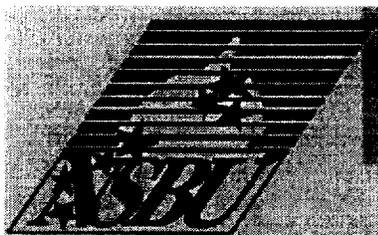


EXHIBIT 2



National Small Business United proudly represents a growing network of small business owners before our nation's decision makers in Washington, DC. NSBU, first organized in 1937, is the oldest small business advocacy group in the nation and has over 65,000 members in all 50 states.

During our long history, NSBU has served as a bipartisan and reasonable voice for small business. We are at the forefront of the critical issues on our members' behalf. NSBU's powerful national network of small business leaders are informed and active in the critical national policy debates and works to affect federal policy in the interests of the nation's 23 million plus small businesses.

NSBU's 32 member volunteer Board of Trustees, consisting of small business owners, meets throughout the year to establish NSBU's legislative priorities.

National Small Business United

America's Voice for Small Business

March 23, 1999

For Immediate Release

New Survey Shows Competition for Business Customers is Large and Growing in the Local Phone Market

Respondents Desire Less Regulation, More Competition, Services

WASHINGTON - Competition in the business local phone market is alive and growing according to a new survey conducted by the Mellman Group among businesses located in the Northeast-Mid-Atlantic region, largely the Bell Atlantic region.

"For too long, smaller businesses have paid higher phone bills to subsidize residential service, while not having the leverage that bigger companies enjoy. Only competitive markets can reverse this scenario for smaller businesses, so we are pleased to see that local competition is developing in the small business market," said Todd McCracken, President of National Small Business United.

More than half--fifty-nine percent--of business customers surveyed have been solicited by or have switched to Bell Atlantic competitors. Those numbers are likely to increase in the future, given that more than half of the respondents have seen an increase in local competition over the past year.

"The good news is that competition in the local business market is here, and it is growing," said McCracken. "The bad news is that businesses are not seeing all the competition they would like, particularly when it comes to options for one-stop shopping, which is especially a priority for the smallest businesses."

Nearly three-quarters of the respondents said they are satisfied with the level of competition in the local phone market and that they want the option of one-stop shopping in their business' telecommunications services, including local and long distance service.

"Smaller businesses want the same convenience and simplicity afforded to

larger businesses--having one bill and one company provide all their telecommunications services from cellular to internet to long distance and local service," said McCracken. "And, despite the dramatic increase we have seen in local competition, many competitors still have a tendency to go after larger and more lucrative customers, leaving small businesses on the side-lines, having access to neither competition nor one-stop shopping."

While the survey found that competition is substantial in the local market, it also found evidence that suggests local phone service competitors are more aggressively pursuing larger businesses. Respondents at companies with 50 or more employees report experiencing competition in greater numbers than did respondents at companies with 20-49 employees--58 percent to 43 percent, respectively.

The survey also found that respondents do not believe that additional regulations are necessary to bring more competition to the telecommunications marketplace. Fewer than one in five said that more regulations are needed to increase competition.

Further, the survey respondents felt that less regulation was needed, particularly as it relates to the ability of companies such as Bell Atlantic to offer one-stop shopping. Of the respondents that expressed an opinion on the importance of one-stop shopping for their business, seventy-one percent said prohibiting companies such as Bell Atlantic from offering this service is harmful to the telecommunications marketplace.

"With the third anniversary of the Telecommunications Act just behind us, we should work to promote competition in all telecommunications markets -- not focus on regulations that stifle it," said McCracken. "In fact, the impact of the Telecommunications Act on small business was recently identified by our membership as one of the priority issues for our organization this year."

The survey was conducted by the Mellman Group among 304 telecommunications managers at companies with 20-100 employees located in Bell Atlantic's region between January 31 and February 2, 1999. States included are: Delaware, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Virginia, Vermont, and West Virginia. The margin of error for the sample as a whole is plus or minus 5.7 percentage points at the 95 percent confidence level. The margin of error is higher for subgroups.

NSBU was first organized in 1937. As the nation's oldest bipartisan small business advocacy group, NSBU represents the interests of the 22+ million small businesses. With more than 65,000 members in all 50 states, NSBU has a powerful national network of small business leaders. NSBU celebrated its 60th Anniversary in 1997.

Empowering small business owners to take action on legislative and regulatory issues, NSBU continues to play a key role in shaping federal policy in the interests of small business.

Key Findings from Recent Survey of Businesses in the Northeast-Mid Atlantic Region

Competition is growing in the local phone market...for some consumers

- More than half – 59% – of Bell Atlantic’s business customers have been solicited by or have switched to alternative local phone service providers.
- More than half – 57% – of business telecom managers say competition for local service has increased over the past year.
- Even among those who feel the level of competition has not changed, two-thirds – 65% – say they are satisfied with competition at its current level.
- Telecom managers at companies with 50 or more employees report experiencing competition – 58% report a lot or some – in greater numbers than do telecom managers at companies with fewer than 50 employees.

Businesses want the option of one-stop shopping

- Nearly three quarters – 74% – of business telecom managers say they are satisfied with the current level of phone service competition and say one-stop shopping is an important option for their business.
- Among respondents who express an opinion on the option of one-stop shopping, 71% say prohibiting Bell Atlantic from offering this service is harmful to the telecommunications marketplace.

Additional regulations are not necessary to spur more competition

- Fewer than 1 in 5 respondents – 19% – say that more regulations are needed to increase competition.

These findings are from a survey of 304 telecommunications managers for businesses located in Bell Atlantic’s region. States included in the sample are: Delaware, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Virginia, Vermont

and West Virginia. Interviews were conducted by telephone by professional interviewers between January 31 and February 2, 1999. The margin of error for the sample as a whole is plus or minus 5.7 percentage points at the 95% level of confidence. For subgroups, the margin of error is higher.

For more information or comments please contact: Maureen Buckley, Media Affairs Manager, mbuckley@nsbu.org -- (202)293-8830.

[Back to NSBU's Press Releases.](#)

EXHIBIT 3

[ABOUT HNS](#)[PRODUCTS](#)[CAREERS](#)[NEWS](#)[RESOURCES](#)[Home](#)
[Manufacturing Facilities](#)
[Worldwide Offices](#)
[Hughes Electronics](#)
[Management](#)
[Bios](#)

About

HUGHES NETWORK SYSTEMS

Introduction

Hughes Network Systems (HNS), a Hughes Electronics Corporation company, is a world leader in telecommunications technology — satellite, digital cellular, frame relay, ATM, and IP switching. HNS designs, manufactures and installs advanced networking solutions for businesses and governments worldwide.

Drawing on more than 25 years of experience in digital communications, HNS pioneered many of the technologies currently in use today, including very small aperture terminal (VSAT) satellite networks, high-capacity digital cellular and wireless, and commercial packet switching.

HNS dedicates nearly a third of its workforce to developing network solutions that meet our customers needs. HNS employs more than 3,000 people worldwide, and operates development and manufacturing facilities in suburban Maryland; San Diego, California; Milton Keynes, United Kingdom; New Delhi, India; and Tijuana, Mexico. HNS facilities are ISO 9001 certified in the United States, United Kingdom, and India, and ISO 9002 certified in Mexico.

At HNS, we specialize in turning technical innovations into sound business solutions and back them with comprehensive service and support. We help our customers meet the demands of the present and prepare for the future.

Mission

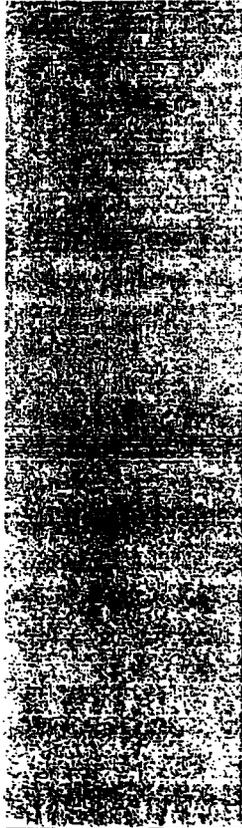
The mission of Hughes Network Systems (HNS) is to provide products and services for commercial digital communications networks worldwide.

Quality Policy

The Quality policy of Hughes Network Systems is:

- To set the standard for excellence in our industry
- Earn the respect of our customers and suppliers throughout the world
- Satisfy customers by meeting their needs and exceeding their expectations
- Deliver error-free, competitive products on time and services second to none
- Ensure that every job is done right the first time, every time

How we are traded



Hughes Network Systems is a Hughes Electronics Corporation company. The earnings of Hughes Electronics are used to calculate the earnings per share attributable to GMH (NYSE symbol) common stock. For more information, call Hughes Electronics Investor Relations at 310 662-9685.

Customer Service and Support

All HNS products are turnkey systems integrated by HNS engineers into customers' environments. HNS supplies hardware, software, installation, training, documentation, and maintenance. HNS can also supply satellite transponders and shared hub services for customers.

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[Manufacturing Facilities](#)

[Worldwide Offices](#)

[Hughes Electronics](#)

[Management Bios](#)

[About HNS](#) | [Affiliates](#) | [Manufacturing Facilities](#) | [Worldwide Offices](#) | [Hughes Electronics](#) | [Management Bios](#)

[HNS Home](#) | [About HNS](#) | [Products](#) | [Careers](#) | [News](#) | [Informational Resources](#) | [Contact Us](#) | [Site Map](#)

[ABOUT HNS](#)[PRODUCTS](#)[CAREERS](#)[NEWS](#)[RESOURCES](#)[Satellite Networks](#)[Wireless Networks](#)[Enterprise Networks](#)[Consumer Satellite Products](#)[CableServe](#)[Y2K](#)

Products



Satellite Networks

The Hughes Network Systems (HNS), VSAT product line is designed to provide cost-effective telecommunications to a wide array of industries around the world. VSATs are effective tools for LAN internetworking, multimedia image transfer, batch and interactive data transmission, interactive voice, and broadcast data and video communications.



Wireless Networks

Hughes Network Systems developed the AIReach family of universal wireless products to meet a broad spectrum of applications in demand, including digital mobility, wireless local loop, wireless data, and broadband business applications.



Enterprise Networks

Hughes Network Systems (HNS) Radiant™ family of networking products include award-winning backbone, internet-working, and edge switches with a single network management system, providing reliable and flexible solutions for the public and private service provider.



Consumer Satellite Products

HNS offers a series of consumer satellite products designed to provide world-class, direct-to-home satellite TV and Internet access.



CableServe

CableServe is an integrated access system designed to enable HFC cable television distribution networks to carry telephony and broadband data.

[Products](#) | [Satellite Networks](#) | [Wireless Networks](#) | [Enterprise Networks](#) | [Consumer Satellite Products](#) | [CableServe](#) | [Y2K](#)

[HNS Home](#) | [About HNS](#) | [Products](#) | [Careers](#) | [News](#) | [Informational Resources](#) | [Contact Us](#) | [Site Map](#)

Satellite Networks	ABOUT HNS	PRODUCTS	CAREERS	NEWS	RESOURCES
------------------------------------	---------------------------	--------------------------	-------------------------	----------------------	---------------------------

[Voice Products](#)

[HES Quantum](#)

[HES Quantum-Direct](#)

[TDMA 520 Terminal](#)

[HES](#)

[Interactive Data Products](#)

[PES](#)

[DirecPC-EE / IPAdvantage](#)

[HES](#)

[High Speed Data Products](#)

[UMOD](#)

[GES](#)

[TRES](#)

[RES](#)

[DirecPC-EE / IPAdvantage](#)

[Video/High Speed DAMA Products](#)

[HES Conference](#)

[VSAT Software Packages](#)



Satellite Networks

Explore a world of satellite solutions

[VSAT Overview](#)

The Hughes Network Systems (HNS), VSAT product line is designed to provide cost-effective telecommunications to a wide array of industries around the world. VSATs are effective tools for LAN internetworking, multimedia image transfer, batch and interactive data transmission, interactive voice, and broadcast data and video communications.

[Sales Offices](#)

[Y2K Compliance Information](#)

[Customer Assistance Center](#)

Why Use VSATs?

VSAT networks provide rapid, reliable satellite transmission of data, voice, and video to an unlimited number of geographically dispersed sites or from these sites to headquarters.

What Equipment Do I Need for My VSAT Network?

Each site is equipped with a VSAT terminal consisting of an antenna, outdoor electronics mounted on the antenna for signal reception/transmission, and indoor electronics for connection to customer computer, telephone, and video equipment.

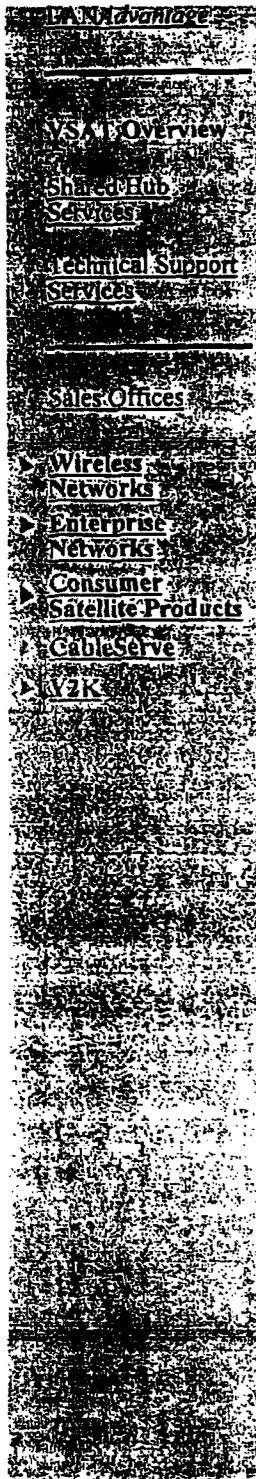
Voice Products

[TES Quantum](#)
two-way meshed voice for basic telephony applications

[TES Quantum - Direct](#)
two-way meshed voice terminal for use in rural telephony

[TDMA 520 terminal](#)
Low Cost Traffic Terminal

[Hybrid Earth Station \(HES\)](#)
hybrid PES/TES Quantum combination



Interactive Data Products

Personal Earth Station (PES)

two-way data with optional one-way video and voice for corporate networks

DirecPC EE / IPAdvantage

high-speed data for corporate intranets

Hybrid Earth Station (HES)

hybrid PES/TES Quantum combination

High Speed Data Products

Universal Modem (UMOD)

high-performance satellite modem

GEMINI Earth Station (GES)

Universal Modem packaged with VSAT terminal

Trunking Earth Station (TRES)

satellite earth station for multicarrier trunking applications

Receive-Only Earth Station (RES)

cost-effective data broadcast reception

DirecPC EE / IPAdvantage

high-speed data for corporate intranets

Video/High Speed Data Product

inTELEconference

satellite-based videoconferencing system

VSAT Software Packages

LAN Advantage

support for LAN connectivity over VSAT

[Products](#) | [Satellite Networks](#) | [Wireless Networks](#) | [Enterprise Networks](#) | [Consumer Satellite Products](#) | [CableServe](#) | [Y2K](#)

[HNS Home](#) | [About HNS](#) | [Products](#) | [Careers](#) | [News](#) | [Informational Resources](#) | [Contact Us](#) | [Site Map](#)

ABOUT HNS

PRODUCTS

CAREERS

NEWS

RESOURCES

News Releases

Coming
EventsChannels
Newsletter

HUGHES NETWORK SYSTEMS

CHANNELS

Profile: Fleet-Footed Pharmacy

Reprinted with permission from Uplink®, Fall 1996, published by Hughes Communications, Inc.

It was nearly a decade ago when Walgreen Co. decided to switch to satellites to link its rapidly expanding drugstore empire. The reason had a lot to do with economics: The Deerfield, Illinois-based company expected to save around \$35 million over 10 years by using satellites instead of high-capacity terrestrial lines.

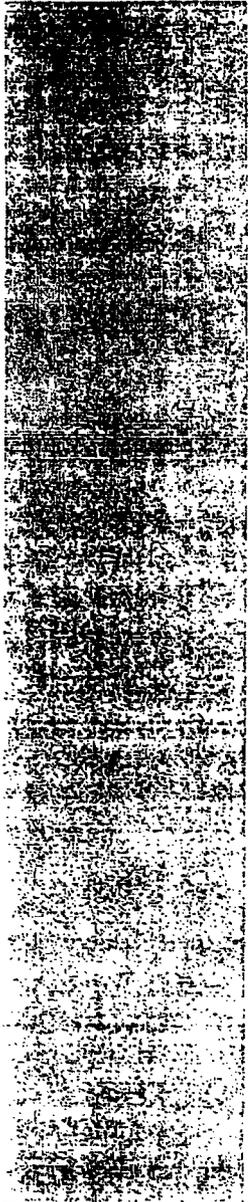
The estimate proved conservative. Today the company figures satellite technology has saved it closer to \$100 million. "It was a good decision," says Ray Sheedy, director of corporate telecommunications. "Our satellite capacity is helping us meet our goal of opening more than 200 new stores a year."

It's also helping the company, founded in Chicago in 1901, to keep up with constantly shifting shopping patterns and changing consumer expectations. "'Status quo' is unacceptable language here," Chairman Charles R. Walgreen III told stockholders last year. "To stay ahead, we've got to run a little scared."

For Walgreens, that means a single-minded focus on coddling customers with fast, easy service - even if it means moving a store across the street to improve its convenience. About one-third of the company's drugstores are less than four years old. Many are open 24 hours a day. Walgreens prefers to place a free-standing store on a street corner where there's a traffic light, plenty of parking and room for a drive-through window for prescriptions. Then it spends an average of \$3 million constructing each new facility. Stores are expected to generate \$5 million in sales within three years of opening.

Walgreens' formula has been exceptionally successful. Analysts describe the company as one of the industry's most innovative. Last year, its sales totaled \$10.4 billion, capping 21 consecutive years of record sales and earnings. Walgreens currently operates about 2,200 drugstores in 31 states and expects to open its 3,000th outlet by the end of the decade.

The company turned to satellite technology in 1988 to help support its aggressive business plan. It began with a portion of one transponder aboard SBS 4, a Ku-band spacecraft acquired in 1989 by Hughes



Communications, Inc. (HCI). In 1993 it contracted to increase over two years its usage of a transponder on Galaxy VII, HCI's replacement satellite for SBS 4. It acquired the entire transponder last January.

But with the average Walgreens store currently transmitting about 20 megabytes of data per day via satellite, says Sheedy, "We're already using all our capacity and we're looking for more." He is looking at compression technology to leverage his available satellite capacity. In the meantime, about 50 of Walgreens' busiest stores are supplementing their satellite link with broadband terrestrial capacity.

The company connects its drugstores using very small aperture terminal, or VSAT, hardware supplied by Hughes Network Systems (HNS), a sister company to HCI. HNS also helped Walgreens build its own satellite hub in Mt. Prospect, Ill., about 10 miles southwest from its headquarters.

Walgreens generates some of its heaviest satellite traffic with point-of-purchase data that is beamed back to headquarters. The satellite link also carries the company's Intercom Plus prescription information and processing system which manages pharmacists' workflow, tracks a customer's prescription record to note possible drug interactions, prints out useful consumer information about prescription drugs and makes it easier for customers to fill their prescriptions at out-of-state Walgreens locations. It also speeds prescription processing by connecting with managed care and insurance companies. Handling prescriptions quickly and accurately is extremely important in Walgreens' business strategy. It foresees a significant upswing in prescriptions as baby boomers move into middle and old age. The company already fills more prescriptions - 170 million of them in 1995 - than any other American retailer. It expects its satellite-based Intercom Plus system to help boost the average number of prescriptions handled daily per store from 230 now to more than 400 by the end of the decade.

By then, Walgreens expects pharmacy to account for half of total company sales. It also sees continuing strong corporate growth fueled by the intelligent use of innovation to better serve its customers.

[News](#) | [News Releases](#) | [Coming Events](#) | [Channels Newsletter](#)

[HNS Home](#) | [About HNS](#) | [Products](#) | [Careers](#) | [News](#) | [Informational Resources](#) | [Contact Us](#) | [Site Map](#)

[ABOUT HNS](#)[PRODUCTS](#)[CAREERS](#)[NEWS](#)[RESOURCES](#)[News Releases](#)[Current News](#)[Satellite
Networks](#)[Consumer
Satellite
Products](#)[Wireless
Networks](#)[Enterprise
Networks](#)[HNS Corporate
News](#)[Coming
Events](#)[Channels
Newsletter](#)

HUGHES NETWORK SYSTEMS

News Releases

HNS VSAT Satellite System Enables Mail Boxes Etc. to Provide High-Speed Internet Access for Consumers and Improved Communication Programs for Franchisees

GERMANTOWN, MD, AUGUST 25, 1998...Hughes Network Systems (HNS) announced today that Mail Boxes Etc. (MBE), a wholly owned subsidiary of U.S. Office Products Company (NASDAQ: OFIS), intends to use HNS' very-small-aperture-terminal (VSAT) satellite technology to provide high-speed communications and Internet connectivity for MBE services and operations. This VSAT network allows MBE, the world's largest franchisor of retail business, communications and postal service centers, to offer customers Internet access at speeds four times greater than competitors using integrated services digital networks (ISDN).

By connecting the MBE system with VSAT satellite technology, participating MBE centers in the United States will be able to offer high-speed, pay-per-use Internet access for consumers via in-center computer, time-rental workstations.

"Small-business owners are working hard to build successful businesses that can compete in today's marketplace. They require not only access, but high-speed access, to the Internet," said James Amos, MBE president and chief executive officer. "With this service, MBE maintains its edge as a leader in convenient business solutions for the small-office/home-office (SOHO) consumer."

"As a company, HNS is constantly seeking new markets in which to extend the benefits of satellite communications," stated Dennis Conti, vice president, Satellite Networks Division, HNS. "MBE's application of VSAT technology, once again demonstrates the versatility and performance capabilities of VSATs."

MBE said it intend to maximize its VSAT network by using it in a number of proactive customer-service applications, including a customer database that rewards customer loyalty and a customized national accounts program. Plans also call for using the VSAT system in back-office applications such as credit-card verification, software downloads, database updates, polling, and a franchisee intranet. In the future, MBE said it expects to use VSAT as its primary method of interconnecting its international MBE centers as well.

"By establishing a fundamental framework for the MBE system, we will have many opportunities to add products and services that will benefit both the MBE center and its customer," said Tom Herskowitz, MBE executive vice president. "HNS and the VSAT have the capacity to handle the future communication needs

of the MBE system well into the millennium. We wouldn't get that from ISDNs, and other hard wire solutions, where we would be dealing with dozens of different phone companies around the country."

Mail Boxes Etc., a wholly owned subsidiary of US Office Products Company (NASDAQ: OFIS), is the world's largest franchisor of retail business, communication and postal service centers. There are more than 3,600 centers operating worldwide, with master licensing agreements in place for the development of the MBE business in 61 countries and operating in 26 countries. In the United States, MBE centers are owned and operated by licensed franchisees of Mail Boxes Etc., USA, Inc. Outside the United States, MBE centers are owned and operated by MBE master licensees or their franchisees. MBE maintains a Web site at <http://www.mbe.com>.

U.S. Office Products Company (USOP) is one of North America's leading providers of office supplies, office furniture, and office breakroom products featuring Starbucks® Coffee. It also owns and operates Mail Boxes Etc. (MBE) and Blue Star Group Limited, a leading supplier of office products and business services in New Zealand and Australia. In addition, USOP owns a 49% interest in Dudley Stationery Limited, the second largest contract stationer in the United Kingdom. USOP's Web site can be found www.usop.com.

A world leader in satellite products and network systems for more than 25 years, HNS has 65 percent of the global VSAT market and has shipped more than 200,000 terminals. Headquartered in Germantown, MD, near Washington, DC, the company has sales and support offices worldwide. HNS offers communications network solutions that include a complete line of integrated satellite, enterprise networking products, and fixed and mobile wireless networks. HNS is a Hughes Electronics Corporation company and an ISO-9001-certified manufacturer. The earnings of Hughes Electronics are used to calculate the earnings per share attributable to GMH (NYSE symbol) common stock. More information on HNS can be found at www.hns.com.

-END-

[News](#) | [News Releases](#) | [Coming Events](#) | [Channels Newsletter](#)

[HNS Home](#) | [About HNS](#) | [Products](#) | [Careers](#) | [News](#) | [Informational Resources](#) | [Contact Us](#) | [Site Map](#)

[ABOUT HNS](#)[PRODUCTS](#)[CAREERS](#)[NEWS](#)[RESOURCES](#)[News Releases](#)[Current News](#)[Satellite Networks](#)[Consumer Satellite Products](#)[Wireless Networks](#)[Enterprise Networks](#)[HNS Corporate News](#)[Coming Events](#)[Channels Newsletter](#)

HUGHES NETWORK SYSTEMS

News Releases

Hughes Network Systems Provides Innovative VSAT Network to Sherwin-Williams

VSATs to Link All 2,200 Stores and Corporate Headquarters

GERMANTOWN, MD, JUNE 16, 1998...Hughes Network Systems (HNS), the world's leading provider of very small aperture terminal (VSAT) satellite networks, announced that Cleveland-based Sherwin-Williams, one of the nation's leading coating manufacturers and retailers, has chosen a VSAT network over a terrestrial-based system. With more than 1,000 VSATs already installed, the network will eventually consist of 2,200 terminals in every Sherwin-Williams retail outlet in all 50 states, Puerto Rico, and Canada. This extensive VSAT network will provide Sherwin-Williams with the latest advances in cost-effective telecommunications technology. Installation of all 2,200 terminals is expected to be complete by the end of 1998.

"When we began looking at ways to increase the efficiency and effectiveness of our inventory-control system, we wanted to ensure that we chose a system that is rapid, reliable, and accurate," said William Thompson, director of management information systems at Sherwin Williams' Paint Stores Company. "We wanted to better manage our inventory, so that we have the right product in the right location at the right time. HNS VSAT networks have proven to be very reliable and offered us a complete solution that satisfied all our capacity, maintenance, and installation criteria."

Sherwin-Williams will use the network to facilitate the implementation of their new innovative merchandise management system. By replacing their current land-based polling method with a VSAT network, product and inventory information can be updated on a much more timely basis resulting in both improved control and customer service.

In addition, Sherwin-Williams will realize the potential that its VSAT network will have in terms of productivity and customer care. By replacing the old system of faxes and phone calls, store clerks will now be able to tap into the central inventory database electronically throughout the day to access information and do online look ups for tasks such as order matching, local availability of products, and distributor communications. This will reduce customer waiting, errors in orders, and phone-line charges. Future plans for the network include online credit-card authorization, expanding database access, and possible intranet applications.

"We are very excited that a progressive company such as Sherwin-Williams has chosen the HNS VSAT solution to address its communications needs," said



Dennis Conti, vice president of the Satellite Networks Division of HNS.

"Sherwin-Williams represents a new market segment for HNS and is an excellent example of how VSATs offer a very flexible and competitive solution and price for businesses with diverse needs and geographically dispersed sites compared with terrestrial services. VSATs allow companies such as Sherwin-Williams to add broadband applications such as multimedia delivery and intranets as their needs grow."

HNS is providing Sherwin-Williams a turnkey solution that will be managed and maintained by HNS from the HNS shared hub in Minneapolis, MN.

A world leader in satellite products and network systems for more than 25 years, HNS has 65 percent of the global VSAT market and has shipped more than 200,000 terminals. Headquartered in Germantown, MD, near Washington, DC, the company has sales and support offices worldwide. HNS offers communications network solutions that include a complete line of integrated satellite and enterprise networking products encompassing VSATs, frame relay, and fixed and mobile wireless networks. HNS is Hughes Electronics Corporation company and an ISO-9001-certified manufacturer. The earnings of Hughes Electronics are used to calculate the earnings per share attributable to GMH (NYSE symbol) common stock.

-END-

[News](#) | [News Releases](#) | [Cominz Events](#) | [Channelx Newsletter](#)

[HNS Home](#) | [About HNS](#) | [Products](#) | [Careers](#) | [News](#) | [Informational Resources](#) | [Contact Us](#) | [Site Map](#)

ABOUT HNS

PRODUCTS

CAREERS

NEWS

RESOURCES

News Releases

Current News

Satellite
NetworksConsumer
Satellite
ProductsWireless
NetworksEnterprise
NetworksHNS Corporate
News▶ Coming
Events▶ Channels
Newsletter

HUGHES NETWORK SYSTEMS

News Releases

Enterprise Rent-A-Car Chooses HNS for New VSAT System

Enterprise Demonstrates Commitment to Satellite Communications and Signs Multimillion Dollar Contract with HNS for VSAT Network

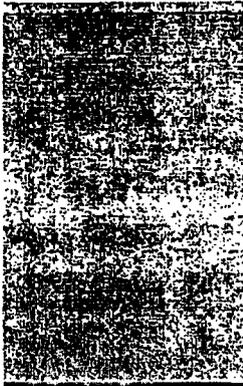
GERMANTOWN, MD, ST. LOUIS, MO, MAY 26, 1998...Hughes Network Systems (HNS) today announced that Enterprise Rent-A-Car has signed a contract to obtain a new and technologically advanced VSAT network from HNS, with plans for more than 4,400 locations in the United States, Canada, and Europe. Enterprise Rent-a-Car is the largest rental car company in the United States.

"We have used a VSAT network for the past five years and know it is a cost-effective technology to meet the requirements of our geographically dispersed online, real-time processing environment," stated William Snyder, vice president, and chief information officer, Enterprise Rent-a-Car. "When it came time to update our network, we wanted a company that had a product in service that was technologically advanced and would be responsive to our unique needs as Enterprise continues to grow. We wanted to form a long-term relationship with a company, and with HNS' leadership and experience, we felt it best fit our needs."

With offices on two continents, a satellite-based network offers Enterprise significant cost, availability, speed, and flexibility advantages over traditional land-based alternatives. Enterprise operates two earth station facilities at their St. Louis headquarters: one dedicated to serving more than 3,200 domestic U.S. locations operating from the Telstar 4 satellite, the other supporting their European locations using an Orion satellite. The Canadian locations are currently operated from a shared hub using a Telesat satellite.

Enterprise uses the network for its core business applications. The company's host computing environment consists of 23 IBM AS/400 computers, the largest such configured installation in the country. Enterprise's host site is connected via the satellite network to more than 3,500 worldwide rental locations.

"Enterprise can be guaranteed of our ongoing support for all their VSAT hardware, software, and network needs for many years to come," stated Dennis Conti, vice president, Satellite Networks Division, HNS. "Our commitment to quality, progress, and service, as well as continued research and development, ensures that Enterprise, and all of our customers, will benefit from the latest advances in VSAT technology. We are extremely proud to have been selected by, and associated with, such a professional and well-managed business that is, in its own right, the leader within its industry."



A world leader in satellite products and services for more than 25 years, HNS has 65 percent of the global VSAT market and has shipped nearly 200,000 VSATs. Headquartered in Germantown, MD, near Washington, DC, the company has sales and support offices worldwide. HNS offers communications network solutions that include a complete line of integrated satellite and enterprise networking products encompassing VSATs, frame relay, and fixed and mobile wireless networks. HNS is a Hughes Electronics Corporation company and an ISO-9001-certified manufacturer. The earnings of Hughes Electronics are used to calculate the earnings per share attributable to GMH (NYSE symbol) common stock.

-END-

[News](#) | [News Releases](#) | [Coming Events](#) | [Channels Newsletter](#)

[HNS Home](#) | [About HNS](#) | [Products](#) | [Careers](#) | [News](#) | [Informational Resources](#) | [Contact Us](#) | [Site Map](#)

[ABOUT HNS](#)

[PRODUCTS](#)

[CAREERS](#)

[NEWS](#)

[RESOURCES](#)

[News Releases](#)

[Current News](#)

[Satellite Networks](#)

[Consumer Satellite Products](#)

[Wireless Networks](#)

[Enterprise Networks](#)

[HNS Corporate News](#)

[Coming Events](#)

[Channels Newsletter](#)

HUGHES NETWORK SYSTEMS

News Releases

Sheetz Stores to use HNS VSATs for ATMS, Other Data Purposes

GERMANTOWN, MD, AUGUST 7, 1996...Hughes Network Systems, Inc. (HNS), announced today that it has been selected to supply the VSAT (very small aperture terminal) satellite network to support automated teller machines (ATMs), and other data applications, at more than 185 Sheetz convenience stores. Altoona, PA-based Sheetz is one of the largest privately held convenience store and gasoline chains in the United States.

Under terms of the agreement, HNS and Harrisburg, PA-based Keystone Financial, Inc., will supply Sheetz with ATM service. The HNS VSAT network also supports point-of-sale, credit-debit authorizations, and automatic gasoline tank monitoring at the Sheetz stores. Full network implementation is expected by the end of September. The contract value was not announced.

Sheetz, Inc., operates 185 convenience stores at locations throughout Pennsylvania, Virginia, West Virginia, and Maryland. ATMs will be installed at all Sheetz locations by Keystone.

Keystone Financial, Inc., a financial services holding company headquartered in Harrisburg, operates 154 community banking offices throughout Pennsylvania, West Virginia and Maryland.

Hughes Network Systems (<http://www.hns.com>) is a major supplier of satellite communications systems. With field-proven success in more than 21 countries, HNS holds more than 65 percent of the world's VSAT market. HNS offers communications network solutions that include a complete line of integrated enterprise networking products, ranging from VSATs to frame relay to digital cellular networking. Headquartered near Washington, DC, HNS is a unit of Hughes Electronics Corporation. The earnings of Hughes Electronics are used to calculate the earnings per share attributable to GMH (NYSE symbol) common stock.

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HUGHES NETWORK SYSTEMS

News Releases

Best Western Selects HNS for VSAT Services at 2,000 Locations

GERMANTOWN, MD, NOVEMBER 14, 1995... Hughes Network Systems, Inc. (HNS), the world leader in VSAT (very small aperture terminal) satellite networks, announced today that it was chosen by Best Western International, Inc., to provide VSAT network communications to approximately 2,000 Best Western hotels throughout North America. Best Western will employ the VSATs at its properties to facilitate on-line communication between the properties and Best Western headquarters.

Among the initial applications supported by this network is a new reservation system that instantly will account for rooms as they are depleted or added. This system will replace the current one that uses phone lines to make a dial-up call each time a transaction is processed. In addition, HNS plans to make available to properties in-room video entertainment from DIRECTV®, the nation's leading direct broadcast satellite service owned by Hughes Electronics Corporation.

William S. Watson, executive vice president for Best Western International, said, "We believe that the combination of services being announced today will set a new price-point standard within the lodging industry. We view the HNS VSAT system as the critical link that allows us to provide communications to our properties in a faster, more reliable manner. This is part of our overall effort to employ technology in ways that will help increase occupancy rates and provide greater operating efficiency to our members. After an extensive evaluation phase, we chose HNS as the VSAT supplier. We believe that HNS can provide the types of value-added services, with new features and enhanced functionality, that will be of real benefit to our members."

Dennis Conti, HNS vice president of North American marketing said, "HNS is pleased to have been selected by Best Western. We believe that the VSAT network we are providing will be the cornerstone for a wide range of near- and long-term services to the members. We are also excited about the opportunity to bring the latest in satellite-delivered digital video to the Best Western Properties."

Best Western is the world's largest hotel chain with more than 2,000 properties in North America alone.

With more than 65 percent of the world's VSAT market, Hughes Network Systems offers communications network solutions that include a complete line of integrated enterprise networking products, ranging from VSATs to frame relay to digital cellular networking. Headquartered near Washington, DC, HNS is a unit of Hughes Electronics Corporation. The earnings of Hughes Electronics are used to calculate the earnings per share attributable to GMH (NYSE symbol) common



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EXHIBIT 4

New Special Access Services under Price Caps

<u>Year</u>	<u>North</u>	<u>South</u>
1990	Multiplexer Term Plans Digipath Digital Service II DOVPATH Service DS3 Optical Interface NET Alternative Serving Wire Center	
1991	DS1 2 Year Term Plan NYT Alternate Serving Wire Center Fiber based Channel Termination Network Reconfiguration Video Bridging	
1992	Alert Transport Service Night Transfer SMDI NYT Network Reconfiguration NET DDS II	
1993	NYNEX Enterprise Service Enterprise Fractional DS1 DDS II – 2 Year, 4 Year	
1994	Video Term Plans Audio-Video Service Term Plans Enterprise FDDI NESPNS Term Plans & Rate Zones 45 Mb Optical Interface V & T	Voice Grade Rate Stability 56 Kbps DDS Rate Stability Special Access Service Guarantee Facilities Management Service MDS
1995	Video Additional Audio Signal Enterprise Corridor Single Bill NESPNS Additional Services	Shared Network Arrangements Multichannel Video Fractional DS1 Video Switch DS1 - 7 Year Term Pricing Facilities Management Service – DS1 SMDS – Northern Corridor Frame Relay Service FDDI
1996		Voice Grade Term Plans Short Term DS3 SALT FMS Salt Frame Relay Term Plans Frame Relay 56 Kbps Rate Stability
1997		DS3 Multiplexing 3 & 5 Year Term Plans Intelligent Custom SONET Ring OC12/3 Nodes Frame Relay Northern Corridor & Term Plans Internet Protocol Routing Service

1998

Commitment Discount Plan
Facilities Management Service

Intellimux Modifications
Alternate Serving Wire Center
– DS1, DS3, Term Plans

EXHIBIT 5

Bell Atlantic - North 5 Year Discount Plan

5 Year Rates
High Capacity DS1

Zone 1		Zone 2		Zone 3	
NY	MA	NY	MA	NY	MA & NE

Chan Term
Mileage
 Fixed
 Per Mile
1/0 Mux
NRC 1st
NRC Add'l

\$147.42	\$147.42	\$187.60	\$187.60	\$193.90	\$193.90
\$49.00	\$49.00	\$49.00	\$49.00	\$49.00	\$49.00
\$14.70	\$14.70	\$14.70	\$14.70	\$14.70	\$14.70
\$138.60	\$198.00	\$146.30	\$209.00	\$154.00	\$220.00
\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00

EXHIBIT 6

Carriers AT&T Claims Do Not Offer Active Competition

<u>Company</u>	<u>Markets</u>	<u>Status</u>
Level 3	D.C. N.Y.C.	Offering service as of 10/22/98 Offering service as of 2/9/99
Teligent	D.C.	Offering service per Web site
Connectiv	De. Md.	Offering service per Web site Offering service per Web site
Allegiance	Md. N.Y.	Offering service as of 3/11/99 Offering service as of 2/7/99
Nextlink	N.Y.	Offering service per Web site
Intermedia	Boston Pa.	Offering service per telephone call to Intermedia Offering service per telephone call to Intermedia
RCN	Boston	Offering service in Boston area as of 2/12/99

CERTIFICATE OF SERVICE

I hereby certify that on this 8th day of April, 1999, copies of the foregoing "Reply Comments of Bell Atlantic" were sent by first class mail, postage prepaid, to the parties on the attached list.



Jennifer L. Hoh

* Via hand delivery.

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