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We are grateful to the IEEE Communications Society, The Armed Forces Communications & Electronics Association (AFCEA) and the Office of the Assistant Secretary of Defense (C³I) of the Department of Defense for their co-sponsorship; The Naval Postgraduate School for use of meeting rooms, the USAF Space Division for security sponsorship and the IEEE MILCOM Conference Board for guidance and support.

We also thank the authors who comprised the technical program and the officials who were the speakers program. Thanks go to the MILCOM '86 staff and finally, and most importantly, we appreciate the more than 1400 military communications professionals who attended the conference and made it such a success.

Jack M. Thornell Vice President,

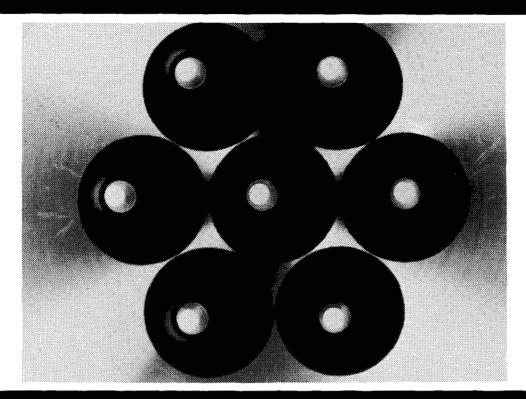
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# BUSINESS OPPORTUNITY SEEKERS' LOANS MANUAL "The Small Business Borrower's Bible"

Practically prepares the loan application for you line-by-line...the "proper" way. All properly prepared applications are processed faster...no red tape!

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LOAN DOLLAR
YOU GET
YOU KEEP
AND USE TO
OPERATE
YOUR BUSINESS

Guaranteed Loans...Direct Loans...and Immediate Loans are available now!

Most men and women seriously interested in starting their own business are eligible to apply — including those who already own a business and need capital fast for expansion...or to stay afloat...even if they've been flatly refused by banks and turned down elsewhere! Yet, too many never qualify, simply because they do not know how to "properly" prepare the loan application...

Still there are those who

to qualify. No one ever gets one of

Or you may hear these comments

"... My accountant's junior assistant says he thinks it might be a waste of my time!" "Heck, there's

those loans

I need money right now...and small business government loans take too darn long. It's impossible

in order to help those people applying for these quaranteed and direct loans fill out their loan applications the "right way" our business researchers, with their diligent compilation and effective efforts, have successfully assembled and published a comprehensive, easy-tofollow seminar manual: The Business Opportunity Seekers' Loans Manual that will quickly show you practically everything you'll need to know to prepare a loan application to get federally Guaranteed and Direct Loans.

Here are just some of the many important benefits the Business Opportunity Seekers' Loans Manual provides you with:

- a completely filled in sample set of actual SBA loan application forms, all properly filled in for you to easily follow—aids you in quickly preparing your own loan application the right way. Each line on the sample application forms is explained and illustrated in easy-to-understand language.
- fast application preparation procedures for getting loans for both new start up business ventures and established firms.
- advises you on how to properly answer key questions neces-sary for loan approval and in order to help avoid having your application turned downyou advice on what you should not do under any circumstances, what simple steps you take to
- guarantee eligibility—no matter if you do not presently qualify, where you can file your appli-
- cation for fastest processing.
  At this point the most important

question you want answered is Just where is all this loan money coming from? Incredible as it may sound-these Guaranteed Loans

Direct Loans and Immediate Loans are indeed available right now -- from the best, and yet, the most overlooked and frequently most overlooked and requesting the most ignored and sometimes outright ridiculed "made-fun-of" source of ready money fast the control of America THE UNITED STATES GOVERNMENT

Of course there are those who upon hearing the words "UNITED STATES GOVERNMENT" will instantly freeze up and frown and

" only minorities can get small business loan money from the

yet on the other hand (and most puzzling) others will rant on and on and on that

"... don't even try, it's just impos-sible — all those Business Loans Programs are strictly for the Chryslers, the Lockheeds, the big corpora-tions, not for the little guy or small companies" etc.



OPPORTUNITY

SEEKERS'

LOANS

too much worrisome paperwork and red tape to wade through." BUSINESS

Frankly — such rantings and ravings are just a lot of "bull" without any real basis — and only serve to clearly show that lack of knowledge misinformation and not quite fully understanding the UNITED STATES GOVERNtration's (SBA) Programs have trations (SBA) Programs have unfortunately caused a lot of people to ignore what is without a doubt — not only the most important and generous source of financing for new business start ups and existing business expansions in this country — but of the entire world!

Now that you've heard the "bull" about the United States Government's SBA Loan Program — take a few more moments and read the following facts
• Only 9.6% of approved loans

- were actually made to minorites last year What SBA recognizes as
- "small business" actually applies to 97% of all the companies in the nation
- Red tape comes about only when the loan application is sent back due to applicant not providing the requested information...or providing the wrong
- The SBA is required by Congress to provide a minimum ar amount in business loans each tiscal year in order to lawfully comply with strict quotas. (Almost 5 billion this year)

Yet, despite the millions who miss out -- there are still literally thousands of ambitious men and women nationwide who are prop-erly applying — being approved and obtaining sufficient funds to either start a new business, a franchise, or buy out or expand an existing one. Mostly, they are all just typical. Americans with no fancy titles, who used essentially the same effective know-how to fill out their applications that you'll find in the Business Opportunity Seekers' Loans Manual.

So don't you dare be shy about applying for and accepting these guaranteed and direct government loans. Curiously enough the government is actually very much

### **GUARANTEE #1**

Simply — look over this most effective money raising loan preparation assistance manual for 15 days — and, then, if you are not convinced that it can actually help you obtain the Business Loan you need right Business Loan you need right away — just return it for a full and prompt refund

interested in helping you start a business that will make a lot of money. It's to their advantage the more money you make the more they stand to collect in taxes in fiscal 1986, our nation's good old generous "uncle" will either lend directly or guarantee billions of dollars in loan requests, along with technical assistance and even sales procurement assistance Remember, if you don't apply for these available SBA funds somebody else certainly will.

Don't lose out - now is the best time to place your order for this comprehensive manual. It is not sold in stores. Available only by mail through this ad, directly from Financial Freedom Co., the ex clusive publisher, at just a small fraction of what it would cost for the services of a private loan advisor or to attend a seminar.

Initially, this amazing Guaran-teed and Direct Loans Manual was specially designed to be the basis of a Small Business Loan Seminal - where each registrant would pay an admission fee of \$450. But our company felt that since the manual's quality instructions were so exceptionally crystal-clear that anyone who could read, could successfully use its techniques without having to attend a seminar or pay for costly private loan advisory assistance services.

Therefore, for those purchasing the manual by mail, no 3 day class no course and accommodations are required. And rather than \$450 we could slash the price all the down to just a mere \$20 small portion of a typical serfinar attendance fee — providing you promptly fill in and mail coupon below with fee while this special seminar-in-print" manual offer is still available by mail at this relatively low price

Remember, this most unique manual quickly provides you with actual sample copies of SBA Loan application and all other required forms—already properly filled in for you to easily use as reliably accurate step-by-step guides—thus offering you complete assurance that your application will be properly prepared and thereby immediately putting you on the right road to obtaining fast no red-tape loan approval Remember this most unique

### **GUARANTEE #2**

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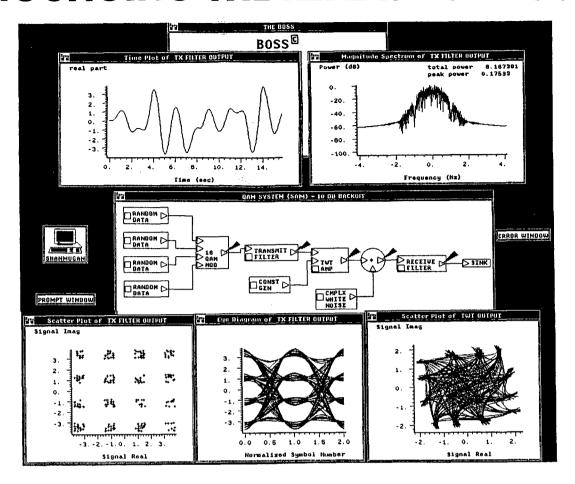
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For additional information, please contact: Dr. K. Sam Shanmugan, ST\*AR Corporation, P.O. Box 3385, Lawrence, Kansas 66046. Tel: (913) 841-1283.



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# **ANNOUNCING ISSLS 88**

# International Symposium on Subscriber Loops and Services September 11-16, 1988 The Sheraton Boston Hotel, Boston, Massachusetts

Sponsored by the IEEE/ComSoc (Institute of Electrical and Electronics Engineers of the United States) in cooperation with the Boston Section.

# THEMES FOR ISSLS 88 (TENTATIVE)

The 8th annual Symposium will continue the tradition of providing a forum for the interactive exchange of views in a number of areas related to the subject of Subscriber Loops and Services.

The decade since the last Symposium held in the United States (Atlanta 1978) has seen historical change in the access network. Whereas technology is the most frequently cited agent of change, developments in the structure of the industry, increasing competition and the growing variety and complexity of subscriber demands are making an equivalent impact.

With 1988 marking the completion of a CCITT plenary the 8th Symposium will focus on broadband communications with particular emphasis on the following themes.

# A. Broadband Systems and Services

Market demand for broadband services
Field trial results and introduction plans
Transition strategies to a broadband network
Progress in standardization
Progress in system and technology design

# B. Subscriber Loop Architecture

Structures for high reliability networks
Distribution of intelligence
Interfaces to customer and network equipment
Customer Control
Structures for "Bandwidth on Demand"
Competitive Alternatives

# C. Network Organization and Management

Distribution of network control Reliability and Service Quality Evolution of planning methods and structures

# CALL FOR PAPERS

A call for papers will appear in the May 1987 issue of Communications Magazine. 400-600 word summaries will be due by September 1987 and selected papers will be announced by January 1988.

For more information contact:
C. William Anderson, General Chairman ISSLS '88
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350 Cochituate Road
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Develop test plans for large multiprocessor distributed processing digital telephone switching systems. Requires execution of tests using sophisticated processor driven equipment and single thread call testing modes, including system troubleshooting both hardware/software with isolation to module or PWB level. BSEE with digital experience, telephony background and MSEE preferred.

# **Software Development**

Develop on-line software for large digital telephone switching systems for all areas including call processing, maintenance, operating system, and administration software. BSEE/CS with Pascal, PL1 or 'C' background, telephony experience preferred.

# **Hardware Development**

Design of complex microprocessor controlled hardware subsystems for digital communications systems. Experience in logic design using microprocessors as well as a solid understanding of hardware/software tradeoffs essential. BSEE required, MSEE/CS preferred.

If this describes you, send us your resume. Or give us a call. Just say "I want to enlist." GTE Communication Systems, Human Resources Dept. 0811, c/o 3221 N. 16th St., #106, Phoenix, AZ 85016. An Equal Opportunity Employer M/F/H.



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