Bob Cooper's

FEBRUARY 15 2002

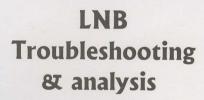




Reporting on "The World" of satellite television in the Pacific and Asia

IN THIS ISSUE

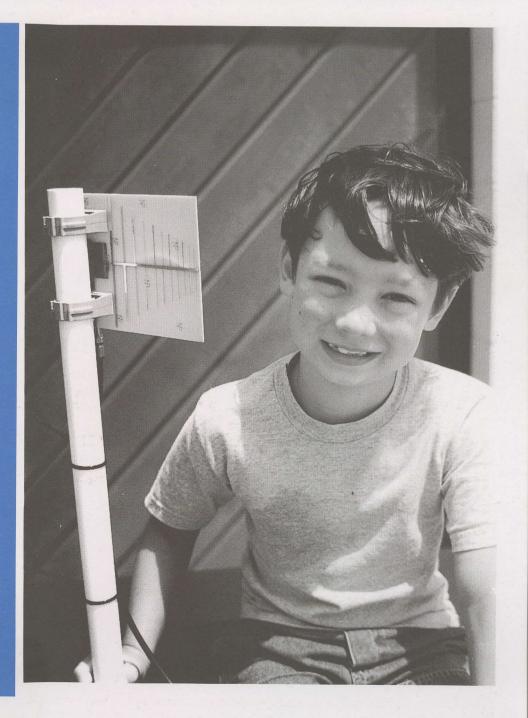
Winersat DigiBox 200 w/teletext



TARBS PAS-8 and theft of programming

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SatFACTS MONTHLY

ISSN 1174-0779

is published 12 times each year (on or about the 15th of each month) by Far North Cablevision, Ltd. This publication is dedicated to the premise that as we are entering the 21st century, ancient 20th century notions concerning borders and boundaries no long define a person's horizon. In the air, all around you, are microwave signals carrying messages of entertainment, information and education. These messages are available to anyone willing to install the appropriate receiving equipment and, where applicable, pay a monthly or annual fee to receive the content of these messages in the privacy of their own home. Welcome to the 21st century - a world without borders, a world without boundaries.

Editor/Publisher Robert B. Cooper (ZL4AAA) Office Manager Gay V. Cooper (ZL1GG)

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COOP'S COMMENT

Over the 7.5 years that SatFACTS has been published, numerous winds have blown through the Asia-Pacific satellite world each leaving an imprint on the nature and status of our trade. In 1994 there was no pay-TV in the Pacific or Asia, satellites were of limited coverage and strength, and large antennas (3 to 4m) were the order of the day. A tiny handful of "most desirable" services (ESPN, AFRTS, CNN) were FTA on Intelsat but you needed a special box to



manipulate the alternate line two video-channel per analogue carrier format. Those were "fun" days, new adventure times, where the emphasis was on "logging new services" far more than on programming content.

There was but one real supplier to the industry in that period - Garry Cratt at Avcomm Pty Ltd. Garry stocked most of what an experimenter would require including Australian Aussat B-Mac equipment. In New Zealand Selwyn Cathcart was trying to run a satellite supply business from his garage while holding down a full-time job at Massey University. Selwyn's primary emphasis was in supplying "offshore" (as in Pacific island) enthusiasts with big antennas and state-of-the-art equipment.

When PAS-2 launched and CMT (plus a few other early entrants that did not sustain) came along in 1995, CMT was the big news. Country Music Television was initially FTA analogue (later FTA SA PowerVu) and hundreds of country music fans throughout the Pacific rushed to buy receiving systems. So it is with more than a touch of sadness that we note the total and complete shutdown of CMT on February 28, to be replaced by another service which will doubtless only last as long as its Hollywood backers want to throw money into its sinkhole; (The) Soundtrack Channel.

Our trade has been driven by programming availability and then content for the last three to four years. As TARBS has bought the rights to more than a dozen national broadcasters, effectively removing them from the FTA category, dish system sales outside of the pay-TV market segment have plummeted. When there is less and less to view, fewer and fewer systems are sold - this is not a rocket science equation. And it follows that as fewer dish systems are sold, those who design equipment for our needs (virtually all in Korea and Taiwan these days) have less and less interest in keeping us supplied with the latest designs. The trickle-down effect through distributors to dealers and installers is unavoidable. Less to view, fewer sales, less business.

As an industry or trade we were hopeful the launch of DTT (digital television - terrestrial) in Australia would provide a new growth curve. The formal accounting of DTT set-top boxes actually sold into user hands in all of Australia during the period 1 January 2001 to 31 December 2001 was just over 4,000. Australia as a country purchased more DVD players in a typical week than it bought DTT set-tops all year.

With interest in DTT almost zero and virtually no hope that it will improve this calendar year, related trades such as rewiring hotels, motels, homes and flat complexes for DTT + analogue is an adversely affected subset of what we do. In consumer minds, DTT offers very little more than the existing analogue. Spending thousands - tens of thousands to rewire and re-equip a building for DTT has no priority whatsoever and it will unfortunately remain that way until the Australian DTT government policy makers wake-up to realise what a terrible blunder they have evoked in the name of "national pride".

This is a difficult time for our technology. Our past successes have largely evaporated, our future seems endlessly bogged down in irrational, technically unsound politics while robber barons such as TARBS are kidnapping national heritage programming without mercy. Is it any wonder that frustration has led to mass-scale piracy? I think not.

In Volume 8 ◆ Number 90 Winersat DigiBox 200 review -p. 6 LNB trouble shooting and diagnosis -p. 10 TARBS and other PAS-8 Ku abortions -p. 14

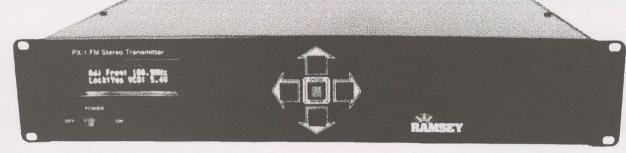
Departments

Programmer/Programming Update -p.2; Hardware/Equipment Update -p. 4; Cable Tech Notes -p. 20; SatFACTS Digital Watch -p. 22; Supplemental Digital Data -p. 26; Analogue Watch -p. 26; SPACE Pacific Report - TV Show schedule -p. 26; With The Observers -p. 28; At Sign-Off (The "art" of staying in business) -p. 31

-ON THE COVER-

" More bang for the buck" - Seth Brett Cooper (related) and his 21st century version of Tinker Toys or the Meccano construction set. An SDStv.com active logi for L-band reception.

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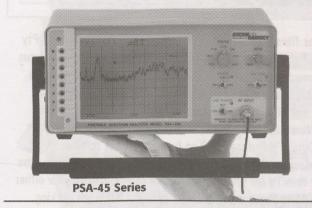
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MX1402	Professional 14 channel stereo audio mixer, balanced and unbalanced inputs	\$629.00
RM1202	Rack mount kit for MX1202 mixer	\$12.00
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PRCD10	Commercial single bay CD Player, designed specifically for professional studio use, rack mountable	\$209.00
PRCD20	Commercial dual bay CD Player, designed specifically for professional studio use, rack mountable	\$375.00
DCD202	Professional Dual Cassette Deck, dual speed, computerized search makes edits a snap, rack mountable	\$625.00
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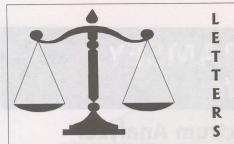


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Sky (NZ) EPG speed

"There are several, not well publicised, improvements one can make when using the remote on the Sky NZ service. #1) When watching a program, use the up and down arrow on the right hand side of the remote, and hold the button down. This scrolls through the channels at a far more suitable pace. #2) When in the EPG, use the blue key at the top right to scroll down a whole page at a time. Having said this, however - the performance of the games, RAM capability of the current receivers, how the Email service will ultimately work (etc. etc.) are all to be resolved issues in my view. But, I for one found the above fixes dramatically improved my (Sky) experience with the EPG and allowed me to concentrate on how much I liked the new format, features and content."

David Lane, Equities Analyst, UBS Warburg

David Lane wrote a detailed financial analyst's report for his employer UBS Warburg which came to the

conclusion (mid-2001) that Sky NZ stock was a good investment and should be encouraged. Our (January 2002) concern was that people like Lane, who's very words have significant influence on investor attitudes towards a stock, could turn negative because of their reaction to the EPG slowness. Sky can thank it's lucky stars Lane, for one, is still encouraged by "what he

sees" in Sky's investment value.

On the other hand ...

"The operation of the new Sky firmware is pathetic, and there is no excuse for this significant reduction in performance of the prime application of the STB, that being the selection of viewing material. Having been involved in developing electronic products with embedded software for 20 years, I can easily imagine that the OpenTV 'middleware' is designed to allow application development with minimum time of delivery and testing at the expense of hardware. This I am sure is a poor premise to start from. Would it not have made more sense to spend an extra 4-6 months development time getting it 'right'? Now they are paying a price and so are the customers - a 'price' far greater than what the extra development time might have cost them. There is one feature of the upgrade I am thankful to have - the inclusion of the 4:3 letterbox option that was sadly missed in the old firmware. With that 'compliment', I suggest to Sky · get back to your knitting, concentrate on more good programming and make more and better use of the widescreen option, for both sports and movies. And if (and when) you finally do upgrade the boxes, please make dam sure you include DD5.1"

Stephen Abbot, Design Engineer Exicom Technologies (1996) Ltd. Sky's stock has been doing very well of late - in the NZ\$4.50 region.

PROGRAMMER PROGRAMMING PROMOTION

UPDATE

FEBRUARY 15, 2001

Indian pay-TV provider files for liquidation. Reminiscent Television (Aust) Pty Ltd, the original provider of channels of imported television from India through Optus Aurora, is all but legally 'wound up'. RemiTV in June 2001 began to wind down its operation and an Official Liquidator was court appointed. Amongst the creditors, Optus for Au\$1,759,296 and Hills Industries claiming (Au)\$11,040. RemiTV was launched by Bill Khan in November 1999 and the company operated through Optus until 9 May 2001 when Optus "pulled the plug" on further satellite services. A UK company, Reminiscent Television (UK) Limited, had guaranteed the Optus lease - the court determining neither RemiTV nor Khan had sufficient assets to qualify for either an Optus lease or the providing of operating funds without the UK firm's backing. Between January 2000 and April 18, 2001, RemiTV ran through A\$862,738 of funding advanced by the UK firm - funds which in theory were to make up any "cash shortfalls" experienced by the Australian start-up company. From the court documents, some interesting "Optus fee" schedules emerge: Aurora was to receive A\$10,000 per month per TV channel for the first six-month (start-up) period, then the fee was to escalate to A\$60,000 per month per channel. That, with GST, for two programme channels was to be A\$790,000 per year plus an interesting "spiff" from RemiTV to Optus of A\$1.48 per subscriber per month. (Just for interest - if the service ever reached 5,000 paying subscribers, it would pay Optus \$12.00 + \$1.48 or \$13,48 per subscriber per month to deliver the signal to homes.) Court records include the notation, "On several occasions prior to the agreement being signed, Mr Martin Collins of Optus told (Bill Khan) that the Optus Aurora signal was a secure signal." Keep that "promise" in mind as you read on. Court records shown Khan agreed to pay Hills Industries Au\$470 per Hills-supplied Irdeto set-top box - but, he had to promise to buy 5,000 such IRDs at a total cost of Au\$2,350,000 + gst. Khan's court statement reflects he talked with Optus about his belief the Irdeto system was not secure starting in November 1999 and onward weekly or monthly until May 2001 when Optus turned off the service. Records show the company took in only \$21,000 during its full history, a lack of sales which Khan repeatedly claims in court documents was the direct result of a failure of the Optus Irdeto system to protect him from piracy viewers. Khan during the history of the company received Au\$38,178 for his services. The firm's assets totalling under \$20,000 were largely confiscated by the Sheriff. This observation. While Optus may indeed by able to explain the ill-chosen Irdeto system which could not be made piracy-proof (i.e., not their fault but rather the fault of the folks at Mindport/Irdeto), they will have a harder time explaining how they could watch the RemiTV 'subscriber list' (as represented by the number of cards they were authorising for the service) grow from ten to 20 and then stop growing at 38 (!) nation-wide and not have some inkling that Reminiscent TV was in big trouble. For Optus to rely on a payment guarantee from a UK firm at a time when it should have been painfully obvious RemiTV was going to fail is a pretty cowardly business practice. As for Hills Industries - well, what can you say about someone who demands 5,000 receivers be purchased at Au\$470 each at a time when RemiTV was able to count their real subscribers (not their piracy-activated viewers) on the fingers of one hand? How many of the piracy viewers (estimated to be in the thousands at the peak) were using receivers sourced through Hills? If Reminiscent (UK or Australia) or Khan can get a court decision agreeing with his contention that Optus was responsible for his business failure, or contributed to it, because of Irdeto, dozens of similar suits could appear world-wide. And Mindport + Irdeto could be in big legal trouble. Are you listening NDS?

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EP507 permits excellence in measurement across a wide range of television functions. Dual colour coded frequency markers provide a sound method of Digital Channel Power measurement. Automatic measure functions include Carrier to Noise and Video to Audio Ratios plus expanded Data Logging. Improved resolution bandwidth displays extra Spectrum detail. QPSK, OFDM and QAM quality measures of Bit Error Rate and Modulation Error Ratio etc., colour Constellation Diagram and printout of MPEG Network Information Tables are available. An internal reference Noise Generator that permits measurement of insertion loss or filter alignment etc. anywhere between 45 and 2000MHz is also available. A quality TFT LCD screen uses colour to clarify the meaning of most measurements, or simply to show a colour TV picture.

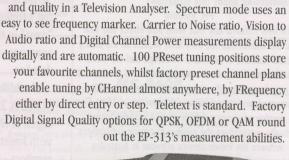
EP 319 level and Spectrum measurements feature high accuracy and selectable Resolution Bandwidths of 100kHz, 1.5MHz and 4MHz to provide real time spectrum displays of signals from TV stereo audio and colour sub-carriers to SCPC satellite signals. 5-40MHz is included, with Analogue and Digital data logging. Options include Digital Signal Quality measures of QPSK+QAM or OFDM. Operational running time is extended thanks to a Ni MH battery pack. Dual Spectrum Markers with Frequency and Level difference (Delta) measures, an electronically generated graticule, On Screen Display function indicator, automatic analogue Carrier to Noise and Vision to Audio ratio measures, DiSEqC 2.0 switching, Teletext etc. are included.



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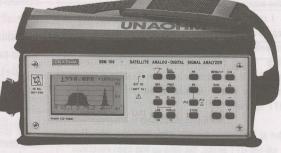






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Alive and well

(Reference photo appearing on front cover of SF for January) "Now that I am safely past my 84th birthday, I really have nothing to grumble about except embarrassing lapses in memory: Events which happened only last week seem to have mysteriously disappeared. However, as long as I can still spell 'Alzheimer', I am not too worried. My best wishes to everyone!"

(Sir) Arthur C. Clarke, Colombo, Sri Lanka Nothing to grumble about? During 2001 Sir Arthur managed to see nine books published or republished, one TV show, one eBook. Two novels (with author Stephen Baxter), six TV shows are in production for 2002 plus 2 movies (*Childhood's End, The Fountains of Paradise*) and eight TV movies are also in 'process' this year. And he still plays a very serious game of

table tennis.

Hackers "hacking me off"

"A year ago it was a rare month when I heard someone mention 'piracy cards' for the Australian services. Today, I hear from people daily. Everyday people tell me about smart cards they have purchased for (A)\$150 that allow them to watch all of the Foxtel, Austar and Aurora services without payment after the initial card's \$150. It would seem that a great number of 'card sharks' are operating in and about Victoria - just in my relatively small circle of acquaintances I made up a list in my head of 20 people who have recently acquired piracy cards. Some people call these 'Gold Cards' and a smaller number say they won't mess with the so-called 'Gold' product preferring to have a small PC sitting there next to the TV grinding out the codes. It occurs to me that in the end, as 'cute' as all of this may be, the result is that folks like myself who pay for their pay-TV end up paying more for it. The charges for pay-TV keep rising and I for one am convinced there is a direct relationship between the price us 'dumb people' pay and the number of 'smart cards' in circulation. Can't the service providers do something about this situation?"

PH, Victoria

The new national law that went into effect one year ago this month has had very little impact on the piracy

card business in Australia. In Europe and the USA, satellite pay-TV operators anticipate 5% of all viewers

may be pirating the service and seldom get really concerned until they estimate the number at 10%. The

number of piracy cards in service in some areas actually outnumbers the number of paying subscribers

witness the Indian service provider in Australia.
 Who wants digital?

I read the February Coop's Technology Digest report quoting various Australian sources who debunked the myth DTT (terrestrial) is going well here. 4,000 set-top boxes out of more than 7 million TV set locations is not exactly a success after one year! Is Australian uniquely-slow in DTT take-up?"

Kenny G, Sydney

Not at all. Even in the UK where they give away (free!) set-top DTT boxes, the take-up has been miserable. And after two years in the USA, under 0.02 (that's 2/10ths of 1 percent) have true DTT reception equipment.

SatFACTS February 2002 + page 4

HARDWARE EQUIPMENT PARTS

UPDATE

FEBRUARY 15, 2002

BSkyB insurance. Unlike NZ and Australia where the pay-TV-satellite company owns the IRD, in UK BSkyB sells the consumer the box (for a fraction of its real cost) in exchange for the consumer subscribing to a basic minimum package with a one year contract. Who is responsible for maintaining the IRD after the manufacturer's one-year warranty runs out? Answer is insurance - For ninety pounds Sterling (UK has not yet adopted the Eurodollar), 2 years protection with optional 9 pounds a month direct debit payment. What consumer receives is promise that within 3 days of trouble call, a service technician will show up. If the dish requires realignment, he'll do it. LNBf goes bad - they'll replace it. IR link quits? They'll fix or replace it. If the IRD needs involved repair work, they'll provide a loaner. Exemptions: If the trouble is your dish needs realignment and everything else is OK - they'll charge you for the service call.

ABC or PanAmSat screw-up? PanAmSat's PAS-8 was supposed to be superior for the Pacific and Asia to PAS-2. Unfortunately, this has never been born out in real use. Witness the launch of Australian ABC-TV's Asia-Pacific service (4180Hz). ABC was claiming right up to launch time coverage would include such central Pacific locations as Fiji, Samoa. It does not. As Fiji's Bob Kennedy (CB Communications) observes, "The entire top (frequency) end of PAS-8 C-band is missing here - not just ABC A-P." In fact, the lack of signal from PAS-8 to Fiji extends at least down to 4020Hz (from 4200) as Fiji TV has been trying desperately for over a year to make a 27 footer with the best LNB and feed they can acquire play on ESPN there. "We are 1 dB shy of enough signal to lock, plus of course it would be nice to have even a small margin for variations." So late in January ABC A-P took over a programme channel on the California Bouquet (3901Hz) on PAS-2 for a test that could shutdown as early as 20 February. This one does reach Fiji (and we assume Samoa plus other eastern Pacific locations). PanAmSat has always been less than detailed with their "after launch" analysis of PAS-8; at the time, there were widely reported stories that the satellite was damaged by the launching sequence. It would not take much of a "dent" in the transmission reflector to punch a "hole" in a portion of the C-band coverage - which unfortunately just "happens" to wipe out the area east of the dateline.

WorldNet fill-in. The Voice of America/ US Information Agency WorldNet service (AsiaSat 2, 3764Hz) is now available on Intelsat 701 (3886RHC) with such a strong signal in New Zealand and much of Australia that dishes under 2m in size equipped with linear (rather than the normally required circular) feeds are reporting big time numbers - like 98% quality for the MPEG-2 FTA service. The 701 service remains officially a "test" according to Bangkok office manager Joyce Ngoh but SF is advised the odds are 90% or better the service will stay on this satellite (as a way of filling in those portions of the Pacific missed by AsiaSat 2).

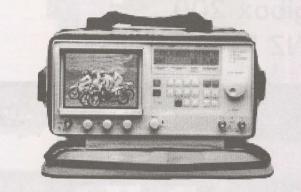
Teletext. Our questionnaire (January SF, p. 11) asking for reports from readers who could verify which digital IRDs will do either subtitles and/or teletext drew a miserable response; <u>shame on you</u> for not contributing. If we "read" those we received correctly, there is <u>not one</u> IRD out there that does both subtitles and teletext reliably and nobody has ever seen teletext on French TV5 (As2). *True?*

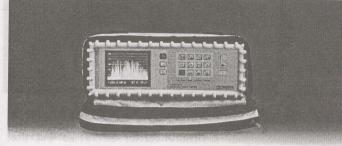
Antenna feed firm ADL which has "owned" our page 5 position for more than 4 years has been sold to Patriot (antennas) of Michigan, USA. Patriot took over the operation of Paraclipse as well approximately one year ago. One of the ADL "assets" was a court victory awarding the firm damages from Chaparral after a decision the latter had used patents of ADL to manufacture feeds - without permission.

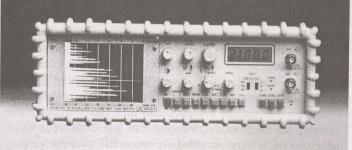


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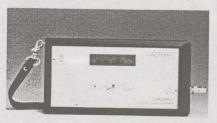
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- Measurements C/N ratio of analogue and digital signals Reading scale calibrated in dBµV (linear) analogue signals level measurement
 - and digital channel power measurement
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- Automatic spectral inversion
- External units power supply, output voltage 13 V, 18 V \pm 1V
- 22 kHz signal

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Teletext through reinsertion

Winersat Digibox 200 is acceptable for NZ FTA installs

One of the best ways to guarantee problems is to design a system which is uniquely your own and then hope (pray, count on) the balance of an industry to adopt your methods. That is why we have standards - to protect consumers from getting stuck with one-off designs which seem spectacular at the time of introduction but ultimately fail leaving the buyer unable to source parts or repairs.

Teletext within digital transmissions falls into that category. Yes, there are MPEG-2 standards covering text transmission and display; no, virtually nobody wants to "go there" and so if you are building a transmission system that will include text good luck to you!

Optus insisted there be text capability built into their Aurora decoders. They found only UEC willing to "play that game" and thereby eliminated essentially every other IRD supplier from the Optus approval list. We won't recount what happened here - if you are too new to remember those ugly months in 1998, well - consider yourself fortunate. Text and digital don't really like one another - the two are basically incompatible unless you as a programmer are willing to accept some pretty hefty limitations in the text department. Text works with analogue, after a fashion, only by good fortune - certainly the inclusion of text streams within the basic television image system was never a criteria when the analogue system was being developed.

Therefore when someone comes along with a digital receiver that does text, it is a noteworthy event. When someone does this without increasing the cost of the receiver, it is worthy of praise.

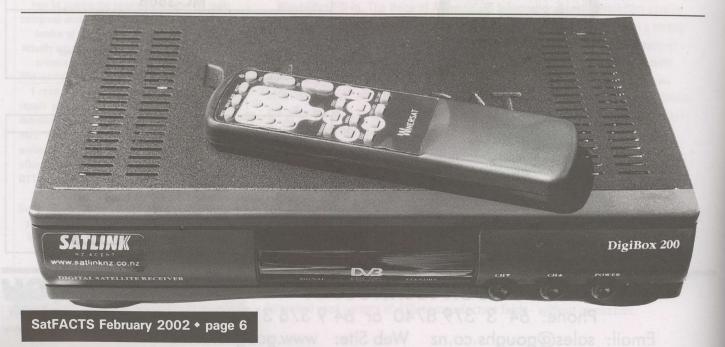
Winersat's DigiBox 200 does text by processing the text data stream and then adding it back into the analogue signal output using a technique known as vertical blanking interval (VBI). This means the DigiBox 200 has teletext (if available from the programmer) included within the remodulated output - which in Winersat's case is a UHF channel (preset to channel 32 as a



You bet your bippy - it works!

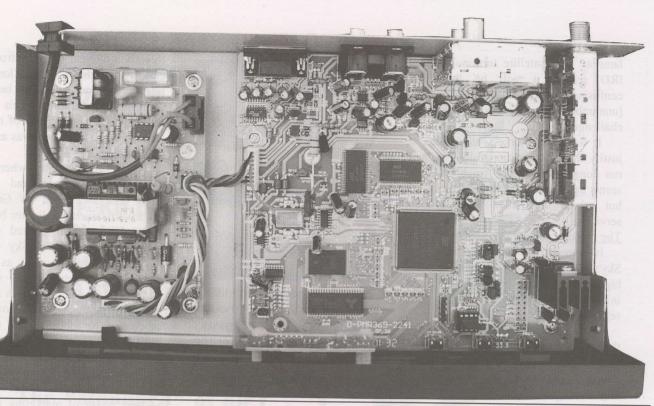
Pal-G format signal - visual carrier at 591.25 but user adjustable from 559.25 up to 623.25). Like most digital IRDs, the DigiBox also provides baseband audio and video outputs (RCA sockets) but - there is no teletext at the <u>video</u> spigot because it takes reinsertion of the text into the modulator carrier system to make it play. For most applications, viewing the text through the UHF modulator is satisfactory although the user is giving up a measure of video quality (signal to noise) by having to bypass the baseband video (and audio) output sockets.

What someone <u>could</u> do is wire the outputs of the DigiBox so that the baseband video and audio go directly to the higher resolution TV set's A-V inputs, and then run a second cable carrying the UHF modulated output to the same set to allow accessing the teletext included version at RF. Normal viewing would be baseband out and baseband in for maximum definition and minimum distortion while text would be a lower definition display (which in truth it would be anyhow).

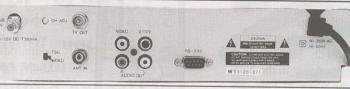


from shipping long distance becomes an is little white f my TV and s asking about

Anticipated anticipated Gaide to nu MZS1.000 in copy made by name as an optiona is stirl Store is stirl Store is stirl Store is stirl Store (MI



All of this is of some interest and importance because of the much reported New Zealand situation. Pay TV operator Sky NZ has (from 1



December) included in their bouquet Television New Zealand's TV One and TV2. From mid-January, Sky has also included subtiling as provided by TVNZ. Subtiling is not quite the same as text, at least not in New Zealand. Subtiling, also called captions or "closed circuit captioning," involves creating a data line within the signal to allow hearing handicapped people to "read" the dialogue which most of us simply listen to from the speaker. Not all programming includes "closed captions" of course but various sources tell us between 4 and 15°_{\circ} of all viewer homes have at least one person who less the subtiling is unable to follow TV programming because of a hearing disorder.

It costs money to subtitle programming - especially "live" and "current" as the event happens (such as the evening newscast). Most stations do this because their research tells them it helps attract a larger viewer audience base. And where advertising dollars sold goes up and down as the audience grows and deflates. every viewer has value. Enough value to make spending extra dollars for captioning worthwhile. And still other networks (such as ABC) do it out of a sense of "public duty".

But subtitling is not teletext. It is a version of but not the real thing. Teletext descends from the British CeeFax system and for those who live where no such comparable service is available, it is page after page (after page - sometimes 800+) of printed text with some very rudimentary artwork - as can be created using a keyboard. It is information not unlike the "news" one can find on Internet. Only it is much slower, and much less detailed. Some in fact envision the day when teletext will be a forgotten technology to be replaced with something more appropriate -such as (here's that word again) Internet.

When Sky NZ elected to not include teletext in their data stream, a handful of adventurous entrepreneurs thought there might be an opportunity to create a small market for DTH systems which happened to <u>include</u> teletext. To do this, you

When on 1 December Sky launched TV One and TV2 within its bouquet, three things were missing: (1) the image was "low res" - 544 by 576 pixels; (2) there was no subtiling, and (3) no teletext. Since that launch numbers 1 and 2 have been corrected. Which leaves non-Sky competitors with teletext. The market is obviously much smaller than some had initially hoped. The receiver

needed an IRD that could

function with the Television

New Zealand Optus B1

12.456 vertical transponder

put "up" by TVNZ itself.

Set-top (IRDs) that will display both subtitles and full teletext are difficult to find. The Winersat DigiBox 200 was originally selected by Satlink NZ because of price - Winersat has a reputation of providing "suitable" if not brilliant satellite and TV processing equipment for reasonable pricing. It was only after an involved search trying to locate other receivers (at ever higher pricing) that it was discovered the DigiBox was not only reasonably priced (around NZ\$235 to installing dealers) but unique as well.

Our test unit first impressed us because of size - it is around 35% smaller than say a Sky NZ or other "standard format" IRD. And it weighs far less. In fact it borders on being tiny. What you don't find are lots of extra features (no SCART outputs for example). But as a receiver it covers SCPC (starting at 1 Msps) through MCPC (45 Msps), DiSEqC, 0/12V and 22 kHz tone switching, NTSC or PAL video output selection - basically everything you would expect with any modern IRD, with storage for up to 450 transponders.

Teletext is automatic - a key on the remote selects the text stream if available. Software loading from Internet via a (home) PC is provided . On screen menu takes you through transponder loading and allows adding/editing/deleting functions including adding new transponders and new satellites. Pretty basic, pretty simple. If you have "driven" virtually any other ID, this one will seem comfortable and familiar. What will not be comfortable is the instruction sheet - something Winersat has never excelled in creating. It is an A3 sheet folded to make 8 reading sides and unless the user is

familiar with satellite terminology and IRD set-up, it will be hopelessly confusing (just deciding which of the 8 [unnumbered] page sides is "next" is a challenge!).

It works, it works well enough to justify the cost and hopefully they will run long and without trouble. Heat seems not to be a problem (it runs cool) but ask a user after a year about servicing.

The market challenge

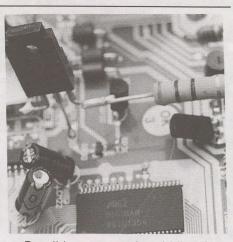
Is there in fact a market here? Has Sky's clever addition of subtitling and higher resolution video yanked the initiative away from the "independent" sellers?

There was a ramped up interest when the service came on offer in December even against the near simultaneous launch of Sky's version. But the sales began to taper off by the Christmas holidays. And as best SatFACTS can determine, they have not recovered six weeks later.

Enter a marketing plan. Satlink's Peter Escher has created a 1/2 page colour advertisement scheduled to appear in the New Zealand TV Guide for the week of February 23 - March 2. Such advertising will be a first for satellite television in the South Pacific (many people advertise in the Yellow Pages, some in local newspapers - to the best of our knowledge no prior firm has advertised "nation-wide"). Satlink's advertisement is aimed at acquainting TV viewers with an option they do not presently know about - TV One and TV2 (with teletext of course) at virtually any location in the country via satellite. The kicker is - Escher is hammering home that "this satellite TV system" does not

does charge \$17.29 per month for equipment rental, not the programming).

Prior to the advertisement appearing, Escher has been advising dealers and potential dealers (he has shied away from consumer sales - this is not exactly a do-it-yourself project for the average person) that his advertising will create sales leads and those leads will be forwarded directly to his network of stocking dealers. Escher toyed with the concept of direct sales, and in fact provides the usual attachments (LNBf, mount + dish) in support of the DigiBox 200. And he admits to "trialling a couple" just to see how it went. It did not. Trying sees this as a good sign of a better climate to come.



Possible concern. In middle of circuit board an "after thought" voltage regulator suggests something changed after the original design was "frozen"

WINERSAT

to walk a 60 year old lady from shipping carton to pictures over a long distance telephone line quickly becomes an exercise in frustration ("This little white thing - does it sit on top of my TV and how do I point it?" She was asking about the LNBf.)

In a small country where media is consolidated, Escher had anticipated some reluctance from TV Guide to run his advertisement (well over NZ\$1.000 in cost). His original printed copy made mention of "having a (Sky - by name) dish already on the house", as an optional cost-saving factor. Of course an abandoned-in-place Sky dish is still Sky's dish whether they left it or not. On advice of counsel he modified that text but not until after TV Guide's publisher (INL which also just happens to own more than 60% of Sky!) brought the wording of the text to his attention.

The next phase of marketing is television advertising. On TVNZ's TV One and TV2 of course. Here he has had something less than an enthusiastic interest. When his advertising came up for discussion during a meeting of TVNZ execs, the agenda presented the matter and according to reports there was complete silence. Nobody had anything to say - for. against or otherwise.

As of February 1, the original TVNZ 2 Optus B1 transponders were down to 1.5 as Sky NZ has taken over 1/2 of one as a part of its arrangements with the original TVNZ DTH partner, TelstraSaturn (Clear). According to reports another half transponder will go to Sky sometime before August 2003 leaving TVNZ with a single transponder. There are fears that at some point. TVNZ may reconsider

have a monthly "payment for free to air reception" (Sky NZ continuing their 12..456 FTA service. Sixty days back. TV programmer Prime TV was anxious and openly supportive of trying the TVNZ bouquet. They no longer hold that position.

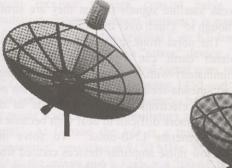
> Escher says he's not worried: the DigiBox 2000s now routinely ship with the Sky 12.671 GHz frequency preloaded. Remember - that while TVNZ is FTA with two channels on 12.456, Sky is required by their agreement with TVNZ to also be FTA with the same services on 12.671. Less. of course. teletext. But during January Radio New Zealand announced it was requesting that it's Sky carried services (Concert FM. National Radio) be changed from encrypted to FTA. Escher

Sourcing and Specs for DigiBox 200

Tuner input: 950 - 2150 MHz. Msps: QPSK 1 to 45; FEC: automatic. Decoding: MP/ML MPEG-2. Video resolution (through RCA video output socket), 720 x 576 pixels, stereo audio (left and right sockets). RF remodulator: PAL-G UHF from channel 32 to 40, default at 591.25 MHz with tuning signal generator (TSG). Power supply: Universal (SMPS) 90 to 260Vac input. Dimensions: 300mm long by 161mm wide by 65mm high. Interconnection bridging: RS-232 to PC and Internet for future software updating. LNB powering/options: 14/18 volts, 0/12V switching, DiSEqC (1.0) . Memory loading: By satellite or transponder. Source: Satlink NZ in NZ\$235 price range. Contact: Peter Escher through peter@satlinknz.co.nz, www.satlinknz.co.nz, fax (64) (09) 814 9447 or (mobile) 025 937 025.

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How and why they fail

LNB and LNBf Faults what you can do about them

The satellite signal falling onto your dish can be directly compared with standing in your yard at night and looking at the stars. There are tens of thousands of individual stars in the night sky sufficiently bright to be seen with the naked eve. If you select a segment of the sky and look through binoculars. where there may have been a dozen stars visible to the naked eye there are now a hundred. Look at the same patch of sky with a modest power (200-300x) telescope and the number of discernible stars grows to many hundreds.

The amount of energy from a specific satellite and an individual transponder arriving in your yard is on a par with the light you can see from stars with no magnification. The dish surface is larger than your eye so it, like the magnifying power of the telescope, captures more satellite/transponder energy. But even with this "added capture power" the amount of energy (signal strength) from the individual transponder is very-very low. Too small to do anything useful.

To amplify that weak energy to a strength which a satellite receiver can recognise (and process) requires some "steroid power". We get this first from our LNB (low noise block) unit which mounts at the satellite dish. The LNB is first an amplifier and then a "frequency converter".

Before the weak satellite energy can be "interrogated" for its information content, it must be separated from the "noise". The noise in a satellite receiving system originates from three places: (1) The heavens (in the Cosmic Bang energy was released which remains with us to this day - with a sensitive antenna you can "measure" this energy

[noise] in "space"); (2) our planet (Earth is a living thing and every living thing has molecules which are constantly moving. Movement creates a release of energy which in turn is "noise"); and, (3) our receiving equipment (the electronics of the LNB has electricity - electrons - moving [flowing] and that diagram at top of next page). The design-trick is to "boost" the



Think of the LNB as you would a terrestrial TV "masthead amplifier" or "signal booster". With an added function - it converts the incoming frequencies to a new band - L band.

"movement" creates more noise). So there is a "noise wall" present in every radio receiving system. The first function of

the LNB is to amplify (make stronger) the weak satellite signals so that they are strong enough to "climb over the noise wall."

The noise from space and the noise from planet earth can be controlled (but not eliminated) with a carefully chosen antenna and antenna-feed design. The noise from our flowing electrons, originating inside of the LNB, is more difficult to deal with because as

we amplify we also generate LNB-noise. To solve this challenge, extremely low noise amplifier devices created from very special design gallium arsenide or HEMT transistors are designed into the LNB's first amplifier stages (#1 and =2 in the

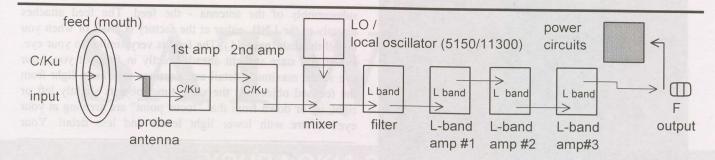


noise is a

signal must

"climb over'

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Pathway to the stars. Input C or Ku signal is "grabbed" by feedhorn, carried through waveguide "pipe" to the "real antenna" - the gold (or other colour) rod-probe at the input of the LNB portion. The probe transports the received energy to a low noise, medium gain C or Ku band GaAsFet or HEMT transistor amplifier, another and then to the "mixer" stage. Here the C or Ku band input is frequency "translated" to L-band using energy from the LO (local oscillator) as a "tickler". The output of the mixer is "dirty" (an electronic term meaning there are signals coming out we do not want) so a "filter" eliminates this unwanted energy. What remains is L band (950-1450/2150) and it is further amplified in 2 or 3 stages before being connected to the F connector "output". 14/18 volts DC supplied by the satellite receiver is sent "up" the antenna cable, passes through the F connector and is then diverted to the LNB's internal powering circuits. This power flows in the opposite direction as the down-heading L-band signals and the two coexist quite happily.

signal more than we add "new noise" to the signal flow. The C math again: 12,564 - 11,300 = 1264 MHz. Another case of or Ku band satellite signals are amplified just enough to establish a new "noise figure/factor" before the LNB performs its second bit of magic; frequency conversion.

As diagrammed above, the C or Ku band signals are left at their original frequency only for a brief interval inside of the LNB. All radio amplifier devices perform better at lower (smaller) frequencies. And when connecting the LNB to the distant receiver through coaxial cable (or SDStv.com reradiation systems), a lower frequency is much preferred.

Once amplified at the original C or Ku band frequency, the incoming signal is sent to a "mixer" device. Think of this as a frequency changer - the C band signal goes in between 3.7 and 4.2 GHz, and comes out between 1450 and 950 MHz. It has been sent downward, in frequency, by the mixer. Supporting the mixer is an LO (local oscillator), the source for the "mixing signal". At C-band the LO is a miniature very low power "transmitter" operating at 5150 MHz. When this 5150 signal is sent to the mixer and it finds a 4,200 MHz (4.2 GHz) signal coming in from the C-band amplifier stages, a new frequency is created (mixed). Simple math here: 5150 LO minus 4200 is 950 MHz. Instant L-band.

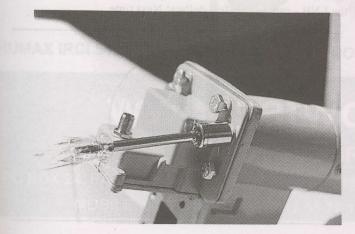
"instant L band"

But a mixer does more than produce "difference" frequencies. It also produces a "sum" frequency. Example: 5150 + 4200 = 9350 MHz. Example two: 11,300 + 12,564 =23,864. L band, however, which is where we want our satellite signals to be after mixing conversion, is 950-1450-2150 MHz. Somehow the LNB must discard the 9350 or 23,864 MHz signals. That's the job of the "filter," an electronic circuit that acts like a gate. It allows certain frequencies to pass through, and rejects all others. Past the gate, only those frequencies between 950 and 1450 (2150) remain.

Now we have our C or Ku band signal(s) "down converted" to L band and we can pass them through as many stages of L band amplification as we require; three is pretty common. Through this process the signal gets stronger - but not continuously. The first two amplifier stages (at C or Ku band) add 20 dB or so of gain total. But the mixer stage absorbs signal and there is loss here - up to 6-8 dB. So we have amplified, and then gone back down in signal level, in the process of reaching L band. The L band amplifier stages, more transistors but not nearly as exotic (nor as expensive) as the C or Ku band transistors, boost the signal back up again. The end result as the signal leaves the LNB through the F fitting and heads for the receiver is a total gain in the 50-60 dB region.

A Ku band signal at 12,564 MHz (12.564 GHz) mixes in a Ku band LNB with a LO at 11,300 MHz (11.3 GHz). Simple

The LNB can be a stand-alone "block" (left) which attaches (bolts) to the feed (horn) antenna, or, the two can be factory-attached together (right) forming an LNBf - "f" is for "feed".







As the L band signal heads through the (typically RG6 size) downline to the receiver, cable attenuation becomes a loss ingredient. The amount of loss in the downline depends of course upon the length of the line (more line equals more loss), the size and quality of the line (larger diameter cables if of the correct impedance - 75 ohms - have less loss) and the care taken in affixing connectors to both ends of the line (poorly installed connectors add loss to the line).

Seeing all there is to see

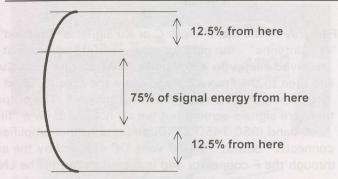
Only a fraction (55-60%) of the satellite energy striking a typical dish (whether prime focus or offset) ends up inside the LNB. From the launch of satellite TV, engineers have worked to perfect the transfer of satellite

energy reaching the dish and going into the first amplifier stage of the LNB. There are several barriers here, some very basic to elementary grade school science.

The larger the dish surface, the greater the amount of signal intercepted. That's the easy part. The tough part is "building an eye" to "see" the full surface of the dish with optimum efficiency. The dish captures and redirects the satellite energy to a single "spot" - the "focal point". At that point is a

worst viision best vision

subassembly of the antenna - the feed. The feed attaches directly to the LNB, either at the factory (LNBf) or when you install the dish (page 11). The feed is very similar to your eye. When you stare straight ahead directly in front of you, your eye seems maximum detail and captures maximum light from the focused object. At the same time, objects slightly left or right, up or down from that "focus point" are arriving at your eye's centre with lower light levels and less detail. Your



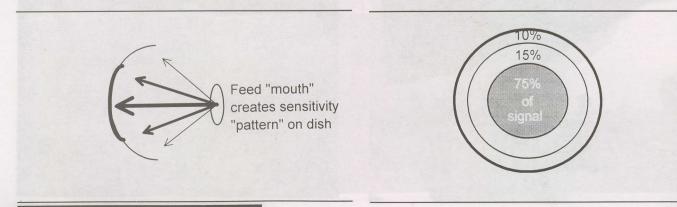
peripheral vision (off to the side) is not nearly as good as your straight ahead vision.

The "feed" has the same limitations. It sees best straight ahead, but not as well off to the side (whether "the side" is left, right, or, above or below the centre focal point). This means that satellite energy striking the dish away from the centre arrives at the feed with less efficiency than the energy striking the dish in the middle.

In fact, between 75 and 80% of all of the energy that finds its way into the LNB probe comes from the centre 50% of the dish surface. The further and further way from the centre, the lower the efficiency of the transfer of the energy into the "mouth" of the LNB. It is peripheral vision for satellite reception. And this is why a dish system may only be rated as "55% efficient" by the manufacturer - not because the dish

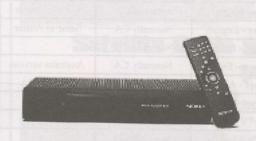
itself is deficient (although certainly a poorly designed or assembled or installed dish can complicate this situation). But - because even the very best feed installed on this dish will at best capture no more than 55% (or whatever percent they claim) of the total energy striking the dish.

Feed designers, especially those clever people creating "unusually shaped offset dishes." have wrestled with this challenge for more than 20 years trying to create a "dish shape" that mates with the very real design limits of the feed. Which leads us to "over" and "under" illuminating the dish surface with the feed - and how that "plays" with the LNB. Plus - the wonder that so much "perfection" in engineering the LNB - can cost so few dollars! Next time.



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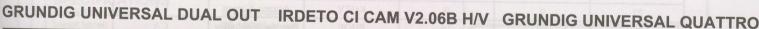
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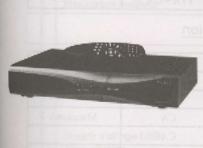




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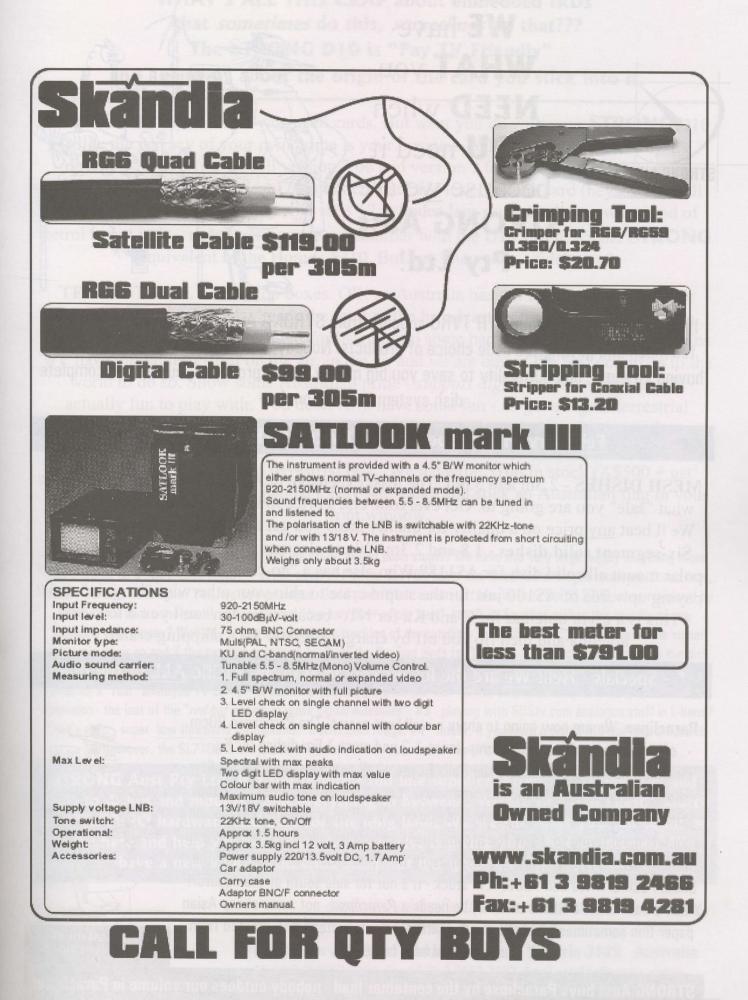
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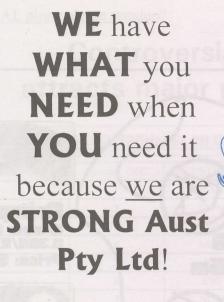
UEC Net Load	Nokia 9500S	Hyundai 100C	Ch Label	Language - if known	CA or FTA	Comments
1	1	1	RAD	Sky Racing + Adult	CA .	Same as Austar
2	2	2	ESPN	Sport-ENglish	normally CA	Same as Austar
3	3	3	CNN	News - English	Normally CA	Same as Austar
4	• 4	4	MCM	Music - French	Normally CA	
5	5	5	CN	Cartoons- English	Normally CA	Australia version
6	6	6	ESC	Egypt - Arabic	Normally CA	Ex As2 FTA
7	7	7	NDM	Egypt-Arabic	Normally CA	movies plus
8	8	8	FUT	FutureTV /Lebanese	Normally CA	State States
9	9	9	NTV	NTV - Russia	Normally CA	as good its your
10	10	10	NTV Plus	HTV Russia	Normally CA	MANUM
11	11	11	KDTV	Kanal D - Turkish	Normally CA	Second States in 1999
12	12	12	ATV	ATV 2002 - Turkish	Normally CA	DUDE
13	13	13	TGRT	Turkish	Normally CA	-
	TA	RBS 12.606Hz	, Sr 28.066,	FEC 3/4 - Telev	ision	energy striking
14	1	1	TRT	TRT Int - Turkish	FTA	same as Mediasa
15	2	2	VIZ	Vizyon - Turkish	CA	50% of the
16	3	3	TVP	TV Polonia	CA	Polish
17	4	4	ESC2	Egyptian-Arabic	CA	NO CO
18	5	5	TVC	Chile - Spanish	СА	
19	6	6	TVE	Spanish	СА	
20	7	7	TI	Italian	СА	
21	8	8	TVG	TV Globo	СА	Brazil
22	9	9	KOTV	Arirang-Korean	CA	And the second
23	10	10	РНОЕ	Phoenix Cantonese	CA	THE OWNER OF
24	11	11	BTV	Mandarin	CA	A DIN IN
25	12	12	TFC	Filipino Channel	CA	ABS - CBN
26	13	13	CINI	Cinema 1 - Filipino	FTA + CA	

27	1	1	TCM	Turner Classic Mov	C.A	same as Austar
28	2	2	NITV	Persian	C.A	
29	3	3	VIT	Italian	C.A	
30	4	4	MKTV	MKTV Sat	CA	Macedonia
31	5	5	PINK	PINKplus Belgrade	CA	
32	6	6	BKTV	Serbian	CA	a IOSI YAMI
33	7	7	RTS	Serbian	C.A	
34	8	8	TS30	Tele Liban Lebanon	C.A	
35	9	9	TVS	Syria - Arabic	C.A	
36	10	10	ALPH	Alpha - Greek	C.A	
37	11	11	MEGA	Cosmos - Greek	C.A	
38	12	12 12	ERT	ERTsat - Greek	C.A	
39	13	13	ANT	Antenna - Greek	C.A	Ne nevre and

TARBS - continues page 18







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MESH DISHES - 2.3m and 3.0m: The least expensive in Australia- bar none, no matter what "sale" you are going to. Get everyone else's price first - then call STRONG Aust. We'll beat any price on a quality for quality basis you get from a legitimate distributor. Six-segment solid dishes - 1.8 and 2.3m. Where else can you buy a 1.8m prime focus polar mount all solid dish for A\$118? Who else has a "no-crate" dish line that eliminates paying upwards of A\$100 just for the stupid crate to ship your otherwise "bargain" dish? This is a great antenna for C and Ku for NT - because we don't sell you a low-cost antenna and then rip you off by charging A\$100 for a shipping crate!

* - Specials - Hell! We are the lowest cost folks in the Pacific ALL of the time!

Paraclipse. We are now going to share a well kept secret. The Paraclipse 90cm offset dish actually out performs Jonsa 1.2 and most 1.5m dishes for Ku. Paraclipse is - well, *Paraclipse*; the Rolls Royce of all antennas. And the quality shows - very pleasing to the customer's eye, better performance than 1.2 and 1.5m Asian specials, 10X as strong and you won't end up requiring 6 stitches on your left hand trying to tippy toe around sharp, unfinished edges the Asian cheap dishes have. STRONG Aust stocks in depth the Paraclipse antenna line for the South Pacific. If we don't have it in stock - it's not for sale south of the equator! When a man needs a **REAL** antenna, he needs a *Paraclipse* - not some cheap Asian paper-thin sometimes-parabolic, most of the time not, pretend dish created from reconstituted heer cans.



AMERICA!

STRONG Aust buys Paraclipse by the container load - nobody outdoes our volume in Paraclipse!

WHAT'S ALL THIS CRAP about embedded IRDs that sometimes do this, sometimes do that??? The STRONG D10 is "Pay TV Friendly"

and "neutral" about the origin of the card you stick into it.

We don't sell "cards". We won't sell cards. But what you do with your STRONG D10 inside the privacy of your own home is your business. What we do sell is a "Pay TV Friendly" IRD. And we sell version 2.06 and version 2.09 cams. In fact we have a complete French TV (Intelsat I701) system package less only the card (hey - we are all grown up folks here. The guy who sells 12 cylinder Jags doesn't tell you what kind of petrol to put in it - right?). If you are not familiar with the D10 - well, it's the STRONG equivalent of the Humax 5410. But you knew that - didn't you?

TERRESTRIAL TV set-top boxes. OK, so Australia has not exactly gone crazy for terrestrial digital TV. Maybe it's the fault of the broadcasters for not putting more on digital - maybe it's the ABA's fault for listening to some bad advice. But the fact remains <u>WE</u> have digital terrestrial on the air, in the air and *we* are one of the first countries in the world to do so. Show some Australian pride - *support digital terrestrial*! And it is actually fun to play with. You deserve to have some fun - so get a digital terrestrial set-top box and see what all the commotion is about. After you play with it, surely you can find a customer to flog it off to for at least the wholesale price we'll charge you for our STRONG 5100 set-top terrestrial box. We have the 5100 in stock (A\$500 + gst trade, A\$399 + gst trade in quantity). Buy one today and stick an Australian flag in your front window.

ANALOGUE receiver/dish controller. Are we crazy, or just plain stupid? We have this very large supply (anything more than 3 would be a "very large supply" - in this case) of Palcom SL7700 super-low-threshold analogue receivers. Brand new, factory cartons. Analogue? Yes, we said analogue. Good grief. What a disaster! Maybe not. The SL7700 when reviewed by SatFACTS yonks and yonks ago was rated "*the very best of the best*". It still is. So what makes this worthy of you spending your money? Well #1 - it has full automatic tracking of the satellite. The dish mover "brain" samples the signal every minute or so and if the satellite is moving (such as the Russian birds for TNT and NTV), it creates a pulse to the dish mover to repeak the signal. Better yet - it does this for both the elevation and azimuth motor drives! The signal need not even be a "real" analogue TV carrier - it can be a beacon, for example. #2 - it has step after step after step of threshold extension - the last of the "*red hot analogue weak signal machines*". #3 - playing with SDStv.com analogue stuff in L-band? That's right - super low threshold for maximum SDStv.com range. #4 - finally, if you have a digital IRD but lack a suitable dish mover, the SL7700 is the best and easiest to use - bar none. The price? Too both to publish - *call us*!

STRONG Aust Pty Ltd is a full service - full line supplier. From "F" connectors and tools to dishes and mounts - and everything in between. We are the "strongest" source of DTH/TVRO hardware and here for the long haul. We are the folks you can count on to be here and help you out when everyone else is giving you a line of excuses. We have a new vitality and enthusiasm for our great industry - join us!



Australia and the Pacific's Premiere Supplier

STRONG Aust Pty Ltd. 302 Chesterville Road Moorabbin East Victoria 3189 Australia Ph 61(0) 3 9553 3399 Fax 61 (0) 3 9553 3393 Email satellite@strong.com.au

STRONG AUST ABN 55 089 515 122

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	TAR	BS 12.726Hz	Sr 28.066, F	EC 3/4 - Televis	ion	
UEC Net Load	Nokia 9500S	Hyundai 100C	Ch Label	Language if known	FTA/CA	Comments
40	1	1	SIC	Portuguese	CALL IN	1. (20) 2
41	2	2	TS41	TEST	Service 3	and a
42	3 .	3	TS42	TEST	1	
43	4	4	TS43	TEST		
44	5	5	TS44	"coming soon"	· 64143	
45	6	6	TS45	"coming soon"	10 1057	e adrabier
46	7	7	TS46	"coming soon"	6nACOST	C Pelonomen S
47	8	8	TS47	"coming soon"	HV FROM	A A A A A A A
	Same Harris	9	hidden? TS48		The local Sector	and and Services
		10	hidden? TS49	P M STRN D		
NONICS	Well, It's th	010 10 00	hidden? TS50	Dept you are	14201-111	n ma or lons
	Suov Inbib.	12	hidden? TS51	o the Humax	malent	
		13	hidden? TS52	21.8		
48	9	00 2814 61 60	PTV	power TV -	СА	Mandarin
49	10	15	TS56	"coming soon"	?	A lantzomet.
50	11	16	TS57	"Coming soon"	?	
51	12	17	TS58	"coming soon"	?	
52	13	13	TV5	Thai Global	FTA	Ex-Mediasat
And it is	Herresman	TARBS 12.526H	z, Sr 28.066, FE	C 3/4 - Radio only	0 50. 3000	World to de
UEC Net Load	Nokia 9500S	Hyundai 100C	Ch. Label	Language if known	FTA/CA	Comments
1	1	NA	EBE	Arabic	FTA	
2	2	NA	ESEA	Arabicx	FTA	Dening and
3-002	3	NA	EQK	Arabic	FTA	ADST2 mo
4	4	NA	ELSH	Arabic	FTA	noise only
5	5	NA	FUTR	Arabic	FTA	RENG ROST
6	6	NA	TGR	Turkish	FTA	a distributor
7	7	NA	RD	Turkish	FTA	- Section of Courses
8	8	NA	RDSP	Turkish	FTA	Turkish sport radi
9	9	NA	VOT	Turkish	FTA	"Fall bhiew Cins
10	10	NA	2ME	Middle East Arabic	FT.A	Sydney based
Joby II vitros	110	NA	NTC	News Talk/country	FTA	(Tamworth)
12	12	NA	RA72	"AQK"	FTA	ione wov onibnass
13	13	NA	REE	Spanish	FTA	eeu george oc oc
	AT STATE LAND	TARBS 12.606H	Iz, Sr 28.066, FE	C 3/4 - Radio only)Bil dignie in	
14	Property La conta	NA	RA74	"RAUS T TBA"		no audio
GU 15 102 9	2	NA	"TBA"	t analoque woak si p	C.A	tension - the last
16	3	NA	DZMM	Manila	CA	19 Uze Tilbin z'And
17	4	NA	RA77	not in use	0077_2.edt :	no audio
18	5	NA	RA78	not in use	.)	no audio
19	6	NA	RA79	"ERA 5"	CA	
20	7	NA	RA80	"ANTR"	CA	IS INTO OT YOU
21	8	NA	RA81	"ERA 1"	FTA	
22	9	NA	RA82	"ERS"	FTA	he have
23	10	NA	RA83	unknown	FTA	has audio
23	11	NA	RA85 RA84	not in use	FTA	nas audio
25	11	NA	RA85	not in use	Г I. -)	
26	12	NA	RA85 RA86	not in use	.)	

Notes: Additional (future expansion - not operational) radio is found on 12.326 (13 channels), 12.726 (13 channels) which load on the UEC format and Nokia 9500S receivers but alas not on the Hyundai 100C.



Digital Satellite Decoders



Digital Satellite Receivers

IF Distribution Systems



All types of LNBs

34 MHz. Today's 'broadbend' an 800 MHz but originally hu

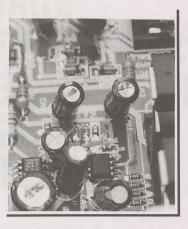
ø 60-450 cm

STRONG

ROBUST SATELLITE TELEVISION RECEIVING EQUIPMENT AND PROGRAMMES FOR AUSTRALASIA

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The CABLE Connection



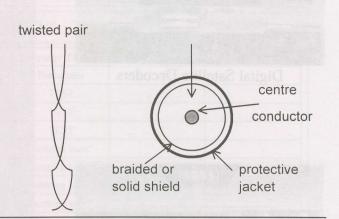
Frequency translation

The concept that a wide range of unrelated signals or TV channels can be made to simultaneously pass through a length of coaxial cable was borne out of necessity in the late 1940s. The original concept of sending TV (or radio) programming through wire rather than through the air (as in broadcasting) actually predates World War Two. In the UK, a number of firms (including Rediffusion) ran telephone-grade wire around English communities to deliver from a central location radio programming. This was in an era when AM (broadcast band) AM radio was not yet mature, and electrical equipment (including motor cars) generated massive amounts of radio frequency interference, depriving tens of thousands of homes from listening to the (BBC) radio. By finding a location where the radio signals were clean of interference, installing a receiver, and then pumping the audio (sound) only through wires, individual homes were equipped with "speakers" and a switch - on to listen, off to not listen. Rediffusion collected a few pence per month for the service.

An American company tried to take that a step further by utilising the existing telephone network. Their concept was, dial up a specific number, place the telephone instrument in a cradle, and radio programming (or non-interrupted music) came out of the box attached to the cradle. Unfortunately, for the creators of the system, this was prior to any technology that would allow a large number of simultaneous listeners to connect.

Coaxial cable was an answer to both challenges simply because, unlike the telephone grade wire, it had the capacity to carry a group of frequencies (or a "band") rather than the single audio channel. Coaxial cable was just developing in the late 1930s when World War Two intervened. By the end of the conflicts, coax had matured as a war time necessity into a range of cable sizes each with unique properties. The primary advantage of coaxial cable, over "twisted pair" telephone family cable, was the ability to transport a significant number of the HF (high frequency) / VHF (very high frequency) and eventually UHF (ultra high frequency) signals. If you could create two or more separate signals, each one with its own distinct operating frequency (channel), coax could transport them. Twisted pair was restricted to the audio frequency range except for very short distances.

Cable TV began as "communal aerials" (master antenna systems connecting two or more separate homes) in the UK. The concept at the time was to distribute the single (BBC) television channel from a well situated master antenna to individual TV sets in private domiciles. This actually began as early as 1937, took a war-hiatus in 1939, and then restarted in 1946 when the BBC resumed telecasting. Meanwhile in



America, a slightly different variation of this was being created first in the hills and mountains of the states of Oregon and Pennsylvania, later spreading like wildfire nation-wide. The American version was designed around carrying two or more TV channels to two or more distinct homes. To ensure that individual homes did not create interference that would be fed backwards into the cable and then to other homes, a system using "signal taps" was developed. Whereas the British "communal aerial" was designed to transport through wire a single TV channel, the American system was initially designed to transport up to five separate TV channels simultaneously. Later technology would "grow" this number to 12 and then 35 and then - well, today modern cable systems world-wide routinely carry more than 100 channels of TV.

The "pacing" ingredients in this development were as follows:

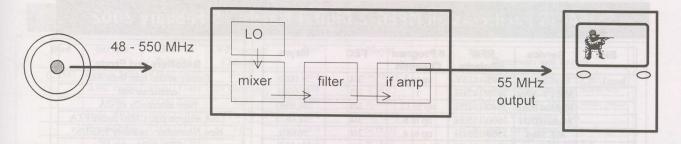
1) <u>Cable losses</u>. Coax always exhibits more loss at higher transport frequencies - 550 MHz is higher than 50 and for a given length of cable, two signals starting the trip at the same level will arrive at the opposite end with widely divergent levels - the lower frequency being the strongest.

2) <u>Amplifier broadness</u>. The BBC communal aerial system only required an amplifier capable of handling one TV channel, less than 5 MHz of "spectrum" at the time. The American system required 34 MHz of spectrum (54 - 88 MHz) initially, growing as the number of channels grew. It was a relatively straight forward matter to create amplifier gain over a 5 MHz bandwidth, quite another matter to retain the same gain but spread it out over 34 MHz. Today's "broadband" amplifiers easily do more than 800 MHz but originally this was a design problem to be conquered.

3) <u>The interface</u>. This was a serious problem. The aim of the exercise was to deliver multiple channels of television to multiple homes. But there was a limitation - TV sets at the time were designed to tune-in only a few (as few as 2 in the UK, 12 in America) channels. And the TV set manufacturers were not jumping up and down with excitement at the prospect of building 35 channel TV sets. Enter the cable set-top "converter" box.

Lot's of channels "in" - one channel "out"

If the TV set designers would not create expanded-tuning TV sets (yes - eventually they did but it was more than ten years following cable's expansion to more than 12 channels in America), then the cable industry would create a box to do just that. The cable-TV set-top box was initially a frequency-translation device: only. Inside was a tuner with an expanded range of coverage - 35 channels in the first few years. The cable drop signal into the home plugged into the set-top box at a signal level which made sense - typically in the region of 70 to 80 dBuV. The "design trick" was to



individually select one of the (up to 35) channels, and frequency translate (change) whatever channel it might arrive on down to a common "IF" (intermediate frequency). This was typically 55 (.25) MHz.

To do this, the entire range of signals (55, 61. 67 - remember these are American NTSC not PAL channels) went into a "mixer" stage.

The mixer was designed to receive two different "inputs"; the for PAL - later 8 MHz steps) was not possible without the first was from a LO (local oscillator) and the second was from the range of TV signals delivered by the cable.

In DTH/TVRO, the LO is fixed (5150 MHz for C band, 11.300 or some other frequency for Ku). In this instance, the LO had to be "tuneable" - it had to change each time the viewer wished to view a different channel. Why? Because the IF was fixed at 55 (.25) MHz which was a commonly available (all TV sets) channel found on TV sets. If the TV set by itself could not tune the range of cable TV channels, the set-top box would convert that range to a frequency (TV channel) which the TV set could receive. The frequency-switching LO is a form of TV tuner itself - kind of in reverse. When the viewer changes channels, he or she is actually telling the LO to switch on a single frequency (such as 55 MHz still).

LO tuning 119 - 55 = 64 MHz LO 175 - 55 = 120 MHz LO303 - 55 = 248 MHz LO 447 - 55 = 392 MHz LO

to a new frequency. Some examples appear to the left. 119 (MHz - a cable channel) minus 55 MHz (the IF) equates to the LO working at 64 MHz. Or 447 minus 55 requires the LO to be on 392 MHz. None of this came easily - a LO that would "step" up and down in frequency blocks (up and down in 6 MHz steps for NTSC, up and down in 7 MHz steps

introduction of tiny tuning devices called "varactors". By selecting a "tuning voltage" for the varactor, each new voltage was a new "frequency step". So the tuner became essentially an exercise in creating finely tuned, but varying by channel, "tuning voltages".

More recently, the cable set-top has done away with the concept of IF by creating a miniature TV receiver that looks as if it is actually just a tuner. The tuner still uses varactors to step through the channels but it demodulates (creates video and audio) internally. This baseband is now used to remodulate a single channel low power "transmitter" operating



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SatFACTS Pacific/Asian MPEG-2 Digital Watch: 15 Febuary 2002

Bird	Service	RF/IF &Polarity	# Program Channels	FEC	Msym	Receivers and Errata
Thcm3/78.5	SkyChAust	3695/1455V	up to 3	3/4	5(.000)	Finally settled here from As2
and the second se	MRTV-Myn	3676/1474H	1	2/3	6(.000)	erratic service
	MidEst Mux	3640/1510H	up to 12	3/4	28(.066)	Now essentially all CA
	Mahar/DD1	3600/1550H	up to 8	3/4	26(.661)	USA religion chs, CMM music F
	ME Mux	3569/1581H	up to 4	3/4	9(000)	New November - possibly TARE
	Nepal TV+	3554/1596V	3+ in mux	3/4	13(.333)	FTA + CA mux
examples	3ABN+	3551/1600H	4+ TV, radio	3/4	13(.330)	3 Angels USA, Ch of Hope, +91
insrio-slds	PTV1+	3521/1629V	1TV, 1 radio	3/4	3(.333)	recent frequency change
O Fadha	TARBS/Th5	3485/1665H	6+ TV?	3/4	18(180)	TARBS label, Thai 5, may go C
anninnen.	Thai Global	3425/1725V	up to 7?	2/3	27(.500)	FTA (reaches SE Australia)
nSat 2E/83	ETV mux	4005/1145V	6+ TV	3/4	27(.000)	Several ETV now here; wide be
-	DD2	3910/1240V	1	3/4	5(.000)	SCPC, ; OK E. Aust. wide bea
	DD National	3830/1320V	1	3/4	5(.000)	SCPC; OK E. Aust. wide bear
	Kairali TV	3699/1451V	1	3/4	3(.184)	SCPC, OK E. Aust wide bear
	AsiaNet	3683/1467V	1	3/4	4(.340)	SCPC, OK E. Aust. wide bear
N, sidizzo	Jaya TV	3615/1535V	1	3/4	3(.255)	SCPC; OK E. Aust. wide bea
ed. "yara	ETV Mux#2	3485//1665V	4+TV	3/4	27(.000)	Several new ETC here, wide be
ST1/88E	MMBN	3632/1518V	12TV	3/4	26(.667)	Nagravision, some FTA; errat
As2/100.5E	Euro Bouqt	4000/1150H	6TV, 21r	3/4	28(.125)	FTA; MCM gone
	5-Star Med	3951/1199H	3TV	3/4	13(.185)	Macau MUX
	WorldNet	3880/1270H	4+/20+radio	1/2	20(.400)	Will move here-replace analog
the war	Hubei/HBT	3854/1296H	1	3/4	4(.418)	FTA SCPC, teletext
	Hunan/SRT	3847/1303H	1	3/4	4(.418)	FTA SCPC, teletext
15,46 900	Guan./GDT	3840/1310H	1	3/4	4(.418)	FTA SCPC, radio APID 81
di nouroni	In. Mongolia	3828/1322H	2	3/4	8(.397)	FTA: #1 Mongolian, #2 Manda
	APTN Asia	3799/1351Hz	1	3/4	5(.632)	Sometimes FTA; also 3895
	Reuters/Sing.	3775/1375H	1	3/4	5(.631)	FTA & CA
	WorldNt/US	3764/1386H	1 + 20 radio	3/4	6(.100)	FTA; to shut down "soon" (see 3
NOT SI	Liaonin/Svc2	3734/1416H	1	3/4	4(.418)	FTA SCPC, radio APID 250
astration"	Jiangx/JXT	3727/1423H	1	3/4	4(.418)	FTA SCPC, teletext, radio APII
	Fujian/SET	3720/1430H	1	3/4	4(.418)	FTA SCPC, + radio APID 8
	Hubei TV	3713/1437H	1	3/4	4(.418)	FTA SCPC, radio APID 80
	Henan/Main	3706/1444H	1	3/4	4(.418)	FTA SCPC, + radio
	Egypt/Nilesat	3640/1510H	7+, radio	3/4	27(.850)	Thru TARBS Aust, occ. FTA
As2/100.5E	Feeds	4086/1064V	1	3/4	5(.632)	FTA SCPC feeds
	Jilin Sat TV	3875/1275V	1	3/4	4(.418)	FTA SCPC, + radio
	HeiLongJian	3834/1316V	1	3/4	4(.418)	FTA SCPC
	JSTV	3827/1323V	1	3/4	4(.418)	FTA SCPC, + radio
	Anhui TV	3820/1330V	1	3/4	4(.418)	FTA SCPC + radio
	ShaanxiQQ	3813/1337V	1	3/4	4(.418)	FTA SCPC, radio APID 81
101163	Guan/GXTV		1	3/4	4(.418)	FTA SCPC, radio APID 25
	Fashion TV	3795/1355V	1	3/4	2(.533)	FTA SCPC, reload VPID 308, AP
	MSTV	3791/1359V	1	3/4	4(.340)	FTA SCPC difficult to log
	Myawady Los Amis	3766/1384V	1 2	7/8	5(.080)	FTA SCPC - difficult to load two test cards - December
	Les Amis	3714/1436V	5+/tests	3/4 3/4	6).500)	FTA MCPC, Dubai Sports Eu
A-28/105 5	Saudi TV1	3660/1490V	9TV	3/4	27(.500)	Mediaguard CA
<u>As3S/105.5</u>	Zee bouquet	3700/1450V 3755/1395V		3/4 7/8	4(.418)	FTA SCPC; reported audio prob
	Now TV +	3753/1393V 3760/1390H	4	7/8	26(.000)	+ TECH TV USA FTA to 1 Ma
	Star TV	3780/1390H 3780/1370V	4 22(+)TV	3/4	28(.100)	NDS CA (Pace DVS211, Zen
	Star TV Star TV	3780/1370V 3860/1290V	18(+)TV, 1r	3/4	27(500)	NDS CA (Pace DV S211, Zen NDS CA (Pace DV S211, Zen
	Star TV Star TV	3880/1290V 3880/1270H	10(+)1V, II 19(+)TV	7/8	26(.850)	NDS CA (Pace DV 3211, Zeni NDS CA (Pace DV 211, Zeni
	Indus Music	3900/12/0H	5TV	7/8	27(.895)	PAL, NTSC, 1 ch CA
	Star TV	3940/1210V	9(+)TV	7/8	26(.850)	Recenty started -NDS CA as al
	CNNI	3960/1190H	6(+)TV	3/4	26(.000)	PowVu CA; CNN + Cartoons, oc
1 19963	StarTV	3980/1170V	2+TV	3/4	28(.100)	NDS CA (Pace DVS211, Zen
	Star TV	4000/1150H	10(+)TV	7/8	26(.850)	NDS CA (Face D V 3211, Zen NDS CA + 2 (Chinese) FT
	Sun TV	4095/1055H	10(+)1	3/4	5(.554)	"History Channel" testing SC
	CCTV bqt	4129/1033H		3/4	13(.240)	moved from 4115 July 1
	Zee Bqt #2	4129/1021H 4135/1015V	4(+) TV 4(+) TV	2/3	15(.000)	some (i.e. Kaveri) FTA + C
	Indovision	2.536, 2.566,		7/8	20(.000)	NDS CA using RCA/Thoms
Cal-1/107 5	(S-band)	2.536, 2.566, 2.626		110	20(.000)	Pace IRDs
Cak1/107.5	(D-Dallu)	3460/1690H		3/4	27(.500)	Test mux; try 3480H & 26.667
ncept at 1	IndoPat		up 100	314	21(.500)	105t mux, uy 540011 & 20.007
T'Kom/108E	and the second s			2/4	6(700)	ETA SC'DA NTAIC anh
ncept at 1	TPI	4185/965V		3/4	6(.700)	
T'Kom/108E	and the second s	4185/965V 4144/1006V	1	3/4 3/4 3/4	6(.700) 6(.510) 14(.062)	FTA SCPA; NT/NC only recent change from 4055V; FTA ChNewAsV33/A34,

•
SHIM 000 . 84
Receivers and Errata
Finally settled here from As2
erratic service
Now essentially all CA
USA religion chs, CMM music FTA
New November - possibly TARBS? FTA + CA mux
3 Angels USA, Ch of Hope, +9 radio
recent frequency change
TARBS label, Thai 5, may go CA?
FTA (reaches SE Australia)
Several ETV now here; wide beam
SCPC, ; OK E. Aust. wide beam
SCPC; OK E. Aust. wide beam
SCPC, OK E. Aust wide beam
SCPC, OK E. Aust. wide beam
SCPC; OK E. Aust. wide beam Several new ETC here, wide beam?
Nagravision, some FTA; erratic
FTA; MCM gone
Macau MUX
Will move here-replace analogue
FTA SCPC, teletext
FTA SCPC, teletext
FTA SCPC, radio APID 81
FTA: #1 Mongolian, #2 Mandarin
Sometimes FTA; also 3895Vt FTA & CA
FTA; to shut down "soon" (see 3880H)
FTA SCPC, radio APID 256
FTA SCPC, teletext, radio APID 81
FTA SCPC, + radio APID 80
FTA SCPC, radio APID 80
FTA SCPC, + radio
Thru TARBS Aust, occ. FTA
FTA SCPC feeds
FTA SCPC, + radio FTA SCPC
FTA SCPC, + radio
FTA SCPC + radio
FTA SCPC, radio APID 81
FTA SCPC, radio APID 257
FTA SCPC, reload VPID 308, APID 256
FTA SCPC
FTA SCPC - difficult to load
two test cards - December
FTA MCPC, Dubai Sports Europe
Mediaguard CA
FTA SCPC; reported audio problems + TECH TV USA FTA to 1 March
NDS CA (Pace DVS211, Zenith)
NDS CA (Pace DVS211, Zenith)
NDS CA (Pace DV211, Zenith)
PAL, NTSC, 1 ch CA
Recenty started -NDS CA as above
PowVu CA; CNN + Cartoons, occ FTA
NDS CA (Pace DVS211, Zenith)
NDS CA + 2 (Chinese) FTA
"History Channel" testing SCPC
moved from 4115 July 1 some (i.e. Kaveri) FTA + CA
NDS CA using RCA/Thomson,
Pace IRDs
Test mux; try 3480H & 26.667 also
FTA SCPA; NT/NC only recent change from 4055V; FTA SCPC
recent change from 4055V; FTA SCPC
ChNewAsV33/A34,
FTA SCPC: NT/NC only

SatFACTS Febuary 2002 - page 22 - Have you sent in updates this month?

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Bird	Service	RF/IF & Polarity	# Program Channels	FEC	Msym	
(C2M)	Indone.Mux	4000/1250H	6+TV	3/4	26(.085)	
<u></u>	ABC radio	3976/1174H	2+ radio only	3/4	2(.061)	
TRACS	TPIN	39241226H	1TV	3/4	5(.632)	
	Indo. MUX	3880/1270H	3+ TV	3/4	28(.125)	
		3733/1417H	ITV	3/4		
	Brunei/Sing				6(.000)	
	RCTI	3475/1675H	1	3/4	8(.000)	
cSt3/128		3996/1154V	3 up to 6	5/6	22(.000)	
	Asian bqt	3960/1190V	up to 8	7/8	30(.000)	80
MeaSat 2	Astro Mux	11.478H (+)	up to 10TV	7/8	30(.000)	
Op 3/156	Mcdiasat	12.336V/T2	5TV, 3 radio	2/3	30(.000)	
9252	Aurora	12.407V/T3	000	2/3	30(.000)	
1	Aurora	12.532V/T5	Inc Zee TV	2/3	30(.000)	
	Aurora	12.595V/T6	HIC LOC I .	3/4	30(.000)	
		12.657V/T7	TV tests	2/3		
120 (10) 10	Aurora		I V tests	The second	30(.000)	
18260.8	Aurora	12.720V/T8		3/4	30(.000)	
122.57	Austar	12.314H/T9	iTV + here	3/4	29(.473)	2
	Austar/Optus	12.376H/T10		3/4	29(.473)	
12 10 1	Austar/Foxtl	12.438H/T11		3/4	29(.473)	
- about		12.501H/T12		3/4	29(.473)	
sheet		12.564H/T13	1000	3/4	29(.473)	
	Austar/Foxtl			3/4	29(.473)	
Sale of	Austar/Foxtl	12.688H/T15	(some FTA ra)	3/4	29(.473)	
2 1/1/0						
Jp 1/160	ABC NT fd	12.258V	1TV, 3 radio	3/4	5(.026)	
L. C. RDON	ABC feeds	12.317H	1	3/4	6(.980)	
	Occ feeds	12.356V	1 000	3/4	6(.110)	
(alde)	Central 7	12.354H	1TV	3/4	3(.688)	
	Imparja mx	12.360H	1	3/4	5(.424)	
1.16.2	Mediasat#3	12.424H	3+ TV	2/3	19(.800)	
	TVNZ DTH		2TV	3/4	22(.500)	
.1169-6	Nine Net	12.512H	1 TV typ.	3/4	5(.632)	
	Sky NZ	12.519/546V	7TV/7TV	3/4		
			and the second s		22(.500)	
	Sky NZ	12.581/608V	6TV/6TV	3/4	22(.500)	
35.40	Sky NZ	12.644/671V	9TV	3/4	22(.500)	
115 00	ABC HDTV		5TV	7/8	14(.300)	
	Tel/Saturn	12.706/733V	8+TV, 1 radio	3/4	22(.500)	
PS8/166	TARBS3	12.326H	13TV + radio	3/4	28(.067)	
and the second second	TARBS	12.526H	13TV + radio	3/4	28(.067)	
	TARBS2	12.606H	13TV + radio	3/4	28(.067)	
	JEDI/TVB	12.686H	11+ TV	3/4	28(.126)	
	ABC A-P	4180/970H	2TV, 2 radio	3/4	27(.500)	
	Disney Pac	4140/1010H	typ 6 TV	5/6	28(.125)	
10.23	NHK Joho	4065/1085H	7TV, 1 radio	3/4	26(.470)	
	ESPN USA	4020/1130H	7+TV, data	7/8	26(.470)	
	Discovery	3980/1170H	8 typ.	3/4	27(.690)	
	CalBqt/Pas8	3940/1210H	up to 8TV	7/8	27(.690)	
205.0	CNBC HK		up to 7TV	3/4	27(.500)	
	Filipino Bqt		up to 9 TV	3/4	28(.700)	
-	TaiwanBqt	3860/1290H	4TV + 30 radio	5/6	28(.000))	
			up to 4	3/4	and the second sec	
	CCTV Mux			And the second distance in the second s	13(.240)	
Goldenbe	EMTV PNG		1+2 radio	3/4	5(.632)	P
	CNNI	3780/1370H	3, up to 5 TV	3/4	25(.000)	9
	MTV	3740/1410H	8	2/3	27(.500)	
PS2/169	Pv Bouquet	12.281V	2+ TV, radio	2/3	27(.500)	
110 110 23	WA PowVu	12.637(.5)V	4TV, 8 radio	1/2	18(.500)	
A PARTY	HK PowVu	4148/1002V	up to 8	2/3	24(.430)	
1.	TVB Mux	4026/1124V	up to 8	3/4	22(.000)	9
and has been	Fox Bouquet		8TV/data	7/8	26(.470)	
	Feeds	and the second of the second	1	2/3	and the second s	
		3966/1184V			6(.620)	
	Feeds	3957/1193V	1	2/3	6(.620)	
	-	3929/1221V	1	3/4	10(.850)	
	Feeds			2/3	6(.620)	
	Feeds Feeds	3912/1238V	1		and a second	
			1	2/3	12(.000)	
and a second	Feeds Feeds	3912/1238V 3898/1252V	1		12(.000)	
	Feeds Feeds Middle East	3912/1238V 3898/1252V 3836/1314V	1 • 4 typ	2/3 3/4	12(.000) 13(.331)	
	Feeds Feeds	3912/1238V 3898/1252V	1 • 4 typ	2/3	12(.000)	

u (lax 0+-3-400-1003)
Palacia
Receivers and Errata
unstable platform - testing?
SCPC radio only - purpose unknown
New Feb 2002; also 3718H, same parm
TVRI, others FTA
FTA; share time, Brunei-23hrs, Sing1h
FTA SCPC, Australia OK
PowVu, some FTA (ch # 1,3)
CA & FTA NTSC: Japan, Taiwan
+11.664; 18 pay-TV svcs, CA
FTA, CA feeds ch. 3
Aust, NZ 90 cm; CA (*); ABC Nat
cvrs Aust, NZ 90 cm; CA (*)
Aust only; * - smart card p. 26
Aust only; * - smart card p. 26 cvrs Aust, NZ 90cm(Optus FTA test)
Aust only;* - smart card p. 26
Austar i-TV; CA, subs avail. Aust.
CA, subscription available Australia
Also try 12.265; V832, A833
also 12.326, 12.335; ex PAS8 Ku
Mostly sport feeds from w/in Australia
VPID1280, APID 1281
VPID 1024, APID 1025
net feeds, Australia only, FTA & CA
FTA 2 channels; more possible
testing digital feeds
NDS CA, subscription available NZ
NDS CA, subscription available NZ
NDS CA, subscription available NZ
also 12.686 12.706H; levels back up
Irdeto CA, tests, S16 FTA occ. TPG/Eurodec CA, occ. FTA
TPG /Eurodec CA, ccc. FTA
TPG/Eurodec CA; TRT FTA
Irdeto CA, some FTA tests
Launched 31 December
PowVu CA
PowVu CA & FTA; subscription avail
PowVu CA; ch 11 DCP-CCP bootload
PowVu/CA (some audio FTA)
PowVu CA & FTA (EWTN)
FTA at this time
Some FTA; also 4040V, 27.686,7/8
New Sr from November
PowVu FTA, replaces PAS-2 svc
was As2; PowVu CA
PowVu, <u>CNN/CNNI now CA</u>
1-7 CA; #8 MTV China FTA
PowVu CA, WIN, ABC NT
PowVu CA, WA only - D9234
PowVu CA; some FTA, occ feeds
CA feeds to pay-I'V; 6 chs FTA
Pv, CA/FTA (FTA ch 3 only)
PowVu (FTA) occ feeds
PowVu (FTA) occ. feeds
PowVu (FTA) occ sport feeds
PowVu(FTA) occ. feeds
PowVu (FTA) occ. feeds
LBC CA Irdeto; new PIDs 02/02
PowVu (FTA) occ sport feeds
Svcs 1 and 2, CA
BBC FTA, others CA usually

SatFACTS Febuary 2002 - page 23 - Have you sent in updates this month?

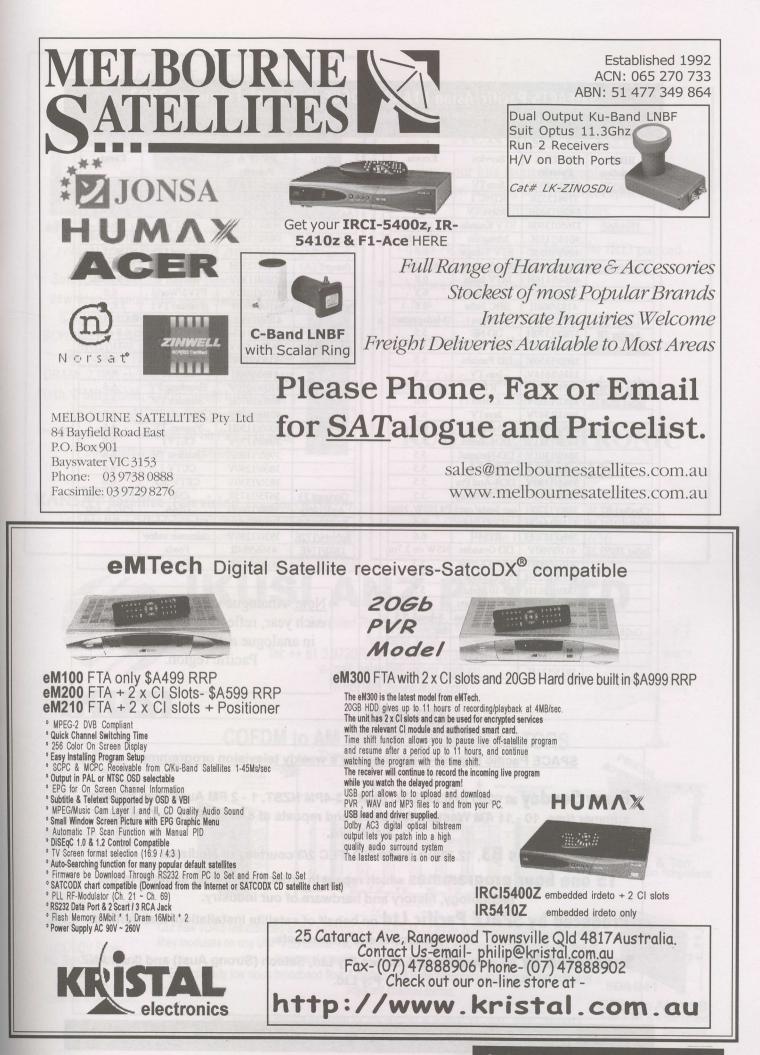
	SatFACTS	5 Digital Wa	tch: Supplei	mental I	Reference Dat	a / Febuary 2002
Bird	Service	RF/IF & Polarity	# Program Channels	FEC	Msym	Receivers and Errata
(PAS-2/169)	Feeds	4040/1010H	1	3/4	10(.850)	PowVu occ FTA feeds
The second second	KBS/Korea	4026/1124H	1	3/4	5(.062)	occ. FTA, usually CA
and a second second	7thDayAdv.	3872/1278H	1	3/4	6(.620)	Sat, Sun 0030, 0900+UTC
Internet series	Feeds	3868/1182H	1	2/3	6(.620)	FTA (occ sport); also try 3863, Sr6.100
1	Feeds	3939/1211H	2 (typ NTSC)	2/3	6(.620)/7(.498	FTA-typ NTSC-occ sport, live Shuttle
ni sm2.em	Cal PowVu	3901/1249H	up to 8	3/4	30(.800)	PowVu CA + FTA
101	occ feeds	3776/1374H	1 typ	3/4	5(.560)	occ feeds, typ FTA; also Sr 5.600
A CAN	Korean Bqt	3762/1388H	up to 3	3/4	11(.570))	Korean MUX, reloasd June 01
1702/176E	AFRTS	4177/973LHC	8TV, 12+radio	3/4	26(.694)	PowVuCA
A3.29	RFO Poly	4027/1123L	1TV	3/4	4(566)	SE spot beam
1701/180E	TNTV	11.060&11.514	9	3/4	30(.000)	east spot; 10TV + r each, vertical pol.
La salari a la	Canal+Sat	11.610H	16TV, 1 radio	3/4	30(.000)	3 FTA, Mediaguard; also 10.975
(TA)	TVNZ	4195/955RHC	1 (0.0)	3/4	5(.632)	DMV/NTL early version, occ feds, typ ca
a sign	TVNZ/BBC	4186/964RHC	1 (000)	3/4	5(.632)	DMV/NTL early version, occ feds, typ ca
(Rot A 14)	TVNZ	4178/972RHC	1 (000.) 48	3/4	5(.632)	DMV/NTL early version, occ feds, typ ca
09.44	TVNZ/Aptn	4170/980RHC	1 000	3/4	5(.632)	DMV/NTL early version, occ feds, typ ca
THE A LIN	TVNZ/feeds	4161/989RHC	1 ()	3/4	5(.632)	DMV/NTL early version, occ feds, typ ca
Australia	RFO-Canal+	4086/1064L	4TV, radio	5/6	12(.500)	east hemi 20.5 dBw thru 2003+
and a final for	TVNZ/feeds	4052/1098RHC	1	3/4	5(.632)	DMV/NTL early version, occ feeds, typ ca
L MALSO MARS	TVNZ feeds	4044/1106R	1	3/4	5(.632)	SCPC, mixed CA and FTA feeds
alteosiA i	NZ Prime TV	4024/1126L	1 1 1	2/3	6(.876)	PowVu CA; Auckland net feeds
Australia	NBC to 7 Oz	3960/1190R	1	7/8	6(447)	CA, Leitch encoded
adagen & i	WorldNet	3886/1264R	1TV, 37 radio	3/4	25(.000)	New Feb 2002; vert strong NZ, Pacific
1. S.S	Ioarana	3772/13781.	1 (860.)	3/4	4(.566)	FTA SCPC; East Hemi Beam-Tahiti
ASS XX	TVNZ	3846/1304R	1 (080)	3/4	5(.632)	SCPC, mixed CA & FTA, feeds
PaistenA m	10 Australia	37691381R	4	7/8	20(.000)	PowVu CA & FTA; #3 TBN
281-	USA feeds	3749/1401R	4?	?	26(400)	16-QAM (not MPEG-2 compatible)

MPEG-2 DVB Receivers: (Data here believed accurate; we assume no responsibility for correctness! AV-COMM R3100. FTA, excellent sensitivity (review SF May 1998); new version Sept. '99. Av-COMM Pty Ltd, 61-2-9939-4377. Benjamin DB6600-CI. FTA, Foxtel/Austar w/CAM+card. Autosat Pty Ltd 61-2-9642-0266 (review SF#72) eMTech eM-100B (FTA), eM-200B (FTA + Clx2), eM210B (FTA + 2xCl + positioner); KanSat 61-7-5484 6246 (review SF#89) Humax F1-CI. Primarily sold for TRT(Australia), does (limited) PowerVu (not Optus Aurora approved).

Humax ICRI 5400. Embedded Irdeto + 2 CAM slots; initial units had NTSC glitch, now fixed. Widely available, review SF#76. Hyundai-TV/COM. HSS100B/G (Pacific), HSS-100C (China) FTA. Different software versions; 2.26/2.27 good performers, 3.11 and those with Nokia tuners also good; later 5.0 not good, SATECH (V2.26)

Hyundai HSS700. FTA, PowerVu, SCPC/MCPC. Review SF March 1999. Kristal Electronics, 61-7-4788-8902. Hyundai HSS800CI. FTA, Irdeto (with CAM) + other CA systems, PowerVu, NTSC. Kristal Electronics, above; review SF#63. MediaStar D7. FTA, preloaded w/ known services, exc. software (review SF July 1998). MediaStar Comm. Int. 61-2-9618-5777 MediaStar D7.5. New (May 00) single chip FTA; review June 00 SF. MediaStar Comm. Int. 61-2-9618-5777 MultiChoice (UEC) 660. Essentially same as Australian 660, not grey market contrary to reports. Sciteq tel 61-8-9306-3738 Nokia "d-box" (V1.7X). European, FTA, may only be German language, capable of Dr. Overflow software. Tricky to use. Nokia 9200. When equipped with proper CAM, does Aurora, pay-TV services provided software has been "modified" with Dr Overflow or similar program was available from (www.BAKKERELECTRONICS.COM), now only from established users. Nokia 9500/9600. Numerous versions for different world parts; not distributed in Pacific but assistance from Av-Comm Pty Ltd. Pace DVS211. NDS CA (no FTA) for Star Asia, previously used for Indovision. (Solution 42, 61-2-9820-5962) Pace DGT400. Originally Galaxy (Now Foxtel+Austar). Irdeto, some FTA with difficulty (Foxtel Australia 1300-360818) Pace DVR500. Original DGT400 modified for NBC (PAS-2) affiliate use, with CAM equivalent to DGT400 but more reliable. Pace "Worldbox" (DSR-620 in NZ). Non-DVB compliant NDS CA including Sky NZ, no FTA; similar "Zenith" version. Panasat 520/630/635. MCPC FTA, Irdeto capable, forerunner UEC 642, 660. Out of production, spares fax ++27-31-593-370. Panasonic TU-DS10. FTA + Irdeto CA; one of 2 IRDs approved by Optus for Aurora, but never available in Australia. Phoenix 111, 222. PowVu capable, NTSC, graphics, ease of use. (111 review SF#57). SATECH(below)- 222 out of production Phoenix 333. FTA SCPC, MCPC, analogue + dish mover. Detailed SF review Nov. 1998. SATECH 61-3-9553-3399. Pioneer TS4. Mediaguard CA (no FTA), embedded Msym, FEC, only for Canal+Satellite (AntenneCal ++687-43.81.56) PowerVu (D9223, 9225, 9234). Non-DVB compliant MPEG-2 unless loaded with software through ESPN Boot Loader (see below). Primarily sold for proprietary CA (NHK, GWN+ PAS-2 Ku, CMT etc). Scientific Atlanta 61-2-9452-3388. Prosat 2102S. FTA SCPC/MCPC, NTSC/PAL, SCART + RCA. Sciteq 61-8-9306-3738. SatCruiser DSR-101. FTA SCPC/MCPC, PowVu, NTSC/PAL. (Skyvision Australia 61-3-9888-7491, Telsat 64-6-356-3749) SatCruiser DSR-201P. FTA SCPC/MCPC, PowVu, NTSC/PAL, analogue, positioner - (Skyvision - see above). Strong SRT 4600. SCPC, MCPC, PowerVu; exc graphics, ease of use, review SF#64. Strong Aust 61-3-9553-3399. Strong 4800. SCPC, MCPC, embedded Irdeto+ CAM slots, Aurora, exc. vendor support. Strong Aust 61-3-9553-3399. Strong 4890. SCPC, MCPC, 30Gb PVR, 2 CAM slots, DiSEqC 1.0, 1.2, wide screen (review SF#84); Strong Aust (above) UEC642. Designed for Aurora (Irdeto), approved by Optus; w/new software, C-band FTA; faultyP/S. Norsat 61-8-9451-8300. UEC660. Upgraded UEC642, used by Sky Racing Aust., Foxtel-limited FTA. (Nationwide - 61-7-3252-2947); P/S problems. UEC700/720. Single chip Irdeto built-in design for Foxtel; unfriendly for FTA. Power supply problems, seldom sold to consumers. Winersat DigiBox 200. C + Ku basic receiver but includes Teletext for NZ TVOne, 2 VBI. Satlink NZ, fx 64-9-814-9447. Xanadu. DVB compliant special-priced receiver for members of SPACE Pacific (Av-comm Pty Ltd, tel +61-2-9939-4377)

Accessories: Aurora smart cards. New v1.6 now available, 1.2 no longer available for RABS. Price now A\$105, Sciteq 61-8-9306-3738. PowerVu Software Upgrade: PAS-8, 4020/1130Hz, Sr 26.470, 7/8; pgm ch 11 and follow instructions (do not leave early!)



SatFACTS Pacific/Asian FTA ANALOGUE Watch: 15 February, 2002

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BIRD/ Location	RF/IF & Polarity	Service	Errata
I703/57E	3750/1400R	Sun TV	6.6
	37981352R	RTNC 1	6.5
-0.20 BALL	3808/1342R	Udaya TV	and an and a second second
I704/66E	376501390R	ETV Kanada	6.6
	4015/1135L	Mongolia	(SECAM)
	4095/1055L	ETV Teluga	6.6
PAS10/68.5E	3905/1245V	MahVedeVi	6.6, 7.2
	4034/1116H	MTV India	6.8
1000000	4154/996V	DD Bharti	6.3
	4182/968H	BBC India	6.6
LM1/75E	3980/1170V	various	(Madagascar)
ApStar 2R	3780/1370H	DD NE	5.5
Thaicom3/78E	4155/995VV	DD12 Jam. +	5.5
	3800/1350V	DD Punjabi	5.5
	3536/1614V	Jain TV	6.8
Exprs 6A/80E	3675/1475R	RTR	(global; 7.0)
InSat 2E/83E	3447/1703V	Kairali	6.6
	3603/1547V	JayaTV	6.6
	3650/1500V	AsiaNet	6.6
	3809/1341V	DD5-Tamil	5.5
	3849/1301V	DD-National	5.5
abellutes	3929/1221V	DD Metro	5.5
	3961/1189V	DD8-And.Pra	5.5
6.3.1.1.1.1.1.1.1	4089/1061V	DD7-W.Bangl	5.5
ChnStr1/87.5E	3880/1270H	occ feeds/ card	P4 NSW, Ntso
MeSat-1/91.5E	3710/1440H	VTV1,2,4	6.5
	3880/1270H	RTM-1	6.6
InSat 2B/93.5E	4170/980V	DD Gyandar.	NSW on 3.7m
	4161/989H	DD-4 Kerala	5.5
	4125/1025H	DD-11 Gujarati	5.5
Jana Generation	3889/1261H	DD-10 Mahara.	5.5
	3802/1348H	DD-9 Kamats.	5.5
	2.595H	DD NorthEast	S-band, 5.5
Gz28/96.5E	3675/1475L	RTR	Inc. +/- 4.8, 7
	3875/1275L	ORT	7
	3915/1235L		7
	3935/1215L	A.S. ODET CAN	7

BIRD/ Location	RF/IF & Polarity	Service	Errata
As2/100.5E	388501270H	WorldNet	VOA subcrs
Exp. 9/103E	3675/1475R	RTR	inc +/- 3.2, 7
As3S/105.5E	3640/1510H	Asia Plus	5.55, 6.2
AL TUOVIDE	3680/1470H	CETV	6.6
(temp FTA)	3800/1350H	Star Sport	NTSC;5.94+
(temp FTA)	3840/1310H	Channel [V]	NTSC;5.58+
(temp FTA)	3920/1230H	Phoenix Ch	NTSC;6.2+
	4020/1130V	Sahara TV	6.8 Hindi
	4100/1050V	PTV2/World	6.6
PalapC2/113E	4160/990H	(France) TV5	5.8, 6.6
	4120/1030H	MTV Asia	6.8,7.56,7.74
3804.5	3840/1310H	TVRI	6.8 audio
AsSat1/122E	3677/1473V	Test card	3933/1217H
<u>Ap1A/134E</u>	4180/970V	CCTV2	6.6
	4160/990H	CCTV7	6.6
	4100/1050V	Shandong TV	6.6
	4080/1070H	Sichuan TV	6.6
	4020/1130V	ZheJiang TV	6.6
	4000/1150H	Yunnan TV	6.6
20,00	3980/1170V	CETV1	6.6
26,40	3960/1190H	Guizhou TV	6.6
	3860/1290V	CCTV 1	6.6
	3820/1330V	CETV SD	6.6
Gorizont 33	3675/1475R	ORT	+/- 0.3 deg,7
Ag2/146E	3890/1260H	GMA	P1/2 s. eqtr
PAS2/169E	3940/1240V	Napa test card	not full time
SpNet4/172E	3920/1230V	unknown video	Contraction of the second
<u>1802/174E</u>	4166/984R	Feeds	- branc
	4188/962R	Feeds	

Note: Analogue updates run 3 times each year, reflecting the slow-down in analogue activity in the Asia -Pacific region.

SPACE Pacific Report - Your industry's weekly television programme

Every Sunday at 0200 to 0300 UTC (that's 3-4PM NZST, 1 - 2 PM Australian Eastern summer time, 10 - 11 AM Western Australia) and repeats at 8-9PM NZST, 6-7PM AEST, 3-4PM WA.

Optus B3, 12.336Vt, Sr 30.000, FEC 2/3 courtesy of Mediasat

15 one hour programmes which repeat in order covering all aspects of the technology, history and hardware of our industry.

Produced by SPACE Pacific Ltd on behalf of satellite installation, maintenance personnel and enthusiasts.

Sponsored by Av-comm Pty Ltd, Sciteq Pty Ltd, Satech (Strong Aust) and Ikusi ANZ Pty Ltd.



WITH THE OBSERVERS

<u>AsiaSat 2/100.5E</u>: "APTN 3799Hz is in and out of NDS/NTL CA mode" (Bill Pemberton, Aust).

AsiaSat 3/105.5E: "I think somebody is using 'Fashion TV' as if it was a (moving) test card - now on 3760Hz (Now-TV MUX, Sr 26.000, 7/8), FTA today - who knows tomorrow?" (Leonard J., PNG). "H&WeTV seen on 3960Hz briefly" (E.L. Houghton, NT). "Fox News Channel, FTA since September within Star Asia 3980VtMUX, turned off and replaced by CA service NGEO Adventure. It will be sorely missed by Asians who found it significantly more informative than highly structured CNN service" (Leonard J, PNG). "Phoenix Chinese 3880Hz has left FTA package of Star Asia, now just test card" (E.L. Houghton, NT). "That fat signal on 3820Vt is (Speedcast) Internet, Sr 27.500, 3/4" (E.L. Houghton, NT).

InSat 2E/83E: "Several services (ETV's Bihar, Madhya Pradesh, Uttar Pradesh and Rajasthan) appear ing regular service 3485Vt, Sr 27.000, 3/4; ETV Oriya on 4005Vt, Sr27.000, 3/4" (Leonard J, PNG).

Intelsat 701/180E: "TNTV Tahiti has added a second frequency; 11.514Vt (Sr 30.000, 3/4) joins 11.060 same parameters, both with 10TV + radio. Also, RFO-Canel+ 4.086LHC (eastern beam) has changed Sr from 12.250 to 12.500, still 5/6" (Grant Waldref, Tahiti). "WorldNet 3886RHC, Sr 25.000, 3/4 is signal strength 72%, quality 98% here on 20 footer" (Bob Kennedy, Fiji). "WorldNet's 31 channels locked, NTSC, strength 50% on 3m linear" (Parsiman, NZ). "There are 38 total channels, ten of which load as radio only - a first for WorldNet" (P. Burton, NZ). "Try 4175LHC, PV but audio FTA (SR 3.680, 2/3) labelled 'Pacific', 'News', 'Sport' on eM100B" (D. Mitchell, NSW).

Optus B1/ 156E: "End of an era - 9-Net has closed down 12.488Hz PAL format" (IF, Qld.) "Sky Sports Extra now gone, may be temporary; TV One and TV2 now have subtitles when appropriate but no teletext" (Johnson, NZ). "Golf and other sport feeds 12.356Vt, Sr 6.110, 3/4" (Bill Richards, Aust).

Optus B3/ 160E: "HRT TV1 has been testing (Croatian) 12.336Vt, FTA (Sr30.000, 2/3)" (**A. Zapara**, WA). "And, Thai TV5 which has been here FTA for years is now gone - another 'win' for TARBS" (Bill Richards, Aust). "12.336Vt now loads (1) MOU TV, (2) HRT, (3) MSAT Occ 2, (4) TRT Int, (5) Tzu Chi + radio (1) TRT FM, (2) VOT, (3) ABS and (4) SNG IFB" (D. Mitchell, NSW).

AT PRESS DEADLINE

Not exactly of the calibre or international interest as the Summer Olympics, but the 2002 Winter version is now underway with many opportunities to grab some coverage especially using SCPC Napa feed spots on PAS-2. Early starter - 3708Hz, Sr 6.110, 3/4 VPID 33, APID 34 with Bonneville Satellite (Utah) feeds. (B. Richards)



NOBODY is perfect. PAS-2 Ku Western Australia service provider WIN Television with announcement advising viewers of a service shut down early in February (photo courtesy C. Jenkins, WA).

Palapa C2M/ 113E: "3880Hz (Sr 28.125, 3/4) is playing silly bugger again; first Metro TV, then TVRI, then Anteve leaves the MUX - is there nothing stable with any of the digital services on this satellite???" (E.L. Houghton, NT). "3924Hz, Sr 5.632, 3/4 VPID 308, APID 256, TPIN Channel FTA testing - another (new) Indonesian terrestrial TV channel)" (Bill Richards, Aust; SF note: also reported 3718Hz, same parameters, on Asian beam). "Channel News Asia has left 4071Hz, another case of 'now you see it - now you don't!" (E.L. Houghton, NT; SF note: But still reported 3460 & 4000, sometimes FTA, Sr26.085, 3/4).

PanAmSat PAS-2/ 169E: "Middle East bouquet (3836Vt) briefly FTA for LBC Australia, now again CA: PID changes: LBC-A 2307/2308, RAI International 2309/2310" (**Jacob K**. Sydney). "Blood and guts television direct from Beijing hospital, 3813Vt, Sr 6.000, 3/4 VPID 308. APID 256" (Bill Richards, Aust). "Occ feeds 3803Vt typically Sr 6.000, 3/4" (Bill Richards, Aust). "NBA Entertainment weekly basketball roundup show 4063Hz, Sr 6.620, 2/3 on Thursdays 0730-0830UTC" (Bill Richards, Aust). "Bloomberg Radio has joined Bloomberg TV 3901 Hz California bouquet" (Johnson, NZ). "4089Vt (4090). Sr 24.607, 3/4 with up to 12 chs V + A, initially testing (22 January) FTA is now gone" (Bill Richards, Aust).

WITH THE OBSERVERS: Reports of new programmers, changes in established programming sources are encouraged from readers throughout the Pacific and Asian regions. Information shared here is an important tool in our ever expanding satellite TV universe. Photos of yourself, your equipment or off-air photos taken from your TV screen are welcomed. TV screen photos: If PAL or SECAM, set camera to f3.5-f5 at 1/15th second with ASA 100 film; for NTSC, change shutter speed to 1/30th. Use no flash, set camera on tripod or hold steady. Alternately submit any VHS speed, format reception directly to SatFACTS and we will photograph for you. Deadline for March 15th issue: March 4 by mail or 5PM NZST March 6th if by fax to 64-9-406-1083 or Email skyking@clear.net.nz.

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PRICE BUSTER!

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64 Mahoneys Road Forest Hill Victoria tel 61 3 8801 0336 fax 61 3 9893 6908 mobile 0425 770 336 PanAmSat PAS-8/ 166.5E: "ABS-CBN Music Radio now FTA on 3880Vt, SID 6, PID 1622" (E.L. Houghton, NT).

<u>ST-1/88E</u>: "Another here today gone tomorrow package - MMBN on 3632Vt, Sr 26.667, 3/4, has been moving services around, changing PIDs, typically some FTA but not always there" (E.L. Houghton, NT).

Telekom 1/ 108E: "BBC-W has left 3496Hz, test card now for Global; TVRO, MTV Asia and TV5 Asie have returned to 3586Hz, Sr 17.800, 3/4" (E.L. Houghton, NT).

Soapbox: "On UEC 642, loading finds '9 operators', '639 accessible services'. '7 of 7 transport streams'. Now, 9 bouquets as DTH Test, Optus, Austar, Foxtel, Foxtel Vic, Foxtel Qld, Foxtel SA, Foxtel WA and 'Public Bgt' which is currently empty but default for UEC (used when no others are available). No radio channels now run FTA; 24 (new) radio chs on 12.563Hz B3 transponder of which the first 12 appear on the 4 Foxtel Bqts. Radio r13 to r24 will not load with UEC but Hyundai loads them - all CA with some relabelling from prior list. There is a 'Cart' channel on 12.438, ch. 45 which Hyundai will load, that does not seem to be a part of any other bouquet grouping - and audio here is FTA. (IF, Qld) "Radio ch on 12.594 Aurora now FTA (same as CAAMA radio, ch 35 which requires an authorised Imparja card); Aurora radio ch 67 was labelled as trial, now says 'Tamil Radio Inbathamil Oli, Tamil Media Group 02 97472792 - it is FTA" (NS, NSW).

"Western Australian Trotting Association produces 4.5 hour live, sports television programming (from Perth) Friday evenings called 'Friday Night Live', broadcast on Optus Aurora channel 31, FTA" (**Kerry Hanks**, Special Project Manager, WA Harness Association; 08-9323 3555). "Letter received from Foxtel early February asked me to substitute new smart card (provided) for older card, gave me date to do so by or

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lose service, provided envelope for returning card. I did as instructed, they turned off original card and advised me on phone they have only 900 ex-Galaxy Pace boxes still operating." (ER, Sydney). "Tech TV advising new date for encryption (within Now-TV bouquet, As3S) is 1 March - still

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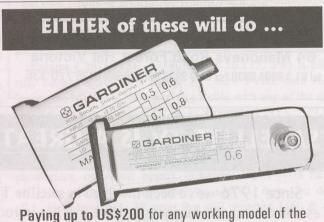
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SA PowerVu" (G. Welsby, PNG). "Sky NZ took over half of Telstra/Saturn (Clear) transponder (12.706 or 12.733 - not active yet) 1 February, will take other half in 18 months so look for more Sky NZ programme channels here. TVNZ continues to have T4L (using 12.456Vt) which - for now - it will keep." (OT, Auckland). "In fact it is possible to access some - but not very much - ABC A-P programming for terrestrial rebroadcast - for a license fee of course. An interesting situation - they arrive here FTA, they make no on-air announcement or advisory concerning license status but when contacted in a courteous manner advise 'do not touch'. Contact is Kaye Warren as warren.kaye@abc.net.au" (Hans Versluys, NZ). "With Fox News ("777") gone from As3 3980V, Star Asia loading now shows 3780Vt (28.100, 3/4 = 22 TV), 3860Vt (27.500, 3/4 = 18TV, 1 radio), 3880Hz (26.850, 7/8 = 19TV), 3940Vt (26.850, 7/8 = 9 TV), 3980Vt (28.100, 3/4 = 2 TV), 4000Hz (26.850, 7/8 = 10 TV of which 2 are FTA). IRD also indicates 3932Vt (14.000, 3/4) and 4123Vt (20.000, 3/4) but they refuse to load." (RN, Vic). "The Soundtrack Channel, to replace CMT 1 March, will feature movie videos of music from hit films as well as close up and personal looks at celebs in movie industry (PAS-8. California Bouquet, 3940Hz, Sr 27.690CA); contact is William Lee as blee@stcchannel.com. Operational status of PowerVu IRDs originally for CMT unknown. Lots of people very angry about this one!



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The changing face of distribution

In the not very distant pass, you could (as an enthusiast, installer) call up any number of equipment suppliers ("distributor") and order over the phone virtually everything you might require for an installation. Or drop by in person, load up your Ute and haul off. Then along came some selfish people who were determined to make their particular version of DTH/TVRO just enough different that you would be required to buy parts from them - or else not get the parts you needed. For example, there was Galaxy followed by Austar and the Foxtel. More recently TARBS and Sky NZ.

Their logic was "control" - to make it impossible for you to deal with them as a programme service provider unless you also agreed to buy from them the hardware you required. In New Zealand. for example, you cannot install a Sky dish system unless you are affiliated with Sky. You cannot wire up a motel or home with multiple outlets and deliver service to the customer unless you have a written contract with Sky. An almost identical situation exists in Australia with respect to Austar and Foxtel. And Sky Channels.

By controlling the software and the hardware, the programmers delude themselves into the belief that nobody actually "taps into" their services unless they are "clean" folks who have been cleared for the work. They also exert a measure of "quality control" over the hardware selection, creating "approved supplier lists" for everything from F-connectors and crimping tools to the actual IRD required. And in that process, the price they pay for the installation labour is determined not by the circumstances of each installation but rather but some "national average" that is supposed to reflect "typical" amount of time, "normal amount of cable and clips" and so on. We all know that the averages tend to be weighted towards the lower end of what is "normal" when it is the programmer setting the "numbers" and as often as not the installer spends an extra 30 minutes to an hour (of his or her time - not paid for) dealing with a wall that refuses to admit a drill bit, a customer "demand" that the cable be terminated in an existing terrestrial antenna wall plate, a side of house that refuses to accept the lag mounting bolts because the guv who built the house cut corners and used too few 4×2 re-enforcing stubs.

Somehow into this complex scenario the non-Austar/ Foxtel Sky hardware parts distributor is supposed to find his own niche. It is a difficult challenge because the big guys are constantly greasing the politicians to get special-interest laws adopted that have only one purpose - to limit the availability of IRDs. for example, that could if "field modified", also receive the supposedly "secure" pay-TV transmissions.

Customers outside of the Ausatar/Foxtel/Sky clubs demand access to everything available - a shrinking universe that gets smaller and smaller each month. The "temptation" to accept an offer of a AS150 "Gold Card" that happens to receive some of the normally secure pay-TV services grows stronger each month as free to air services which were available to the

consumer when he originally bought his equipment are disappearing all too rapidly. Some blame TARBS for this - a company that by most accounts is hell bent on taking over all of the ethnic programming in the world by making dollar deals with the broadcasters to eliminate FTA transmissions. Others believe the monthly fees charged for most ethnic and English language pay-services are outrageously high and urge programme suppliers to accept subscriptions from people who already own their own equipment - rather than demanding that such folks be forced to pay for the installation and monthly rental of programmer equipment.

While the "name brand" suppliers (such as Sciteq, Strong Aust, Avcomm) maintain inventories of a full line of equipment (even including the outmoded analogue gear), many others stock limited supplies and while they "offer" items such as cable and connectors, will actually go to an outside supplier themselves to source the parts you order from them.

Receiver suppliers are especially vulnerable. Ordering 100 to 250 of a particular brand and model is about all that makes economic sense. But the best pricing breaks, the most profit, appears at the 1,000 and up level.

Leon Senior at Strong Technologies believes he has found a way to resolve this particular problem. When he was managing Strong Aust (not to be confused with Strong Technologies which is a totally separate, unrelated business), his Strong brand receivers were being sold directly to dealers essentially only through Strong Aust. The volume was good but it was difficult to reach that 1,000 per order level to achieve the best price that in turn brought the dealer cost down.

Strong Technologies is essentially a Dubai firm operating in Australia with Leon in charge. Dubai-Strong and Australia-Strong now <u>combine</u> orders to reach the magic 1,000 per receiver level. To support this, Leon has been setting up sub-distributors who will handle the Strong IRD product line. These are as often as not the same distributors you have been purchasing from already; they no longer "see" Strong as a "competitive brand" but rather see it as a new brand they can offer because for the first time they can "buy it right."

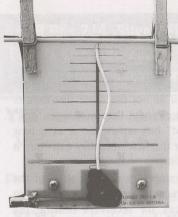
Some will see this as a first step in a consolidation of the market - not necessarily fewer receiver options at this point in time but certainly more sources for receivers bearing the "Strong" label. The good news is with more of a specific brand and model in circulation, backup service becomes less "iffy" and the ultimate selling dealer and consumer will both benefit from this.

The downside of this is that products which are not sold with suitable profit margins are destined to become less and less on offer. Have you tried to find a 0.6 dB low noise Ku-band LNB (not LNBf) recently? Or a 3.7m dish with sufficient ruggedness and structural integrity to withstand cyclone winds? I can pick up the telephone and order 100 "gold cards" and charge them to my credit card. I can't locate a 0.5 or 0.6 dB noise figure Ku-band LNB for any price from anyone, anywhere (although I have found some off-brand Asian LNBs which claimed to be 0.5 dB but in fact are closer to 1.0 dB!).

These are changing times. Staying in business requires that you be smart, quick to realise when the conditions are changing, and carry a willingness to adapt. Good luck to you.



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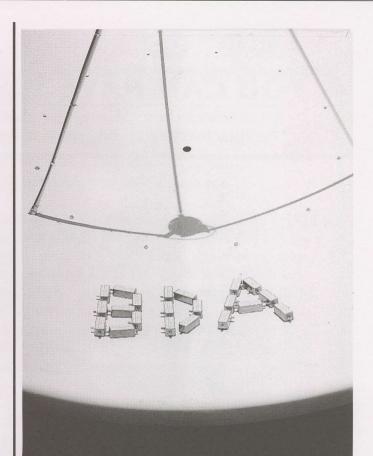


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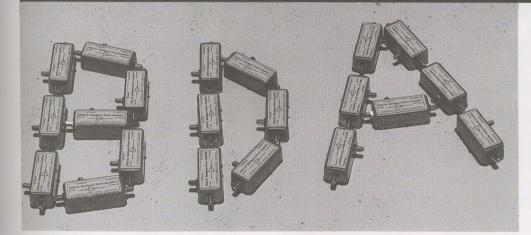
LOOK how simple it is! (1) Unpack the Active Logi from its shipping bag, (2) Attach Active Logi to any suitable mast (such as schedule 40 25-34mm PVC) with antenna's "Snap-On" clamps, (3) Connect your own RG6 F-both-ends cable from female F-connector on Active Logi to LNB input F-connector on any standard satellite receiver, (4) Turn-on the satellite receiver, tell it to "power" the Active Logi (14 or 18V) and set to correspond to SDStv.com L-band transmitter parameters, (5) Connect TV set to satellite receiver. That's it!



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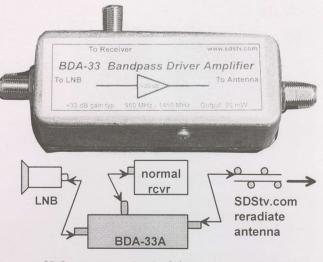


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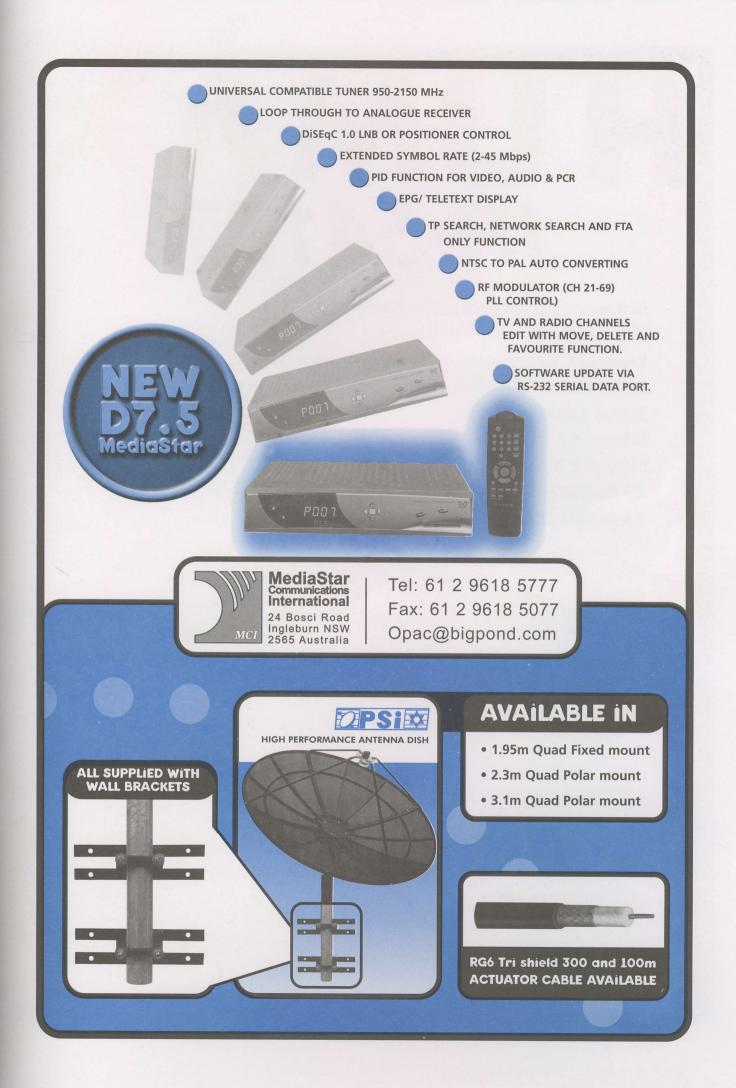
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