



# TODAY

MAY 1987

VOLUME 2 NO. 5

## Refund Order Modified

In a Modification of Order released May 4 by the FCC, the Commission's Common Carrier Bureau modified its April 6 order regarding a potential COMSAT refund.

The May 4 order makes clear that the original order was not a final determination of any refund due, points out that the full Commission will review COMSAT's legal arguments about whether any refund is due and deletes language requiring COMSAT to expand its D1 cost of service study to cover the period between May 23, 1978 and Dec. 31, 1982.

The Modification of Order stated, in part, that "... it would be premature to require COMSAT to submit additional data. ..." inasmuch as a final Commission order on refund liability has not been issued.

World Systems Division President Bruce Crockett said, "We are gratified at the action taken by the Common Carrier Bureau to amend the April 6

order, and we look forward to working cooperatively with the Bureau and the full Commission to resolve the remaining outstanding issues." 

## Satellite Act Review Planned

COMSAT Corporation and its role in international satellite communications will come under the magnifying glass of communications policymakers in the U.S. Senate in the coming months.

In late April, the Senate Commerce, Science and Transportation Committee and its Subcommittee on Communications began a review of U.S. international communications policy, which, among other things, will examine closely COMSAT's performance as U.S. signatory to INTELSAT and INMARSAT.

Just what this review may eventually *See SENATE, Page 8*

## We're Changing

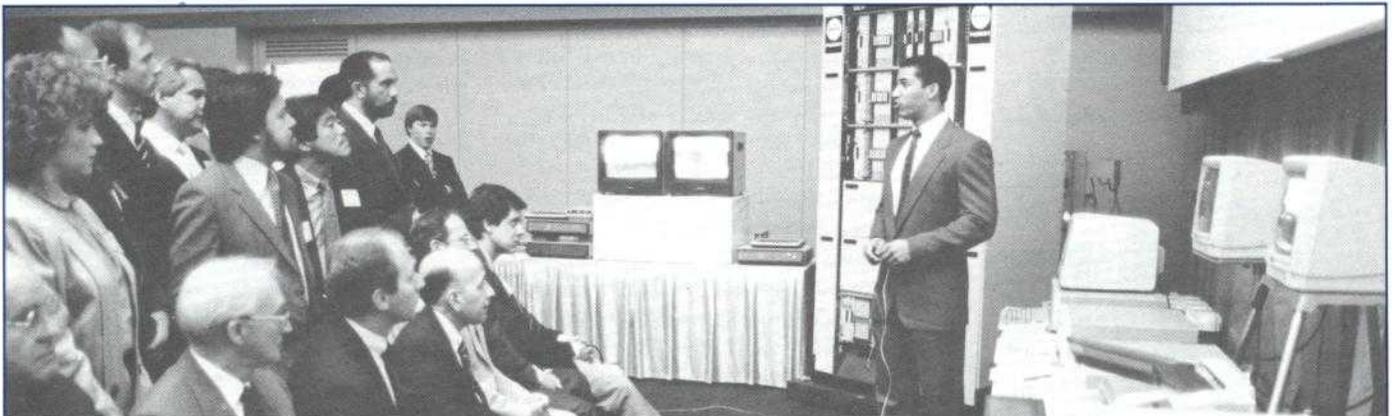
*TODAY*, like other aspects of COMSAT Corporation, is changing. Beginning with this issue, your newsletter will grow to eight pages, up from six.

Last issue we began a new feature called "News Briefs." This feature will be a regular part of *TODAY*, reporting the same kind of information that used to appear in *Business Briefs*, which now has ceased publication.

Another change you'll find in *TODAY* is the inclusion of *The Printed Circuit*. Security staffer Jocelyn Ward will continue to edit the 'Circuit,' but it will appear within the eight pages of *TODAY* rather than as a separate publication.

Our goal is to reduce the amount of paper that is shuffled, without cutting back on the information conveyed.

Any comments on our changes? Call Rick Wasser, 863-6245. 



Bill McKee, ISS account executive, gives a private ISDN presentation in the COMSAT theatre. *See Page 5*

## Looking for a New Job? Start with H.R. Job Postings

For employees wondering if career opportunities may be greener outside COMSAT Corporation, Dawn Londregan of the Human Resources department has this suggestion: Don't leap before you look — within COMSAT.

"A lot of people forget about the internal opportunities and go outside," she said. "We want them to remember to consider all their options."

Opportunities for employees to move into new positions within the company have probably never been better than in recent months, as COMSAT was reorganizing. Wanda McKinley, who has been filling jobs here for 12 years, says she has never seen so many employees transferring into positions inside the company as during the months since January. An estimated 40 percent of all openings have been filled internally.

Londregan pointed to two ways employees can keep abreast of job openings:

- Job posting boards, located at the Plaza outside Human Resources on the 7th floor and on the Promenade level near the library; at Clarksburg in the first floor main hall near the Coffee Shop; and at Fairfax outside of Human Resources on the second floor,

in the cafeterias of the main building and building 4, and in the hallway of the production area in building 4. Jobs are posted for at least five days.

- Job posting books, kept in the Human Resources offices at the Plaza, Clarksburg and Fairfax. These contain listings of jobs that have been posted for five days, taken off the board, but not yet filled. Employees are welcome to see the book at any time.

Job openings are not the only route to career development at COMSAT, Londregan said. She and three other Human Resources staffing specialists can offer general career guidance and help pinpoint areas within the company that could provide the professional development an employee is seeking.

"You don't have to wait for a posting to begin thinking about career opportunities within COMSAT," she said. "We know the managers and the kind of skills and background they're looking for. And once we get to know you — your experience and goals — we can advise you on the additional experience and education you need to develop."

Each of the four Human Resources specialists has particular areas of responsibility. They are:



**Lisa Primeaux, CTP Office Services Clerk, checks out the latest job postings outside the Human Resources office at Merrifield, Va.**

- Wanda McKinley, at (301) 428-5435, responsible for engineer, scientist and technician opportunities at Clarksburg;

- Barbara Swaylik, at (703) 876-3604, responsible for engineer, technician and assembler positions at the Plaza, Fairfax and remote locations;

- Nancy Roblin, at (301) 428-4700, responsible for marketing and sales job openings at the Plaza, Clarksburg, Fairfax and remote locations; and,

- Dawn Londregan (202) 863-6263, responsible for financial, administrative and clerical positions at the Plaza, Clarksburg and remote locations. ☺

## ISS Offers Direct Computer Access To Broadcasters

Carrying through on promises to increase customer service, COMSAT Corporation's INTELSAT Satellite Services (ISS) group last month demonstrated how international TV broadcasters can learn about the



availability of satellite circuits and order satellite time using their own computers.

The service, currently being offered on a trial basis, allows broadcasters direct computer access to ISS' TV Operations Center data base. ISS demonstrated the service at the National Association of Broadcasters conference in late March.

Called COMSAT TV Scheduling, the service speeds the flow of information to customers, giving them immediate details on circuit availability and pricing, according to Steve Carroll, director of ISS marketing. Historically, broadcasters have telephoned the TV Operations

Center staff to get particulars on capacity and tariffs.

Large U.S. broadcasters who have been trying out the direct scheduling system have welcomed it, Carroll said. "We think customers who need video transmission service only occasionally may find the service valuable as well," he said.

The scheduling system, updated continually by ISS, allows subscribers to enter service requests directly, change or cancel orders, enter internal departmental accounting data, schedule pending satellite TV activity, review scheduled and booked TV transmissions and obtain global TV service information. ☺

# COMSAT Charts Avenues To Fight \$62 Million FCC Refund Order

When the FCC's Common Carrier Bureau last month ordered COMSAT Corporation to refund \$62 million or show why it shouldn't have to, the Bureau might just as well have said, "Put up your dukes and fight."

COMSAT reacted strongly, calling the order "unjustified and unwarranted."

A number of avenues to challenge the decision are available. As Vice President and Chief Financial Officer Bob Perry pointed out in a letter to financial analysts, the order was

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## See Related Story, Page 1

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issued by the Bureau, not the Commission. "The Bureau's action begins a complex process of pleadings and presentations," he said.

According to Ruth Sigler, attorney for COMSAT Intelsat Satellite Services (ISS), who has been following the rate investigation, COMSAT will present its case showing why it should not refund the \$62 million within the time called for — 45 days from the order's release.

Sigler indicated COMSAT can petition within 30 days for review by the full Commission, which could take three to six months.

If COMSAT is not satisfied with the full Commission's decision, the company could then appeal to the U.S. Circuit Court of Appeals. A decision by the court would not come for more than a year, Sigler said.

COMSAT's willingness to battle the Bureau's order is reinforced by what it believes is a sound defense, Sigler said. Key to that defense is the view that the FCC can require refunds only for periods for which it has issued an accounting order. Further, COMSAT's reading of the Communications Act of 1934 is that accounting orders can apply only to rate increases and new services. In addition, "excess earnings" was not listed as an issue the Commission planned to investigate.

Among the major issues raised in the order and COMSAT's response to each are:

**ISSUE:** COMSAT must refund \$62 million plus interest to its customers because, between 1983 and 1986, it earned more than 12.48 percent, the maximum rate of return which the FCC has authorized it to earn.

**COMSAT RESPONSE:** The claimed refund greatly exceeds any reasonable amounts which would be due under legal precedent. Here's why. Before the Commission can order refunds on earnings during a certain period, it must suspend the effective date of the rates before they become effective, issue an accounting order, and set the matter for investigation. Although the Bureau now seeks to impose refunds for earnings from 1983 through mid-1986, the Bureau did not issue an accounting order and institute an investigation until November 1985. Thus, the revenues collected prior to November 1985 were not subject to the accounting order. Yet the Bureau is trying to force COMSAT to make a refund of about \$46 million for that earlier period.

Furthermore, COMSAT's rates in effect from 1981 through mid-1984 expressly targeted a rate of return in the range of 14.2 percent to 16.7 percent. These rates were not challenged by the industry or the Commission staff, and the Commission allowed these rates to take effect.

Past attempts by the FCC to recover excess earnings for periods not covered under an accounting order have been challenged by AT&T and other domestic carriers in cases now before the U.S. Court of Appeals for the D.C. Circuit. The argument is essentially an equitable one. That is, ratemaking is not a science but an art, involving the exercise of judgment on a larger number of issues regarding the projection of future costs and revenues. If, in fact, the revenues generated by the rates fall short of

recovering the carrier's costs, including its authorized return on investment, the carrier may not recover its losses through future rates. Conversely, when the rates lawfully in effect produce earnings in excess of the authorized return, the carrier should not be required to refund its excess earnings. COMSAT is a party to both cases, which are expected to be decided later this year.

**ISSUE:** Some \$16 million of the refund is tied to earnings from November 1985, when the accounting order was issued, to June 1986.

**COMSAT RESPONSE:** The Communications Act of 1934 provides that accounting orders apply only to rate increases and new services. Only a small portion of the excess earnings from November to June of last year resulted from rate increases or new services. Anyway, the FCC never put COMSAT on notice it was going after excess earnings, and it is unfair for it to do so at the end of the proceeding.

**ISSUE:** COMSAT failed to provide supporting studies and workpapers required.

**COMSAT RESPONSE:** The company's submissions included all studies performed on the topics under consideration and, along with workpapers, its submissions represented essentially the entire workproduct in developing the tariffs at issue. 🌐

## Haughey Joins COMSAT International

Larry D. Haughey has joined COMSAT International as Senior Marketing Representative — Government Sales. He will be responsible for leasing international communications circuits to the Department of Defense and other U.S. government agencies. 🌐

## Aid For Personal Problems

COMSAT introduced its Employee Assistance Program late last year to provide a means through which employees could get help with anxiety-producing personal problems.

The company's decision to offer the new benefit was not entirely unselfish. Problems off the job can cause loss of productivity and effectiveness on the job. Thus, the Employee Assistance Program is — secondarily — aimed at improving the company's bottom line.

The program is easy to use — and completely confidential:

- Employees and members of their families with any kind of personal problem — from financial to family, from drugs to depression — can use the program.
- To ask for assistance, simply call 1-800-325-4939. Your call will go to Personal Performance Consultants (PPC), the company that administers

COMSAT's Employee Assistance Program. When your call is answered at PPC's St. Louis headquarters, give the receptionist your name, company and telephone number and ask to speak with a counselor. Professional counselors are available to talk with you 24 hours a day.

- If the counselor with whom you speak cannot provide the assistance you need, he or she will ask where you live and will direct you to a local PPC counselor or clinical affiliate. There is no charge for visiting one of these counselors. According to PPC administrators, most problems can be resolved in three to five sessions. If the counselor refers you to another non-PPC specialist, the Employee Assistance Program will not cover the cost, but PPC counselors will help you determine how much will be covered by your insurance. Often,



costs incurred in long-term assistance provided by a specialist are covered by insurance.

- If you wish to be seen by a counselor in PPC's downtown Washington, D.C. office, you may call 656-4230 directly to set up an appointment.
- Use of the Employee Assistance Program is confidential. Usually employees make their own appointments and meet with counselors away from the office. PPC does not reveal names of employees in the company. It only provides periodic statistics on program use.

Jim Herger of the Human Resources Department, 863-6664, can answer your questions about the Employee Assistance Program. Or, you may call PPC's 800 number for additional information. ☎

## Workplace Uncertainties? Try Getting Control Over Other Parts Of Life

If one thing can be said for certain, it's that there has been a lot of *uncertainty* at COMSAT in recent months.

And, for many people, uncertainty in the workplace can throw other parts of life out of balance. Often, feelings about who we are and what we are worth, about our ability to provide for ourselves and our families and about our careers and professional aspirations intertwine closely with the degree of stability we find on the job.

"When a lot of changes are happening at work, people will often wait to handle other personal problems," says Karen Drake, national account representative for Personal Performance Consultants (PPC), the firm that handles COMSAT's Employee Assistance Program.

That can be hazardous for two reasons, she says. First, personal problems are allowed to mount up and possibly get worse. Second, focusing only on the uncertainties over which we have little control contributes to more stress and anxiety.

While it may be difficult, she encourages reacting "proactively" during

times of change. That means trying to get control over the parts of life you can control, she says. "When we deal with change, what we're really struggling with is our ability to have control over our own lives," she says.

Drake had these suggestions for living "proactively" during times of change at the workplace:

- Try to build stability into your life outside of work. Minimize the



amount of change in other parts of life.

- Be aware of — and try to minimize — your consumption of alcohol or other drugs. These "self-medications" merely numb negative feelings and do nothing to promote positive feelings.
- Take care of yourself. Eat regularly, sleep regularly, and try to exercise. Physical activity can help work out anger or anxiety.

- Maintain control over the things that are in your control.

• Talk with your family about the stress you're feeling at work. (They're probably feeling stress too, particularly if you provide a good part of the family's support.) If talking seems to heighten stress, set a limit on when and how long you will discuss the topic.

- Build other interesting and positive things into your life.
- Make time for relaxation.

In addition, Drake says it is often useful to take a personal audit, asking "what is the worst that can possibly happen to me?" "Once you've answered, then you're able to ask the next question: 'What do I need to do to prepare?'" she says. Actions that grow out of the answers to that question can help you cope with changes that might occur.

Drake says that managers and supervisors can help employees deal with job-related stress by keeping employees informed and being as honest as possible with them. "It also helps to give employees a forum to vent or discuss their anxieties," she says.

# Employee Assistance Program

Since November when COMSAT's Employee Assistance Program was introduced, some 30 COMSAT employees or members of their families have sought help for a range of problems, according to Karen Drake, national account representative for Personal Performance Consultants (PPC), the company that provides the service to COMSAT.

The number of COMSAT users is slightly lower than average for similarly sized companies during the program's initial months, Drake said. "Probably the main factor affecting the use has been the impact of the merger. Sometimes usage drops off where there's too much happening on the job," she said. "People will often sit on personal concerns until things seem stable at work."

COMSAT employees have called the Employee Assistance Program seeking help for alcohol problems, family relationships and such emotional conditions as depression, stress and anxiety, she said.

Approximately equal numbers of men and women have called on the program and there has been some usage by members of employee families, she reported.

People in management and supervisory positions were the primary users of the service, Drake said. Those holding professional positions were the second most frequent users. Employees in technical positions

**1-800-325-4939**

represented the third main user group. Clerical employees were represented the least often, she said.

As of the end of April, the Employee Assistance Program reported no formal referrals of employees by their managers. "This could be misleading because we only learn of a referral if the employee tells us," Drake said.

## PanAmSat Gets OK

For the first time in its history, INTELSAT has given approval for a new satellite system to begin providing international communications service.

At its Extraordinary Assembly of Parties meeting in April, INTELSAT gave the go-ahead to PanAmSat to begin satellite service between the United States and Peru, using five C-band transponders aboard the Simon Bolivar satellite.

If, in the future, it and a foreign correspondent decide to use any of the satellite's 19 other transponders for international service, PanAmSat will go through the INTELSAT consultative process again. That process assesses technical compatibility with and potential significant economic harm to INTELSAT of competing international satellite systems.

INTELSAT's decision on the PanAmSat proposal was watched closely by others in the industry who hope to compete with INTELSAT in providing international communications services.

# ISDN Demo Across Atlantic A First

COMSAT Corporation will mark another industry "first" this month with a public demonstration of an Integrated Services Digital Network (ISDN) between continents.

ISDN is an all-digital network concept that, once in place, will allow telecommunications users to make phone calls, send data and conduct other telecommunications activities over a single line at the same time.

The demonstration, scheduled for the International Communications Association conference in New Orleans May 19-21, will connect the U.S. and Great Britain.

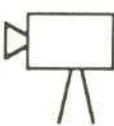
COMSAT's INTELSAT Satellite Services (ISS) marketing staff will demonstrate a range of ways ISDN can be used. Full-color photovideo-text, slow-scan TV, digital telephone calls, personal computer file transfer and high-speed facsimile will be shown.

The demonstration is aimed largely at emphasizing the all-digital capability already available via international satellites. Among those who are planning future international ISDN networks, some have favored fiber optic cables over satellites.

"International satellites offer a digital capability that is in place today," said Bruce Crockett, president of COMSAT World Systems Division.

"We're already offering a number of digital services over the INTELSAT system.

"Satellites offer the same digital capability as fiber optic cables, but they also have the advantage of providing point-to-multipoint transmission and going many places where cable will not go," he said, referring to the expense of laying cable to sparsely populated areas.

<b>SLOW SCAN VIDEO</b>	<b>DIGITAL VOICE</b>	<b>PHOTO VIDEOTEX</b>	<b>FACSIMILE GROUP IV</b>	<b>DATA FILE TRANSFER</b>
				

**A private ISDN demonstration at L'Enfant Plaza May 4 showed all of these telecommunications activities. A public demonstration is planned in New Orleans May 19-21.**

## New Center's Goal: Proposals That Win Government Contracts

For taxpayers, the reminder comes every April 15: the federal government is no easy task master.

For companies such as COMSAT Corporation vying for new government business, the reminder hits home even more frequently. It comes every time they submit a proposal to do government work.

With potentially millions of dollars at stake, proposals must meet government and COMSAT standards — and stand a cut-above competitor bids.

That's why COMSAT Government Systems recently opened a center dedicated to producing superior government proposals.

Located in a secluded part of COMSAT Labs' third floor, the Proposal Development Center offers expert guidance in proposal preparation in a setting designed to inspire the required attention to detail.

Center employees Kent Carson, director of proposal development, Pat Oliff, manager of proposal administration, and Angie Casterlin, production specialist, have extensive expertise in proposal development.

Gramm-Rudman budget constraints, stringent limits on allowable bid and proposal expenditures and intense competition have heightened the need for cost-effective proposal development, according to Carson. "That's why the Proposal Center is more important now than ever."

The Center offers refuge for proposal teams seeking a place geared for productive proposal production — word processing, computer-generated graphics and electronic publishing, Oliff said. The Center houses a limited-access "war room" for storyboarding and management reviews, she said.

In addition to being on hand to assist in proposal preparation, Carson and Oliff are building permanent resources upon which proposal writers can draw. Among those are a guide to efficient and effective methodologies of proposal writing, a library of proposals and a data base of resumes and contract synopses for quick



Photo: Carroll Haugh

Kent Carson (R), Pat Oliff discuss a proposal.

reference.

The proposal is important, but it can only go so far in helping win a contract, Oliff said. "Equally important," she said, "is for marketing to

get to know the customer before bids are requested. If you don't know an opportunity is coming before it hits the streets, you probably don't have a chance," she said. ☺

## Long-term Circuit Contracts Popular

Will there be life for satellites after undersea fiber optic cables make their debut? It's a question that's been debated ad nauseum in recent years.

Now, from COMSAT Intelsat Satellite Services (ISS), comes perhaps the best evidence to date that the answer is yes.

Since the beginning of the year, ISS has offered discounted rates to its carrier customers if they commit to international satellite circuits for five or seven years. Even the shorter five-year contract extends well past the 1988 date for the first overseas service via fiber optic cable. Long-term circuit contracts allow carriers greater flexibility in planning, as well as a chance to reduce costs.

ISS' offer has proven popular. Within the first three months, over 80 per-

cent of the 9,600 circuits eligible for discounts had been signed for by the international service carriers. Both the five- and seven-year contracts have proven popular.

Now, responding to customer enthusiasm, ISS has implemented tariff changes which greatly increase the circuits eligible for multi-year contracts. COMSAT wants to be able to offer carrier customers the chance to convert as many circuits as they wish in specified regions from monthly to multi-year, discounted contracts.

Many customers have expressed interest in converting more than the number of circuits originally eligible for conversion to the long-term agreements, according to Bruce Crockett, president of COMSAT World Systems Division. ☺

## COMSAT Sues D.C. To Recover \$2 Million

COMSAT Corporation wants to recover more than \$2 million in fees it has paid to the District of Columbia over the past four years for an annual report fee. The fee is charged to companies incorporated in the District to cover costs of processing annual report forms. It is based on the value of a firm's common stock.

The company has filed suit in D.C. Superior Court, arguing that COMSAT pays more than \$500,000 annually while most U.S. corporations pay an annual report fee of less than \$300.

Part of the problem lies in COMSAT's original charter, passed by Congress. It bars the company from assigning any par value to its common stock. In the absence of any par value, the District statute requires that the shares be valued at \$100 each. According to COMSAT lawyers, most other companies assign low values to their stock — often as little as 1 cent.

Besides trying to recover the fees, COMSAT also wants to have the District statute declared unconstitutional as applied to the company.

## COMSAT International To Own Part of TAT-9

In an action marking COMSAT Corporation's first move into ownership of undersea cables, COMSAT International Communications, Inc. has agreed to become an owner of the TAT-9 cable.

TAT-9, a fiber optic digital cable, is expected to begin service connecting the U.S. and Canada with Spain, France and the United Kingdom in 1991. Total cost to build the cable is projected at about \$400 million. Owners will include U.S. communications service carriers and overseas telecommunications agencies.

Ownership in an undersea cable will enhance COMSAT International's ability to provide its business and government customers voice, data and video transmission services through diversified facilities, according to COMSAT International President William Taylor.

# NEWS BRIEFS

## 1Q Revenues Record \$123 Million

COMSAT Corporation's first quarter sales of \$123 million were the highest quarterly revenues in company history. But after reserving \$5.5 million (after taxes) in response to the FCC's order that COMSAT refund \$62 million for alleged excess earnings, net income (profit) was pushed lower than that reported in the first quarter of 1986. Without the reserve, net income for 1987, reported at \$8.5 million, would have been about \$14 million — the same as the first quarter of 1986.

Operating income, the pre-tax profit COMSAT makes from its ongoing operations, was nearly \$23 million, down over \$6.5 million from the same quarter last year.

Increased revenues came mainly from the company's INTELSAT, INMARSAT and multipurpose earth station businesses. Increased depreciation, the cost of shutting down the Andover and Brewster earth stations, and increased start-up expenses for the VSAT business contributed to lower operating income.

## Dividend Declared

Shareholders of record on May 8 will receive a regular quarterly dividend of 30 cents a share, payable June 8. This marks the 67th consecutive quarterly dividend declared by COMSAT.

## AT&T Proposes Earth Station Buyout

AT&T wants to purchase three of the five international earth stations on the U.S. mainland owned by the Earth Station Ownership Committee (ESOC). COMSAT International is 50 percent owner of the earth stations, located in Jamesburg, Calif., Etam, W.Va., and Roaring Creek, Pa. The other two ESOC earth stations will no longer be operated by ESOC after this year. The station in Brewster, Wash., closed at the end of March and the one in Andover, Maine is scheduled to close at the end of 1987.

## Changes at the FCC

The chief of the FCC Common Carrier Bureau, Bert Halprin, will leave the FCC in mid-May. He is succeeded by Gerald Brock, current chief of the accounting and audits division of the Common Carrier Bureau. Former FCC chairman Mark Fowler left the FCC in April. He is succeeded by Dennis Patrick.

## Burch Named INTELSAT Director General

INTELSAT's Board has elected former FCC chairman Dean Burch the new director general. He will serve a six-year term.

Burch, 59, was chairman of the FCC from 1969 to 1974, when he became counsel to President Nixon and, later, to President Ford. In 1975, he joined a Washington law firm. Burch led the U.S. delegation to the Space WARC in Geneva in 1985.

## Telecom Equipment Trade Deficit Grew in 1986

Foreign companies sold nearly \$1.7 billion more telecommunications equipment in the U.S. last year than U.S. companies sold abroad. This marked an increase in the nation's telecommunications equipment trade deficit of 27.5 percent over that of 1985. The U.S. trade deficit in telecommunications equipment, first recorded in 1983, has since grown annually by an average of over 38 percent.

## Competitors Chipping Away At AT&T Long-Distance?

If AT&T's revenues are any indication, the competition must be chipping away, albeit slowly, at its long-distance business. Revenues for AT&T-Communications dropped nearly \$830 million from 1985 to 1986, according to its annual financial statements. Even with the decline, however, AT&T-Communications had \$36.6 billion in revenues and \$1.3 billion in profit.

(SENATE, from Page 1)

mean to COMSAT is impossible to predict, according to Ernie Kelly, COMSAT government affairs director. "There could be a range of results — from no change at all to a proposal for legislation amending the Satellite Act of 1962," he said. Any attempt to change COMSAT's role as defined under existing law would be met with strong lobbying by the company, Kelly indicated.

"As in any hearing, there are also opportunities," Kelly said of the review. "This will give us a good chance to tell our story and defend the excellent record of the Corporation."

The Satellite Act of 1962 authorized creation of a shareholder-owned corporation to develop an international satellite communications network. COMSAT became that Congressionally mandated corporation in 1963.

COMSAT has begun preparing responses to a long list of questions posed by the Subcommittee in its request for comments. Among those questions are:

- What is the future of INTELSAT and INMARSAT in view of competition from fiber optic cables and separate satellite systems?

- How effective is COMSAT as U.S. Signatory? Are COMSAT's corporate interests in conflict with interests of the U.S. government, the U.S. carriers, INTELSAT? Should COMSAT's duties be expressed more clearly by statute?

- How effective is the governmental process that oversees COMSAT? Should three government agencies continue to be involved in the oversight process?

- With competition increasing, how much FCC regulation of COMSAT is necessary? How effective is the FCC's regulation of COMSAT, its facilities planning process, its balanced loading policy and rate regulation?

- How is international communications trade affected by market and regulatory changes? How should existing laws be revised to promote U.S. trade opportunities?

- What should U.S. international satellite communications policy be?

COMSAT and others who choose to comment are due to turn in their replies by June 26.

Kelly termed the request for written comments a "paper hearing," conducted not as a substitute for a public hearing, but as a way to generate information upon which to base a report on COMSAT and the Satellite Act.

Part of the reason for the "paper hearing," Kelly said, is the Iran-Contra hearings, which began in the Senate May 5. Sen. Daniel K. Inouye, chairman of the Subcommittee on Communications, is co-chairing the Iran-Contra hearings. They are expect-

ed to dominate Inouye's time for a number of months, Kelly said.

Once Subcommittee staffers generate a report based on comments received, "they may test the political winds for the possibility of legislative proposals," Kelly said.

"COMSAT management views this study very seriously," Kelly added. "We are participating fully, responding to all questions, promoting our point of view and maintaining a constant presence." 🌐

## THE PRINTED CIRCUIT

Editor: Jocelyn Ward

Send your ads to:  
Jocelyn Ward, Room 1105 (Plaza)  
DEADLINE: June 1

### FOR SALE

'79 VW Rabbit. Silver, 4-door, 4-speed, AM/FM stereo cassette. 74,000 miles, very good condition. \$1095 **Call: 428-4547**

'78 Mercury Zephyr. 2-door, PS, PB, AC, AM/FM. Excellent condition. 63,000 original miles. **Call B. Andrews: 863-6911**

'77 AMC Hornet Wagon. Good condition. Needs ball joints.

'73 Volkswagen Bus. New engine (single carburetor), excellent condition. Make offer(s). **For more information call Karen Elmore: 863-6743**

'72 MG/B. Red, excellent condition, overdrive. Fun to drive. \$1,100.

**Call H. Snyderhoud after work: 424-3858**

Country Living At Its Best. Almost 6 acres with 20x30 barn, stream, fruit trees, completely fenced. Beautiful two-story home has four bedrooms, two baths, living room, dining room, large kitchen, 2-car garage, covered patio with BBQ, central air, dual oil/wood furnace. Only 30 minutes from COMSAT Labs off I-70.

**Call: (H) 301/432-5916 or (W) 301/428-4393**

Table & Chairs. Table w/leaf and six chairs — white. From IKEA, only bought in November, \$350 for set. **Call Debbie: (O) 428-4799 (H) 428-7694**

Armstrong Flute 104. Silver plated head, body, foot and keys. Stainless steel screws and rods; double skin pads. Listed price \$389.50 — negotiable. Can be seen in office. **Yusuf: 863-6517**

### FOR RENT

Townhouse. Two-bedroom, CAC, washer/dryer, wall-to-wall carpeting and Montgomery Village Clubhouse. Conveniently located to schools, professional center, mall, recreational facilities and one block from the Giant. Seven miles from Labs. \$575/month. Available the end of June. No pets.

**Call Mario Controni, 863-6204 or Vicki Controni, 948-7151 x553**

Cottage in North Ocean City. Three bedrooms, two baths, CATV, washer/dryer, and large screened porch. On a canal with boat slip and row boat. Sleeps 8. Sorry no pets. Call now for price and availability.

**Dan Forrester: (O) 428-4320 (H) 572-4744**

### MISCELLANEOUS

There are "Lost & Found" articles in the security office that have not been claimed.

For more information or to claim, call the Security Office (Rm 1105) on x6617.

Gardens Tilled. \$20 for first hour; \$10 each additional hour. Travel fee if more than 10-12 miles from Clarksburg. Other yard work including hauling.

**Call Bill Allen: 428-4421**