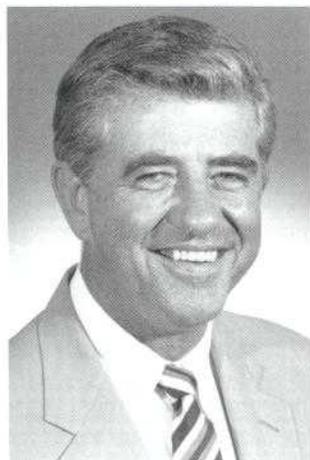


The need for flexible solutions to telecommunications problems aboard ship has also led naval architects to consider the telecommunications needs of a vessel while it is still on the drawing board.

Shipboard Business Service Center

Increasingly, ships are being designed with amenities such as business service centers for crew and passenger use. Typically, these centers are equipped like a shore-based office: fax machines, personal computers and telephones.



Herman Molzahn, director of cruise and leisure markets.

Business service centers hold great appeal for incentive cruise groups, which can use them in conjunction with business meetings held onboard ship, and for ship's management, which can use them as management information centers.

Molzahn sees continued demand for satellite services in the future.

The stereotypical cruise passenger profile is changing," he says. "No longer are cruises the sole province of the retired. Today, you see young professionals at sea on vacation and for offsite sales incentive meetings.

"These people need to stay in touch with people ashore," Molzahn continued. "And COMSAT will be there—with in-cabin calling packages, instant cash access services and faster transmission rates for data and facsimile.

"This is just the beginning." ■



A close up of the latest in satellite communications technology for cruise ships... the ship earth station (SES).

COMSAT's Award Winning Fitness Center Will Make You Feel At Home

There used to be dozens of reasons to join the COMSAT Fitness Center. Now, you can add one more. Under the leadership of Fitness Center Manager Michele Tennery, the center has been recognized as having the best employee health and fitness program in the nation for facilities of its size.

But Tennery and exercise specialist Amy Baer aren't stopping there. They want to use their recent success to increase the 85 percent employee participation rate in the L'Enfant Plaza facility's programs.

"A lot of people who shy away from recreational activity tend to think of why they can't be active instead of why they should," says Tennery. "But I guarantee that if they just try it once, they'll get hooked on staying active at our Fitness Center."

Tennery is so sure that once someone tries the Fitness Center they'll keep coming back, she offers a two-week trial membership for free.

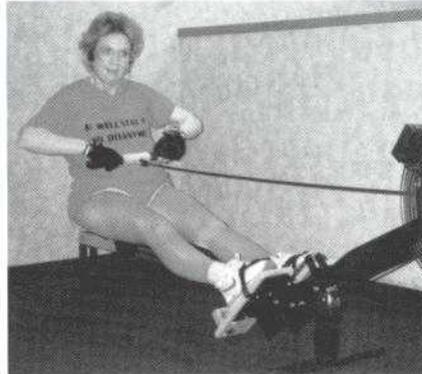
"The first thing you'll notice about the Fitness Center is that it's very user friendly," she says. "It's totally non-competitive, and it's a very comfortable, pleasant environment."

Best In The Nation

The enjoyable, no-pressure atmosphere at the Fitness Center was one of the reasons why the facility was recognized as the nation's best by the Association for Fitness in Business. The competition also measured the effectiveness of employee health promotion programs. In September, Tennery and Baer travelled to Phoenix to receive their award.

They were also applauded for the health promotion and wellness education programs offered by the Fitness Center, including: weight-control, smoking cessation, cholesterol screening and mobile mammography screening, to name only a few.

This wasn't the first time COMSAT's Fitness Center has been recognized for excellence by outside organizations this year. This spring, Tennery, a graduate



Terry Rexford says that since joining the Fitness Center, she has become healthier, lost weight and developed a healthier lifestyle.

of Auburn University with a masters degree in exercise physiology, was recognized by the American Heart Association as the most outstanding "Heart At Work" coordinator in the Washington area.

COMSAT Chairman Irving Goldstein gets a lot of the credit for the Fitness Center's success from Tennery.

"He supports the Fitness Center both with his individual participation and through corporate subsidizing of the facility," she says. "These awards simply would not be possible without the tremendous top-level support we receive."

'Something Is Always Better Than Nothing'

Once people get started in a recreation program, they always wonder why it took them so long to do so, Tennery says.

"Almost immediately people start to feel an increased energy level and a greater feeling of self-esteem," she says. "We have a lot of people down here who have never been active before, never played sports, and just never participated like this and they really enjoy it."

For the beginner, the Fitness Center offers individualized programs designed to meet a person's needs and goals, but just getting started is the big-

gest thing, Tennery says.

"Some people don't think they can do enough to make it worthwhile," she says, "but some activity is always better than no activity."

Taking the Time

One of the most popular excuses for not being physically active is "I don't have enough time."

But Baer's experience indicates that people really have more time than they think.

"It's always the busiest people that I see down here," she says, adding, "People think it takes a long time to complete a worthwhile workout. But even if you only exercise for 20 minutes, you're doing yourself a lot of good. Just 20 minutes!"

"After you wind down and relax in the facility, then take a shower, you'll be completely finished in less than an hour," she adds. "And it will be the best spent hour of your day."

The most important thing is to see recreation not as a chore, but as a reward, Tennery says.

"After a day at work, you owe this to yourself, so go out and do it," she says. "It's fun, and afterward, you'll feel really good about yourself." ■

How To Find Out More

For more information about the Fitness Center, call Michelle Tennery, Amy Baer or Mindy Gill at X6700. In addition to enjoyable fitness programs, the center also offers the following programs:

- healthful cooking
- body fat analysis
- cancer awareness seminars
- health-risk appraisals
- diabetes education
- CPR training

First to Show "Movie of the Decade"

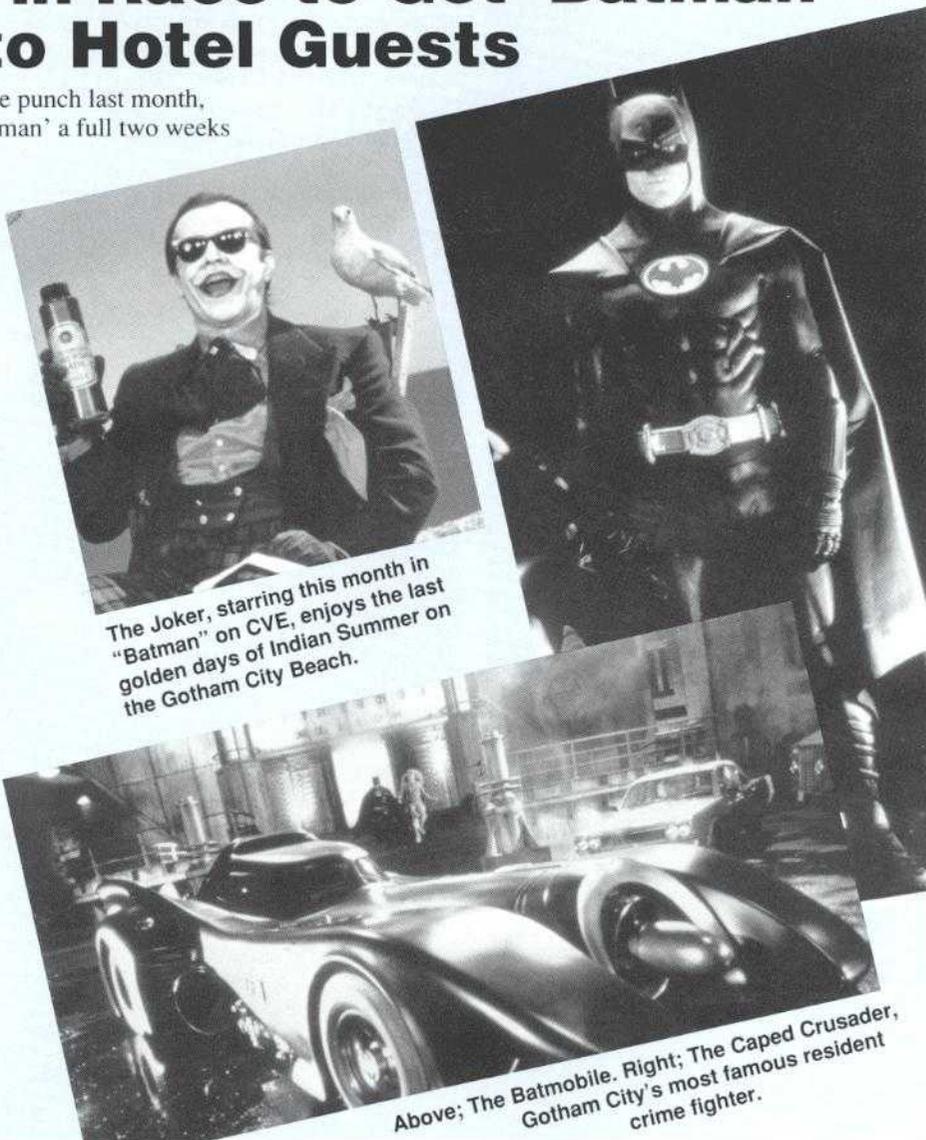
Satellite Flexibility Gives CVE The Edge in Race to Get 'Batman' to Hotel Guests

CVE beat archrival Spectradyne to the punch last month, showing the blockbuster hit movie 'Batman' a full two weeks before the competition. Working overtime to put the package together, the CVE team got the movie on the air October 15, the same day they acquired the rights to the film. It was the first time CVE's regular movie schedule for hotels was changed in mid-month.

The rights to most films are acquired for release on the first of the month. At that time, CVE delivers the material needed to support the movies to its 1,600 member hotels across the country.

But the mid-month acquisition of the Jack Nicholson-Michael Keaton thriller required CVE to exhibit some extraordinary flexibility. An accelerated production schedule was put in place for both print and on-air promotion. Working quickly with their advertising agency DDB Needham Worldwide, CVE's marketing department managed to produce all the necessary materials by the October 15 deadline.

"This was quite a coup for us," said Frank Famariss, CVE's vice president of sales and marketing. "I think the flexibility that allowed us to get this on the air quickly clearly shows why CVE's satellite technology is superior to every other delivery method in the industry." ■



The Joker, starring this month in "Batman" on CVE, enjoys the last golden days of Indian Summer on the Gotham City Beach.

Above; The Batmobile. Right; The Caped Crusader, Gotham City's most famous resident crime fighter.

CVE Joins With Federal Agencies to Fight Drugs

Communities across America used satellite technology to fight the war on drugs in a nationwide teleconference broadcast October 26. COMSAT Video Enterprises (CVE), the Federal Bureau of Investigation (FBI), the Drug Enforcement Administration (DEA), and Holiday Inns, Inc. all participated.

"The public and private sectors have joined forces to bring Americans together to fight the war against drugs," said Robert Davenport, coordinator of the FBI's Drug-Free America Program.

The teleconference, whose theme was "Communities Working Together For a Drug-Free America", focused on

the grassroots strategies Americans can use to take an active role in the battle to reduce the threat of drugs in communities across the nation.

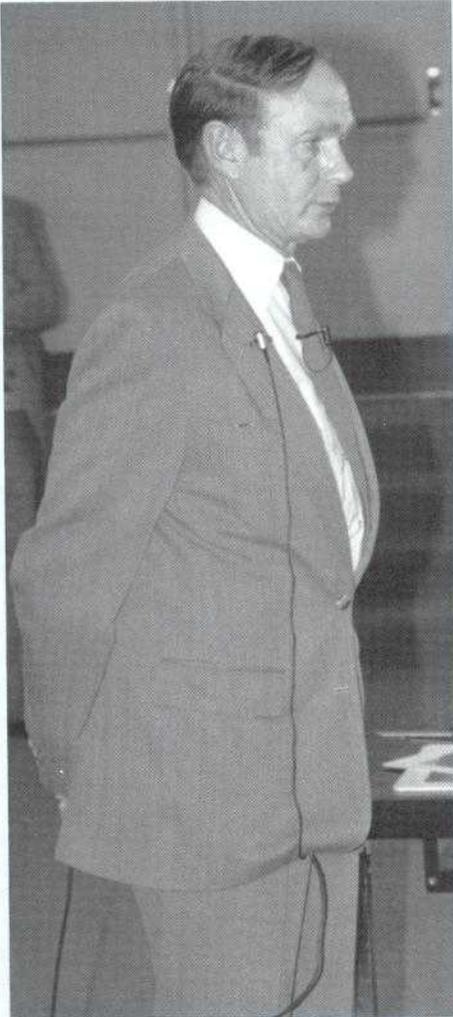
At 8 p.m. on Oct. 26, a panel of experts participated in a town hall forum

(continued on page 12)

Jefferson Teachers Get a Close Up Look at COMSAT Labs...

About 50 faculty members from Jefferson Junior High School took a few hours last month to get an overview of satellite technology, past, present and future at COMSAT Labs. The Clarksburg visit, hosted by COMSAT President Irving Goldstein and Labs

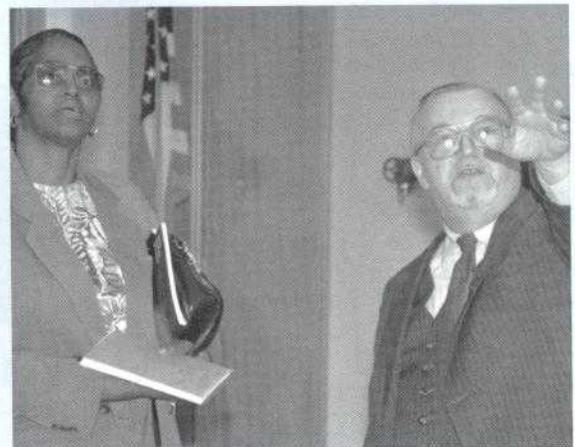
Director and Vice President John Evans, gave the teachers from the "School of Distinction" a chance to see the Labs' satellite technology displays and satellite models, as well as advanced equipment like the auger microscope. ■



Dr. Evans greets the teachers and gives an overview presentation of the diverse capabilities of COMSAT Labs.



Dr. Richard Arndt shows the teachers the one-quarter scale model of an Intelsat IV and explains some of its features.



Jefferson Principal Vera White and Dr. Geoff Hyde discuss one of the displays.

Chairman Irving Goldstein answers a question about the Labs posed by a Jefferson teacher.



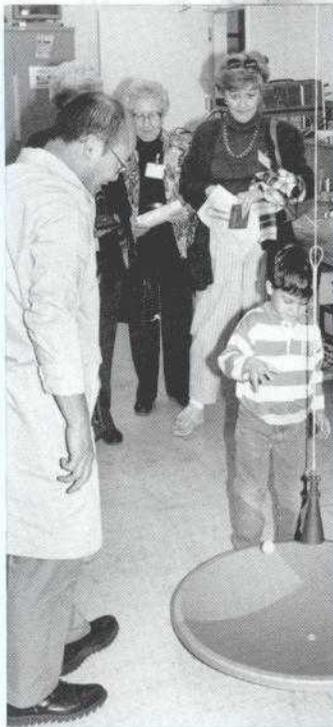
... While 300 COMSAT Employees and Their Families Attend the Next Day's Open House



"All this technology is making me hungry."

A few hundred COMSAT employees brought their families to the Labs' Open House last month to celebrate the facility's 20th Anniversary at the Clarksburg location. As you can tell from the pictures, there was food and fun for everybody.

"Mom this is great!"



Henry Williams (left, foreground) demonstrates signal reception to a young visitor.



Senior technical specialist John Phipps (r) explains echo cancellation to Dr. Lin-Nan Lee (l) and Dr. Lee's daughter Leslie.



"I would put the black queen on the red king."



Every family should own a model of the Intelsat IV.



"Hello!"



Peggy Cline (l) and Marco Urcuyo (r) of COMSAT Labs discuss microwave and flat plate antenna technology with one of the hundreds of guests at the Labs' Open House.



PROMOTIONS

July 1- September 30, 1989

CLARKSBURG

Linda Heckman
Account Representative
Patrick Riley
Information Center Analyst

Joann Rubin
Account Representative

Charles Spangler
Sr. Applications Engineer

Sherry Steward
Account Representative

Dorothy Wallace
Executive Secretary

Barbara Simon
Executive Secretary

Angela Casterlin
Production Specialist

John Ditman
Project Engineer

Bruce Giel
Director, Procurement/
Subcontracting

Alethia Watkins
Administrative Secretary

MEMPHIS

Patricia Tucker
Executive Secretary

L'ENFANT PLAZA

Michael Ashton
Supervisor, Office Services

Sonna Gusk
Cash Manager

Jennifer Heinritz
Accountant in Charge

Louis Kemp
Information Specialist III

Beverly Wester
Administrative Secretary

David Longus
Orbital Mechanics Analyst

Mary Baumgartner
Manager, Marketing Analysis

Sandra Clatworthy
Manager, Maritime Services
Financial Planning

Walter Engelen
Accountant

Arthur Gelven
Director, Contracts and
Administration

Stephanie Jones
Document Administrator

Roger McEvoy
Director, General Aviation
Services

Jacqueline Melton-Hite
Administrative Secretary

Mark Neibert
Manager, Digital
Protocol Standards

SERVICE ANNIVERSARIES

July 1-September 30, 1989

A Quarter Century at COMSAT

Congratulations this month to Hans Weiss, the vice president of technical policy at World Systems Division, who is only the second COMSAT employee ever to celebrate 25 years with the company. He signed onboard COMSAT on August 3, 1964.

25 Years
Hans Weiss

20 Years
Brent Jacocks
Raymond Joyner
James Allison
Richard Arndt
Raymond Curtis
Ronald Garlow
Rockwood Lee
Bernard Schmall
Dirk Van Der Loo
Ali Atia
John Ehrmann
Hokan Holm
Barbara Hutchens
Young Lee
Fred Osugi

15 Years
Melvin "Brent" Bohne
Alethia Liptak
William Newman
Eugene Bainbridge
Hing-Loi Hung
Johann Tyler
Joel Alper
Byron Brooks
Charles Jenkins
Thomas Barr
Robert Eichberg
Sanda Finley
Robert Oslund

10 Years

Otto Haleck
Terry Pullman
Chris Arant
Dennis Fruhwirth
Leon Hill
Curtis Lloyd
Merilee Worsley
Thomas Inukai
Robert James
Joseph Kappes
Richard Lindstrom
David Meadows
Barbara Reader
James Thomas
Chaim Zaks
Jeffrey Nelson
Russell Persinger
Carl Quinones
William Wolfe
Thomasine Dawkins
Robert Perry
James Stout

5 Years

Cynthia Allen
James Herger
Willard Nichols
Joseph Quigley
Virginia Russell
Ernest Smith
Sandra Abell
Tri Duong
Dilip Gokhale
Tahsin Lin
Michael Schreiber
Eileen Sparks
Dana Beugless
Viguen Mangasarian
Donna Collins
Shirin Haidari

CVE Joins
(continued from page 9)

via a videoconference donated by CVE. Originating in Washington, D.C., the conference was transmitted to over 140 Holiday Inns nationwide, and various cable systems and colleges.

The four panelists for the videoconference discussed various strategies of enforcement, treatment, prevention and education for fighting drugs in America's communities.

CVE Pleased to Take Part

"We're glad to be a part of a collaborative effort between top federal agen-

cies and private industry— all dedicated to seeing a better future for America," said Cathy Waters, manager of videoconference operations for CVE.

Viewing sites were provided at no charge to participants and viewers. Community and civic leaders, representatives of educational, legal and religious organizations, along with private industry and the general public all attended. During the final 50 minutes of the program questions were called in to the panel by the nationwide audience.

"Holiday Inn was delighted to host this important program with our partners," said Faith Morris, manager of system communication for the hotel chain. "When you consider that almost 40 percent of our population has used an illegal drug in the past year and that 65 percent of new employees entering the workplace have used illegal drugs, you have to realize that we all have something at stake here.

"It is clearly time to get involved." ■