

The Honorable Michael K. Powell  
Chairman  
Federal Communications Commission  
445 12th Street, S.W.  
Washington, D.C. 20554

Dear Chairman Powell:

I'm writing to urge you to support the proposed merger between EchoStar Communications and Hughes Electronics. I believe the merger holds tremendous potential for my company in Greeley, CO which sells EchoStar's DISH Network satellite TV service. The new company will offer a more attractive product to consumers, and this will mean more business for my company.

The majority of my customers are able to subscribe to their local broadcast channels via satellite, but those who live in smaller television markets cannot. Currently, EchoStar offers local broadcast service in only 36 television markets. If the merger is approved, DISH Network and DIRECTV can more efficiently use their limited channel capacity and offer local service via satellite in all 210 TV markets nationwide. The ability to offer local broadcast channels to all of my customers makes selling the product easier and gives customers more choices among satellite and cable providers in the near future.

If the merger is approved, the new EchoStar will provide consumers in my area an affordable high speed Internet access service via satellite. There are a small number of customers in my area who do enjoy access to high-speed Internet access service via cable and DSL service. For them, this merger will result in increased competition in the broadband market, potentially driving down prices of DSL and cable providers. However, the majority of the homes, schools and businesses in my area are beyond the reach of cable and DSL wires. For these customers, the new EchoStar would be their only chance of getting an affordable high speed Internet service.

This merger will increase satellite TV's ability to respond competitively to the roll out of digital cable, forcing cable companies to respond in a variety of ways including accelerating their digital upgrades and extending their wires out to reach those customers they currently do not serve. The resulting expansion in digital capabilities across the board will increase competition generally, will drive hardware upgrades for consumers, and drive retail traffic and sales nationwide.

High Definition Television (HDTV) was supposed to be available to the American public today, but consumers are still waiting for broadcasters and cable operators to provide the service. EchoStar and Hughes have pledged to use some of the available spectrum to increase their HDTV channel offerings, more than tripling their current HDTV offerings. I am excited because greater availability of HDTV programming will translate into more sales opportunities for my HDTV televisions and related products.

EchoStar will not be able to compete effectively with the cable companies in the future unless it has the ability to match their technological innovations. The

merger will allow the new EchoStar to provide HDTV, Interactive TV, and near video-on-demand. The other benefits outlined above are important, but these are the most important ones for me. Please support the EchoStar-Hughes merger, and help bring these advanced television services to consumers sooner rather than later.

Sincerely,

William Chestnut  
217 43rd Ave  
Greeley, CO 80631