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Maureen Keenan  
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December 20, 1994

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DEC 20 1994

Mr. William F. Caton  
Acting Secretary  
Federal Communications Commission  
1919 M Street, N.W.  
Washington, D.C. 20554

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF SECRETARY

RE: CC Docket No. 94-1 DOCKET FILE COPY ORIGINAL

Today, Mike O'Brien, Bell Atlantic-External Affairs, Ed Shakin, Bell Atlantic-Legal, Professor James Vander Weide, Research Professor of Finance and Economics--Duke University, and I met with Lauren Belvin-Senior Legal Advisor to Commissioner Quello to discuss the attached, as in pertains to the aforementioned proceeding.

Please include this letter and the attached into this record as appropriate.

Sincerely,



Attachment

CC: L. Belvin

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List A B C D E

## ***Bell Atlantic -- CC Docket No. 94-1***

### ***I Price caps are designed to regulate prices, not earnings.***

- ◆ *The price limitation protects customers, while the earning freedom provides incentive for network investment, innovation and new services.*
- ◆ *Price caps already have resulted in investment in the network. Future investment in the network can be inhibited or stimulated depending on the Commission's regulations going forward. Limitations on earnings act as a disincentive to investment.*

### ***II The Commission should apply the same regulatory principles and methodologies to all market participants.***

- ◆ *Given the convergence of service and technology offered by the telecommunications and cable industries, it is essential that price cap LECs have regulatory standards equivalent to cable companies, competitive access providers and IXCs. If one group were to gain an advantage through the regulatory process, benefits of competition would be lost.*

### ***III LECs economic earnings during 1991 to 1993 were below the Commission benchmark.***

- ◆ *Any review of earnings must focus on economic returns rather than accounting rates of return. Accounting rates of return overstate the true economic returns.*
- ◆ *Economic returns are significantly below the 11.25% economic return benchmark set by the Commission.*