

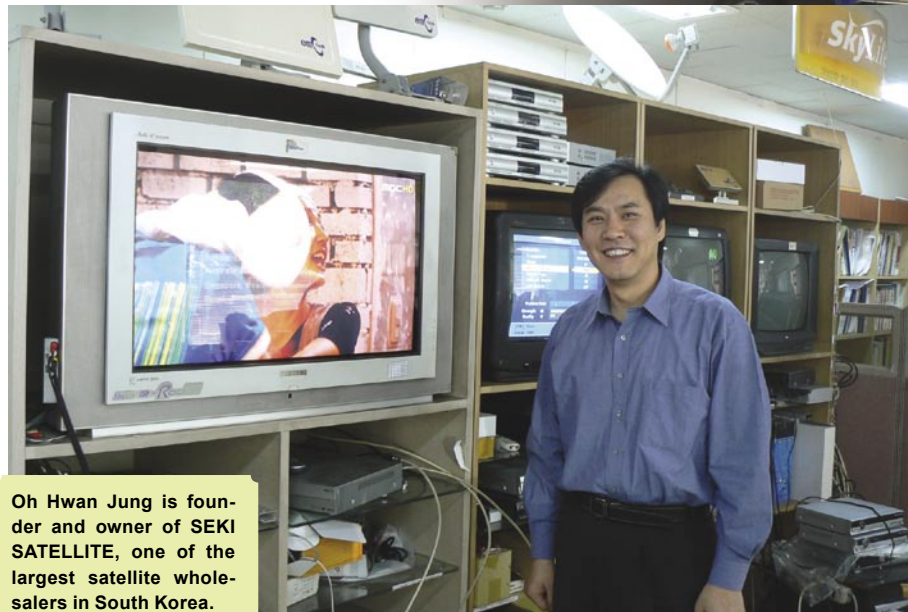
# SEKI SATELLITE, Seoul

"Seki" is a Korean word that roughly translated means "century". SEKI SATELLITE is a Korean company that is all about the satellite century. An interesting name and reason enough for us to pay them a visit.

We found them in the suburb of Jung-Gu not too far from downtown Seoul. Founder and owner is Oh Hwan Jung. "I started the company in 1989 and began by erecting antennas", he explained thinking back to those early days. In the meantime the company has grown and now employs three technical engineers and six sales team members. So many sales people? "Today we are a satellite wholesaler", comments Oh Hwan Jung. He estimates that he ships about 60% of the satellite components sold within South Korea. This makes SEKI SATELLITE the market leader.

Eui-Jin Kim is their Technical Manager and rushes to the closest PC in order to filter out and print their latest sales figures via their Intranet. Looking at an particular month, we can see that SEKI SATELLITE is in first place in sales of the SKC-8000 FTA receiver. "This is a model from the Korean manufacturer Jiwoo", explained Eui-Jin Kim. The statistics showed that 720 of these were sold in one month and thereby made up 8.17% of their sales. Right behind that at 6.26% was the good-old "F" connector that shipped 552 in that month. In

Not far from the Yaksu Metro station, where lines 3 and 6 cross, the SEKI SATELLITE offices can be found. They also distribute the PayTV services from the Korean DTH operator SkyLife.



Oh Hwan Jung is founder and owner of SEKI SATELLITE, one of the largest satellite wholesalers in South Korea.



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A look in the sales showroom. Here customers can get information on the SkyLife PayTV package as well as find out more about receiving international channels.



SEKI SATELLITE still repairs receivers manually. Here a technician is busy with his repair work.



Eui-Jin Kim is Technical Business Manager and is responsible for the satellite antennas on the roof of the SEKI SATELLITE building. The large 3-meter dish in the background with the C/Ku-band LNB is always being rotated to check reception. "I always study the SatcoDX charts to see if any new channels have appeared", revealed Eui-Jin Kim.

third place was a complete 60cm antenna system with dish and LNB. "This system is used for the reception of the FTA channels on KOREASAT 5", we learned. Customers for the reception of the PayTV package on that satellite get their complete system by the provider SkyLife. "We are also a distributor for SkyLife", commented Eui-Jin Kim, "but these sales are not included in this statistic."




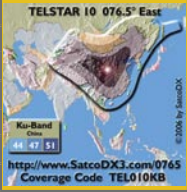
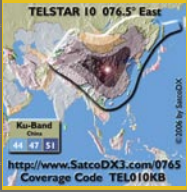
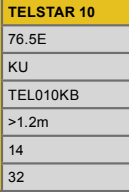





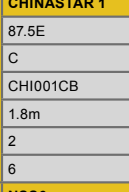





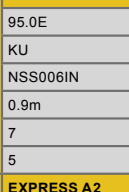





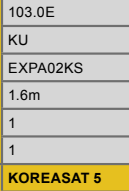





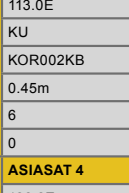





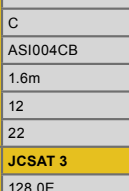
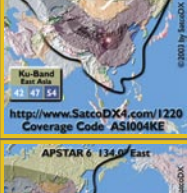




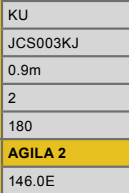





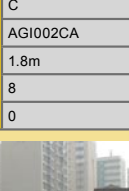








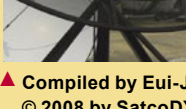
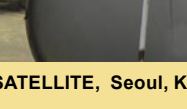
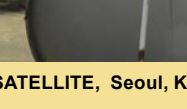
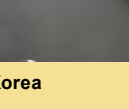
Other SEKI SATELLITE bestsellers are satellite and cable combiners. When looking at the satellite antennas, the 60cm model is at the top of the list followed by the 90cm, the 75cm, and coming in at the fourth position the 1.8-meter antenna.

SEKI SATELLITE also offers components for the reception of the Japanese BSAT satellite that still transmits in analog. "45cm is enough for reception in southern South Korea although here in Seoul it is nearly impossible." The footprint of the BSAT bird is very narrow. "For BSAT we offer LNBs with an LOF of 10.678 GHz", remarked Eui-Jin Kim. For KOREASAT reception LNB's with LOF's of 10.750 GHz are used. With so many different variations, the SEKI SATELLITE employees need to know exactly what is required for the customer.

The largest portion of their sales, "roughly 60%", comments Eui-Jin Kim, comes from the wholesale side of the business, "The remaining 40% comes from the installation of satellite and SMATV systems."

Last but not least we wanted to know where SEKI SATELLITE gets their components from. In addition to the FTA boxes from Jiwoo, they also offer high-end units from ARION. "Most of our dishes come from JONSA in Taiwan", explained Eui-Jin Kim, "only the 45cm antenna is made here in South Korea." The larger mesh antennas are acquired from Thailand. "We are very satisfied with the DiSeqC components from Spaun", said Eui-Jin Kim who continued, "It's unfortunate that only 30 satellite beams can be received here in South Korea, satellite business would otherwise be much more interesting!"

# Satellite Beams Covering Seoul/Korea

<b>Satellite</b>	<b>INTELSAT 10 068.6° East</b>	<b>INTELSAT 7,10</b>	<b>ABS-1 075.0° East</b>	<b>ABS-1</b>	<b>TELSTAR 10 076.5° East</b>	<b>TELSTAR 10</b>	<b>TELSTAR 10 076.5° East</b>	<b>TELSTAR 10</b>
<b>Position</b>		68.5E		75.0E				
<b>Band</b>	C	C	Ku	KU	C	C	Ku	KU
<b>Beam</b>	INT010CV	INT010CV	ABS001SB	ABS001SB	TEL010CG	TEL010CG	TEL010KB	TEL010KB
<b>Dish size</b>	1.8-2.4m	1.8-2.4m	>0.9m	>0.9m	>1.8m	>1.8m	>1.2m	>1.2m
<b>FTA-TV</b>	40	40	16	16	25	25	14	14
<b>Pay-TV</b>	72	72	0	0	17	17	32	32
<b>Satellite</b>	<b>THAICOM 5 078.5° East</b>	<b>THAICOM 2/5</b>	<b>EXPRESS AM-2 080.0° East</b>	<b>EXPRESS AM2</b>	<b>INSAT 2E 83.0° East</b>	<b>INSAT 2E</b>	<b>CHINASTAR 1 87.5° East</b>	<b>CHINASTAR 1</b>
<b>Position</b>		78.5E		80.0E				
<b>Band</b>	C	C	C	C	C	C	C	C
<b>Beam</b>	THA005CG	THA005CG	EXPAM2CR	EXPAM2CR	INS02ECZ	INS02ECZ	CHI001CB	CHI001CB
<b>Dish size</b>	2.4m	2.4m	1.6m	1.6m	1.8m	1.8m	1.8m	1.8m
<b>FTA-TV</b>	28	28	47	47	29	29	2	2
<b>Pay-TV</b>	33	33	3	3	5	5	6	6
<b>Satellite</b>	<b>YAMAL 201 090.0° East</b>	<b>YAMAL 201</b>	<b>MEASAT 3 091.5° East</b>	<b>MEASAT 1,3</b>	<b>INSAT 3A 093.5° East</b>	<b>INSAT 3A</b>	<b>NSS-6 095.0° East</b>	<b>NSS6</b>
<b>Position</b>		90.0E		91.5E				
<b>Band</b>	C	C	C	C	C	C	Ku	KU
<b>Beam</b>	YAM201CB	YAM201CB	MEA003CG	MEA003CG	INS03ACE	INS03ACE	NSS006IN	NSS006IN
<b>Dish size</b>	1.8m	1.8m	1.8m	1.8m	1.8m	1.8m	0.9m	0.9m
<b>FTA-TV</b>	32	32	5	5	17	17	7	7
<b>Pay-TV</b>	1	1	2	2	0	0	5	5
<b>Satellite</b>	<b>ASIATASAT 2 100.5° East</b>	<b>ASIATASAT 2</b>	<b>ASIATASAT 2 100.5° East</b>	<b>ASIATASAT 2</b>	<b>EXPRESS A2 103.0° East</b>	<b>EXPRESS A2</b>	<b>EXPRESS A2 103.0° East</b>	<b>EXPRESS A2</b>
<b>Position</b>		100.5E		100.5E				
<b>Band</b>	C	C	KU	KU	C	C	KU	KU
<b>Beam</b>	ASI002CB	ASI002CB	ASI002KU	ASI002KU	EXPA02C2	EXPA02C2	EXPA02KS	EXPA02KS
<b>Dish size</b>	1.6m	1.6m	1.6m	1.6m	1.6m	1.6m	1.6m	1.6m
<b>FTA-TV</b>	60	60	1	1	2	2	1	1
<b>Pay-TV</b>	15	15	0	0	5	5	1	1
<b>Satellite</b>	<b>ASIATASAT 3S 105.5° East</b>	<b>ASIATASAT 3S</b>	<b>BSAT 1A 110.0° East</b>	<b>B-SAT 1A</b>	<b>BSAT 2A 110.0° East</b>	<b>B-SAT 2A</b>	<b>KOREASAT 2 113.0° East</b>	<b>KOREASAT 5</b>
<b>Position</b>		105.5E		110.0E				
<b>Band</b>	C	C	KU	KU	KU	KU	KU	KU
<b>Beam</b>	ASI03SCB	ASI03SCB	BSA01AKB	BSA01AKB	BSA02AKB	BSA02AKB	KOR002KB	KOR002KB
<b>Dish size</b>	1.6m	1.6m	1.6m	1.6m	0.45-2.4m	0.45-2.4m	0.45m	0.45m
<b>FTA-TV</b>	49	49	2	2	10	10	6	6
<b>Pay-TV</b>	1	1	0	0	0	0	0	0
<b>Satellite</b>	<b>PALAPA C2 113.0° East</b>	<b>PALAPA C2</b>	<b>KOREASAT 3 116.0° East</b>	<b>KOREASAT 3</b>	<b>THAICOM 1A 120.0° East</b>	<b>THAICOM 1A</b>	<b>ASIATASAT 4 122.0° East</b>	<b>ASIATASAT 4</b>
<b>Position</b>		113.0E		116.0E				
<b>Band</b>	C	C	KU	KU	C	C	C	C
<b>Beam</b>	PAL02CA	PAL02CA	KOR003KB	KOR003KB	THA01ACR	THA01ACR	ASI004CB	ASI004CB
<b>Dish size</b>	4.2m	4.2m	0.45m	0.45m	1.8m	1.8m	1.6m	1.6m
<b>FTA-TV</b>	5	5	9	9	7	7	12	12
<b>Pay-TV</b>	0	0	134	134	0	0	22	22
<b>Satellite</b>	<b>ASIATASAT 4 122.0° East</b>	<b>ASIATASAT 4</b>	<b>JCSAT 4A 124.0° East</b>	<b>JCSAT 4A</b>	<b>JCSAT 3 128.0° East</b>	<b>JCSAT 3</b>	<b>JCSAT 3 128.0° East</b>	<b>JCSAT 3</b>
<b>Position</b>		122.2E		124.0E				
<b>Band</b>	KU	KU	KU	KU	C	C	KU	KU
<b>Beam</b>	ASI004KE	ASI004KE	JCS04AKJ	JCS04AKJ	JCS003CA	JCS003CA	JCS003KJ	JCS003KJ
<b>Dish size</b>	1.6m	1.6m	0.9m	0.9m	1.2m	1.2m	0.9m	0.9m
<b>FTA-TV</b>	0	0	5	5	12	12	2	2
<b>Pay-TV</b>	30	30	71	71	32	32	180	180
<b>Satellite</b>	<b>APSTAR 6 134.0° East</b>	<b>APSTAR 6</b>	<b>APSTAR 5 - TELSTAR 10 138.0° East</b>	<b>TELSTAR 18</b>	<b>EXPRESS AM-3 140.0° East</b>	<b>EXPRESS AM3</b>	<b>AGILA 2 146.0° East</b>	<b>AGILA 2</b>
<b>Position</b>		134.0E		138.0E				
<b>Band</b>	C	C	C	C	C	C	C	C
<b>Beam</b>	APS006CB	APS006CB	APS005CB	APS005CB	EXPAM3C6	EXPAM3C6	AGI002CA	AGI002CA
<b>Dish size</b>	1.8m	1.8m	1.8m	1.8m	1.6m	1.6m	1.8m	1.8m
<b>FTA-TV</b>	29	29	6	6	4	4	8	8
<b>Pay-TV</b>	0	0	20	20	8	8	0	0
<b>Satellite</b>	<b>INTELSAT 8 166.0° East</b>	<b>INTELSAT 8</b>	<b>INTELSAT 8 166.0° East</b>	<b>INTELSAT 8</b>	<b>INTELSAT 8 166.0° East</b>	<b>INTELSAT 8</b>	<b>INTELSAT 8 166.0° East</b>	<b>INTELSAT 8</b>
<b>Position</b>		166.0E		166.0E				
<b>Band</b>	C	C	KU	KU	KU	KU	KU	KU
<b>Beam</b>	INT008CV	INT008CV	INT008KS	INT008KS	INT008KS	INT008KS	INT008KS	INT008KS
<b>Dish size</b>	1.6m	1.6m	0.9m	0.9m	0.9m	0.9m	0.9m	0.9m
<b>FTA-TV</b>	17	17	12	12	12	12	24	24
<b>Pay-TV</b>	12	12	0	0	0	0	0	0
<b>Satellite</b>	<b>INTELSAT 2 169.0° East</b>	<b>INTELSAT 2</b>	<b>INTELSAT 2 169.0° East</b>	<b>INTELSAT 2</b>	<b>INTELSAT 2 169.0° East</b>	<b>INTELSAT 2</b>	<b>INTELSAT 2 169.0° East</b>	<b>INTELSAT 2</b>
<b>Position</b>		169.0E		169.0E				
<b>Band</b>	C	C	KU	KU	KU	KU	KU	KU
<b>Beam</b>	INT002CP	INT002CP	INT002KC	INT002KC	INT002KC	INT002KC	INT002KC	INT002KC
<b>Dish size</b>	1.8m	1.8m	0.9m	0.9m	0.9m	0.9m	0.9m	0.9m
<b>FTA-TV</b>	14	14	3	3	3	3	3	3
<b>Pay-TV</b>	11	11	3	3	3	3	3	3



▲ Compiled by Eui-Jin Kim, SEKI SATELLITE, Seoul, Korea  
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