennett. Below, Goldstein visits with Plaza secretaries Carletta Smith, left, and Pearl Sanders.

## COMSAT Continues Aid To Armenian Quake Victims

COMSAT, Intelsat and NASA joined last month in a humanitarian aid effort aimed at bringing medical assistance to the victims of December's massive earthquake in Armenia.

Working with the U.S.S.R., the three organizations are providing what they have termed a "telemedic spacebridge." Using the 'spacebridge,' medical experts at the Diagnostic Center in Yerevan, Armenia, can consult directly with their counterparts at U.S. medical facilities on the treatment of earthquake victims suffering from long-term physical and psychological traumas.

At the heart of the "spacebridge" is free international satellite capacity from Intelsat, provided at the request of COMSAT. NASA is relaying signals between AT&T's Roaring Creek, Pa., earth station and U.S. medical facilities. Experts will be able to communicate via one-way TV and audio transmissions from Yerevan to the



Jack Hannon

U.S. and two-way voice and facsimile. Satellite capacity is being provided four hours a day, five-days-a-week. The program, a demonstration of how satellites can be effective tools in delivering health care assistance, began April 25 and will continue through July 15. An Intelsat IV-A satellite is being used. It was launched in 1977 and op-

erates today in inclined orbit, a maneuvering technique designed to extend the satellite's utility beyond its seven-year projected life.

At a press conference announcing the U.S.-U.S.S.R. Armenian relief project, World Systems Vice President and Deputy Division Manager Jack Hannon expressed his delight at COMSAT's involvement. He pointed out that Intelsat has proven to be critical link in disaster relief efforts, being used successfully to supply emergency telecommunications during such disasters as the Mexico City earthquake and Hurricane Gilbert.

Intelsat Director General Dean Burch called the "telemedic spacebridge" a "unique application of satellite technology to solve problems associated with disaster relief and critical care. We hope this demonstration project will stimulate future international cooperation in disaster assistance, medicine and health," he said. ■

### Import /Export Experts (continued from page 1)

tion can cause civil fines of up to \$1 million, not to mention loss of export privileges, which would be a disaster for us."

Lott and Fox also coordinate the logistics of shipping "everything from satellites to wood carvings."

"We try hard to get it not just to the right place but to the right person as quickly as possible," says Lott, a 22-year Marine Corps veteran before he joined COMSAT in 1981. "But you have to do your homework. If it gets there fast and then just sits on the dock because of a customs holdup, it doesn't do anybody any good."

The volume of paperwork that goes through the department is enormous, but Fox takes it in stride.

"I just take care of everything," she says.

Two recent contracts awarded to COMSAT Systems Division (CSD), one with Turkey and the other with the

Soviet Union, attest to the Import/Export Department's talent for delivering the goods on an international level.

The Soviet contract called for CSD to help the USSR install a communications system that would be used to analyze earthquakes and other geological data. Coordinating the delivery of certain items was particularly challenging, because the export of technology to the Soviet Union is tightly restricted.

"In order to complete this deal we had to satisfy the U.S. Defense Department that the purpose expressed in the contract was what it was going to be used for," Lott explains. "Then we had to get the Coordinating Committee of NATO countries to agree as well, because that is the procedure in dealing with the Russians."

"The Commerce and State Departments helped us get final approval for the project," he adds.

While Lott was pleased that his department's end of the "Russian deal," as he calls it, went smoothly, he wishes

everything would go as well. Unfortunately, that is not always the case, especially when people wait until the last minute to seek the necessary expertise.

"Rush modes can really cost you. I've had people surprised that we even exist," Lott adds. "That's why we suggest that folks call JoAnne or me at X4020 or X4487 at the very beginning of a project."

"I really can't emphasize that enough," Lott continues. "Even if you think you may have to do something involving imports or exports in the future, it is never too early to contact us."

Once the Import/Export Department takes a shipment under its wing, it's almost certain it will get where it is going intact.

"In the eight years I've been here, we've only had three damaged shipments and one lost shipment," Lott says.

And when you're responsible for the whole world, that's a pretty good record. ■

## Spring Deadline Nears For Matching Gifts Program

The semi-annual processing date for the COMSAT Matching Gifts Program, June 1, is approaching fast.

The COMSAT Matching Gifts Educational Program matches dollar-for-dollar contributions made by employees to any eligible institution of higher learning. The minimum contribution that will earn matching funds is \$25, while the largest gift the company will match is \$5,000. For the Matching Gifts Arts Program, \$1,000 is the maximum gift eligible for matching funds.

Established in 1979, the program is designed to help support educational institutions. All COMSAT full-time employees, retirees, and members of the Board of Directors are eligible to participate. Anyone interested in participating, or just finding out more about the COMSAT Matching Gifts Program, should contact Sandy Reed in the Human Resources Department at X6354. ■

## 'Live Via Satellite' Offered Half Price

"Live Via Satellite: The Story of COMSAT and the Technology that Changed World Communication" rolled off the presses earlier this month, and COMSAT employees may purchase the book at 50 percent off the publisher's price.

Published by Acropolis Books, the opus on COMSAT's early days highlights the many breakthroughs that COMSAT has engineered since 1962 and the ways in which these discoveries have been applied to building a world-wide communications network.

At bookstores for \$19.95, or available through Corporate Affairs for \$10. Call X6800 to reserve your copy. ■



**Editor:** In the April issue of *COMSAT Today*, you published service anniversaries and promotions, but you left mine out. My anniversary was April 15. Please respond, but do not publish my name. Thank you.

—Name Withheld

**The April issue contained personnel news for the inclusive dates of January 1 - March 31. Your April 15 anniversary should be reported to us at the end of the second quarter and published in the next available issue, which would be July.**

**Editor:** Thanks for the story, "Delivering the Goods: A Snap for CSD Team" (March issue, *COMSAT Today*). Unfortunately, several discrepancies entered the published copy. When a complete miniature, mobile earth station is being designed from scratch and delivered in four months, such an effort is not a "snap." This team spent the entire 1988 holiday seasons, including holidays around Thanksgiving, Christmas and New Year and including all weekends from mid-November to mid-January working. To editorialize that into a "snap" is not giving credit to the effort put forth by the team.

As previously stated, the effort took four months, not five as you

published in your story. It is not clear to me how such a mistake could have crept into the text, but the end result is the same: less credit to the team.

The Mobile Satellite Receiver designed by COMSAT provides Geostar Corporation with the capability to render messaging service between the dispatcher and the truck; the service you described—between the truck and the dispatcher—has been rendered by Geostar for more than two years now.

The intent here is not to pick the article apart, but rather, to bring to your attention the inaccuracies and to suggest a way in which such inaccuracies could be minimized: give your sources the opportunity to review articles before publishing them.

—Victor Schendeler

**Articles appearing in *COMSAT Today* undergo rigorous scrutiny and numerous reviews by many people. Leaving you out of the review process for this story was an oversight which we regret.**

**Editor:** I noticed a story in the April issue which carried a byline "CSD correspondent." How does one become a correspondent for *COMSAT Today*?

—Budding Reporter

**Easy. Tell your supervisor that you want to submit news items about your department. If he/she concurs and OKs your material, we'll use it on a space-available basis, and you become a correspondent. It's that easy. Send your news to Room 8226-Plaza.**

## Travel Policy Changes

The following changes have been made to COMSAT's travel policy:

1) Travelers may fly non-stop if reservations are made at least seven days in advance. To gain the lowest fare, however, flights booked on short notice may include one connecting flight. Waiting time between flights will not exceed 90 minutes.

2) COMSAT will reimburse employees who are required to travel regularly for the annual dues of one credit card, but not in excess of \$55. Authorization from the responsible V.P. is required.

3) Division heads may approve exceptions to the non-stop vs. direct flight policy when the traveler is using coach, economy, or a similar class. All other exceptions must be approved in advance by the CEO. For more details, call Chris Leber at X6122. ■