



TODAY

JUNE 1987

VOLUME 2 NO. 6



Photo: Carroll Haugh

Pat Kiernan

Kiernan: First Employee With 23 Years of Service

Pat Kiernan, manager of the relocation center in Clarksburg, this month achieved a milestone no other COMSAT employee has ever attained. On June 1, she became the first ever to record 23 years of service with the company. Kiernan joined the company when it employed only seven other people, all of whom have now retired. Noting her service anniversary, Kiernan is quick to point out that she is COMSAT's most senior employee, not its oldest. 🌐

COMSAT Files To Cut Rates By Almost 13 Percent

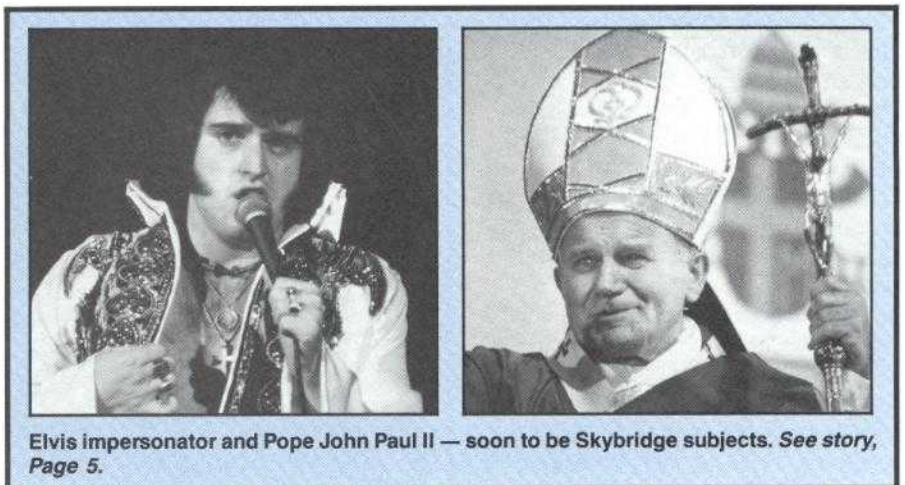
As part of a continuing effort to ensure that satellites will be cost competitive with fiber optic cables and to entice customers to commit to long-term satellite service, COMSAT Intelsat Satellite Services group has filed with the FCC for major rate reductions.

The new tariffs would reduce rates by an average of approximately 13 percent. Customers of virtually all of COMSAT's international satellite services — from voice-grade to full-time video — would benefit. COMSAT hopes to accelerate the effective date of these tariffs to less than 45 days, once the public comment period has expired.

The new reductions would be in addition to several which went into effect earlier this year.

The recent filing also proposes expanding COMSAT's popular program of discounts for customers who sign long-term service contracts. COMSAT wants to offer these discounts to all regions of the world and, for the first time, to make available a nine-year commitment that could save a customer as much as 30 percent on voice-grade services.

The dramatic rate reductions are possible because of an unexpected increase in demand for satellite services in 1987. Demand, COMSAT said, has been triggered by the addition of an average 200 circuits per month for voice-grade services and by a 10 percent per month growth in International Business Satellite Service since January. Also, during 1987, international satellites have been called upon frequently to stand in when cables have broken down. Already this year, COMSAT has come to the rescue 82 days — compared with 66 days in all of last year. 🌐



Elvis impersonator and Pope John Paul II — soon to be Skybridge subjects. See story, Page 5.

Government Sales Takes Patience

Many a salesperson would drool over the territory Bill Ober calls his.

The U.S. Department of Defense, with its multi-billion dollar budget, has all the appearances of a sales dream.

But from Ober's vantage point as director, defense programs for COMSAT Government Systems, the task of selling COMSAT Corporation services and products to the military is challenge enough to keep any salesperson awake nights.

His first hurdle, he says, is to break into the market.

Ober is one of five Government Systems salespeople whose job it is to convince military and civilian procurement officials to buy COMSAT's services and products. Joining him are Chuck Waffle, who oversees sales to civilian agencies, Greg DeSantis, in charge of advanced military programs, Mike Downey, who focuses on advanced civilian programs, and John Champagne, director of planning and development.

The Government Systems sales team shares the same goal as COMSAT salespeople who target the commercial market. But it faces some unique challenges — among them, matching COMSAT's capabilities with particular government specifications, presenting those capabilities in the terms required by the government and playing the waiting game, which with the government can be filled with starts and stops and can go on for over a year.

The multibillion dollar government market is deemed so important that almost two years ago COMSAT created Government Systems to focus strictly on selling the company's products and services to government agencies.

Not that COMSAT hasn't sold to the government in the past. For years, the U.S. Navy has leased Marisat satellite system capacity. And COMSAT has for several years provided such services as secured videoconferencing and teletraining to the Navy and Army. COMSAT's total 1986 sales to government were about \$40 million, according to Jill Redash, manager, marketing and promotions for Government Systems.

But in order to have a chance at winning larger government contracts, being at the right place at the right time and having access to the right people can be crucial. COMSAT created Government Systems to give it a continuing presence with government.

That presence is vital — especially in the months before an agency issues its formal request for proposals or RFPs, according to Ober. "It's important to build relationships with people in government so you get to know what they want before they send out the RFP," he said. Not only does some advance knowledge give you more time to prepare, but, more importantly, sometimes you can help influence what requirements the RFP specifies, he said.

The route to tapping the government market is two-pronged, Ober explained, noting that COMSAT is pursuing both angles. Either you market directly to the agencies, or, you sell your services as a subcontractor to a prime contractor. "As a subcontractor, you gain experience and credibility," Ober said. "In the government contracts game, you've got to pay your dues," Redash noted.

In making his Defense Department rounds, Ober's task is to glean what telecommunications services the gov-

ernment is going to want. But back at COMSAT, his job is no less simple. Here, he works with engineers, technicians and scientists across the company to decipher COMSAT's commercially oriented technology — and translate it to meet specific military requirements. It may require taking a technology apart piece-by-piece — and rebuilding it along the terms the government wants.

In fact, government "terms" add to the challenge of selling, Ober said. Acronyms, jargon and what Ober calls the "ilities" — reliability, maintainability, vulnerability, etc. — need to be translated and addressed properly. Coping with the "ilities" requires a lot of audit trails and reporting that COMSAT is not used to, Ober said.

In commercial sales, the outcome of a contract competition can often be influenced by personalities. But with the government's system of soliciting and evaluating proposals, there's little chance for personalities to play a role in the outcome, Ober said. In fact, after an RFP goes out, contact between the agency and those submitting proposals is virtually barred.

That places a lot of weight on the strength of the proposal — the document that describes how the company plans to solve whatever problem the

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Government Systems' Bill Ober spends a lot of time on the phone.



The first exhibit that visitors to the Labs will see.

Photos: Carroll Haugh

Employees Invited To Celebrate Laboratories' 20th Anniversary

COMSAT Laboratories, that part of the company charged with keeping eyes firmly on the future, will take a rare look back this month as it celebrates 20 years of service.

For an organization which over the past two decades has gained worldwide renown for some of satellite communications' most significant advancements, the Labs had a rather inauspicious beginning. There were no news conferences, no press releases. Instead, an inter-office memorandum dated March 20, 1967 by S.H. Reiger announced simply that the name of the Research and Development Center was being changed to COMSAT Laboratories.

"This title appears to give the proper connotation for the purpose and functions to be performed and will provide a meaningful identification outside the corporation," the memo said. "The change in title now will provide a gradual transition and acceptance prior to the complete implementation of our present plans."

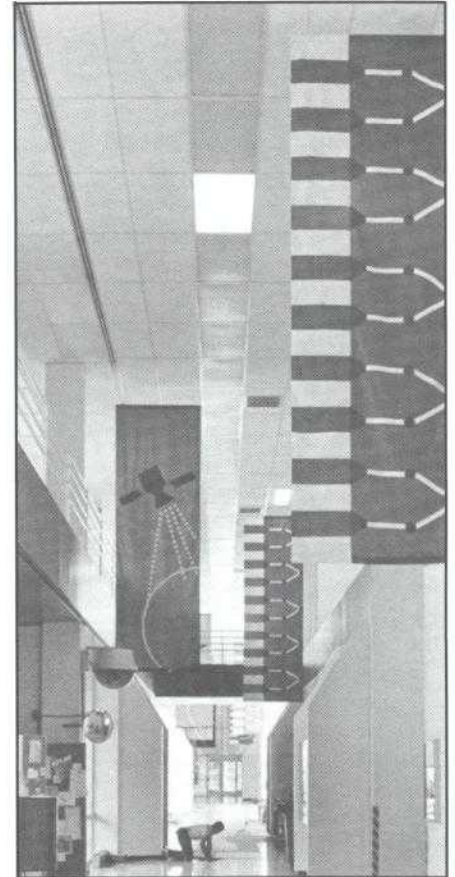
The plans to which Mr. Reiger referred were for a new research facility to be built in Clarksburg. Late in 1967, the company signed a contract for construction of the building. And in September 1969, Laboratories

employees moved to the futuristic new quarters in the Maryland countryside.

With this year's celebration of its founding, the Labs is busy telling its story to employees, the community, customers, potential customers and other interested groups.

Two open houses for employees will highlight the anniversary in June. On Friday, June 19, Labs employees and invited guests are invited to an afternoon reception in the North Cafeteria. On Saturday, June 20, employees from across the company — and their families — are invited to a Labs' open house. Scheduled from 9:30 a.m. to 2 p.m., the open house will give visitors a chance to visit the Laboratories' new permanent exhibit.

The open houses promise to be especially instructive, even for those with little or no technical background. In recent weeks, COMSAT Labs has developed a new brochure, written for lay audiences, that describes the Labs' technical capabilities, its products and consulting services. A 12-minute videotape has been produced to explain the activities of the Labs' six divisions. A new multimedia exhibit, now stationed permanently in the first floor hallway, provides a quick overview of some of the Labs' work.



A worker puts the finishing touches on red tile floor, part of the Labs' exhibit.

Once the 20th anniversary celebration is over, the brochure, videotape and exhibit will be used to market COMSAT Laboratories as a world-class research and development center at the cutting edge of satellite communications technology and its many applications. By aggressively selling its expertise to customers outside of COMSAT, the Labs is looking to continue its tradition of innovation and reputation for excellence — for the next 20 years, at least. 🌐

CICI Adds New Phone Service

COMSAT International has added a low-cost, high-quality telephone service to the line of products it offers businesses. The new business-to-business offering provides voice-only service at 32 kbps between New York and the United Kingdom. It is designed to meet the needs of companies with high-volume U.S.-U.K. telephone requirements. 🌐

CICI Uses Information To Help Sell

When the competition is thick and your lemonade stand is the newest on the block, you've got to do two things. First, give customers a reason to visit your stand. Then, let them know that your lemonade quenches thirst best.

COMSAT International doesn't operate a lemonade stand. But as a relative newcomer in the dog-eat-dog international communications market, it knows that similar principles apply in winning customer recognition.

Twice in the past six months, COMSAT International has gone on the road with a program aimed at getting potential customers to take time out to meet the company and find out how it can meet their international communications requirements.

Billing these programs as "seminars," COMSAT International uses the soft-sell approach. The four-hour programs are filled largely with speakers from foreign telecommunications administrations and representatives of multinational companies. These speakers are asked to talk about their own businesses — not to testify on behalf of COMSAT International. However, it doesn't hurt when a foreign representative mentions that his country has dealt with COMSAT for over 20 years or when a vice president of a multinational company describes how COMSAT International helped solve his problems.

A presentation, usually by a COMSAT International regional sales manager, provides an introduction to the company.

"A central thrust of the seminars is to provide useful information to those who attend," said David Gourley, COMSAT International's vice president of marketing. By having representatives from other companies and foreign administrations on the program, the people who come



David Gourley

pick up information that they can use back home.

Of course, the other agenda is to sell COMSAT International. The seminars are designed to show attendees that commitment, expertise, and the resources of a major corporation stand behind the name of COMSAT International, said Carol Fisher, public relations manager for the company.



COMSAT International recently marked the opening of its New York City Technical Operations Center by inviting customers and other guests to a seminar at the World Trade Center. The opening of the 60 Hudson Street operations center follows the inauguration of a similar facility in San Francisco in December. Each facility is equipped to provide satellite and undersea cable connections via a digital network with COMSAT International earth stations in Washington, D.C., New York and Los Angeles. Technicians at the New York and San Francisco centers monitor customer communications around the clock.

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RFP sets forth. Because of the importance of the proposal, Government Systems recently opened a center dedicated to proposal development. The center provides the space and resources to develop effective proposals, as well as expertise from staffers Kent Carson and Pat Oliff, both of whom have extensive proposal experience.

Once a proposal is submitted, about the only thing to do is wait — often for what seems a long time. Government decisions are slowed by the bureaucracy and the vagaries of funding, Redash said. Finding out if you've won can take from three months to over a year, she added. Ober said he is sowing seeds today for work a year or two away.

But, as COMSAT's experience with


So far, COMSAT International has held its seminars in New York and Los Angeles, two key markets for its services. The New York seminar included a tour of the recently inaugurated COMSAT International Technical Operations Center.

"We've had people attend with whom we ordinarily would not get to meet," said Fisher.

And that's the first step to a successful lemonade stand.

the Voice of America (VOA) proved, patience pays off. After waiting to hear on the outcome of bidding for six months, word finally came last June that COMSAT had won. Work couldn't begin, however, because of a protest filed by another bidder. Finally, in the fall, when the protest was resolved, COMSAT was able to begin.

Initially, the VOA contract was worth \$8 million, but already the exercise of options has pushed the contract value to nearly \$12 million. If VOA decides to put into place the entire network proposed by COMSAT, it could be worth over \$40 million to the company.

It's the possibility of more contracts of similar magnitude that keeps Ober — and COMSAT — going after government business. 

On The Road With Skybridge:

Elvis, The Pope and Politicians

At local TV stations across the land, there's a new angle to covering the news.

On any given night, you might tune in to find your very own Bob Blowdry reporting live from Montana on brush-fires, from Florida on Ft. Lauderdale's destruction by rowdy college kids, or from Washington on the latest political scandal.

Before, Bob Blowdry was rarely seen reporting beyond the county line. He left coverage from Montana, Florida, Washington and other distant places to CBS, NBC or ABC.

But today, armed with vans specially equipped with satellite earth stations, local news teams are finding that distance has become a virtually meaningless barrier to hot accounts of breaking events.

Satellite news gathering, or SNG, has fast become an important competitive tool for local stations — especially those in large- or medium-sized markets. And the networks, always locked in a sizzling ratings war, are making extensive use of the technology.

COMSAT — through its Skybridge service — has been at the forefront of the SNG phenomenon since it began about two years ago. The advent of transportable antennas made SNG possible. A rapid decrease in their cost has made it widely available.

COMSAT was the first to introduce a van with a roof-mounted antenna — a development that provided greater flexibility in lining up with the satellite than other flat-bed mounted antennas.

With COMSAT's Skybridge, broadcasters can choose from the full range of services required to get a news report on the air, according to Catherine Waters, Skybridge national accounts manager. That can include everything from a news crew to satellite time on SBS III.

The most tangible aspect of Skybridge is its two vans, each equipped with an earth station through which broadcasters not only transmit reports to the satellite but also maintain con-



Catherine Waters on the job for Skybridge customer.

stant telephone contact with other vans or the station back home. Each van is operated by COMSAT personnel.

In addition to the earth station uplink, Skybridge service includes scheduling and booking Ku-band transponder time, telephone connections before, during and after transmission, and coordination and monitoring of video feeds. Continuous voice connections — a key Skybridge selling feature and important to news directors and crews as they prepare news reports — are handled through a central hub earth station at the COMSAT General Operations Center at the Plaza. The hub connects with land telephone lines — making possible telephone connections between the van and other vans or the station.

Well before news breaks, Waters, who takes orders and schedules requests for Skybridge, can almost predict tomorrow's big stories. Requests come in daily.

But when broadcasters call far ahead, she can figure an event is going to attract a lot of media attention.

Already, Waters says, she's had inquiries for Skybridge service for August — when the world will remember the 10th anniversary of Elvis Presley's death. If the request doesn't change, Skybridge will be on

hand at the Memphis auditorium for a concert by Elvis impersonator Johnny Spence. Later, Skybridge is scheduled to provide a camera crew and the uplink for a small production of a tour of Graceland, the King's Memphis home.

Skybridge service is already being booked for the Pope's September visits to Charlotte, N.C. and Miami, Waters says. And, broadcasters are calling about next year's big events — the winter Olympics in Calgary, voting in New Hampshire and Iowa, and the Republican and Democratic National Conventions.

Politics, it seems, may be new grounds for cultivating additional Skybridge business. Waters hopes it will produce a whole new group of customers — namely politicians.

Skybridge received a grand showcase in March when Sen. Bob Dole of Kansas used it from the Senate Recording Studio to hold a two-way videoconference with Wichita business and government leaders. Waters hopes others took note and will follow the Republican leader.

It could be the service politicians have been waiting for. Using Skybridge to meet with constituents would be almost like being there — except that they wouldn't have to kiss the babies. 🌐

COMSAT Proposes Plan to Provide INMARSAT Aeronautical Services

No one is debating the potential benefits of aeronautical communications, a service for the aviation industry that is expected to become one of the hottest new uses for satellites. Such services as in-flight telephone calls and transmission of instantaneous weather and safety data would no doubt benefit the industry and the public.

But, so far, there's little agreement over just how the industry that would provide the services should be structured to ensure the greatest benefit at the lowest cost.

INMARSAT, which already provides mobile communications services to ships, has taken the lead in making aeronautical services possible. Its second generation of satellites, now under construction, will incorporate aeronautical capacity.

COMSAT, as the largest investor in INMARSAT, expects to play a major role in bringing aeronautical services to the public.

The Federal Communications Commission, in its ongoing effort to en-

courage competition in all aspects of telecommunications, has begun to study the issue of how the U.S. aeronautical communications industry should be structured.

At issue is COMSAT's role — both as signatory to INMARSAT and as a potential provider of aeronautical services. Earlier this year, the FCC ruled that COMSAT would not be allowed to offer aeronautical services on a sole-service basis, but that it could do so competitively. (COMSAT filed suit in federal court, asking the court to reverse "an unduly restrictive interpretation by the FCC of Congressional arrangements for U.S. participation in INMARSAT.")

In addition, as part of the procedure it uses in formulating policy, the FCC proposed several options including forming a consortium of companies to serve as signatory to INMARSAT for aeronautical services. COMSAT could join the consortium — and would continue as signatory for maritime services, the FCC said. Adoption of the FCC proposal would require clearing

several major hurdles; namely, a change in U.S. law and amendment of the INMARSAT Convention and Agreements.

COMSAT has countered the FCC proposal with an alternative plan which offers several advantages. For one, no change in the law or INMARSAT agreements would be required. Aeronautical services could begin sooner. Competition would be encouraged. Resources would be used efficiently and at relatively little cost. And INMARSAT would not be adversely affected.

Under COMSAT's plan, the company would make aeronautical satellite capacity available to companies interested in providing the service under any of three options:

- On-demand service, allowing the customer to pay only for the time used on the satellite;
- Dedicated private line, allowing the customer to lease a line for at

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Secretary's suggestion saves \$\$

Summer vacation often signals hectic times for companies who either must hire temporary employees or scramble to cover vacancies. COMSAT Technology Products' executive staff secretary Judith Hatcher recently came up with an idea that solves the summer snafu.

Hatcher suggested that all CTP secretaries cover for each other during vacations and other absences.

Her idea led to a meeting with 18 other Merrifield, Va.-based secretaries, who together voluntarily decided to form teams to exchange ideas and work on cooperative endeavors.

"CTP is always looking for ways to cut costs, so this has been in the back of my mind for a while," said Hatcher, who is secretary to CTP President Bill Osborne. "We'll save a lot of money by not hiring any tem-

porary workers this summer."

Additionally, Hatcher points out, having other CTP secretaries fill in for those on vacation or who are ill will save time. "You always lose time training temps," said Hatcher. "Those of us who will be covering for each other are already familiar with the organization and with most of the procedures in each job."

After the first group meeting, Hatcher brought the idea to Osborne and to Human Resources Director Carl Washenko, both of whom supported it.

"This is an example of employees working together to solve a common problem," said Osborne. "I'm grateful to all of the secretaries participating in this project, and I hope it serves as a model for other COMSAT Corporation employees." 🌐



Judith Hatcher

OPEN LINE



6777

A Clarksburg caller wanted to know why allergy shots were available at the Plaza but not at Clarksburg. In fact, allergy injections were discontinued at the Plaza last year when Dr. Kennedy's contract was not renewed. Allergy injections are considered high-

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least 90 days at a charge less than that for on-demand service;

- Capitalized lease of a dedicated private line, with a one-time, up-front payment that would buy a non-pre-emptible channel for the life of the satellite.

COMSAT's services could be subdivided, resold, packaged and configured either for general purpose or customized aeronautical networks. In addition, COMSAT has proposed that aeronautical providers be given the opportunity to choose between owning their own earth stations, placing their equipment at COMSAT earth stations or leasing facilities from COMSAT.

Addressing the question of who should serve as signatory, COMSAT asserted that it should be allowed to continue as the sole entity representing the U.S. before INMARSAT. It has proposed forming an "advisory council" consisting of companies that use INMARSAT capacity for aeronautical services. The council would work with COMSAT in developing positions to present to INMARSAT and would be informed before and after INMARSAT council sessions.

Allowing COMSAT to move ahead under the terms of its proposal will enable the U.S. to be a leader in the provision of INMARSAT's aeronautical services, the company argues. U.S. leadership in this exciting new field is one thing upon which COMSAT and the FCC agree. 🌐

PRINTED CIRCUIT, from Page 8

1987 Jeep Wrangler. 5,000 miles; heavy duty package, lighting package, soft top, AM/FM radio, power steering/brakes; sport wheels; 4-wheel drive; \$11,500 or best offer. **Call John Strohl: 698-1425.**

Springfield Armory SAR 48 rifle. .308 caliber (7.62mm Nato), new in box, includes two 20 round mags, bayonet, scabbard, blank firing attachment, mag loader. Retail \$899. Sell for \$800.

Scope mount + Tasco world class 3x9x40mm dull finish scope for the SAR 40. \$150. **Sako Finnbear** (lightweight hunter), .375 H&H Mag cal, with Weaver 4x32 blue steel tube with matching scope mounts and rings, brand new in box, beautiful wood, leather sling with QD swivel. \$650.

Colt AR15A1, .223 Rem cal (5.56mm Nato) semi-auto rifle, excellent, like-new condition, one 20-round mag, two 30-round mags, very good and comfortable shooter. \$500.

Colt 3x scope for the AR15. \$99.

Uzi model B (closed bolt) 9mm cal. carbine; new in box (plastic hard case), one 30-round mag and one 25-round mag, adjustment tool. \$500.

Remington 1100 Special Field, 12-gauge auto shotgun, straight English style grip, beautiful wood, new in box. \$415.

Browning BSS side by side 12 gauge mag shotgun, straight English style grip, semi-beavertail forearm, oil finish, beautiful and nicely checkered wood, auto ejector/extractor, single selective trigger, 26 inches f/m barrel, rare, \$750.

John Lie (O) (301) 428-4334; (H) (301) 251-0358.

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

Condominium. One-bedroom in Montgomery Village. Only 6 miles from Labs. Close to pool and tennis. Available July/August. \$600/mo. including utilities.

Call: 330-4934

Beach House, Dewey Beach, DE. Three bedrooms, three baths, CAC, fully carpeted, dishwasher and two screened porches. Almost brand new, sleeps 8. About a block from the beach. Available on a weekly basis, \$450/wk.

Rick Moss: 863-6705

Cape Cod Home. For rent any or all of 3 prime weeks on Cape Cod. New year-round, fully furnished, fully equipped private home in prestigious Chatham. Close to all the Cape attractions. Private, quiet, tasteful, best location. Available Aug. 8-15, Aug. 22-29, Aug. 29-Sep. 5 (can carry thru Labor Day).

Call Mary Hunter on 978-9067 after 7:00 p.m.

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

New Home in Ocean Sands, N.C. Four bedrooms, 2 baths, sleeps 8. Lakefront, 200 yards from ocean. Sundeck views of unspoiled dunes and beach. Tennis privileges, excellent birdwatching and surf fishing. TV, microwave, dishwasher, phone, A/C, W/D, outside shower. NO PETS.

Dana Beugless: (O) 944-7975; (H) (703) 532-6639

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

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risk due to the possibility of adverse reactions, and a doctor must be present when shots are administered. "Given the risk of providing injections without the presence of a physician and the high cost of providing such a presence, employees are better served if the injections are provided at their personal physician's offices, where emergency treatment is available," according to Vice President of Corporate Services Ron Mario.

The caller who pointed out that Plaza security guards were *posting* traffic violation notices on windshields will be glad to know that this practice has been discontinued. Citations now are placed under the wiper blades.

Another caller asked about COMSAT Corporation forming a baseball team. According to Human Resources, the COMSAT Employees Association (CEA) at each location is responsible for determining which events it will sponsor. H.R. suggests the caller contact the local CEA representative.

Another caller asked about COMSAT's compensation policy which, in general, is appropriate to the industry, locality, size and performance of companies with whom we compete. Midpoint in the salary range is considered to be the current market value for the position. People below the midpoint often get larger and more frequent raises than those above the midpoint. Salary ranges for each job are compared to the marketplace at least annually. According to Bambi Kirkpatrick, director of Human Resources, Corporate Staff, "Average pay rates at COMSAT are very competitive."

Finally, a caller asked about COMSAT's employee population. Here are the numbers, as of April 19: Clarksburg — 830; Plaza — 505; Merrifield — 313; Amplica — 250; Earth stations and other — 385; Total 2,283.

Callers are reminded that they need not identify themselves when leaving a message for Irving Goldstein and Marcel Joseph on the "Open Line." But it is important to give sufficient information so that, where appropriate, action can be taken on a call. ☺

THE PRINTED CIRCUIT

Editor: Jocelyn Ward

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

FOR SALE

'85 Dodge Lancer. 2.2 EFI, A/T, A/C, sun roof, PDL, CC, stereo cassette, eagle GTS. 29,000 miles. \$7,800.

Call Bob Johnson: (W) 301/428-4488 or (H) 301/942-2888

'83 Chevrolet Camaro Sport Coupe. Silver w/V6 engine, 5-speed, 53,000 miles, Mitsubishi stereo and cassette with four speakers. Air conditioning, rear window defroster, grey sheepskin covers. Will sell with four additional tires. \$5,700/best offer.

Call Mark Carnie @ 571-3318 or (H) 279-0609 or call Alejandra Vallejo @ 428-4580

'83 Colt. 4-door hatchback, metallic grey, twin-stick (economy/power) shift, A/C, AM/FM radio, 64,000 miles. Almost new radial tires. Runs but needs new head gasket and catalytic converter. Av. used retail price, \$3,000; will sell for \$1,000 because of work required.

Don, 863-6259 (days)

'80 Renault LeCar. Excellent mechanical condition. 4-speed standard, 31,900 miles, passed MD inspection, AM/FM stereo. \$1,500/offer.

Stan Rothschild: Labs x4572; (H) 871-6308

'77 MGB. Red with luggage carrier. New top, tires and battery. Excellent mechanical condition. Full set of covers. \$2,300.

Call 428-4748 (day); 978-9542 (evenings)

'76 Kawasaki KZ400. 20,000 original miles. In fair condition, runs well. New seat cover and mufflers. Asking \$295.

Call: R. McCoy @ 876-3463 7am-3pm

Pop-Up Camper. 1974 Starcraft, sleeps 8. Good condition, new tires, refrigerator and porta-potty included.

Call Gail: 428-4741.

Camper. Hard-top, pop-up. Sleeps 6, 10-foot, 1972 model in very good condition. Three-burner stove, upright closet, 6 drawers, 10 gallon water tank, heater and more. Asking \$800.

Call Jim Conko: (W) 428-4756, (H) (301) 831-3167.

12 x 70 Mobile Home. 2 bedrooms, 2 full baths, 2 added-on rooms, living room, kitchen, pantry, wall-to-wall carpeting, walk-in closet, plenty of storage space. All major appliances included with sale. Situated on large partially wooded lot with PRIVACY in Mt. Airy Park. Reasonable lot rent; can stay on lot with approval. 20 minutes from COMSAT. \$23,000.

For more details call: (301) 662-0325 after 7 p.m.

Mercury/Mercruiser. Props for 150 to 200 hp motors. 15.5" dia. x 19" pitch, aluminum, unused since cupped and balanced. \$50. Also 14" dia. x 19" pitch, stainless steel, used one season, no dings — \$150.

Call Chuck Yost: x4182

SANYO Portable Clothes Dryer. 2½ years old and in good condition. On wheels, white, 10-120 minute timer and air fluff cycle. Asking \$90.

Sears Cordless Rechargeable Scrubber. New in box. Never used. Comes with power adaptor, wall mount holder and brush. Asking \$25.

Call R. McCoy: 876-3463 7am-3pm

TWA Discount Airfare Coupons. Total of 4 available worth \$25 each off anywhere TWA flies. Will sell for \$18 each or best offer.

Eric: 863-6151

Microwave Oven. 1.5 cu ft, countertop. \$510 new, asking \$150.

Admiral Refrigerator; 21 cu ft, no-frost, ice maker. \$645 new, asking \$150.

Dinette Set. 4 Upholstered chairs, 2 with arms. Woodgrain, 1 leaf opens to 3' x 5'. Asking \$100.

Call John Sowers: 428-4075

Samsonite Patio Furniture. 2 chairs and lounge. White frame with green and blue cushions. \$75.

Sam Wax: (H) 340-0782; (O) 428-4307

Electric Lawnmower. Sears Craftsman, lightly used. In great condition. \$75.

Rick Moss: 863-6705

More PRINTED CIRCUIT ads on Page 7