

moderator> Welcome to the NPS C-band Chat with Mike Mountford. Let's begin.

Mike Mountford> Hi everybody! This is Mike. We've been working on a few things. First of all, we have submitted a proposal to Turner to uplink all of their channels beginning Dec. 4th.

Mike Mountford> We are waiting on a response on that.

Mike Mountford> We also have discussions ongoing with Disney for the Disney Channel and ABC Family.

Mike Mountford> ...to be uplinked by us.

Mike Mountford> WE, IFC...we have a call in for Rainbow. We are awaiting a response on that. Nick, Comedy and Spice...we are working to see if we can get them thru HITS as well as the MTV Suite.

Mike Mountford> Not Spice...SPIKE (sorry).

GlenTech> Whats wrong with the family ch feed on G5 now? why do it over its 4D friendly

Mike Mountford> I believe it's going to PowerVu but I don't know for sure.

moderator> Are there any more questions from the room?

GlenTech> Why dont you guys get access to all the hits channels and offer them?

Mike Mountford> We do if they're not available in digicipher format. Why should we offer them if they are available elsewhere in digicipher format. It's just another fee we have to pay to HITS which would increase the cost to the customer.

GlenTech> Is sleuth dead now?

Mike Mountford> No, I just have not heard anything from the folks at NBC.

Mike Mountford> I will get to them again.

GlenTech> How long is HBO and the premiums going to be around for us?

Mike Mountford> I think they're going to be around for a long time. I have no indication that they are going to go off at all...but certainly not digital.

Bailey> I have heard that NPS is going to start charging an uplink fee. Is that correct?

Mike Mountford> Yes, that is correct. Right now we are uplinking 12 channels. Each channel that we uplink costs approx. \$10,000 per month, so obviously this gets costly...

Mike Mountford> and with another 10-15 channels that will need uplinking in late 2006 early 2007 we feel this is the best way to go. We don't want to keep increasing the prices of the services so that they become uncompetitive.

Mike Mountford> But bottom line...the average cable customer pays over \$70 per month and the average small dish customer pays over \$60 per month...while the average NPS customer pays about \$27 per month.

Mike Mountford> So, C-band and NPS is still and will continue to be the best value out there.

GlenTech> Are you guys going to abandon reuplinking 4dtv if the iptv thing flies?

Mike Mountford> If the IPTV thing flies and we can replace the channels we are re-uplinking...yes. And we will then be able to remove the aforementioned re-uplinking surcharge.

Bailey> Do you know when you are going to start charging the uplink fee?

Mike Mountford> Yes, it looks like Dec 15th we feel is the appropriate date to start that.

Mike Mountford> ...provided our tech folks can get everything ready by then.

GlenTech> I understand that IPTV is going to be harder to receive than the HBO's are. That wont fly to well with alot of marginal systems are you guys going to do beta testing?

Mike Mountford> Yes, we will make sure that our customers can receive the IPTV before we go to a

full scale roll-out.

Mike Mountford> However, in our discussions with the Intelsat folks...they feel as though there should not be a problem with the C-Band market as long as they (remember I'm not technical) reduce the bit error correction rate.

GlenTech> How is the re-uplink fee going to work?

Mike Mountford> It is going to be a small percentage of the entire bill to the customer.

GlenTech> How much will it be?

Mike Mountford> It looks like it's going to be 6% of the total bill and that's based upon the estimated channels that we're currently uplinking.

moderator> Are there any more questions?

GlenTech> Does everyone have to pay it even if you're not using the re-uplinked channels?

Mike Mountford> Yes, we only feel this is fair because without re-uplinking any channels C-Band would be dead.

Mike Mountford> I don't think that we as a provider, or anyone else, would be able to continue in the market.

moderator> Thank you for joining us today. Our next c-band chat is scheduled for Monday, December 18th. We hope to see you then.