



# TODAY

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## COMSAT Sells Amplica Inc.


Triax Corp., a privately owned Westport, Conn., company, has agreed to acquire Amplica Inc., a COMSAT Corporation subsidiary. Amplica, based in Newbury Park, Calif., manufactures a wide range of microwave amplifiers and related subsystems for the defense electronics industry.

The sale is expected to be com-

# Amplica

pleted shortly after the required government approvals are obtained. Terms of the deal were not disclosed.

Triax President Colin O'Brien said the acquisition would make his company a major factor in providing a variety of amplifiers to the defense industry, with technology covering a wide range of frequencies and manufacturing processes. Triax was formed in 1986 to acquire and operate electronics companies serving the defense industry. Triax plans to continue operating Amplica as a wholly-owned subsidiary, allowing it to pursue its current business.

The sale of Amplica is part of COMSAT's plan, announced this summer, to restructure its operations. Under that plan COMSAT expects to sell off operations that do not enhance its rate-regulated, satellite-delivered video entertainment or government services businesses. 



COMSAT exhibit. Inset: Michael Glasby, manager of exhibits.

## Working Trade Shows So They Work For You

From outward appearances, an industry trade show looks like a lot of fun. There are slick exhibits with lights flashing, gizmos blinking, and computers whirring. There are seminars where panelists debate high-minded industry issues. There are hospitality suites, with lots of good food and drink and friendly back-slapping.

But while a trade show may look like an oversized industry party, making the most of the sales opportunities these events present is serious business.

To get good results from a show a tremendous amount of both prepara-

tion and follow-up work are required—over and above just attending the show.

Thousands of companies—COMSAT Corporation among them—sink valuable financial and human resources into making a positive impression on the people who attend.

If you're in sales, a trade show may seem capable of producing the equivalent of manna from heaven—customers. Customers coming to you, and coming in great numbers.

But, as anyone who has ever attended a trade show knows, it can also be a

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# Trade Show Savvy Can Mean Sales

TRADE SHOWS, *From Page 1*

lesson in frustration. Your company's exhibit sits amid a sea of competitors. Thousands of people stream into your booth, but few look to buy. You spend 30 minutes extolling your product to a booth visitor only to learn that he only wanted to know if you knew his cousin, the one who used to work at your company. You hand out hundreds of slick brochures, then later find many thoughtlessly ditched in hallway trashcans.

No doubt, getting your money's worth out of a trade show can be a challenging proposition, says Michael K. Glasby, COMSAT's manager of exhibits. Glasby, in his 15 years with COMSAT, has attended scores of industry trade gatherings.

Done well, working a trade show floor can unearth valuable sales information: who's looking to buy, what problem they're trying to solve, how much money they have to spend. Put to effective use, that information can lead directly to new business, Glasby said. Attending a trade show is not an end, but a means to an end, he said.

"Many companies attend trade shows without articulating why they go," Glasby said. "Some go to try to make sales. Actually, few deals are clinched at telecommunications trade shows. In fact, it's against the law in the U.S. to take orders on the floor of telecommunications shows," he said.

The main benefit in being there is finding "qualified" sales leads, Glasby said. "Qualified" leads are people who are genuinely interested in your product or service and, preferably, who have spending authority in their organizations. A good list of qualified leads is to be highly prized, said Glasby. In the hands of a savvy salesperson, these leads can place the company several steps ahead in the sales competition.

The tricky part in working the floor is figuring out which visitors, among the hundreds who stop at your booth, are buyers, not browsers. It requires listening, not talking—playing detective, not salesperson.

One morning early this summer, Jill Redash, COMSAT Government Systems' Manager of marketing and promotions,

greeted visitors at the COMSAT exhibit at the Armed Forces Communications Electronics Association (AFCEA) show in Washington, D.C. Though most with whom she spoke probably weren't aware of it, Redash was playing detective.

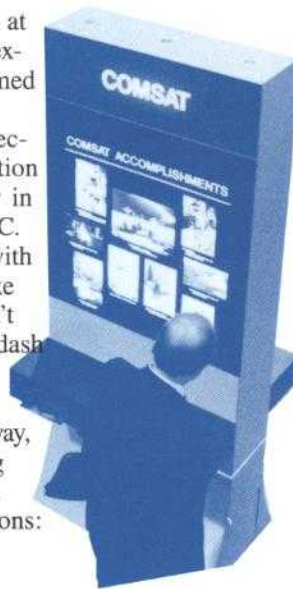
In a casual way, she was leading them through a series of questions: where do you work, are you looking to solve a particular communications problem, what kind of system do you have now, where are you in your planning, what do you do, how much do you expect to spend, is the money budgeted?

Redash held an inconspicuous card in her hand for notetaking during and after talking with the visitor. Later, the answers helped Redash size up whether the visitor was a prospect for Government Systems' services. She later passed on information she collected to salespeople.

The effort, time and money put into a trade show are wasted unless the leads are followed-up on quickly, said Glasby. He recommended that the names, addresses and phone numbers of qualified leads be called in or sent by overnight mail back to the office for immediate attention.

Sorting out qualified leads is a secondary problem, however, if people aren't attracted to your booth. It's clear upon entering the AFCEA exhibition that competition for visitor attention is keen. The exhibits are elaborate, modernistic structures, often equipped with eye-catching electronic games and demonstrations. Some are multi-leveled affairs, with "lofts" where exhibitors can invite guests for a serious sales pitch or a cool beverage.

Others feature gimmicks. Down the hall from the COMSAT booth, a



crowd has gathered around one exhibit to watch a magician. The Government Systems' display features a demonstration showing how portable earth terminals, used with a camera, might be used by government agencies to communicate during remote emergency or disaster situations.

Certainly, the look of the booth has much to do with attracting visitors. COMSAT's exhibit is open and inviting on all sides. It is a handsome exhibit that speaks of a solid, conservative company.

The actions of the people staffing the booth can help attract—or distract—visitors as well, Glasby said. Only the most professional appearance is acceptable. Staffers should avoid clustering in groups, thereby appearing to shut others out. Such activities as eating and drinking in the booth should be shunned, he added. It's a good idea to have a "technical" person on hand to answer customer questions, Glasby said. "One of the the worst things you can do is to try to respond to a question for which you don't know the answer."

Glasby offered other tips that can make trade-show going an effective part of sales:

- Before the show, send invitations to customers and prospective customers to visit your booth. For key clients, offer such assistance as passes to the show and transportation from the airport. Keep them interested, and occupied, by taking them out socially following convention activities.

- Increase visibility by running ads in the official show program and the show daily, a publication that details each day's events.

- Offer to mail hand-outs back to the offices of visitors, instead of giving them to everyone who stops in your booth. That way, he or she is less likely to throw away your literature when packing to go home. And, by mailing it to the office, your brochure will stand apart from those collected at the show. 🌐

# ACTS Funding To Be Decided Soon

The outlook for continued funding of the Advanced Communications Technology Satellite (ACTS) program for fiscal 1988 appears optimistic, but how much it will receive remains in question, according to Tom Sadler, COMSAT's senior specialist for government affairs.

"At this point, it looks as if ACTS will be funded in 1988 under a continuing resolution (a catchall spending bill) at the level it received last year," he said in early September. Congress must approve 1988 funding by Oct. 1, the start of the fiscal year.

COMSAT Labs, a subcontractor on the ACTS project, is designing, developing and implementing the NASA ground station and master control station. ACTS funding in 1987 was worth about \$13 million to COMSAT.

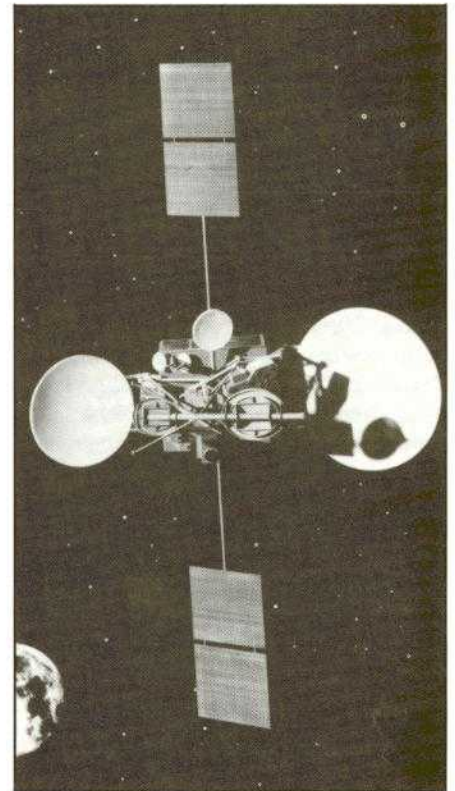
Earlier this year, committees in both the House and Senate authorized the continued funding of ACTS at levels of \$80 million and \$84 million, respectively, according to Sadler. But votes by the authorization committees aren't as critical as those by the appropriations committees, Sadler explained. The House Appropriations Committee voted \$70 million for

ACTS, and, as of early September, the Senate Appropriations Committee had taken no action.

With the September legislative calendar filled, it is not likely that there will be an appropriations bill for HUD and the Independent Agencies, through which NASA and ACTS funding flows, Sadler said. Most likely, Congress will pass a continuing resolution, which generally continues program funding at the previous year's level.

If the current funding level is maintained or increased, ACTS may be launched in late 1990 or early 1991. Originally, it was scheduled to go up in 1989. If the launch date holds, the U.S. can still win the race—by a nose—with the Europeans and Japanese to get ACTS technology into space.

Industry observers believe it is critical to U.S. leadership in satellite communications to be the first in space with the advanced technologies that ACTS will incorporate. In addition, developments arising from the ACTS project will help the satellite industry compete with fiber optic cable transmission. 🌐



Artist's rendition of Advanced Communications Technology Satellite.

# FCC OKs Temporary Use of 'Maneuver'

The FCC has granted COMSAT General temporary authority to use the COMSAT Maneuver on the SBS-1 satellite. The COMSAT Maneuver is a stationkeeping technique that prolongs satellite life by greatly reducing fuel consumption.

A pleading by COMSAT General to the FCC in late August, seeks authorization to operate the SBS-1 satellite using the COMSAT Maneuver throughout the life of the satellite.

The company made the pleading in response to an FCC order last month that authorized COMSAT General's plan to purchase the SBS-1 satellite from MCI, but denied its request to operate the satellite using the COMSAT Maneuver. The FCC said it did not have sufficient technical evidence that the stationkeeping technique would work.

COMSAT General's plans call for applying the COMSAT Maneuver to

the SBS-1 satellite, which is nearing the end of its normal useful life. With the COMSAT Maneuver, COMSAT believes the life of SBS-1 can be extended five to seven years.

In seeking approval to use the COMSAT Maneuver henceforth on the SBS-1, the company has requested that the satellite's original authorization be modified.

The modification COMSAT General is seeking hinges on how much the satellite would be allowed to drift north-south. Historically, industry guidelines have specified slight north-south drift. Operated via the COMSAT Maneuver, north-south drift would increase significantly. COMSAT contends that the increased drift would not interfere with other satellites.

Longer satellite life, achieved through the COMSAT Maneuver, would have several benefits, COMSAT General noted in its response. Among

them are lower unit cost for use of the satellite, the promotion of intermodal competition and the conservation and maximum use of orbital capacity. "Each month's delay in applying the COMSAT Maneuver would lessen SBS-1's potential operational life by one year," COMSAT General pointed out.

Bob Mansbach, COMSAT General counsel, expects the modification request to be placed on public notice for comment. "The chances of Commission approval of the COMSAT Maneuver are good in light of the potential benefits to the public and the Commission's thrust toward deregulation," he said.

In the same order, the FCC said that COMSAT General could operate the SBS-1 satellite temporarily at its current location of 99 degrees west longitude (WL) until the slot was assigned to another entity. 🌐

## ISS Converts 90% of Circuits To Long-Term

Ninety percent of COMSAT Intelsat Satellite Services' (ISS) full-time voice-grade half-circuits have been converted to long-term contracts in exchange for significant discounts on the use of international satellites.

As of August 31, more than 18,860 of ISS' 20,915 existing circuits had been converted to long-term contracts, including 1,270 of the 1,586 eligible for conversion to the new TDMA digital "bearer" service that went into effect in June.

This service allows customers to take advantage of digital circuit multiplication techniques to derive the equivalent of 2.2 circuits for each "bearer" circuit leased.

Nearly 14,100 circuits have been contracted for at the nine-year discount rate, which provides as much as a 30 percent discount below monthly voice-grade services. More than 1,800 circuits are contracted for over a seven-year term.

Multi-year discounts and new services are initial steps in ISS' effort to spur continued growth of international satellite communications into the next decade. Other planned initiatives include continued expansion of existing service offerings and creation of new ones.

As part of its effort to make satellites increasingly competitive in international telecommunications, COMSAT began offering limited five- and seven-year contracts for international circuits in January. By late March, nearly 50 percent of eligible circuits had been converted from 30-day contracts to the multi-year terms.

In May, the company filed a new tariff, which became effective June 12, aimed at removing restrictions on circuit eligibility by expanding long-term discounts to all regions of the world, establishing the nine-year discounted contract, initiating the TDMA "bearer" service, and reducing rates by an average of 12.6 percent for nearly all services, including voice-grade service and full-time video. 🌐

## COMSAT and CSC Team To Bid On State Contract

COMSAT Government Systems and Computer Sciences Corporation (CSC) of El Segundo, Calif., have agreed to team up in bidding for a contract to build and manage a state-of-the-art

communications system for the U.S. Department of State.

The contract, which would span a 10-year period, could be valued at several hundred million dollars.

Each of the parties to the teaming arrangement bring important skills, which, when combined, make the team a strong contender, Rye said. "CSC is known in government agencies as a strong contender for its systems integration capabilities. Those, combined with our satellite communications expertise, could produce a winner," he said.

A request for proposal (RFP) is expected by the end of 1987. Award of the contract for the Department of State Telecommunications Network (DOSTN), as it is called, could come as soon as next spring. The network is expected to connect some 275 domestic and foreign locations and to provide integrated data, voice and videoconferencing services on a secure basis worldwide.

If the COMSAT-CSC team is awarded the contract, COMSAT will be responsible for all the capabilities related to satellite communications, including the provision of U.S. and foreign satellite earth stations, arrangement for the space segment and overall system engineering and design, Rye said. CSC will be responsible for overall program management. In addition, CSC will be in charge of the major portion of three network control centers and for installation and operation of the network.

Competition for the contract will be intense, Rye said. AT&T, ITT, Boeing, GE/RCA and Contel are likely to be among the bidders.

"I think we enjoy a strong competitive position because of our 25 years of experience, our knowledge of the international environment, our strong technical skills and our relationship with the State Department, to which we already provide service connecting the U.S. with London and Geneva locations," he said. "Given our capabilities, this contract is a natural for COMSAT." 🌐



**COMSAT Government Systems President Gil Rye signs agreement.**

## ISS Newsletter Launched

COMSAT Intelsat Satellite Services (ISS) has launched a new newsletter for its customers.

Called *ISS Connections*, the newsletter is designed to inform readers about the services offered by ISS and to keep them up to date on IN-TELSAT matters, according to Evette Fulton, the newsletter's editor.

In addition to the common carriers that use international communications services, the publication goes to broadcasters and to companies which supply communications equipment.

The newsletter is scheduled for quarterly publication. 🌐

With sales of flat satellite antennas containing COMSAT-developed technology scheduled to begin next month in Japan, in Europe later this year and in the U.S. in early-to-mid 1988, the new technology has become a hot topic in the satellite industry.

Four prominent trade publications — *Communications Daily*, *Satellite Communications*, *Satellite Orbit* and *Satellite Weekly* — have given the flat antenna top billing in recent issues. Each has quoted COMSAT's Stephen Day about the market potential for the antenna and developments ahead that might increase its appeal to consumers. The antenna which will be offered on Japanese markets for the first time is a joint project between COMSAT and Matsushita Electric Works. The technology was developed at COMSAT Labs through an unusual and exciting "intrapreneuring" session by a group of people including Dave Beddow, John Berres, Stephen Day, Dan DiFonzo, Chris Mahle, Bob Sorbello, Dan Wells and Amir Zaghoul.

Major points being made about the new COMSAT-Matsushita antenna, its market potential and competition include:

- The decision to begin marketing the antenna in Japan next month coincides closely with the initiation of a new 24-hour-a-day channel on Japan's recently introduced DBS network. As of July, Japan's state-owned network began broadcasting two channels of TV programming.

- Four products initially will be marketed in Japan ranging in size from 35 square centimeters to 78 square centimeters. The price range will be approximately \$1,000-1,400; however, Day predicts that the price will drop rapidly to the \$300-400

## Flat Antenna Draws Media Attention

range once volume grows over the next 2-3 years. Both Matsushita Electric Works and Matsushita Electric Industries will make products. Total demand for all types of DBS antennas in Japan is expected to exceed 200,000 units this year.

- Flat plate antennas are attractive because they are easy to mount, but, as of yet, they are not electronically steerable. That is, once they are mounted, they are aimed at a single satellite and cannot "see" signals from other satellites. For now, adding the electronics that give the antenna that capability would make it prohibitively costly. But, according to Day, as chip prices come down over the next two to five years, electronically steerable antennas could become affordable. Day hastens to add that there currently are few DBS satellites to look at, and one can always use a \$10 electric motor.

- COMSAT will receive a license fee for each antenna Matsushita builds, in addition to a funded 10-year joint development agreement.

- The COMSAT-Matsushita antenna is made of several layers of polyester film, each with printed circuits. The films receive signals directly. The antenna's "squint" capability allows it to receive a clear signal even if it's 12 to 18 degrees out of direct alignment with the satellite.

- Flat antennas could bring new life to the U.S. direct broadcast satellite business and pose a competitive challenge to cable TV. At the least, flat antennas might provide sufficient competition to keep cable charges down. Installing a flat antenna for \$300-\$400 equals to about half the cost of wiring a home with cable TV's latest technology. And no franchise is required, as it is with cable.

- One stock analyst, Blaine Roberts of Morgan Roberts & Co., is quoted by *Communications Daily* as saying the change from cable to flat antennas and DBS is "100 percent inevitable." Day heavily discounts this, saying that a flat antenna is simply a link in the chain which should make the viability of a direct (satellite) service to the home more attractive.

- Cable executives note that high costs of operating a service network, satellite costs and programming make a flat-antenna satellite network more difficult to build than might be expected.

- Tall buildings, large trees and other line-of-sight problems might also limit the market for flat antennas.

- Flat antennas could be used for applications, such as data transfer, now being served by Very Small Aperture Terminals (VSATs). Also, COMSAT says, they could play a big role in videoconferencing.

- The introduction of flat antennas in Europe, planned for late this year, is expected to coincide with the beginning of DBS service in a number of European countries.

- Others are developing their own versions of the flat antenna. A subsidiary of C Itoh has an antenna with a narrow bandwidth, and Phasar Corp. is developing a flat C-band unit which it claims will be available in the middle of 1988. 🌐



Marketing of flat antenna in Japan slated this month.



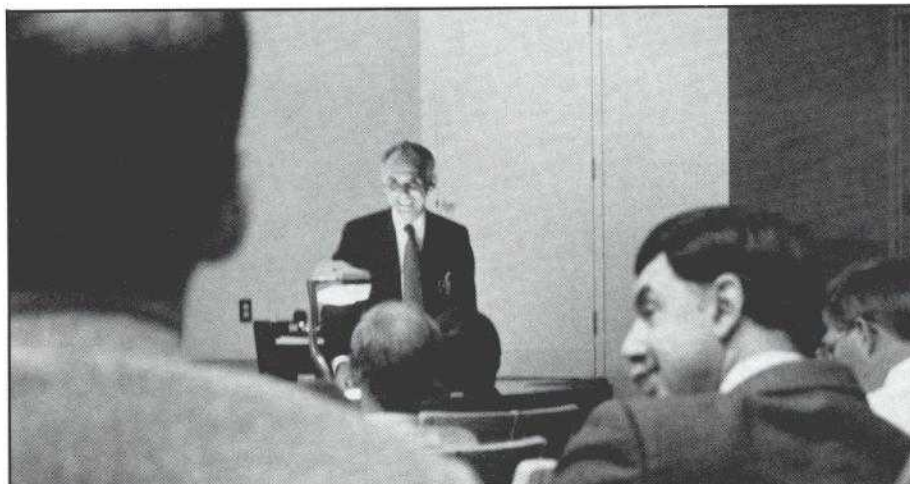
Parking spaces at the Plaza dominated employee interest in recent weeks, according to calls coming into the "Open Line."

One caller suggested having visiting employees use the coupon system when all parking spaces are filled, rather than keeping preferred parking spaces for visiting employees while Plaza employees use the coupon system. According to Corporate Services Vice President Ron Mario, that suggestion will be adopted in September.

Responding to callers who asked for more detailed information on "buddy parking," Mario suggested that employees call Denise Isaac, x6617, for a full explanation of the system.

Another caller pointed out that current and past employees are storing personal automobiles in the Plaza. Mario said those employees have been asked to move their vehicles.

"In general," Mario said, "parking usage will continue to be monitored in order to keep our costs down. COMSAT's cost for leased spaces is currently \$117.25 per month per space. We will be adding leased spaces in September, which hopefully will reduce some of the congestion." 🌐



**COMSAT's Vice President of Finance and Chief Financial Officer Robert Perry conducted a financial briefing last month for directors and above at the Plaza and Clarksburg. Attendees were asked to share the contents of the briefing with their staffs.** Photo: Carroll Haugh.

## More Analysts Review COMSAT

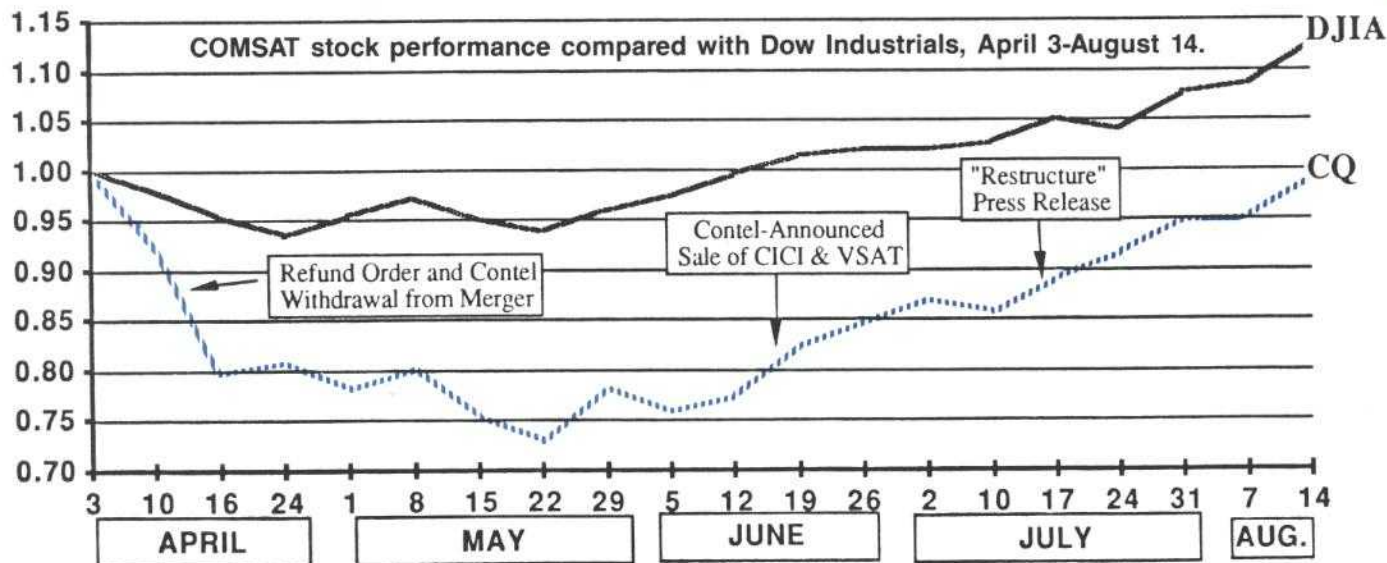
Two more analyst reports—one from Goldman Sachs, the other from Nomura Research—have given COMSAT Corporation favorable reviews as an investment. The recent reports follow last month's "buy" recommendations from Dean Witter and Legg Mason.

The Nomura Research report, written by James M. McCabe, one of leading analysts covering the telecommunications industry, said that Nomura was upgrading its short-term and long-term investment rating on COMSAT from neutral to buy. "In addition, we are changing our earnings per share estimates to a loss of

\$2.75 for 1987 and a profit of \$3.30 for 1988 from \$2 and \$2.20, respectively.

In reporting that it was reinstating coverage of COMSAT, Goldman Sachs said, "COMSAT's stock price has risen significantly lately as a direct result of the company's announced restructuring. . . As a result of the restructuring and given its back-to-basics theme, COMSAT should earn \$1.80 per share in 1987 and \$3.50 in 1988."

Goldman Sachs added that "despite the apparent undervaluation of COMSAT stock, we believe that it may not rise much from current levels until certain issues are settled at the FCC." 🌐



# Leadership Courses Scheduled

New sessions of the popular COMSAT-sponsored "Interpersonal Skills" leadership training series have been scheduled to begin in September. And, for those who have completed the six-week "Interpersonal Skills" course, two additional offerings will begin in October. Both are designed to continue building on the basic leadership skills learned in the introductory course.

One new session of "Interpersonal Skills" began on September 17 and continues for five Thursdays. The other session will begin on September 18 and will meet each Friday for the next five weeks. Both sessions are being held at Clarksburg.

For those who have completed the "Interpersonal Skills" training, a four-week session of "Developing In-



dividual Performance" will begin on Thursday, Oct. 29. The course is designed for people who manage other people. It focuses on such management skills as coaching and setting performance expectations.

A class entitled "Developing Team Performance" will also be available to

graduates of "Interpersonal Skills." A three-week course is set to begin on Friday, Oct. 30. It is available to non-managers as well as managers.

Both the "Developing Individual Performance" and "Developing Team Performance" courses are slated for Clarksburg.

"People who have attended the 'Interpersonal Skills' course need to continue building on the core of skills they have learned in order to be an effective leader," said Linda McQuaid, Human Resources training consultant. "That's why we are offering advanced courses. We hope people will take advantage of them."

To register for the courses, contact McQuaid at x6407 with your name, responsibility code, task code and employee number. ☎

## News Briefs

### Service Mix Changes

The mix of international communications services COMSAT provides has changed substantially in about half a decade. Five years ago, COMSAT Intelsat Satellite Services (ISS) was providing 13,885 full-time voice grade circuits. Today the number has grown to over 22,000. Back then, COMSAT provided 6,703 half-channel hours of occasional-use video. Today it provides 15 24-hour-a-day TV channels to broadcasters around the world, plus an estimated 5,000 half-channel hours of occasional-use video annually.

There were no digital services in 1982. But today, COMSAT offers a variety of digital services, which customers have embraced. There currently are over 1,350 64kbps duplex IBSS channels in service for COMSAT's U.S. customers. On the earth-segment side, three standard antenna types were available for use in international communications. Today, that number has tripled to nine. International earth stations used to be found only in rural areas. Today, they are found in urban and rural areas, on customer premises and in teleports,

reflecting the drive to bring satellite communications services within reach of more people. In fact 20 new earth international earth stations, most providing international business satellite services (IBSS), have opened since Jan. 1.

### ISS Relays News Of Pope's Visit

COMSAT Intelsat Satellite Services (ISS) was scheduled to transmit nearly 13 hours of TV coverage of Pope John Paul II's visit to the U.S. Sept. 10-19. Much of the coverage was to be relayed from the U.S. cities he visited to the European Broadcasting Union which will make the program available throughout Europe.

### INMARSAT To Play Role in Paging

INMARSAT will cooperate with British Telecom in trials of an international satellite paging service, beginning later this year. BTI paging units will be used to receive signals from an INMARSAT satellite. The service, expected to be useful to long-distance trucking, will cover Europe, the Middle East and Africa. Trucks will be equipped with small patch antennas mounted flush on their roofs.

### Global Video Screen Introduced By ISS

Broadcasters who need to book INTELSAT satellite capacity to connect points anywhere in the world can now do so through a global video screen, an enhancement of INTELSAT Satellite Services' COMSAT TV Scheduling (CTVS) Service, introduced earlier this year.

Using their computers, video customers using CTVS can gain access to COMSAT ISS's video data base on satellite and earth station transmission paths, configurations and rates in U.S. dollars for international service in over 150 countries.

The global video screen enhancement provides customers with up-to-date, on-line information about international satellite broadcast bookings for transmit and receive points, not only between the U.S. and overseas, but also between overseas locations.

ISS is offering two months of free service to CTVS customers in order to let them become familiar with the service's capabilities.

Introduced earlier this year, CTVS has been well received, according to Steve Carroll, ISS sales vice president. "First-hand experience allows our customers to see for themselves just how valuable a tool CTVS really is," he said.

## News Briefs

### INMARSAT Moving Ahead With Aeronautical Plans

Moving toward the final stages of preparing to offer aeronautical satellite charges for flight deck voice and data only communications services. Data-only service is expected to be the most popular aeronautical service initially. Flight deck voice service will be used only by air crews for operational and air traffic communications.

In another development, INMARSAT reported that whirling rotor blades do not interfere with satellite communications signals to and from helicopters. A recent experiment demonstrated the effectiveness of low speed satellite data transmissions for automatically reporting the positions of helicopters operating in remote areas or under low-flying conditions that would render VHF radio systems unsuitable.

INMARSAT also said it had nominally scheduled launch of a second generation satellite for December 1989 aboard a Delta-2 rocket. The INMARSAT Council recently authorized a contract package worth nearly \$50 million with McDonnell Douglas for the launch and use of U.S. government launch facilities.

### COMSAT Transmits Pan Am Games

COMSAT Corporation's Intelsat Satellite Services (ISS) unit relayed televised broadcasts of the August Pan American games from Indianapolis to participating nations. ISS made some 44 hours of television broadcasts available to the 37 participating nations and others interested in the athletic events. Transmissions were through the Andover and Etam earth stations.

### INTELSAT Sets Launches

INTELSAT has contracted with Martin Marietta for launches in 1989 and 1990 of two INTELSAT VI satellites aboard the Titan launch vehicle. The contract is valued at approximately \$220 million. ☪

# THE PRINTED CIRCUIT

Editor: Jocelyn Ward

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

### CARPOOL

Riders needed to form a carpool from Chantilly/Herndon/Fair Oaks area to Labs.  
Please call **Yogesh Khanna: (O) x4639, (H) 250-4682.**

Carpool Members Needed. Germantown to Plaza.  
Call **Dave Ketcham (x6313) or Dennis Bouchard (x6930)**

### FOR SALE

**Queen-sized Waterbed** + frame, heater, safety liner, mattress pad, water conditioner and two sets of sheets. All for \$100.

**Rick Wasser: x6245, (H) 553-3969**

**'87 Mazda RX-7GSL**, cruise control, leather interior, PS, PB, PW, AC, AM-FM-Tape with equalizer, sunroof, 15,000 miles, warranty.

**Lee Grillo: x6573. or Rosa Balthrop, 332-5566.**

**Mobile Home in Germantown.** 52 x 14, 1 bedroom and den. All adult community, can stay on lot. Like new condition, storage shed, built-on deck and on corner lot. Five minutes from Labs.

**Judy Hatcher: x4066, (H) 972-4913**

**8-Piece Dining Room Set (Brentano Heritage):** Oval table (67" x 44") antique white base & legs, pecan finish top with 2 leaves each 22" wide for expansion to banquet size; 6 chairs, antique white, cane back w/gold & antique white cushions (includes 2 arm chairs and 4 side chairs). Credenze 75" x 19" and 39.5" high. \$990 or make offer.

**Call after 7 p.m. weekdays; anytime weekends: 379-0119**

**Virginia Tech Students, Friends and Alumni.** Order the KOOL HOKIE tee shirt while the supply lasts! This beshaded, four-color goobler is the work of a COMSAT-related Tech student. Professionally screened, and the soon-to-be rage of the campus! Comes in S, M, L and XL. \$10 per shirt.

**Order from Robert Whitaker: (O) x4653, (H) 202/966-6218**

### FOR RENT

**Seasonal Cottage for Rent.** In the Belgrade Labs area, near Augusta, Maine. Four bedroom lakeside cottage with LR, DR, kitchen and large porch: dock and rowboat included. Some weeks available in September and October for \$200. Call for pictures.

**Tom Kirkendall: Labs x4504**

### 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.**