

Our organization is opposed to the potential merger of Echo and DirecTV since we are like the other 20,000 dealers in the US that stand to lose the residuals income stream we are now receiving and the potential loss of income.

Having some 20 years experience in this line of business I feel I can write with some sense of integrity and truthfulness. The corporate structure of EchoStar truly shows how not to be a good corporate citizen. Time and time again I have witnessed promises made and promises broken. I have witnessed the corporate structure being totally designed to the immediate benefit of the officers, with no real regard to the well being of the retail dealers who have brought them to this pinnacle of success.

Over a period of the last five years I have witnessed the almost semi annual change of contract terms with the dealers, all to the deterioration of the dealer well being. It could be described as flagrant abuse of the contract, "contract of adhesion".

It is well felt in this industry that a merger would be a death blow to the small retailers of this country. One must consider this is their only means of income for many. Concentration of power would evolve to the big monopoly corporation.

Innovation and competition in the electronics industry has been the driving force for years. I do believe if competition in this industry is allowed to continue the bandwidth problem can be solved. A merger will not foster this innovation if it is allowed.