Dear Executive:

GEORESEARCH SIGNS CONTRACT WITH PHILIPPINE AGENCY

In an effort to develop the closed U.S. Subic Bay Naval Base commercially, Washington, D.C. -based GeoResearch Inc. recently signed a memorandum of agreement with the Subic Bay Metropolitan Authority (SBMA) to form a joint venture company called GeoResearch, Philippines. The deal's financial details were not disclosed.

The SBMA hopes GeoResearch's geographic information system (GIS) and Global Positioning System (GPS) expertise will produce a land-use plan to help it seek commercial investors and companies for Subic Bay.

"There definitely is a lot of benefit to my country from a GIS- and GPS-based mapping system. This is a systematic way to map the inventory at Subic and develop a master [economic] plan," said Richard Gordon, SBMA chairman and administrator.

GeoResearch, Philippines will use the GeoLink mapping system to make an assessment of the ecological system and study privatization issues around the closed naval base. The area includes a tropical rain forest, a natural deep water bay and the base's building infrastructure. The new venture company will conduct cadastral surveys; hydrographic mapping; GIS database development and maintenance; road mapping; soil mapping; pollution measurement; and infrastructure mappings.

"We have had our share of disasters such as typhoons and earthquakes. The system allows us to determine the least damaged areas. It helps us tremendously in our planning," Gordon said. "The system allows us to inventory buildings at Subic and other infrastructures the U.S. taxpayer paid for--we want to preserve those. We can also measure boundaries and the depth of the ocean. The possibilities are unlimited." (Continued on page 3)

McDONNELL DOUGLAS, UNITED TO TEST GPS-BASED AVIONICS

McDonnell Douglas will test GPS-satellite communication capability in a move that could upgrade United Airlines' navigation and communication capability for its DC-10 fleet this fall.

GPS and satellite communication capability will be added to the aircraft's existing avionics and communications systems. Testing is expected to start later this month and conclude in June 1995.

"We are hoping to finish before next summer. We are going to look at our project schedule, the single [navigation/communications] system to make a dual system by adding more applications," said Pete Hibson, Douglas Aircraft Co.'s avionics project manager. "The units allow airplanes to meet restrictions of
GEORESEARCH SIGNS CONTRACT WITH PHILIPPINE AGENCY
(Continued from page 1)

Gordon said there were between 8,000 and 9,000 volunteers working on Subic Bay privatization and preservation.

GIS services will be provided by GeoResearch, Philippines to other public and private clients in the country. "We will be providing environmental services for our facility in the Philippines. We are going to establish a GIS production facility there. We will have about 30 GeoResearch, Philippines employees within a year," said Doug Richardson, GeoResearch president and founder. "The office will be a base of operations for us throughout Southeast Asia."

Efforts to map such other military facilities as the infrastructure around the former Clark Air Force Base will be difficult because it was damaged severely by Mount Pinatubo's eruption, Richardson said. He said Subic Bay was in terrible shape when the U.S. Navy relinquished control.

"When the Navy left, there were no good plans or updated maps of Subic Bay. All of the base's assets--fire hydrants, sewers, road networks and electrical systems--had to be mapped," he said.

Last year, GeoResearch conducted a two-week GeoLink workshop that allowed officials to assess technology applications in the base's infrastructure, road network, the environment and local forest management to decide what land-use planning options were available at Subic Bay (GPNN, Dec. 2, 1993, pp. 1-3).

As a result of the assessment, several companies, including an oil company, are moving into the area around the closed base. Federal Express will use some existing air facilities to provide a service base for its Asian operations. A company that helped to develop Baltimore's Inner Harbor in the early 1980s is talking to SBMA about commercializing Subic Bay.

In addition, Richardson said the tropical rain forest and beaches around Subic might be an ideal area for tourists.

Other closed U.S. bases, both domestic and international, may benefit from GIS-based system such as GeoLink, said James Meenan, GeoResearch's international markets vice president. "Technology transfer and GIS work hand-in-hand. What we have done in the Philippines can be replicated elsewhere for base privatization and commercialization," he said.

Using Motorola components, the GeoLink Mapping System to be used in the Philippine joint venture links GPS location with feature information. The information is collected in a format compatible with GIS for cartographic display.

...GeoResearch Sells Units to Mexico

In other international developments, GeoResearch signed a contract initially worth $300,000 with the Mexican government to place GeoLink in every state in the Latin American country. The Mexican states plan to use the mapping system for each state highway division to create digital highway map infrastructure.

Moreover, the Mexican government plans to map road conditions, traffic flow, culverts, bridge conditions, slopes and road signage as part of its infrastructure program.

The government will transfer data collected to other agencies and private utilities to keep records current and to expand the country's national highway system. "They needed the system. They want a five-fold increase in the highway system down there," Richardson said.

The North American Free Trade Agreement (NAFTA) will open more market opportunities for GPS/GIS companies. Meenan said.

In yet another international move, GeoResearch sold a 30-unit vehicle tracking system to a solid waste management company in Ecuador.