

EXHIBIT DATE FILED



**Building The  
Wireless Future.**

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**CTIA**

Cellular  
Telecommunications  
Industry Association  
1250 Connecticut  
Avenue, N.W.  
Suite 200  
Washington, D.C. 20036  
202-785-0081 Telephone  
202-785-0721 Fax

December 12, 1997

Ms. Magalie R. Salas  
Secretary  
Federal Communications Commission  
1919 M Street, NW  
Room 222  
Washington DC 20554

**Re: Ex Parte Presentation**  
CC Docket No. 96-45 (Universal Service)  
CC Docket No. 94-102 (E9-1-1)  
WT Docket No. 97-197 and RM 8577 (Antenna Siting)

-192

Dear Ms. Salas:

On Monday, December 8, 1997, Brian Fontes, Senior Vice President, Policy & Administration, Cellular Telecommunications Industry Association, ("CTIA") and Arnold Pohs, Chairman, President & CEO, CommNet Cellular, Inc. and Chairman, CTIA Board of Directors, representing CTIA, met with Commissioner Harold Furchtgott-Roth and Paul Misener concerning the referenced rulemakings and related proceedings. Attached are documents that CTIA provided at the meeting.

Pursuant to Section 1.1206 of the Commission's Rules, an original and one copy of this letter and attachments are being filed with your office. If you have any questions concerning this submission, please contact the undersigned.

Sincerely,

*Cleveland Lawrence III*  
Cleveland Lawrence III



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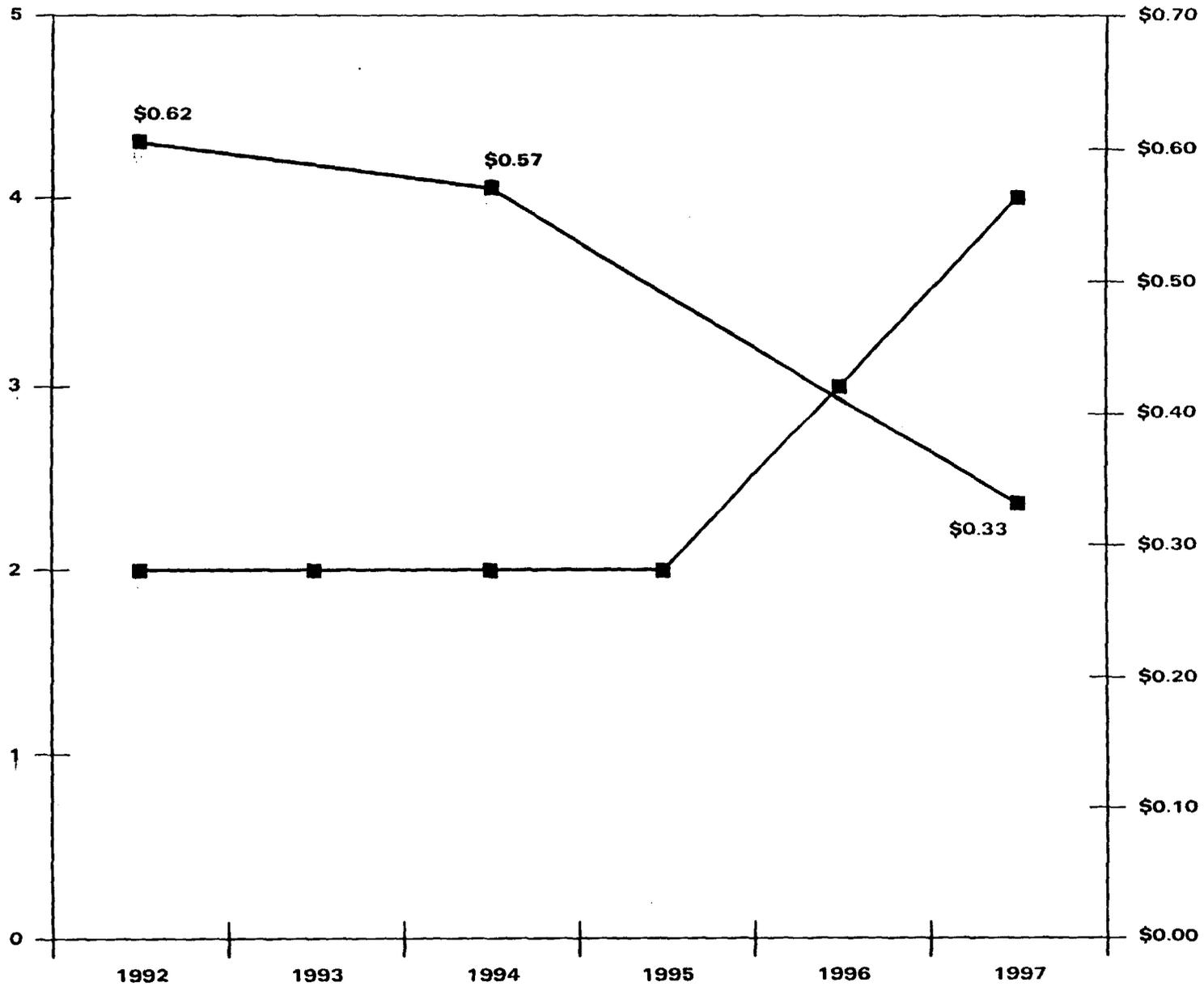
## THE COMPETITIVE WIRELESS MARKETPLACE DELIVERS CONSUMER BENEFITS

- More than 400 wireless companies operate in the U.S. today
- Almost 100,000 direct employees, and more than 800,000 wireless-related jobs
- More than 52 million subscribers, and annual subscriber growth of 10.5 million
- More than \$37.5 billion in cumulative capital investment
- \$25.6 billion in service revenues from June 1996 to June 1997
- PCS competition with cellular is driving per minute prices down by 6 percent or more annually
- New wireless competition has:
  - fostered increasing competition between wireless carriers,
  - multiplied consumers' service and technology options, and
  - lowered rates

# The Benefits of Competition: Lower Wireless Rates

Number of Carriers

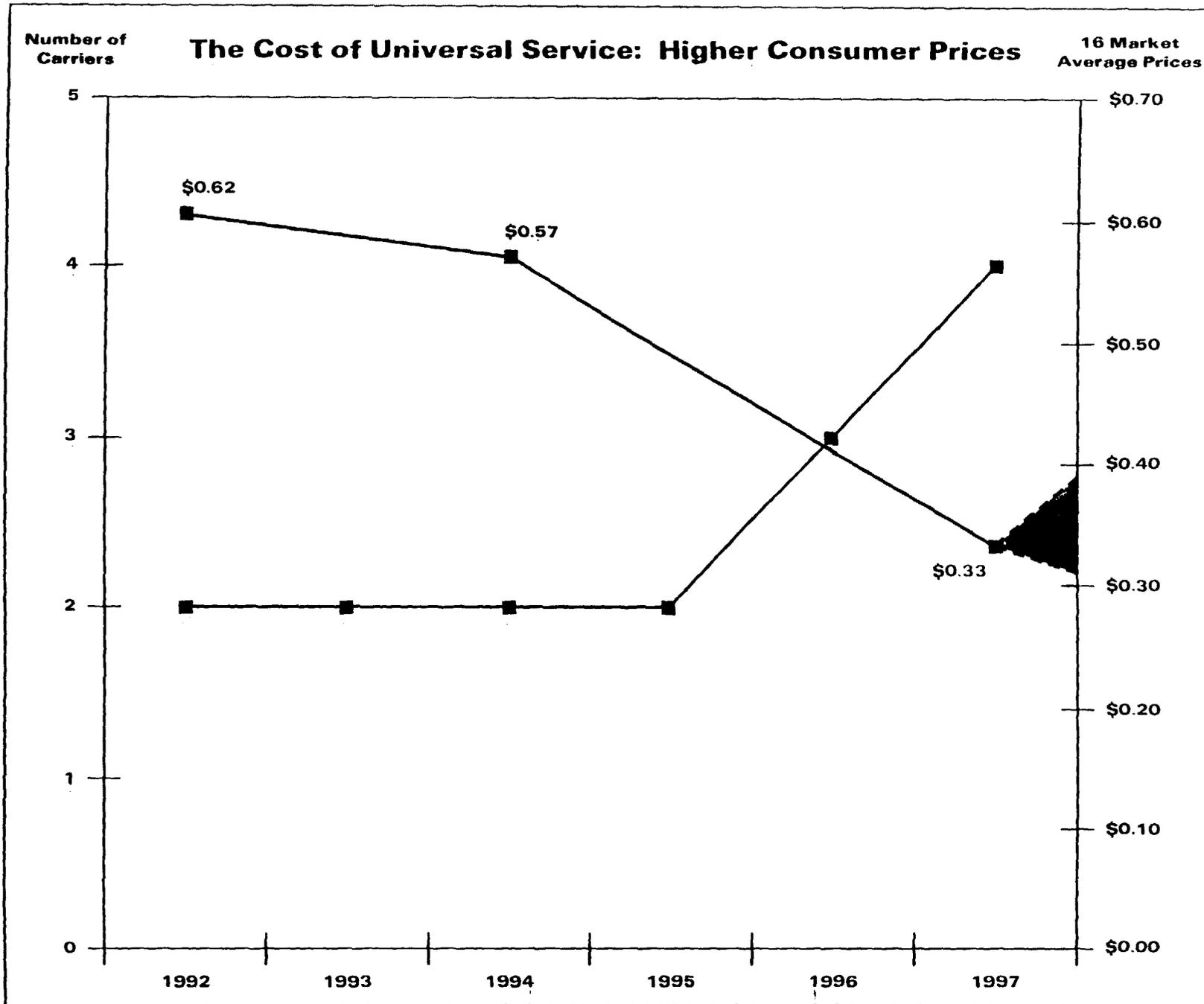
16 Market Average Prices



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Source: Paul Kagan Associates; Robinson-Humphrey Co., L.L.C.; CTIA phone interviews.

★ Effective Per Minute Rate for 100 MOUs 1992-1997



Source: Paul Kagen Associates; Robinson-Humphrey Co., L.L.C.; CTIA phone interviews.

\* Effective Per Minute Rate for 100 MOUs 1992-1997



## The Shell Game

More than 18% of this consumer's current bill is government charges.

### Sample Maryland Bill

Service Fee	\$14.99
Airtime Charges (used 17 free minutes)	0.00
Landline Interconnection Charges	0.50
Federal Excise Tax (3%)	0.50
State and Local Tax	0.83
Montgomery County Telephone Surcharge	0.93
Maryland 911 Surcharge	0.10
Montgomery County 911 Surcharge	0.50

<b>Total Service-Related Charges</b>	<b>\$15.49</b>
<b>Total current tax bill</b>	<b>\$2.86</b>

**Government-mandated surcharges and fees  
already increase this consumer's bill by 18.46%.**

### New Taxes

Federal Universal Service – High Cost/Low Income Fund (3.32% - the real effective contribution rate)	0.51
Federal Universal Service – Schools, Libraries and Rural Health Care Fund (0.9% - the real effective contribution rate)	0.14
State Universal Service Surcharge – estimated per the FCC's Universal Service Report and Order at 3 x the Federal rate (FCC 97-157 at para. 835)	\$1.95

<b>Total attributable to new taxes</b>	<b>\$2.60</b>
<b>Total Taxes</b>	<b>\$5.46</b>

**New taxes almost double consumer's taxes – taxes increase 90.9 %**



## **Wireless Safety**

60,000 completed emergency calls per day over wireless phones

How to improve it:

- Improve antenna siting
- Establish 911 as the nationwide emergency number
- State-wide standards for public safety answering points (PSAPs)

## **CTIA Foundation For Wireless Telecommunications**

### **Communities on Phone Patrol (COPP)**

- In the first twelve months of operation, COPP has provided wireless phones to more than 7,600 neighborhood watch groups, enabling 300,000 volunteers to communicate instantly with police
- COPP phones were used to report 32,000 crimes per month
- Police response time lowered to 4.5 minutes, on average, when COPP phones are used (an average decrease of two minutes)
- COPP have saved thirty-four lives since the program was initiated

### **ClassLink**

- ClassLink saves each teacher an average of 22.5 days of effective teaching time over the course of the school year
- In the first 100 ClassLink schools, wireless technology adds more than 67,000 days of effective teaching time annually -- worth more than \$14 million.
- Survey results show that a wireless telephone was by far the most desired classroom tool, and teachers consider a wireless phone more important than Internet access by a margin of two-to-one
- Wireless technology offers the most cost-effective means of access to communications in thousands of older schools across America

### **Wireless Alliance for Safe Families**

- Provision of wireless phones to battered women and those working with abused children increases their safety and security by enabling immediate communication with police and medical personnel
- Abused women are given pre-programmed 911 phones to enhance their ability to seek help at all times

ACCOUNT SUMMARY

CUSTOMER ACCOUNT NO: [REDACTED]  
 MOBILE TELEPHONE NO: 301-[REDACTED]

INVOICE NO: [REDACTED]  
 INVOICE DATE: NOVEMBER 10, 1997

JUST A REMINDER... AS NOTED BELOW, OUR RECORDS INDICATE YOUR ACCOUNT IS NOW PAST DUE. IF PAYMENT HAS BEEN MAILED, PLEASE DISREGARD THIS NOTICE.

FOR BILLING INQUIRIES PLEASE CALL CUSTOMER SERVICE AT 1-800-922-0204 OR \*BAM

PREVIOUS BALANCE	22.88
PAYMENT	0.00
ADJUSTMENTS TO PRIOR INVOICE	0.00
PAST DUE - INCLUDES PAYMENTS THRU 11/10/97	22.88
SERVICE FEE	14.99
EQUIPMENT CHARGES	0.00
ENHANCED SERVICES AND BELL ATLANTIC® 10® SERVICES	0.00
ADDITIONAL CHARGES AND CREDITS	0.00
AIRTIME CHARGES	0.00
LANDLINE CHARGES	0.50
ROAMER AIRTIME CHARGES	0.00
ROAMER LANDLINE CHARGES	0.00
FEDERAL EXCISE TAX	0.50
STATE AND LOCAL TAX	0.83
OTHER FEES AND SURCHARGES	1.53
TOTAL CURRENT CHARGES FOR ACCOUNT 00001	18.35
TOTAL AMOUNT DUE UPON RECEIPT	\$41.23

PLEASE SEE REVERSE SIDE FOR BILL EXPLANATION

PLEASE DETACH AND RETURN BOTTOM PORTION WITH YOUR CHECK. DO NOT STAPLE

BILL EXPLANATION - FOR BILLING INQUIRIES CALL 1-800-922-0204 OR \*BAM FROM YOUR CELLULAR PHONE.

Previous Balance, Payments and Adjustments reflect your account activity for the previous month.

Service Fee includes charges for monthly use of the system as dictated by the Price Plan you have selected. It is BILLED ONE MONTH IN ADVANCE. Charges are prorated for the first and last months.

Equipment Charges include any equipment payments you may be making to Bell Atlantic Mobile.

Enhanced Services and Bell Atlantic® IQ® Services cover enhanced services such as local calling area only, incoming calls only, outgoing calls only, Bell Atlantic® Mobile Messenger™ and encryption. Bell Atlantic® IQ® Services include call forwarding, call waiting, three-way calling and busy/no answer transfer. If applicable, these services are BILLED ONE MONTH IN ADVANCE. Charges are prorated for the first and last months.

Additional Charges and Credits include any billing adjustments, paging service charges and credits for the invoice period and any account charges, such as late payment charges billed at a rate of 1.5% of the unpaid past due balance.

Airtime Charges are billed at per minute rates and allowances, as dictated by your Price Plan or other offerings made by the Company. Airtime is billed for inbound calls received as well as outbound calls made by the cellular user in their home system. Airtime charges reflect call activity during the prior bill cycle. Itemization of the charges to each phone is available on the Usage Details section.

Landline Charges include Landline, Regional Calling, Toll and Wireless Long Distance charges, if applicable. These charges are in addition to the home airtime charges for your calls and may vary according to your price plan. Landline charges are the handling fees when you place a cellular call to points within your cellular local calling area that are processed through a local telephone company. You will incur Toll, Regional Calling or Wireless Long Distance charges when you are in a cellular local calling area and place a call to a number outside that area. Your cellular local calling area may differ from your home airtime rate area. Landline, Regional Calling, Toll and Wireless Long Distance charges may vary while roaming based on the rates of the visited system and BAM. These charges appear in the usage detail section.

Automatic Call Delivery Charges incur both airtime and toll charges on incoming calls routed through Automatic Call Delivery.

Roamer Airtime Charges represent charges for airtime used on another cellular system outside your home area. Charges may also include daily surcharges. Details regarding this total charge for each phone are itemized on the Usage Details section and designated by an "R" next to each call. These charges may include tax on airtime.

Roamer Landline Charges represent landline charges incurred while roaming. Details of the calls for each phone are itemized on the Usage Details section. These charges may include tax on toll.

Taxes include federal, state, local, and other taxes where applicable.

Please mail all correspondence to Bell Atlantic Mobile, P.O. Box 761, Bedminster NJ 07921-0761

DETACH HERE

CUSTOMER ACCOUNT NO: [REDACTED]

INVOICE NO: [REDACTED]  
INVOICE DATE: NOVEMBER 10, 1997

**ACCOUNT CHARGES AND CREDITS:**

FEDERAL EXCISE TAXES	0.10
STATE AND LOCAL TAXES	0
OTHER FEES AND SURCHARGES	0
MARYLAND 911 SURCHARGE	0.10
MONTGOMERY 911 SURCHARGE	0.50
<b>TOTAL ACCOUNT CHARGES AND CREDITS</b>	<b>0</b>

**TELEPHONE DETAIL FOR 301 [REDACTED]:**

SERVICE FEE	14.99
MONTHLY SERVICE FEE (FROM 11/11/97 TO 12/10/97)	14.99
ENHANCED SERVICES AND BELL ATLANTIC® 10® SERVICES	0.00
CALL DELIVERY	0.00
FEDERAL EXCISE TAX	0.50
STATE AND LOCAL TAXES	0.83
MARYLAND	0.83
OTHER FEES AND SURCHARGES	0.93
MONTGOMERY COUNTY TELEPHONE SURCHARGE	0.93

**USAGE DETAILS FOR 301 [REDACTED] ON TALK2 S MDPLAN 0808:  
LONG DISTANCE SERVICE PROVIDED BY: ATT**

PHONE USER NAME: [REDACTED]

DATE	TIME	ORIG BAND	ORIGINATING LOCATION	CALLS TO	TELEPHONE NUMBER	AIRTIME			LANDLINE		TOTAL CHARGES
						RATE	MIN	AMOUNT	RATE	TYPE	
10/11	09:09 AM	1	POOLESVILL MD	SILVER SPG MD	301 445- [REDACTED]	OFFPK	4	1.20	LCL	0.10	1.30 YF
10/11	10:14 AM	1	POOLESVILL MD	SILVER SPG MD	301 565- [REDACTED]	OFFPK	4	1.20	LCL	0.10	1.30 YF
10/11	09:08 PM	1	POOLESVILL MD	SILVER SPG MD	301 565- [REDACTED]	OFFPK	4	1.20	LCL	0.10	1.30 YF
10/11	09:14 PM	1	POOLESVILL MD	SILVER SPG MD	301 585- [REDACTED]	OFFPK	2	0.60	LCL	0.10	0.70 YF
10/12	10:09 AM	1	POOLESVILL MD	SILVER SPG MD	301 565- [REDACTED]	OFFPK	3	0.90	LCL	0.10	1.00 YF

Y=AIR PROMO ALLOWANCE      F=FULL CALL

**TOTAL AIRTIME FOR 301 [REDACTED] ON TALK2 S MDPLAN 0808:  
LONG DISTANCE SERVICE PROVIDED BY: ATT**

PHONE USER NAME: [REDACTED]

BAND 1 INZONE	CALLS	MINUTES USED	PROMO MINUTES ALLOWED	BILLABLE MINUTES	AIRTIME AMOUNT
OFFPEAK	5	17	17	0	0.00
TOTAL	5	17	17	0	0.00

**TOTAL ACTIVITY FOR ALL BANDS ON TALK2 S MDPLAN 0808:**

TOTAL INCOMING CALLS:	0	DIRECTORY ASSIST/INFOASSIST CALLS:	0
TOTAL OUTGOING CALLS:	5	TOTAL PRIOR MONTH CALLS:	0
TOTAL NUMBER OF CALLS:	5	PRIOR MONTH AIRTIME AMOUNT:	\$0.00

CUSTOMER ACCOUNT NO: [REDACTED]

INVOICE NO: [REDACTED]  
 INVOICE DATE: NOVEMBER 10, 1997

**TOTAL LANDLINE FOR 301 [REDACTED]**

RATE PERIOD	LOCAL		LEC		TOTAL	
	CALLS	AMOUNT	CALLS	AMOUNT	CALLS	AMOUNT
DAY	5	0.50	0	0.00	5	0.50
TOTALS	5	0.50	0	0.00	5	\$0.50

Bell Atlantic Mobile provides billing services for AT&T Communications and Sprint Communications. Services provided by AT&T and Sprint are indicated as "AT&T" and "SPT" respectively, in the landline TYPE column. There is no connection between Bell Atlantic Mobile and these inter-exchange carriers.

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 00:00  
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