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June 11, 2002

ELECTRONICALLY FILED

Marlene H. Dortch
Secretary
Federal Communications Commission
445 12th Street, SW – Room TW-A325
Washington, D.C. 20554

Re: Ex Parte Notice – Consolidated Application of EchoStar Communications Corporation, General Motors Corporation and Hughes Electronics Corporation for Authority to Transfer Control, CS Docket No. 01-348

Dear Ms. Dortch:

In accordance with Section 1.1206 of the Commission's Rules, 47 C.F.R. §1.1206, EchoStar Communications Corporation ("EchoStar"), Applicant in the above-referenced merger proceeding, submits this letter to report that representatives of EchoStar held a teleconference with members of the Commission staff on June 10, 2002. Representatives of EchoStar who participated in the teleconference included Tom Stingley, Duke Pitts and Mary Davidson of EchoStar, and Pantelis Michalopoulos and Carlos Nalda of Steptoe & Johnson. FCC staff members who participated in the teleconference included Marcia Glauber of the Media Bureau; Jim Bird, Neil Dellar, and C. Anthony Bush of the Office of the General Counsel; and David Sappington and Donald Stockdale of the Office of Plans and Policy.

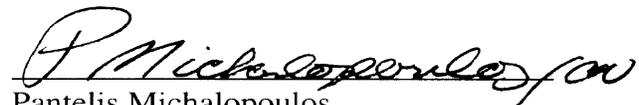
The EchoStar representatives outlined EchoStar's retailer payment programs, which include activation, installation, equipment reimbursement, cooperative advertising, ongoing residual and bonus payments. The representatives also discussed EchoStar's current customer promotions and past promotion practices, confirming that EchoStar's promotions are generally available nationally and that EchoStar often highlights one or more of these national promotions on a regional basis in the context of targeted marketing/advertising campaigns. As EchoStar has demonstrated by providing an itemized list of promotions and numbers of subscribers associated with each promotion, the number of subscribers gained by local promotions is negligible -- generally no more than 1.5% of total subscribers gained in a year. Mr. Stingley stated that the three core promotions currently offered by EchoStar include: (i) the Free Dish offer, where a customer that signs up for a monthly programming package of \$22.99

or greater receives a free receiver, dish and installation with no activation fee; (ii) the Digital Home Plan offer, where a new customer pays a \$49.99 activation fee to obtain up to four receivers, installation, in-home service and the first three months of Digital Home Plan service for free, and the receivers are leased (for \$5.00/month each) rather than owned by the customer; and (iii) 1-2-3 Free TV offer, where a new customer may purchase either one or two receivers and a dish for \$149 or \$199, respectively, and obtain installation and the first three months of programming for free.

With respect to customer charges for equipment and installation, the EchoStar representatives explained that EchoStar establishes a manufacturer's suggested retail price ("MSRP") for its equipment and business rules for its promotions. While EchoStar does not control equipment and installation pricing by retailers, it provides incentives to retailers in an effort to ensure that equipment and installation pricing remains uniform nationwide. The staff also expressed an interest in receiving certain categories of granular subscriber data and other information. The EchoStar representatives stated that they would investigate these issues and, to the extent possible, provide responsive information as expeditiously as possible. Finally, the EchoStar representatives discussed the use of an internal database containing information regarding cable competitors and EchoStar customer data, and agreed to provide this database to the Commission.

One copy of this *ex parte* notice is being filed electronically with the Commission. If you have questions concerning this notice, please do not hesitate to contact the undersigned.

Respectfully submitted,



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