

SatNews OnLine TM Magazine

**FOCUS ON
SATELLITE
GROUND
EQUIPMENT
Special
CommunicAsia
Issue**

Month of June 2002

FEATURES

**This Month's
Featured Satellite:**



**Americom Asia-
Pacific's**

AAP-1

**DBS Beats Digital Cable
On Value, Quality and
Consumer Satisfaction**



A new research commissioned by the Satellite Broadcasting and Communications Association (SBCA) has demonstrated that direct broadcast satellite (DBS) continues to best cable, including digital cable, on value, quality and

**June 7,
2002**

TODAY'S HEADLINE

Canada's Space Work Platform Finally Launched

After a six-day delay due to bad weather, Canada's newest contribution to the Station-the Mobile Base System (MBS), launched Wednesday at 17:23 EDT onboard Space Shuttle Endeavour. On earth it's often said the most important feature of real estate is: location, location, location. On the International Space Station, orbiting 400 kilometers above earth, location is as important - especially when it comes to assembling, maintaining and repairing hard-to-reach components. Getting tools and equipment to the right place at the right time will be the job of the Mobile Base. [FULL STORY](#)

Other SatNews Daily Stories: NDS Acquires VISIONIK, a Leader in Interactive TV Technology and Games Applications; Hubble's Infrared Camera is Back in Business - New Images Released; Frontier Airlines Signs LOI with LiveTV to Bring DirecTV Programming to Every Seat in its Fleet; Space Station Using GPS in Attitude Control; ATK Rocket Motors Launch Space Shuttle Endeavour on Mission to International Space Station; AstroMast Boom Deploys Key Instrument on Odyssey Spacecraft in Mars Orbit; [To Subscribe Click Here](#)

**WEEK of
June 2 - 9**

TOP NEWS STORIES

**Satmex Signs Launch
Contract With
Arianespace For its new
Satmex 6 Satellite**



Lauro Gonzalez, President of Satmex, and Jean-Marie Luton, Chairman and CEO of Arianespace, have signed, at the Universum Science Museum, the launch contract for the Satmex 6 satellite to be deployed by private Mexican operator Satelites Mexicanos S.A. de C.V. (Satmex). Launch by an

**Israeli Satellite 'Ofek 5'
Launched Successfully**

Israel has successfully orbited its Ofek-5 spy satellite, enhancing its capability to monitor military developments in the violence wracked Middle East. The satellite was carried into a low earth orbit between 370-600 kilometers by an Israeli-made Shavit missile. The 300-kilogram Ofek-5 (Hebrew for "horizon") is currently the only operational satellite in its Ofek military constellation. Ofek-4 failed to launch in 1998 while Ofek-3 (launched in 1995) was destroyed on atmospheric re-entry in 2000. [FULL STORY](#)

customer service. Further, the study shows that digital cable is far more susceptible to customer defection than is DBS.

The results were drawn from two major research studies. The first explores consumer preferences and attitudes in the pay television market, and the second studies the opinions of new and current satellite television subscribers. [FULL STORY](#)

VSATS: A Key Element in Homeland Security

by Stuart Mackiernan



One of the casualties of the horrific Sept. 11 disaster was the local communications system. When the World Trade Center towers collapsed, they severely damaged the Verizon West Street Station containing some 300,000 telephone lines and more than 3 million data lines.

According to an October 26, 2001 presentation by the International Association of Emergency Managers, the events of Sept. 11 "revealed the significant weakness each community and municipality has with respect to communications systems. Standard telephone, cellular telephone and other routine communications systems were instantly overwhelmed." [FULL STORY](#)

(Satnax). Launch by an Ariane 5 from the European Spaceport in Kourou, French Guiana is scheduled for the first quarter of 2003. [FULL STORY](#)

Lockheed Martin to Divest Majority Stake in COMSAT International to World Data Consortium

Lockheed Martin has entered into an agreement with World Data Consortium, LLC, under which the Corporation will divest an 81-percent ownership position in its COMSAT International operations in Latin America to World Data. Terms of the transaction were not disclosed but will not be material to Lockheed Martin. The divestiture is subject to regulatory approvals and customary closing conditions, and it is anticipated it will be completed in four to six months. COMSAT International is a leading provider of data and voice services to corporations and telecommunications carriers in major Latin American markets, including Argentina, Brazil, Colombia, Mexico, Peru and Venezuela. [FULL STORY](#)

Star One and Andesat Will Jointly Operate the New Satellite to Be Built by Alcatel Space

Alcatel Space has confirmed that the satellite construction contract signed last October with Brazilian operator Star One had taken effect. Worth more than 100 million dollars, the contract covers the construction of a new Ku-band communications satellite for Latin America. It will allow the Andean Pact countries (Bolivia, Colombia, Ecuador, Peru,

Hispasat's Profit Grows by 36% in 1stQ

Hispasat's Board of Directors has released the first quarter results of 2002 in its meeting, which shows the Spanish satellite operator obtained a before-tax profit of 11.374 million Euros. This is an increase of 36% compared to the same period in 2001. The net result was 7.387 million Euros with a 36% increase in regards to April of last year. The Board said the improvement of the company's results is due to the growth in the revenue column, the financial results and tight expense control. Thus, in the first four months of the year, the revenue obtained by the company was 37.030 million Euros, 6% more than in the same period of last year. [FULL STORY](#)

XTAR Finalizes First Contract for Commercial Service On Its XTAR-EUR Satellite



XTAR, a joint venture between Loral Space & Communications and HISDESAT, S.A., has announced that it has finalized an agreement to lease X-band capacity on its XTAR-EUR satellite to the Spanish Ministry of Defense (SMOD). Commencing with the XTAR-EUR satellite's in-service date scheduled for late 2003, the SMOD will use 244 MHz of X-band

DVB-RCS and New Two-Way Satellite Platforms Offer Potential for Impressive ROI However Market and Technical Factors Will Ultimately Determine Success

According to a new research report from Northern Sky Research entitled "Enterprise Data Networking: Opportunities and Challenges for Satellite Communications," emerging two-way enterprise satellite services may offer the potential for solid return on investment (ROI) for service providers. However, market and technical issues will determine the ultimate success for these new ventures.

"The satellite market focus on new technology has often not been accompanied by comprehensive business analysis," states Christopher Baugh, principal analyst of Northern Sky Research. [FULL STORY](#)

Profile: Americom Asia-Pacific

Americom Asia-Pacific (AAP) is a joint venture company of Lockheed Martin, a world-class manufacturer of communication satellites, and SES Americom, one of the world's pioneers in specialized, satellite-based distribution services.

Formed in 1998, the company provides high powered capacity and state of the art services to programmers, telcos, carriers, ICPs and ISPs - and their customers - throughout the Asia-Pacific region. [FULL STORY](#)

Colombia, Ecuador, Peru and Venezuela), working through Andesat, to develop a satellite communications infrastructure – a key to regional integration. This latest success reflects Alcatel Space's business development strategy, based on its role as a strategic partner to its customers starting with the initial project design phase. [FULL STORY](#)

Xantic And Iridium Sign Agreement

Xantic and Iridium Satellite LLC have announced the signing of a major agreement by which Xantic will offer Iridium's voice and data services through its worldwide network. The move complements Xantic's mobile satellite offering for customers requiring remote communications solutions. It will also strengthen Iridium's global distribution capabilities. "Iridium's mobile communications services and world-wide coverage complements our fixed satellite offerings," commented Xantic CEO Knut Reed. [FULL STORY](#)

NEWSBRIEFS

- [Globalstar Reports \\$129 Million Loss for First Quarter of 2002](#)
- [Norsat Reports \\$3 Million First Quarter Revenues](#)
- [Patriot Antenna Systems Acquires 6.1 Meter Tooling from Vertex RSI](#)
- [Netherlands Ministry of Defence Awards Satellite-based Communications Network to German ND SatCom](#)
- [STM Wireless Announces First Quarter Results For](#)

capacity on XTAR-EUR until HISDESAT's SpainSat satellite enters service in 2004. At that time, the SMOD will have access to the XTAR transponders to backup its capacity on SpainSat. [FULL STORY](#)

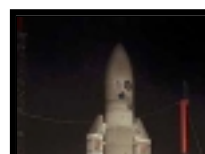
New Report Analyzes Growing Telematics Market, Including GPS, E911, & Digital Radio

A new report on Telematics predicts that the North American market, consisting of OEM equipment sales, subscription fees, and airtime minutes will grow from \$500 Million in 2002 to over \$3 Billion by 2006. Published by Forward Concepts, the newest market research report, "Telematics: A Market Study of In-Vehicle Communications, Navigation, and Digital Radio," details the North American market opportunities for both equipment and integrated circuits in the hottest growth area of automotive electronics. [FULL STORY](#)

FORTHCOMING EVENTS

- [Hannover Fairs USA, Inc. to Host First Satellite and Communications Conference](#)
- [Mediacast 2002 To Focus Convergence of Internet and Digital TV](#)

View the Video of the AMC-8 Launch



What Hath Sputnik Wrought?

The Impact of the Space Race on the Development of the Satellite Communications Industry

Part 3 of a Series on A Brief History of the Satellite Communications Industry

by Virgil S. Labrador and Peter I. Galace



One of those very disturbed by the significance of the successful launch of Sputnik and the consequent change in the world's *realpolitik* was an up and coming 40-year old Senator from Massachusetts named John F. Kennedy. Kennedy spoke in Albuquerque, New Mexico two days after the launch on October 7, 1957 and warned that as a result of Sputnik "the impression began to move around the world that the Soviet Union was on the march, that it had definite goals, that it knew how to accomplish them, that it was moving and that we were standing still. That is what we have to overcome."¹

Later, Kennedy was to make a big issue of the loss of American prestige as a result of Sputnik in his 1960 presidential campaign against incumbent Vice-President Richard Nixon. This issue

[Fiscal 2002; Consistent With Pre-Announced Results](#)

- [SkyX Enhancement Integrated into the Aramiska Network](#)
- [Mentat's Technology Accelerates the Aramiska Internet-over-Satellite Service](#)



PRODUCT AND SERVICE REVIEWS

IntegraSys Announces Satmotion Pocket for performing Remote Satellite Carrier Line-ups using a Palm Cell Phone



IntegraSys S.A., a worldwide provider of carrier monitoring software for the satellite market, has presented at NAB 2002 (Las Vegas, NV) a remote satellite carrier line up tool that works on a standard palm cellular phone.

The system has been designed for Satellite Interactive Terminal (SIT) installers to provide them with a pocket tool to perform the line-up and cross polarization isolation adjustment on the uplinked carrier used for the return



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2002 EDITORIAL FOCUS

Every month, Satnews Online will focus on a specific aspect of the satellite industry. Each month's editorial focus presents an exclusive opportunity to promote your company in a targeted medium. Sponsorship of a month's issue is an ideal way of tying-in your advertising with your corporate campaigns and timing them around important months of the year such as during the months when major trade shows are held. The focus of each month's issue for 2002 are as follows:

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[June](#)

SATELLITE GROUND EQUIPMENT

among others may have contributed to his narrow margin of victory in that election. [FULL STORY](#)



EXECUTIVE MOVES

A section featuring key personnel changes in the industry and profiles of top executives.

- [Craig Jorgens Named President Of ICO](#)
- [C-COM Names Mike Sangster Vice President, Sales](#)
- [New Skies Shareholders Elect New Supervisory Board Member](#)
- [John Sheridan Appointed CEO in Addition to President at Bell Canada ; Stephen Wetmore to Become Executive Vice-President in Addition to Vice-Chairman](#)
- [PanAmSat Taps Carmen González-Sanfeliu as Vice President, Latin America](#)
- [ARINC Appoints John M. Belcher Chief Executive Officer](#)
- [David McLennan Appointed Chief Financial Officer of Bell Canada; Tim McGee appointed President of Bell ExpressVu; Richard Mannion appointed Chief Legal Officer of Bell](#)
- [Swales Aerospace Appoints John M. Klineberg, Former President of Space Systems/Loral, to Board](#)

channel. The palm cellular phone acts as a graphics terminal to remotely control a spectrum analyzer located at the hub station from, virtually, any part of the world. [FULL STORY](#)

Integral Systems Announces Skylight Product Line For Satellite Image Processing



Integral Systems, Inc. (NASDAQ-ISYS) announced recently the availability of its SKYLIGHT product line, a low-cost off-the-shelf system for acquiring, processing and distributing satellite imagery.

SKYLIGHT is an end-to-end system that includes an antenna, data capture hardware and software, data processing to create and analyze calibrated Earth images, and archiving and distribution of the images for users. [FULL STORY](#)

Norsat Announces the Expansion of its Distribution Channel with New Authorized Resellers and Agents

Norsat International Inc. (Nasdaq – NSAT; TSE - NII) announced at the Satellite 2002 show in Washington, DC that it launched a new Reseller

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July NEW SATELLITE APPLICATIONS

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August TELEPORTS

September THE EUROPEAN SATELLITE MARKET

Special IBC Issue
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October VSATs Special SATEXPO Issue

November NEW OPPORTUNITIES AND MARKETS

December THE FUTURE OF THE SATELLITE INDUSTRY

Special Cable and Satellite Asia (CASBAA) and Western Cable Show Issue

OTHER USEFUL SATELLITE INFORMATION

[Calendar of Satellite Events](#)

All the trade shows, conferences and major meetings for satellite professionals are listed here. You'll find the date, location and contact information.

[Catalog of Products](#)

Looking for a reliable source of satellite information? Design Publishers complete list of products is detailed in this section. With over 15 years of experience, we are the source that most satellite professionals look to for Books, CD-ROM's, Training Materials and News.

[Glossary](#)

All the common and technical words used by satellite professionals are listed and explained in alphabetic order.

[ITU Member Countries](#)

A list of all countries and their signatories to the International Satellite Telecommunications Union.

[Satellite Launches](#)

Lists the satellite name, launch provider, date of launch or expected launch and the name of the owner or operator.

[History of Satellite Communications](#)

You'll find a brief history of the satellite communications industry from 1945 to the present.

[Telecommunications Facts and Figures](#)

If you need information on standards of telecommunications

[of Directors](#)

- [Boeing Names Nohavec Chief Financial Officer, Connexion by Boeing](#)
- [iDirect Names Bruce Bednarski as Senior VP of Business Development and Marketing](#)
- [UK Satellite Equipment Manufacturer Expands Rural Operation Worldwide](#)
- [EMS Technologies Announces Election of John P. Frazee, Jr. as a Director](#)

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Partnership Program and Agent Partnership Program, designed to build strong business relationships with select high quality organizations that serve the global satellite industry. These programs will expand Norsat's sales presence around the world. [FULL STORY](#)

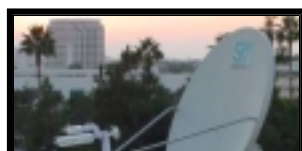
Quick Com Makes Satellite Communications More Accessible Than Ever



The Swiss-based software company, Quick Com, has confirmed the successful North American satellite trials of its unique, serverless, multicast communications platform and application, Quick Com™ e-Courier™. The Company's revolutionary, two-way "any to many" multicast technology allows end-users to up-link, and even to receive a satellite feed over the Internet, thanks to a small software program that is simply installed on their PC. [FULL STORY](#)

STM Wireless Releases Two New VSAT Products

New Line of Products Designed to Maintain and Enhance STM's Competitive Advantage in Commercial VSAT Market



used worldwide - this is the place to look.

[Other Satellite Web Sites](#) Over 100 web sites of satellite companies are listed here.

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STM Wireless, Inc. (STM), (NASDAQ NM Symbol: STMI), a worldwide supplier of VSAT networks for data and telephony applications announced recently the release of its latest lines of VSAT products. STM, which despite the overall decline in the telecom sector, has achieved reported revenue growth in excess of seventy-five percent (75%) in 2001 compared to 2000, derives primarily all of its revenue from sales of equipment in emerging markets.

The new lines of products are intended to enhance STM's competitive position in the emerging markets, particularly in the rural telephony and non-consumer broadband applications, which have been the Company's primary focus. [FULL STORY](#)

**Paradise Datacom
Integrates SkyX®
Gateway Into Satellite
Modem**

***Mentat's Performance
Enhancement
Technology Embedded in
Paradise P300i Modem***



Paradise Datacom, a member of the Intelek group of companies, and Mentat® Inc. has announced that Paradise Datacom has integrated Mentat's SkyX® Gateway Internet-over-satellite performance enhancement technology into their P300i satellite modem. With

integrated protocol acceleration, the P300i provides an ideal single-box solution for Internet or corporate access over satellite links. [FULL STORY](#)