

# SATCOM

Volume 1 Issue 3 Fall 1998

## Quarterly News

### Lusignan Joins SatCom's Tech Team



Tom Smith (l) and Dr. Guy Montalbano (r) shake hands with Prof. Bruce Lusignan (c) at Stanford University. Bruce Lusignan met with SatCom for the signing of the Sponsorship contract.

We are pleased to announce the signing of an agreement with Stanford University for a cooperative effort between Stanford's Satellite Telecommunications program, headed up by Prof. Bruce Lusignan, and SatCom. This contract has been the subject of a substantial amount of dialogue involving Stanford's Sponsored Projects Office, Sigma Systems, SatCom, and others.

The contract provides for important collaboration and support by Prof. Lusignan and his organization with their valuable contribution and input into SatCom's Librarian System. Prof. Lusignan has been working with Dr. Guy Montalbano on a regular basis since the agreement was signed in finalizing the business plan and in refining the Librarian and its Terminal Operating System. The results have been heartening. We have a couple hundred pages of the business plan for submission to the UAE Offsets program completed, and there is hardly a day which passes with-

out a significant addition to the plan. Probably more important, however, is the daily give-and-take between Dr. Montalbano and Prof. Lusignan.

"It's exciting to watch Guy (Montalbano) and Bruce (Lusignan) bounce ideas off one another" says SatCom President Lloyd Paine. "To see these two great minds feed off each other and bring our Librarian project to reality . . . That's what it's all about. The bringing together of academia and private enterprise to advance the well-being of society. I am humbled to have our Librarian system developed, in part, by one of the preeminent engineering schools in the world."

Sigma Systems President Tom E. Smith says "It is extremely important that each and every concern and question which might be raised by the decision makers in the UAE be addressed in the business plan. To the extent that Bruce can bring insight into their thinking, and help us to address possible concerns, he is a great asset."

We at SatCom are very excited over getting the relationship between Stanford and SatCom formalized. It now allows us to move the Librarian project forward and positions SatCom to become an industry leader in the 21st Century.

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# LETTER FROM THE PRESIDENT



LLOYD D. PAINE  
PRESIDENT/CEO

Dear Fellow Shareholder,

These past few months have been momentous for our Company. Of most immediate interest, the Survivor Radio project is nearing the point we have all been looking forward to—the introduction of the Survivor Radio to the market! Well done to Guy Montalbano, Ted Lansing and I-PAC for overcoming the hurdles and getting the job done. The first few units will be in our hands very shortly, and we expect field testing and market focus studies to be imminent and first sales to commence shortly after the first of the year. Again, congratulations to all!

John Noah has taken the helm of SatCom Marketing & Distribution firmly in his more than capable hands. He has authored a comprehensive marketing plan, and is eager and anxious to get the first few Survivor Radio prototypes in hand so that he can organize his focus groups to get market reaction to the product. The fact that we can attract able

team members such as John is further testament to the viability and marketability of our products. John has told me that he foresees an immediate stream of income from U.S. sales of the Survivor line; however, he is most enthusiastic about the potential of the Librarian system. He has shared with me some of his thoughts about marketability and profitability potential of the Librarian, and is working closely with Tom Smith and Guy Montalbano to help make that product as attractive to the buying public as possible.

The SatCom, Inc. web page has been entirely redesigned by Justin Paine, our very professional IT Director. He not only maintains our web page, but keeps our computer system running at peak efficiency. (Does anyone remember what we used to use before we had computers?) We regard the web page as our 'front porch', and its appearance is important to us. Justin has done a superb job of keeping our 'curb appeal' top notch. I would invite you to take a look at [www.spacesat.com](http://www.spacesat.com) if you have access to the World Wide Web. Our most recent news will be found on the website.

Meanwhile, worldwide interest continues to build for the Librarian system. We have had talks with representatives from Jamaica, China, the Prefecture of Okinawa, India, and of course the United Arab Emirates. Each of these contacts has the potential to result in a major 'buy' of the Librarian system, and each is being pursued.

Tom Smith and Guy Montalbano have been working long, hard hours in their preparation for our upcoming visit to the United Arab Emirates. Preparation of the comprehensive-business plan has been the major chal-

lenge. We have been provided with the format that the OFFSETS committee prefers, and of course, the customer is always right. Guy and Tom have been working daily with Professor Lusignan, of Stanford University and his team of graduate students in expressing our business plan in the format and style preferred by our prospective customer. The result is impressive; so far we have generated nearly 200 pages of plan which addresses every conceivable aspect of our business and the project. We hope to have the completed plan in the hands of the committee before the onset of the Moslem holiday of Ramadhan, in December. That will put us in position to send a delegation just after the holiday to make our final presentation. We will make that presentation the very best that we can. The signing of the anticipated contract with our clients in the Middle East will, indeed, be a major event in the life of SatCom, Inc.

Finally, let me say that 1998 has been a year filled with important events for developing SatCom, Inc. 1999 will be the year for further development of the Librarian, and external marketing and sales for the Survivor product line. Thank you for your faith and vision. Great things are happening! And may I extend to all of you and your families a happy holiday season and a happy, healthy and prosperous New Year.

My Warmest Regards,

Lloyd D. Paine

# The Survivor



SatCom finds itself with a 'problem' that many businesses would envy – the demand for our Survivor Radio has outdistanced our manufacturing capability. John Noah, President of SatCom Marketing & Distribution, has conducted a market analysis which shows that current demand for the Survivor Radio will support sales of twenty thousand units per month in the U.S. alone. That figure is roughly the capacity that we expect from I-PAC, who is presently contracted to be our initial manufacturer. Sales volume will give SatCom a cash flow break-even point in August, 1999. "Our instincts were right on the money when it comes to the Survivor Radio," said Lloyd Paine, President of SatCom, Inc. "We are seeing tremendous interest in the radio, and much of that interest is coming from folks who have not even heard of the rest of the Survivor line of products."

To put this in context, consider the following: SatCom has not even begun its advertising and marketing campaign for the Survivor Radio – the demand is being generated largely by word of mouth. In our projection for the U.S. market, we see a tremendous potential abroad, particularly in third-world countries where the lack of infrastructure impedes communications. Weekly inquiries and requests for distributorships punctuate offshore demands. It is likely that we will sell many times the number of Survivor Radios overseas than in the domestic market. Additionally, John Noah sees a great deal of synergism in marketing the Survivor System as a package which includes either the radio and backpack, or the radio and Companion Pack. "I have included only the Survivor Radio into my sales projections," says Noah. "When the accessories are added to the mix, I expect a substantial increase in interest."

As you are already aware, the first product is our Survivor Radio. We expect working prototypes by late December, early January. We plan on this first Survivor Radio as our Model 1, with a more sophisticated Model 2 to follow.

We also have identified and designed two caddies to hold the radios. Both are accessories that must be purchased separately. Listed below are additional Survivor products that are being developed for our "Survivor System":



## SATCOM SURVIVOR SYSTEM

1. The Survivor Radio—Model 1 & 2
  - a. Sidewall mount caddies to hold radio in vehicle with 12-volt trickle charger to keep radio fully charged and ready to go.
  - b. Handle bar mount caddie to hold radio on bicycle with wheel mount generator to keep radio fully charged when bike is being used.
2. The Survivor Backpack—our own custom design and function. Has all the compartments and pockets to accommodate the entire SatCom Survivor System.
3. The Survivor Tent—a two-man inflatable tent of custom design and function. It acts as a shelter, life raft and litter to carry out the sick or injured. The fact that it inflates gives superior insulation factors and increased comfort. It fits in the largest compartment of the Survivor Backpack.
4. The Companion Pack—a plastic cylinder that is the same size and shape as the Survivor Radio. It has the ability to slot together with the radio and carrier independently of the Survivor

Backpack, or it has its own compartment built in the Survivor Backpack. The Companion Pack holds 10 days of food and water in individual cylinders within the Pack. This is also of custom design and function. It has watertight screw-on caps at both ends with a center baffle/divider.

5. Space Age Blanket, Poncho, Sleeping bag—this is a custom designed survival blanket to keep you warm and dry in the most extreme weather conditions. It is lightweight and durable. If used in conjunction with the Survivor tent, will insure survival in the most extreme weather conditions.

6. A combination Shovel/Oar—custom design and function. Used on land as a shovel or weapon. Can be used on water as an oar. Folds in half for easy storage into the side compartments of the Survivor Backpack.

7. First Aid Kit and Manual—custom design and function. Will allow for minor medical treatment and instruction in a survival situation. Fits in its own pocket in the Survivor Backpack.

8. Survivor Kit and Manual—custom design and function. Will allow the user to identify plants that are edible, supply fishing line and hooks, flies. Waterproof matches, magnesium bar, needle and thread are also provided. Provides user best chance to survive in a hostile environment.

9. Water Purification System in a Straw—a couple of straws that allow the user the ability to filter dirty or contaminated water for present or future use. This product will be purchased from a vendor and included in the Survivor Backpacks front pocket.

This is the extent of the products we have identified and designed to be part of our Survivor System. I will inform you as new items are added.

Yours truly,

Lloyd D. Paine  
President & CEO, SatCom, Inc.



# In the News



## Microsoft and QUALCOMM Form Broad Strategic Alliance and Joint Venture

REDMOND, Wash.--Nov. 10, 1998--QUALCOMM Inc. (Nasdaq "QCOM") and Microsoft Corp. (Nasdaq "MSFT") today announced the formation of a broad strategic partnership to enable secure and air-link-independent Internet access to all mobile users. As part of the alliance, Microsoft and QUALCOMM have created a new joint venture company named WirelessKnowledge LLC, an equally held company whose charter will be to bring true convergence to the computing and wireless communications industries. WirelessKnowledge's operating strategy includes forming strategic partnerships with computing, software and telecommunications companies as well as with wireless carriers including AirTouch Communications, AT&T Wireless Services, Bell Atlantic Mobile, Bell Mobility (Canada), BellSouth, GTE Wireless, Leap Wireless International, Sprint PCS and US West Wireless. WirelessKnowledge services are built on an end-to-end architecture based on industry-standard technology including the Microsoft Windows CE operating system, the Microsoft BackOffice family and Microsoft Commercial Internet System (MCIS). WirelessKnowledge will be accessible over all digital wireless wide area networks, including those based on CDMA technology, GSM, TDMA, CDPD and Mobitex. Wireless-Knowledge services will enable carriers to offer their mobile customers wireless access to data and applications securely over their choice of wireless networks and enterprise systems. (Ed. Note: For more on this topic, visit [www.wirelessknowledge.com](http://www.wirelessknowledge.com), [www.qualcomm.com](http://www.qualcomm.com) and [www.microsoft.com](http://www.microsoft.com))

## Industry Trends Validate SatCom's Librarian (An Analysis)

The successes of the Pegasus launch system, the launch of the Iridium voice/pager system and the joint venture of Microsoft and Qualcomm in the WirelessKnowledge project seem, at first glance, exciting but unrelated advances in technology.

Each of those advances was anticipated by the vision which launched the Satcom Librarian project. The Pegasus launch vehicle has validated the concept of inexpensive, aircraft-launched Low Earth Orbit (LEO) launch system. SatCom's RLV 797B vehicle will use the same mechanism to loft our transponders into orbit; however, the recoverability of our satellites, as compared to the disposable Pegasus, will lead to substantial economies (visit [www.orbital.com](http://www.orbital.com) for information on the Pegasus launch vehicle).

Of course, the utility of the low-cost Pegasus system is attractive only if it serves some purpose. One purpose of LEO satellite systems is demonstrated by the Iridium communication system. (visit [www.iridium.com](http://www.iridium.com) to find more on the Iridium system) The 66-satellite Iridium system is designed to overcome two major obstacles to global communications: the lack of geographical coverage of present-day systems, and the proliferation of a multitude of 'standards' for digital communications. Iridium has imposed its own 'standard' to resolve the "Tower of Babel" effect, at least as to voice and pager services. Of course, Iridium does not provide video, motion picture, high-volume data or other services beyond telephone-quality voice and pager systems. And yet, communication technology is in the process

of taking a large step forward with the introduction of the Iridium system.

And speaking of standards, the \$40 million alliance of software giant Microsoft and mobile communications leader Qualcomm, announced earlier this month, will impose a standard on the data communication community by sheer force of weight. (see [www.wirelessknowledge.com](http://www.wirelessknowledge.com) for more). Of course, it's no coincidence that the operating system protocol will be based on the Microsoft

Windows family and that Qualcomm's proprietary signaling protocol, CDMA, will be used to provide subscriber services. It should be noted that Wireless Knowledge is a service provider, and will rely upon the hardware already in the market. Still, there's something to be said for imposing a standard to integrate the burgeoning data

communications marketplace.

Here at SatCom, Inc. we feel strongly that there is something to be gained by taking the long view, and integrating all data communications services and devices under one uniform and comprehensive standard. Hence, the Librarian system.

(Ed. Note: Judd Wheeler was granted his BSEE and MS (Eng.) degrees by Purdue University, and his JD degree from the University of San Diego. His opinions and evaluation of Electronic Warfare and Satellite Communications systems were sought out by the Chief of Naval Operations, and resulted in his consulting company being awarded a contract for the comprehensive analysis of the Soviet Space Surveillance System during the cold war. Mr. Wheeler has been a consultant, designer and advisor in the areas of communications, computers, and electronic systems for more than 30 years. Mr. Wheeler is currently employed as Vice President for Administration for SatCom, Inc.)





# In the News



## Iridium Service Poised for Introduction

Iridium, Motorola's satellite-based telephone system, which was scheduled for commercial introduction in August, is now slated to kick off its global voice service sometime in November.

The Iridium system will offer – for the first time ever – a truly global telecommunications system. The target market is traveling professionals, who need reliable voice communications wherever in the world they may be taken – from remote locations such as North Sea oil fields or isolated jungle outposts – to foreign urban centers, where the system will interface with existing capacity. The price tag for participating in Iridium, according to the Montreal Gazette, will be high – \$5,000 U.S. for the telephone, up to \$9.00 per minute charge, and \$50 per month subscription fee. The system offers voice and pager service, with e-mail and fax capability to be added some time in the future.

## Orbital delivers and launches 30 satellites in 15 months

DULLES, Va. Oct. 2, 1998 - Orbital Sciences Corporation has announced that it delivered, launched and checked out in orbit 30 satellites in the 15-month period between July 1, 1997 and September 30, 1998.

These satellites included 26 UHF/VHF data communications satellites for the company's ORBCOMM Global, L.P. affiliate, which operates the world's first global monitoring, tracking and messaging network. They also included one S-band geostationary TV broad-

casting satellite for Media Citra Indostar and one Ka-band low-orbit broadband technology satellite for Teledesic LLC. The two remaining satellites were advanced commercial imaging spacecraft, the OrbView-2 multispectral satellite for Orbital's ORBIMAGE subsidiary and the EarlyBird-1 optical satellite for EarthWatch, Inc.

Orbital introduced the Pegasus launch system in 1990. Pegasus is an expendable rocket system which features a rocket vehicle launched from a high-altitude jet aircraft. Currently, Pegasus vehicles are launched from a Lockheed L-1011 dubbed "Stargazer", which may takeoff from any of several airfields worldwide. The Pegasus boasts more than a 90% success rate, with 23 missions flown.

## Handheld Computers For Roaming Workers All The Rage At Comdex

Elisa Williams  
Newhouse News Service

LAS VEGAS--The average cubicle dweller, whose idea of business travel is a walk down the hall to the boss' office, is starting to get a little recognition and respect from the computer industry's sales-hungry product designers.

One of the hottest product categories to emerge at this year's Comdex computer trade show here this week are handheld devices that are tailor-made for "corridor cruisers", employees who spend about 25 percent of their day out from behind a desk.

Such a device is built for the grunt work of the information age: note taking, sending and receiving e-mail and browsing the Web. Most versions weigh

less than three pounds and offer battery lives as long as 12 hours. But most important is the price tag—less than \$1,000.

The combination of price and utility is aimed squarely at the legions of office and field workers whose companies balked at equipping them with \$2,500 to \$3,500 full-featured notebook computers, said Martin Croome, a product marketing manager with Hewlett-Packard Co.'s Asia Pacific Personal Computer Division.

Sharp's Mobilon TriPad PV-6000 is almost acrobatic. It can take the form of a pen tablet, or slate, an electronic easel or a classic clamshell notebook PC that measures a scant one-inch thick and starts at about \$899.

Hewlett-Packard's Jornada 820 Handheld is a 2.5 pound e-mail companion that sports a daring mauve exterior and a quiet keyboard that makes it ideal for note-taking during meetings. It runs on Intel Corp's StrongARM 190 Megahertz processor and sells for about \$999.

The common denominator for H-P and Sharp's new products, as well as a slew of others that fit the category, is Microsoft's Windows CE Handheld PC Professional Edition operating software. The software attempts to bridge the gap between a small notebook computer and so-called palm-top devices by making it possible to run software that can do things you can't do on small palm tops, such as read e-mail attachments.

Though PC makers are pretty jazzed about this new category, there are plenty of critics who charge these devices are yet another hybrid that forces customers to make too many compromises to justify their \$800 to \$1000 price tags, the same price range as many full-featured desktop computers.

# WELCOME



**John T. Noah**  
President  
SatCom Marketing & Distribution

John comes to us from the George S. May Company, which many of you will recognize as a pre-eminent business consultant firm, where he worked as a senior consultant. His advice was sought by some of the fastest-growing companies in America because of his expertise in marketing. He headed up Pepsi Cola's Far East operation, where he orchestrated the take over from Coca Cola of the predominant market share in Asia. He has shown himself to be an accomplished entrepreneur by heading up his own company, Pro-Towel Corporation, where he 'grew' it to an \$18 million company before selling it to a major auto parts distributor. He has served as an executive in several companies, where he has uniformly improved sales and distribution. In short, he is a man of unusual caliber and we are fortunate indeed to have him aboard.

**Clementine Estrada**  
Secretary/Treasurer/  
Chief Financial Officer



Ms. Clementine Estrada worked with Hightower Stone, as an executive advisor, paralegal, estate planner and fiduciary beginning in 1993 and continuing to the present. In that capacity she served as a consultant to companies and individuals seeking growth of wealth, sources of investment, privacy, and asset preservation.

Hightower Stone is a company specializing in the design and implementation of financial structures to optimize favorable treatment of wealth in both domestic and international jurisdictions. Ms. Estrada served as a consultant to many types of businesses (service, marketing, professional, manufacturing, etc.) in financial and administration areas and assisted such companies in their attempts to improve profitability and management disciplines. Ms. Estrada was originally educated as a mechanical engineer and spent 26 years in engineering and project management in the aerospace industry. A highly skilled communicator, Ms. Estrada stresses team building while developing individual talents in order to achieve success of a project.

## SATCOM MARKETING & DISTRIBUTION, INC.

In September 1998, SatCom, Inc. entered into negotiations to create a separate marketing company that would acquire the exclusive, worldwide rights to market and distribute certain Satcom products currently under development. John T. Noah, an expert marketing executive, proposed a marketing plan of aggressive domestic and international distribution into major markets which will launch Satcom products into the mainstream markets using a combination of representatives and mass marketing techniques. Negotiations concluded with an agreement to incorporate that marketing plan into a separate California based corporation named SatCom Marketing & Distribution, Inc. or "SMD". John T. Noah has been brought on board as the President of SMD and is assembling his marketing and management team experienced in consumer product development, marketing, manufacturing and distribution.

The evolution of consumer purchase patterns over the last several decades has created an exciting window of opportunity today for high tech products. SMD believes the Satcom products are well positioned to take advantage of these trends in the market place.

SMD will independently fund the acquisition of certain marketing sales and distribution rights to one or more products currently under development by SatCom, Inc., then focus its attention on the development of markets using national advertising and promotional campaigns.

SMD will receive a percentage of sales revenues received by SatCom, Inc. as all purchases will be contracted with SatCom, Inc. directly. SMD will sell products directly through manufacturer reps, retail brokers and distributors. Substantial sales are also projected through the SatCom web site and through infomercials. International sales are projected to be generated through master stocking distributors licensed by SatCom to exclusively distribute products in their countries.

This arrangement allows SMD to concentrate its efforts on the marketing and distribution aspects of the SatCom business, while SatCom coordinates further development of products.

SatCom is confident that the multi-faceted marketing plan to be implemented by its new partner, SMD, will produce major results in sales revenues.

## EMPLOYEE OF THE QUARTER

SatCom wishes to recognize **Mary Mraz** as our "Employee of the Quarter." Mary has continued to do an outstanding job in managing our accounting department. Her hard work and dedication has insured this important department's continued level of excellence. We have all come to depend on her unselfish help and support. So from all of us here at SatCom, we want to take this opportunity to recognize a job well done and to publicly thank her for her valuable contribution to the entire SatCom family.



Our sincere congratulations,

Lloyd D. Paine

## SIGMA SYSTEMS, INC. BECOMES A STRATEGIC PARTNER

Sigma Systems, Inc., was formed by two former executives of SatCom, Guy Montalbano and Tom E. Smith. On October 14, 1998, Sigma entered a Memorandum of Understanding (MOU) with SatCom, Inc. whereby Sigma will furnish product engineering and market development services for SatCom's Survivor product and Librarian program and other assigned development work. Under the MOU, which will be replaced by a more formal Research and Development Agreement, all technologies

**Sigma can provide its own capital for the production of the training-**

and plans for the production of the Survivor product line. At the same time, Sigma is working closely with Dr. Bruce Lusignan of Stanford University towards the development of SatCom's formal Business and Technical proposal to the Offsets Group of the United Arab Emirates (UAE). The UAE Offsets Group has expressed a strong interest in providing capital for the further development of the Librarian system and its ultimate deployment on a global basis.

Sigma, on its own account,



Tom E. Smith, Ted Lansing and Guy Montalbano

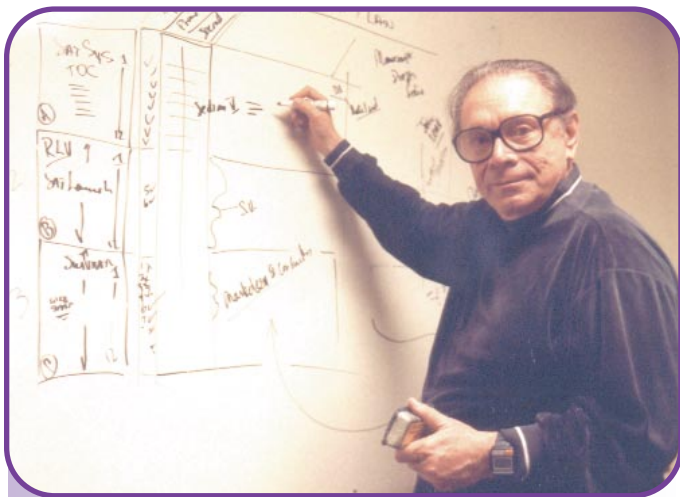
### I-PAC-SATCOM SURVIVOR ENTERS PRE-PRODUCTION TESTING STAGE

With the completion of engineering work close at hand, production plans for the Survivor Product line is approaching its final stages. SatCom has selected I-PAC as its primary source of production for the Survivor Product line. I-PAC is located in Carlsbad, California, just north of SatCom's San Diego headquarters. I-PAC is a well financed organization and part of PhotoMatrix, a publicly trading company (Symb. PHRX). IPAC has a great deal of experience in the manufacture and assembly of complex electronic products such as the Survivor. Ted Lansing, Project Manager of Sigma Systems is in charge of the final design and negotiation of the production agreement for the Survivor. Ted Lansing stated:

"We are in the final stages of engineering design leading to production. Our formal program review is taking place during the next three weeks. With this review complete, we will have the chance to examine "working" prototype units. By "working" prototypes, I mean, units that will look like and perform all the functions intended for the initial model of the Survivor. Outwardly, their appearance will be

almost identical to the production models. Inside, the various chips and printed circuit boards will be hand-wired for this purpose. It might look like a bird's nest inside, but in production, the units will be machine wired and much more efficiently, mechanically and electronically connected. Following the testing of the "working" models, we will produce several "pre-production" prototypes that will be identical in all respects to the units we plan to produce in quantity. These units will be used for environmental testing and demonstration prior to final production."

We may find a few minor modifications or improvements to be incorporated in the final "production" models. We plan to have the "working" prototypes before the end of the year or just after the first of the year, "pre-production" prototypes in January and production for sale shortly thereafter. These planned dates may be slipped if we discover a design change during the "working" or "pre-production" prototype stages. Our reason for going through these stages is to assure that the models are delivered to our distributors and end users on time, with the highest possible quality at the lowest possible price."



**Sigma's Dr. Guy Montalbano works his magic at the chalkboard**

specifically developed under the agreement are the property of SatCom. When useful to SatCom, Sigma has agreed to license SatCom to use Sigma's proprietary information and technologies.

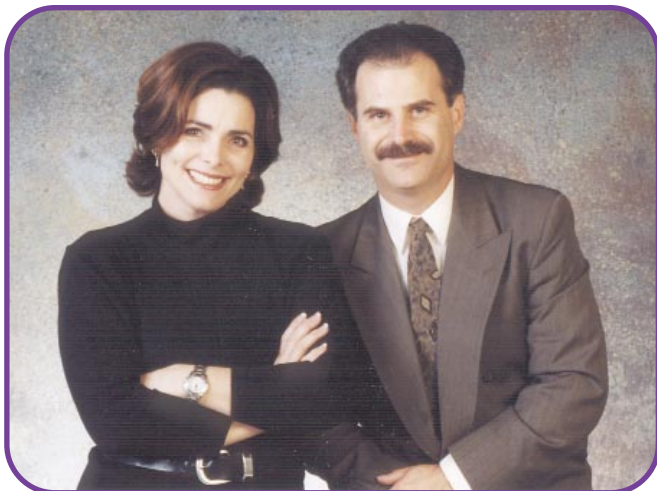
Sigma's primary assignment is to complete designs

has developed certain educational, retraining and skills upgrading programs for use by persons whose skills are no longer adequate to their job requirements or who are laid off in downsizing programs. These programs are produced

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## SatCom's New Editors and Staff

Thom Vollenweider and CeCe Cantón, who own and operate a photographic studio in San Diego, have joined SatCom as the new editor and staff,



Photographer for United Press International in Europe. While working for the wire service, Vollenweider photographed events such as NATO/Common Market meetings and the European Soccer Championships. Thom has also worked as a UPI Picture Editor, during the Moscow Olympics (1980). In 1981, Vollenweider opened a photography studio in San Diego, specializing in Commercial and Corporate Photography. From 1994-98, he worked as the Team Photographer for the San Diego Chargers. Thom is also the publisher of BOLT Magazine, the official NFL publication of the Chargers. This year, Vollenweider won a prestigious award for "Best Photography", from the World Sports Foundation (Japan) and has recently been featured in several newspaper articles, as well as San Diego Magazine (Dec. 98). Thom Vollenweider will be working as SatCom's new Director of Photography.

handling the design and production of the company's newsletter.

Ms. Cantón who specializes in portraits and corporate photography, has an extensive background in computer graphic design. The high energy and positive attitude that CeCe brings to the table is coupled with 20 years of experience, as a internationally published writer.

Thom Vollenweider comes to us with over 25 years of experience as a nationally published photographer. After spending 6 years as a photographer in the U.S. Navy, Thom worked as a Staff

### NEWSLETTER STAFF:

Editor: Thom Vollenweider  
Associate Editor: CeCe Cantón  
Art Director: Tom Gulotta  
Contributing Writer: Judson Wheeler

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## SIGMA SYSTEMS

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using Sigma's proprietary software that integrates a number of video and audio technologies; both analog and digital. Sigma's programs also apply to providing skills for particular use in second and third world countries. In many cases, Sigma's programs can be delivered using the Librarian System's networks and terminals.

Dr. Guy Montalbano, Chairman and Chief Executive of Sigma, stated: "Our new agreement with SatCom allows Sigma to pursue the production of training programs which can become content for distribution through wireless networks such as the Librarian system. Sigma provides its own capital for the production of the training-retraining programs while SatCom pursues its plan of providing the Librarian network and terminals for deployment around the world. It is an excellent plan for the integration of the two technologies. Of course, the Librarian network will carry programs and content of a much wider interest than Sigma's, but the opportunity to work jointly on this "is very exciting."



Barbara and Roman draw the winners of the stock raffle from the Las Vegas Money Show.

## Las Vegas Money Show Winners Announced

SatCom is pleased to announce the winners of a drawing for shares of common stock in SatCom, Inc. Visitors who registered at the SatCom, Inc. booth in Las Vegas during the Money Show, last May, were eligible for the drawing. Three winners were chosen at random at the SatCom corporate headquarters in San Diego, on August 10, 1998.

The winners were Thomas and Margrethe Friedman of San Luis Obispo, California, who won 5,000 shares of stock; Jim Danz of Cave Creek, Arizona, also a 5,000 share winner; and Terry and Margaret Jaeckel of Grand Junction, Colorado, who won 2500 shares. Terry and Margaret Jaeckel celebrated their 50th wedding anniversary, last month.

Congratulations to all, and welcome to the SatCom Family!