

**Before the
Federal Communications Commission
Washington, D.C. 20554**

In the Matter of) **CG Docket No. 02-278**
)
Rules and Regulations Implementing)
)
the Telephone Consumer Protection)
)
Act of 1991)

**OPPOSITION TO PETITION FOR STAY
OF PROXIMITY MARKETING**

I respectfully submit this reply to the Proximity Marketing (“PM”) Petition for Stay in regard to the Commission’s new requirements and the Commission’s reversal on the Existing Business Relationship (“EBR”) dealing with facsimile advertisements. [In the Matter of Rules and Regulations Implementing the Telephone Consumer Protection Act of 1991, Report and Order, FCC Rcd., 03-153 (F.C.C. Jul 03, 2003), 68 FR 44144-01.]

In the June 26th adoption of the Commission Report and Order the Commission reversed its earlier opinions that a prior EBR constitutes prior express consent to receive facsimile advertisements. Such a reversal is appropriate given the plain language of the statute, the intent of Congress and the unanimous decisions handed down by the courts that have addressed this issue¹.

I work for a federal contractor at a federal facility and see many unsolicited facsimile advertisements. This year alone over 400 unsolicited facsimile advertisements were received on the fourteen (14) facsimile machines that I have access to. Included in those facsimiles are advertisements for subscription renewals². Apparently this is occurring at federal facilities all over the country. Such facsimiles are not only a violation of the TCPA they are also trespass upon, conversion of and theft of government property.

The engineers I work with provide their facsimile numbers when submitting RFP’s (Request for Proposal) on their projects. Permission to transmit unsolicited facsimile advertisements is never given – that is not only company policy it is also federal law that prohibits the use of federal property for advertising purposes.

¹ See comments of Kondos & Kondos Law Offices, John Holcomb Esq. and Robert Biggerstaff

² See attached – the Commission may note that only 1 out of the 15 unsolicited facsimile advertisements contain the required header information. Additionally 1 recipient claims to have never subscribed to the magazine or provided his fax number for a subscription..

PM's petition incorrectly claims that their facsimiles to renew subscriptions are not advertisements as defined by the TCPA. The magazines PM is referring to, although free, contain advertisements and as such the renewal form is a request to send advertisements to the subscriber³. As PM's name implies ("marketing"), the free subscription is only free due to the advertisements within the magazine.

In that light it is only prudent that everyone obtain permission by signature and telephone number prior to transmitting a facsimile advertisement. Asking for permission during an initial contact with someone does not take that much more time or any extra record keeping. PM and their members should **and already are**⁴ doing so.

In conclusion, there is no exemption in the TCPA for facsimile advertisements of a free product.. It is not labor intensive or burdensome to obtain the signature authorization and telephone number prior to transmitting an unsolicited facsimile advertisement. It is not only the proper thing to do but it will also help those entities engaged in legitimate business activities from violating the TCPA. A stay as requested by PM will harm the general public. As such the Commission has made the proper determination in its ruling adopted June 26th, 2003. and I respectfully request that PM's request for a stay be denied. Furthermore, the Commission has on many instances defined what constitutes a solicitation and a clarification has already been made by the Commission that directly addresses PM's concerns.

Respectfully submitted,

_____/s/_____

Joe Shields
Texas Government & Public Relations Spokesperson for Private Citizen Inc.
16822 Stardale Lane
Friendswood, Texas 77546

³ A call made by a telemarketer solely to determine whether a subscriber wishes to receive a telephone solicitation is, in effect, a solicitation from that telemarketer... [Rules and Regulations Implementing the Telephone Consumer Protection Act of 1991, Memorandum Opinion and Order, 10 FCC Rcd 12391, 12408, ¶ 15 (1995) (TCPA Memorandum Opinion and Order 95-310)]

⁴ The Commission may note that most of the attached facsimile advertisements for subscription renewal capture a signature and permission.

1465949 R1003B

Deliver Immediately to Addressee

CHI

MANAGER

PO BOX 58
HOUSTON, TX 77

Yes, I want to continue to receive my FREE subscription to Network World, the leading industry resource for network IT executives.
 No, thank you.

Your Signature Today's Date R1003B

1 What is the principal business activity at your location? (check ONE only)

- 01. Manufacturing (other)
02. Finance/Banking
03. Insurance/Real Estate/Legal
04. Health Care Services
05. Hospitality/Entertainment/Recreation
06. Media/TV/Cable/Radio/Print
07. Retail/Wholesale Trade/Business Services
08. Transportation
09. Utilities/Process Industries (Mining/Construction/Petroleum Refining/Agriculture/Forestry)
10. Government/Military
11. Consulting (independent)*
12. Education
13. Carriers/Voice/Data/ASP
14. Web Hosting/HSP
15. ASP/SPP/MSP
16. Manufacturing (Computer/Communications/OEM)
17. Resellers/VARs/VADs/Integrators/Distributors (Computers/Communications)*
18. Other (please specify)

*ATTN CONSULTANTS, INTEGRATORS, DISTRIBUTORS, RESELLERS: PLEASE COMPLETE FORM BASED ON ALL CLIENTS AND YOUR OWN BUSINESS NEEDS.

2 P: What is your primary job function? (check ONE only)
A: What additional job functions are you involved in? (check ALL that apply)

- P: 1. Network Management
2. CIO/CFO/CSD/IS/TMIS/Systems Management
3. LAN Management
4. Datacom/Telecom Management
5. Internet/Intranet/Web/E-Commerce Management
A: 6. Engineering Management/Applications Management
7. Corporate Management (CEO, COO, CFO, Pres., VP, Dir., Mgr.)
8. Consultant (independent)
9. Other (please specify)

3 What is the estimated value of network equipment and services that you specify, recommend, or approve the purchase of for this location and for all other locations?

A. THIS LOCATION B. ALL OTHER LOCATIONS

- Please print the appropriate number code on the line next to each product category. Please complete ALL categories A-P)
1. \$100 Million or More
2. \$50 Million to \$99.9 Million
3. \$25 Million to \$49.9 Million
4. \$10 Million to \$24.9 Million
5. \$1 Million to \$9.9 Million
6. \$100,000 to \$999,999
7. \$50,000 to \$99,999
8. Under \$50,000
9. None of the above
A. Large Systems (Mainframe/Mining)
B. Desktops (Personal/Laptop/Workstations)
C. Mobile (Producing PDAs, Wireless)
D. Servers
E. LANs
F. WAN Equipment
G. Carrier Services
H. Internet/Web/E-Commerce
I. Intranet/Extranet
J. Internetworking (Including Routers, Bridges)
K. Storage
L. Remote Access
M. Peripherals (Producing Printers)
N. Software
O. Services/Support Services
P. Security

4 What is the total number of sites for which you have purchase influence? (check ONE only)

- 1. 100+ 2. 50 to 99 3. 20 to 49 4. 10 to 19 5. 2 to 9 6. 1 7. None

10 Please indicate the platforms that are currently installed/planned. (check ALL that apply)

A. CURRENTLY INSTALLED B. PLAN TO PURCHASE

- NETWORK PROTOCOLS
01. TCP/IP v4
02. TCP/IP v6
03. SNA/APPC/APPN/LU6.2
04. Novell IPX/SPX
05. NETBIOS/NETBUEI
06. NFS
07. Other Network Protocols
LAN/WAN ENVIRONMENT
08. Gigabit Ethernet
09. Switched Ethernet
10. Fast Ethernet
11. Ethernet
12. ATM
13. Token Ring
14. Layer 3-7 Switching
15. FDDI
16. Fibre Channel/ISCSI
17. Wireless LANs
18. Infiniband
19. DSL
20. ISDN
21. Frame Relay
22. Private Line T1, T3, OC-3, OC-12
23. Other LAN/WAN Environment
DESKTOP/SERVER OPERATING SYSTEMS
24. Windows XP
25. Windows 2000
26. Windows 95/98/ME
27. Windows NT
28. Novell NetWare 6.X, 5.X, 4.X, 3.X, 2.X
29. Linux
30. UNIX
31. SOLARIS
32. IBM MVS/VM/ASE/ESA
33. OS/400
34. Digital VMS
35. Macintosh
36. Palm OS
37. Windows CE
38. Other Operating System

NetworkWorld RENEWAL NOTICE

Urgent! Please complete this renewal form and fax it back immediately. Failure to renew NOW could result in subscription termination.

Please fax completed form to
847-291-4816
or renew online at
renew.nww.com/er1003b

8 Please indicate the Web/Security/LAN/Internetworking/Wireless/Mobile/WAN Equipment/Carrier Services that you are currently involved in purchasing or plan to purchase. (check ALL that apply)

A. CURRENTLY INVOLVED IN PURCHASING B. PLAN TO PURCHASE

- WEB
01. Web Servers/Software
02. Web Traffic Management
03. Electronic Commerce Tools
04. Web Development Tools/Content Mgmt.
05. Web Collaboration/Groupware
06. Web Acceleration/Caching/Load Balancing
07. Web Hosting Services
08. Portal/Intranet
09. Other Web
WIRELESS/MOBILE
40. Fixed Wireless LAN Equip/Services incl. 802.11
41. Wireless/Cell Phones
42. PDAs
43. Bluetooth
44. Mobile Data Equipment/Services
45. Other Remote/Wireless
WAN EQUIPMENT
46. Frame Relay Equipment
47. Bandwidth Managers/Shaping/QoS Tools
48. Optical Networks/Switches
49. Voice/Video over IP Gateways
50. Modems/Cable Modems
51. xDSL Products
52. Diagnostic Test Equipment
53. DSUs/CSUs
54. PBXs
55. Public Network Equipment
56. Call Center Tools
57. Video Conferencing Gear
58. ISDN Equipment/Services
59. Other WAN Equipment/Services
SECURITY
10. Firewalls
11. Anti-Virus Software
12. Public Key Encryption (PKC)
13. DES Encryption Tools
14. Authentication Tools
15. Intrusion Detection
16. Biometrics
17. VPN Equipment
18. VPN Security
19. VPN Services
20. Other Security
LAN/INTERNETWORKING
21. Fast Ethernet
22. Gigabit Ethernet
23. Layer 3-7 Switches
24. ATM Switches
25. Routers
26. Network Attached Storage (NAS)
27. Storage Area Networks (SAN)
28. Storage Backup (Optical, Disk, Tape, RAID)
29. Disaster Recovery/Business Continuity
30. Storage Resource Management
31. Network Test/Diagnostic Tools/Analyzers
32. Uninterruptible Power Supplies (UPS)
33. Network Interface Cards (NICs, PCMCIA)
34. Hubs/Intelligent Hubs/Stackable Hubs
35. Cables, Connectors, Baluns
36. Wiring/Fiber Systems
37. Net Management Systems
38. Voice over IP (VoIP) Tools
39. Other LAN/Internetworking
CARRIER SERVICES
60. Internet Access Service/ISP
61. Private Lines
62. Frame Relay Services
63. ADSL/DSL
64. T-1/T-3 Services
65. ATM Services
66. Managed Services
67. LAN-Extension Services
68. OC-3/OC-12
69. Wavelength Services
70. Other Carrier Services
None of the above (1-70) 71.

9 Please indicate the Systems/Peripherals/Software/Applications/Business Services that you are currently involved in purchasing or plan to purchase. (check ALL that apply)

A. CURRENTLY INVOLVED IN PURCHASING B. PLAN TO PURCHASE

- SYSTEMS/PERIPHERALS
01. Laptops
02. Desktops
03. Intel-based Servers
04. Risc-based Servers
05. Applications Servers
06. Blade Servers
07. Print/Fax/Video Servers
08. Remote Access Servers
09. Mid-range Systems (Including Workstations)
10. Mainframes
11. Printers
12. Network Copiers/Printers (hybrids)
13. Enclosures/Racks/Furniture
14. KVM Switches
15. Other Computers/Peripherals
SOFTWARE/APPLICATIONS
16. Web Services
17. Desktop/Server Operating Systems
18. Network/Systems Management
19. Application Management
20. SLA Management
21. Directory Services
E-Mail/Unified Messaging
22. Groupware
23. Database Management Systems
24. Customer & Supplier Resource Mgmt. (CRM)
25. Enterprise Resource Planning (ERP)
26. XML Tools
27. Desktop Videoconferencing
28. Middleware
29. Data Warehousing/Business Analytics/EIS
30. Enterprise Application Integration (EAI)
31. Applications Development Tools
32. Other Software/Applications
BUSINESS SERVICES
34. ASP/MSP/SSP Services
35. Systems Integration/Consulting
36. Education/Training Services
37. Other Services
None of the above (1-37) 38.

1465949 R1003B

Deliver Immediately to Addressee

CHUCK SWENSON, PROGRAM MANAGER
 LOCKHEED MARTIN
 PO BOX 58980 MS L1C
 HOUSTON, TX 77258

R1003B

5 What is the total number of Servers/Clients installed/planned at your location/in your entire organization? (check ONE box in each column)

SERVERS		CLIENTS	
At Location	Entire Org.	At Location	Entire Org.
A	B	C	D
<input type="checkbox"/> 1. 50,000+	<input type="checkbox"/>	<input type="checkbox"/> 1. 50,000+	<input type="checkbox"/>
<input type="checkbox"/> 2. 10,000 to 49,999	<input type="checkbox"/>	<input type="checkbox"/> 2. 10,000 to 49,999	<input type="checkbox"/>
<input type="checkbox"/> 3. 1,000 to 9,999	<input type="checkbox"/>	<input type="checkbox"/> 3. 1,000 to 9,999	<input type="checkbox"/>
<input type="checkbox"/> 4. 100 to 999	<input type="checkbox"/>	<input type="checkbox"/> 4. 100 to 999	<input type="checkbox"/>
<input type="checkbox"/> 5. 50 to 99	<input type="checkbox"/>	<input type="checkbox"/> 5. 50 to 99	<input type="checkbox"/>
<input type="checkbox"/> 6. 10 to 49	<input type="checkbox"/>	<input type="checkbox"/> 6. 10 to 49	<input type="checkbox"/>
<input type="checkbox"/> 7. 1 to 9	<input type="checkbox"/>	<input type="checkbox"/> 7. 1 to 9	<input type="checkbox"/>
<input type="checkbox"/> 8. None	<input type="checkbox"/>	<input type="checkbox"/> 8. None	<input type="checkbox"/>

6 What is your scope and involvement in purchasing decisions for network products and services for your enterprise?

A. SCOPE (check ONE only) Corporate/Enterprise	B. INVOLVEMENT (check ALL that apply)
1. <input type="checkbox"/> Entire Enterprise/Multiple Enterprises	1. <input type="checkbox"/> Create Network/IT Strategy
2. <input type="checkbox"/> Multinational Enterprise	2. <input type="checkbox"/> Create Short List
3. <input type="checkbox"/> Division/Multiple Divisions	3. <input type="checkbox"/> Recommend/Specify Brand
4. <input type="checkbox"/> Department	4. <input type="checkbox"/> Authorize/Approve Purchase
5. <input type="checkbox"/> None	5. <input type="checkbox"/> Evaluate Products/Services
	6. <input type="checkbox"/> Determine the Need
	7. <input type="checkbox"/> None

7 What is the estimated number of employees in your entire organization/at your location? (check ONE in each section)

A. ENTIRE ORGANIZATION	B. AT YOUR LOCATION
1. <input type="checkbox"/> Over 20,000	1. <input type="checkbox"/> Over 20,000
2. <input type="checkbox"/> 10,000 to 19,999	2. <input type="checkbox"/> 10,000 to 19,999
3. <input type="checkbox"/> 5,000 to 9,999	3. <input type="checkbox"/> 5,000 to 9,999
4. <input type="checkbox"/> 2,500 to 4,999	4. <input type="checkbox"/> 2,500 to 4,999
5. <input type="checkbox"/> 1,000 to 2,499	5. <input type="checkbox"/> 1,000 to 2,499
6. <input type="checkbox"/> 500 to 999	6. <input type="checkbox"/> 500 to 999
7. <input type="checkbox"/> 499 or Less	7. <input type="checkbox"/> 250 to 499
	8. <input type="checkbox"/> 100 to 249
	9. <input type="checkbox"/> 99 or Less

11 Which of the following hardware platforms are installed/planned in your company? (check ALL that apply)

A. SERVERS	B. WORKSTATIONS/DESKTOPS/LAPTOPS
01. <input type="checkbox"/> IBM (Mainframes)	01. <input type="checkbox"/> Sun Microsystems
02. <input type="checkbox"/> IBM RS/6000	02. <input type="checkbox"/> H-P
03. <input type="checkbox"/> IBM AS/400	03. <input type="checkbox"/> Compaq
04. <input type="checkbox"/> Digital/Tandem/Compaq	04. <input type="checkbox"/> IBM
05. <input type="checkbox"/> Unisys	05. <input type="checkbox"/> Dell
06. <input type="checkbox"/> H-P	06. <input type="checkbox"/> Gateway
07. <input type="checkbox"/> Other	07. <input type="checkbox"/> Fujitsu
	08. <input type="checkbox"/> Toshiba
	09. <input type="checkbox"/> Sony
	10. <input type="checkbox"/> Apple
	11. <input type="checkbox"/> Other

12 What is the estimated gross revenue of your entire company/institution? (check ONE only)

01. <input type="checkbox"/> \$20 Billion or More	06. <input type="checkbox"/> \$50 Million to \$99.9 Million
02. <input type="checkbox"/> \$10 Billion to \$19.9 Billion	07. <input type="checkbox"/> \$10 Million to \$49.9 Million
03. <input type="checkbox"/> \$1 Billion to \$9.9 Billion	08. <input type="checkbox"/> \$5 Million to \$9.9 Million
04. <input type="checkbox"/> \$500 Million to \$999.9 Million	09. <input type="checkbox"/> \$4.9 Million or Less
05. <input type="checkbox"/> \$100 Million to \$499.9 Million	10. <input type="checkbox"/> None of the above

13 For which areas outside of the U.S.A. do you have purchase influence?

1. <input type="checkbox"/> Europe	3. <input type="checkbox"/> South America	5. <input type="checkbox"/> Middle East	7. <input type="checkbox"/> Canada
2. <input type="checkbox"/> Asia	4. <input type="checkbox"/> Australia	6. <input type="checkbox"/> Africa	8. <input type="checkbox"/> None

Form: 0003

Please fax completed form to
847-291-4816
 or renew online at
renew.nww.com/er1003b

Submit your renewal now to avoid subscription cancellation.

NWF#: 1465949

Deliver Immediately to Addressee

CH

HOUSTON, TX 77:

Yes, I want to continue to receive my **FREE** subscription to Network World, the leading industry resource for network IT executives.
 No, thank you.

Your Signature _____ Today's Date _____ R1303A

1 What is the principal business activity at your location? (check ONE only)

- | | |
|---|---|
| 01. <input type="checkbox"/> Manufacturing (other) | 12. <input type="checkbox"/> Education |
| 02. <input type="checkbox"/> Finance/Banking | 13. <input type="checkbox"/> Carriers/Voice/Data/ISP |
| 03. <input type="checkbox"/> Insurance/Real Estate/Legal | 14. <input type="checkbox"/> Web Hosting/HSP |
| 04. <input type="checkbox"/> Health Care Services | 15. <input type="checkbox"/> ASP/SPP/MSP |
| 05. <input type="checkbox"/> Hospitality/Entertainment/Recreation | 16. <input type="checkbox"/> Manufacturing (Computer/Communications/OEM) |
| 06. <input type="checkbox"/> Media/TV/Cable/Radio/Print | 17. <input type="checkbox"/> Resellers/VARs/VADs/Integrators/Distributors (Computer/Communications) |
| 07. <input type="checkbox"/> Retail/Wholesale Trade/Business Services | 18. <input type="checkbox"/> Other (please specify) |
| 08. <input type="checkbox"/> Transportation | |
| 09. <input type="checkbox"/> Utilities/Process Industries (Mining/Construction/Petroleum Refining/Agriculture/Forestry) | |
| 10. <input type="checkbox"/> Government/Military | |
| 11. <input type="checkbox"/> Consulting (Independent) | |

***ATTN CONSULTANTS, INTEGRATORS, DISTRIBUTORS, RESELLERS: PLEASE COMPLETE FORM BASED ON ALL CLIENTS AND YOUR OWN BUSINESS NEEDS.**

2 P: What is your primary job function? (check ONE only)
 A: What additional job functions are you involved in? (check ALL that apply)

- | | | | |
|--|--|--|--|
| P | A | P | A |
| <input type="checkbox"/> 1. Network Management | <input type="checkbox"/> 6. Engineering Management/Applications Management | <input type="checkbox"/> 7. Corporate Management (CEO, CFO, Pres., VP, Dir., Mgr.) | <input type="checkbox"/> 8. Consultant (Independent) |
| <input type="checkbox"/> 2. CIO/CTO/CSO/IS/TMIS/Systems Management | <input type="checkbox"/> 9. Other (please specify) | | |
| <input type="checkbox"/> 3. LAN Management | | | |
| <input type="checkbox"/> 4. Datacom/Telecom Management | | | |
| <input type="checkbox"/> 5. Intranet/Intranet/Internet/E-Commerce Management | | | |

3 What is the estimated value of network equipment and services that you specify, recommend, or approve the purchase of for this location and for all other locations?

- | A. THIS LOCATION | | B. ALL OTHER LOCATIONS | |
|---|--|---|--|
| <small>(Please print the appropriate number code on the line next to each product category. Please complete ALL categories A-P)</small> | | | |
| 1. \$100 Million or More | A. Large Systems (including Mainframe) | I. Intranet/Extranet | |
| 2. \$50 Million to \$99.9 Million | B. Desktops (Micro/Alpha/Workstations) | J. Internetworking (including Routers, Bridges) | |
| 3. \$25 Million to \$49.9 Million | C. Mobile (including PDAs, Wireless) | K. Storage | |
| 4. \$10 Million to \$24.9 Million | D. Servers | L. Remote Access | |
| 5. \$1 Million to \$9.9 Million | E. LANs | M. Peripherals (including Printers) | |
| 6. \$100,000 to \$999,999 | F. WAN Equipment | N. Software | |
| 7. \$50,000 to \$99,999 | G. Carrier Services | O. Services/Support Services | |
| 8. Under \$50,000 | H. Internet/Web/E-Commerce | P. Security | |
| 9. None of the above | | | |

4 What is the total number of sites for which you have purchase influence? (check ONE only)

1. 100+ 2. 50 to 99 3. 20 to 49 4. 10 to 19 5. 2 to 9 6. 1 7. None

10 Please indicate the platforms that are currently installed/planned. (check ALL that apply)

- | A. CURRENTLY INSTALLED | | B. PLAN TO PURCHASE | |
|--|---|---|------------------------------|
| NETWORK PROTOCOLS | | | |
| <input type="checkbox"/> 01. TCP/IP v4 | <input type="checkbox"/> 21. Frame Relay | <input type="checkbox"/> 21. Frame Relay | |
| <input type="checkbox"/> 02. TCP/IP v6 | <input type="checkbox"/> 22. Private Line T1, T3, OC-3, OC-12 | <input type="checkbox"/> 22. Private Line T1, T3, OC-3, OC-12 | |
| <input type="checkbox"/> 03. SNA/APPC/APPN/LU6.2 | <input type="checkbox"/> 23. Other LAN/WAN Environment | <input type="checkbox"/> 23. Other LAN/WAN Environment | |
| <input type="checkbox"/> 04. Novell IPX/SPX | | | |
| <input type="checkbox"/> 05. NETBIOS/NETBUEI | | | |
| <input type="checkbox"/> 06. NFS | | | |
| <input type="checkbox"/> 07. Other Network Protocols | | | |
| DESKTOP/SERVER OPERATING SYSTEMS | | | |
| LAN/WAN ENVIRONMENT | | | |
| <input type="checkbox"/> 08. Gigabit Ethernet | <input type="checkbox"/> 24. Windows XP | <input type="checkbox"/> 24. Windows XP | |
| <input type="checkbox"/> 09. Switched Ethernet | <input type="checkbox"/> 25. Windows 2000 | <input type="checkbox"/> 25. Windows 2000 | |
| <input type="checkbox"/> 10. Fast Ethernet | <input type="checkbox"/> 26. Windows 95/98/ME | <input type="checkbox"/> 26. Windows 95/98/ME | |
| <input type="checkbox"/> 11. Ethernet | <input type="checkbox"/> 27. Windows NT | <input type="checkbox"/> 27. Windows NT | |
| <input type="checkbox"/> 12. ATM | <input type="checkbox"/> 28. Novell (NetWare 6.X, 5.X, 4.X, 3.X, 2.X) | <input type="checkbox"/> 28. Novell (NetWare 6.X, 5.X, 4.X, 3.X, 2.X) | |
| <input type="checkbox"/> 13. Token Ring | <input type="checkbox"/> 29. Linux | <input type="checkbox"/> 29. Linux | |
| <input type="checkbox"/> 14. Layer 3-7 Switching | <input type="checkbox"/> 30. UNIX | <input type="checkbox"/> 30. UNIX | |
| <input type="checkbox"/> 15. FDDI | <input type="checkbox"/> 31. SOLARIS | <input type="checkbox"/> 31. SOLARIS | |
| <input type="checkbox"/> 16. Fibre Channel/ISCSI | <input type="checkbox"/> 32. IBM MVS/VM/ESA | <input type="checkbox"/> 32. IBM MVS/VM/ESA | |
| <input type="checkbox"/> 17. Wireless LANs | <input type="checkbox"/> 33. OS/400 | <input type="checkbox"/> 33. OS/400 | |
| <input type="checkbox"/> 18. Infiniband | <input type="checkbox"/> 34. Digital VMS | <input type="checkbox"/> 34. Digital VMS | |
| <input type="checkbox"/> 19. DSL | <input type="checkbox"/> 35. Macintosh | <input type="checkbox"/> 35. Macintosh | |
| <input type="checkbox"/> 20. ISDN | <input type="checkbox"/> 36. Palm OS | <input type="checkbox"/> 36. Palm OS | |
| | <input type="checkbox"/> 37. Windows CE | <input type="checkbox"/> 37. Windows CE | |
| | <input type="checkbox"/> 38. Other Operating System | <input type="checkbox"/> 38. Other Operating System | |
| | None of the above (1-38) | None of the above (1-38) | <input type="checkbox"/> 39. |

NetworkWorld RENEWAL NOTICE

You're OVERDUE to renew!

Renew NOW with this short and easy form-or risk immediate subscription termination.

FAX your completed renewal to:

847-291-4816

or renew online at

renew.nww.com/er1303a

8 Please indicate the Web/Security/LAN/Internetworking/Wireless/Mobile/WAN Equipment/Carrier Services that you are currently involved in purchasing or plan to purchase. (check ALL that apply)

- | A. CURRENTLY INVOLVED IN PURCHASING | | B. PLAN TO PURCHASE | |
|---|---|---|--|
| WEB | | | |
| <input type="checkbox"/> 01. Web Servers/Software | <input type="checkbox"/> 40. Fixed Wireless LAN Equip/Services incl. 802.11 | <input type="checkbox"/> 40. Fixed Wireless LAN Equip/Services incl. 802.11 | |
| <input type="checkbox"/> 02. Web Traffic Management | <input type="checkbox"/> 41. Wireless/Cell Phones | <input type="checkbox"/> 41. Wireless/Cell Phones | |
| <input type="checkbox"/> 03. Electronic Commerce Tools | <input type="checkbox"/> 42. PDAs | <input type="checkbox"/> 42. PDAs | |
| <input type="checkbox"/> 04. Web Development Tools/Content Mgmt. | <input type="checkbox"/> 43. Bluetooth | <input type="checkbox"/> 43. Bluetooth | |
| <input type="checkbox"/> 05. Web Collaboration/Groupware | <input type="checkbox"/> 44. Mobile Data Equipment/Services | <input type="checkbox"/> 44. Mobile Data Equipment/Services | |
| <input type="checkbox"/> 06. Web Acceleration/Caching/Load Balancing | <input type="checkbox"/> 45. Other Remote/Wireless | <input type="checkbox"/> 45. Other Remote/Wireless | |
| <input type="checkbox"/> 07. Web Hosting Services | | | |
| <input type="checkbox"/> 08. Portal/Intranet | | | |
| <input type="checkbox"/> 09. Other Web | | | |
| SECURITY | | | |
| <input type="checkbox"/> 10. Firewalls | <input type="checkbox"/> 46. Frame Relay Equipment | <input type="checkbox"/> 46. Frame Relay Equipment | |
| <input type="checkbox"/> 11. Anti-Virus Software | <input type="checkbox"/> 47. Bandwidth Managers/Shaping/QoS Tools | <input type="checkbox"/> 47. Bandwidth Managers/Shaping/QoS Tools | |
| <input type="checkbox"/> 12. Public Key Encryption (PKC) | <input type="checkbox"/> 48. Optical Networks/Switches | <input type="checkbox"/> 48. Optical Networks/Switches | |
| <input type="checkbox"/> 13. DES Encryption Tools | <input type="checkbox"/> 49. Voice/Video over IP Gateways | <input type="checkbox"/> 49. Voice/Video over IP Gateways | |
| <input type="checkbox"/> 14. Authentication Tools | <input type="checkbox"/> 50. Modems/Cable Modems | <input type="checkbox"/> 50. Modems/Cable Modems | |
| <input type="checkbox"/> 15. Intrusion Detection | <input type="checkbox"/> 51. xDSL Products | <input type="checkbox"/> 51. xDSL Products | |
| <input type="checkbox"/> 16. Biometrics | <input type="checkbox"/> 52. Diagnostic Test Equipment | <input type="checkbox"/> 52. Diagnostic Test Equipment | |
| <input type="checkbox"/> 17. VPN Equipment | <input type="checkbox"/> 53. DSOs/CSUs | <input type="checkbox"/> 53. DSOs/CSUs | |
| <input type="checkbox"/> 18. VPN Security | <input type="checkbox"/> 54. PBXs | <input type="checkbox"/> 54. PBXs | |
| <input type="checkbox"/> 19. VPN Services | <input type="checkbox"/> 55. Public Network Equipment | <input type="checkbox"/> 55. Public Network Equipment | |
| <input type="checkbox"/> 20. Other Security | <input type="checkbox"/> 56. Call Center Tools | <input type="checkbox"/> 56. Call Center Tools | |
| | <input type="checkbox"/> 57. Video Conferencing Gear | <input type="checkbox"/> 57. Video Conferencing Gear | |
| | <input type="checkbox"/> 58. ISDN Equipment/Services | <input type="checkbox"/> 58. ISDN Equipment/Services | |
| | <input type="checkbox"/> 59. Other WAN Equipment/Services | <input type="checkbox"/> 59. Other WAN Equipment/Services | |
| LANs/INTERNETWORKING | | | |
| <input type="checkbox"/> 21. Fast Ethernet | <input type="checkbox"/> 60. Internet Access Service/ISP | <input type="checkbox"/> 60. Internet Access Service/ISP | |
| <input type="checkbox"/> 22. Gigabit Ethernet | <input type="checkbox"/> 61. Private Lines | <input type="checkbox"/> 61. Private Lines | |
| <input type="checkbox"/> 23. Layer 3-7 Switches | <input type="checkbox"/> 62. Frame Relay Services | <input type="checkbox"/> 62. Frame Relay Services | |
| <input type="checkbox"/> 24. ATM Switches | <input type="checkbox"/> 63. ADSL/DSL | <input type="checkbox"/> 63. ADSL/DSL | |
| <input type="checkbox"/> 25. Routers | <input type="checkbox"/> 64. T-1/T-3 Services | <input type="checkbox"/> 64. T-1/T-3 Services | |
| <input type="checkbox"/> 26. Network Attached Storage (NAS) | <input type="checkbox"/> 65. ATM Services | <input type="checkbox"/> 65. ATM Services | |
| <input type="checkbox"/> 27. Storage Area Networks (SANs) | <input type="checkbox"/> 66. Managed Services | <input type="checkbox"/> 66. Managed Services | |
| <input type="checkbox"/> 28. Storage Backup (Optical, Disk, Tape, RAID) | <input type="checkbox"/> 67. LAN-Extension Services | <input type="checkbox"/> 67. LAN-Extension Services | |
| <input type="checkbox"/> 29. Disaster Recovery/Business Continuity | <input type="checkbox"/> 68. OC-3/OC-12 | <input type="checkbox"/> 68. OC-3/OC-12 | |
| <input type="checkbox"/> 30. Storage Resource Management | <input type="checkbox"/> 69. Wavelength Services | <input type="checkbox"/> 69. Wavelength Services | |
| <input type="checkbox"/> 31. Network Test/Diagnostic Tools/Analyzers | <input type="checkbox"/> 70. Other Carrier Services | <input type="checkbox"/> 70. Other Carrier Services | |
| <input type="checkbox"/> 32. Uninterruptible Power Supplies (UPS) | | | |
| <input type="checkbox"/> 33. Network Interface Cards (NICs, PCMCIA) | | | |
| <input type="checkbox"/> 34. Hubs/Intelligent Hubs/Stackable Hubs | | | |
| <input type="checkbox"/> 35. Cables, Connectors, Baluns | | | |
| <input type="checkbox"/> 36. Wiring/Fiber Systems | | | |
| <input type="checkbox"/> 37. Net Management Systems | | | |
| <input type="checkbox"/> 38. Voice over IP (VoIP) Tools | | | |
| <input type="checkbox"/> 39. Other LAN/Internetworking | | | |
| | None of the above (1-70) | <input type="checkbox"/> 71. | |

9 Please indicate the Systems/Peripherals/Software/Applications/Business Services that you are currently involved in purchasing or plan to purchase. (check ALL that apply)

- | A. CURRENTLY INVOLVED IN PURCHASING | | B. PLAN TO PURCHASE | |
|---|---|---|--|
| SYSTEMS/PERIPHERALS | | | |
| <input type="checkbox"/> 01. Laptops | <input type="checkbox"/> 22. E-Mail/Unified Messaging | <input type="checkbox"/> 22. E-Mail/Unified Messaging | |
| <input type="checkbox"/> 02. Desktops | <input type="checkbox"/> 23. Groupware | <input type="checkbox"/> 23. Groupware | |
| <input type="checkbox"/> 03. Intel-based Servers | <input type="checkbox"/> 24. Database Management Systems | <input type="checkbox"/> 24. Database Management Systems | |
| <input type="checkbox"/> 04. Risc-based Servers | <input type="checkbox"/> 25. Customer & Supplier Resource Mgmt. (CRM) | <input type="checkbox"/> 25. Customer & Supplier Resource Mgmt. (CRM) | |
| <input type="checkbox"/> 05. Applications Servers | <input type="checkbox"/> 26. Enterprise Resource Planning (ERP) | <input type="checkbox"/> 26. Enterprise Resource Planning (ERP) | |
| <input type="checkbox"/> 06. Blade Servers | <input type="checkbox"/> 27. XML Tools | <input type="checkbox"/> 27. XML Tools | |
| <input type="checkbox"/> 07. Print/Fax/Video Servers | <input type="checkbox"/> 28. Desktop Videoconferencing | <input type="checkbox"/> 28. Desktop Videoconferencing | |
| <input type="checkbox"/> 08. Remote Access Servers | <input type="checkbox"/> 29. Middleware | <input type="checkbox"/> 29. Middleware | |
| <input type="checkbox"/> 09. Mid-range Systems (including Workstations) | <input type="checkbox"/> 30. Data Warehousing/Business Analytics/EIS | <input type="checkbox"/> 30. Data Warehousing/Business Analytics/EIS | |
| <input type="checkbox"/> 10. Mainframes | <input type="checkbox"/> 31. Enterprise Application Integration (EAI) | <input type="checkbox"/> 31. Enterprise Application Integration (EAI) | |
| <input type="checkbox"/> 11. Printers | <input type="checkbox"/> 32. Applications Development Tools | <input type="checkbox"/> 32. Applications Development Tools | |
| <input type="checkbox"/> 12. Network Copiers/Printers (hybrid) | <input type="checkbox"/> 33. Other Software/Applications | <input type="checkbox"/> 33. Other Software/Applications | |
| <input type="checkbox"/> 13. Enclosures/Racks/Furniture | | | |
| <input type="checkbox"/> 14. KVM Switches | | | |
| <input type="checkbox"/> 15. Other Computers/Peripherals | | | |
| SOFTWARE/APPLICATIONS | | | |
| <input type="checkbox"/> 16. Web Services | <input type="checkbox"/> 34. ASP/MSP/SSP Services | <input type="checkbox"/> 34. ASP/MSP/SSP Services | |
| <input type="checkbox"/> 17. Desktop/Server Operating Systems | <input type="checkbox"/> 35. Systems Integration/Consulting | <input type="checkbox"/> 35. Systems Integration/Consulting | |
| <input type="checkbox"/> 18. Network/Systems Management | <input type="checkbox"/> 36. Education/Training Services | <input type="checkbox"/> 36. Education/Training Services | |
| <input type="checkbox"/> 19. Application Management | <input type="checkbox"/> 37. Other Services | <input type="checkbox"/> 37. Other Services | |
| <input type="checkbox"/> 20. SLA Management | | | |
| <input type="checkbox"/> 21. Directory Services | | | |
| | None of the above (1-37) | <input type="checkbox"/> 38. | |

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B What is your principal job function? (Check ONE only)

Design & Development Engineering:

- 1 Executive Management
 - 2 Section/Project Management
 - 3 Engineering
 - 4 Technical Services Management
 - 5 Technical Services
 - 6 R&D Management
 - 7 R&D
 - 11 Other (Please describe)
- 13/_____

C What is the primary end product (or service performed) at your location? (Check ONE only)

Computers and Software

- 21 Mainframes and supercomputers
- 22 Workstations, mid-range computers and servers
- 23 Personal computers (desktop or laptop)
- 24 Other Computer Systems
- 25 Computer peripherals (displays, input, storage)
- 26 EDA Tools
- 27 Software and algorithm developers

Communications

- 28 Network-related hardware, software, routers, switches
- 29 LANs, WANs hardware/software
- 30 Wired, wireless, fiber-optic networks (including Broadband)
- 31 RF & Microwave Systems
- 32 Cellular/Consumer Phones, PCS, Pagers
- 33 PDAs and handheld units
- 34 Real Time OS/Development Tools
- 35 Other Communications systems and equipment

Consumer Electronics

- 36 Consumer electronics
- 37 Multimedia systems and components

Controls, Test and Medical Equipment

- 38 Industrial controls, motion control, robotics
- 39 Electronic instruments, ATE, test & measurement equipment
- 40 Medical devices

Automotive and Avionics

- 41 Automotive, ground vehicles
- 42 Avionics, aircraft, military/aerospace, marine

ICs and Components

- 43 ICs and semiconductors
- 44 Passive components, switches, connectors, indicators, relays
- 45 Other electronic components

Other

- 46 Contract Manufacturers
 - 47 Other manufacturers incorporating electronic equipment in their end product
 - 48 Independent/academic R&D laboratories
 - 49 Technical/Engineering Consulting Firms
 - 50 Other (please describe)
- 51/_____

D Which of the following do you recommend, purchase or specify? (Check ALL that apply)

ICs & Semiconductors

- 101 A/D, D/A Converters
- 102 Analog/Mixed Signals
- 103 Discrete Semiconductors
- 104 DSPs
- 105 FPGAs
- 106 Gate Arrays
- 107 Logic ICs
- 108 Memory ICs
- 109 Microprocessors/Microcontrollers
- 110 PLDs
- 111 Power Semiconductors

Components

- 112 Circuit Protection Devices
- 113 Displays
- 114 Electromechanical devices
- 115 Inductors & Transformers
- 116 Optoelectronic Devices
- 117 Resistors, Capacitors, Potentiometers
- 118 Sensors & Transducers
- 119 Switches & Relays

Packaging & Interconnects

- 120 Connectors & Assemblies
- 121 Enclosures & Packaging
- 122 Cooling Products
- 123 Test Cables

Power Sources

- 124 Power Supplies
- 125 Batteries

Other

- 126 Computer Boards (VMEbus, STDbus, PC/104, etc.)
- 127 Software (IC Design, PCB Design, Analysis/Simulation)
- 128 Test Equipment
- 130 None of the Above (101-128)

E How many employees are at your company location? (Check ONE only)

- 61 2500 & over
- 62 1000-2499
- 63 500-999
- 64 250-499
- 65 100-249
- 66 50-99
- 67 1-49

F Which of the following types of design are you involved in? (Check ALL that apply)

- 71 Analog Design
- 72 Digital Design
- 73 Software Design
- 74 Systems Design
- 76 None of the above

G Which of the following publications do you receive by mail that are personally addressed to you? (Check ALL that apply)

- 201 EE Product News
- 202 Electronic Products
- 204 None of the above

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- 01 Computers, Data Processing or Office Equipment
- 04 Aviation/ Marine/ Aerospace/ Military Electronics
- 08 Medical Electronics
- 10 Test & Measurement Equipment
- 12 Automotive Electronics
- 13 Semiconductors ICs/ Components or Subassemblies
- 17 Research, Test or Design Laboratory or Consultant affiliated with the manufacture
- 18 Optoelectronic components/ Equipment
- 98 Other Manufactures Incorporating electrical/ Electronic Products in their end product (please specify)

2. What is your primary JOB FUNCTION? Insert one number from below here:

Please Check all job functions below:

- 02 Process Engineering/ Manufacturing Engineering/Production Engineering
- 07 Corporate Management
- 06 Technical Engineering Staff (including Field Engineering/ Technician)
- 01 Circuit Design, Circuit/ System Packaging Design, other Design (including management)
- 04 Research & Development (including management)
- 03 Quality Control/ Quality Assurance/ Production Testing (including management)
- 98 Other (please specify)

3. In the performance of my job, I BUY, SPECIFY, and/or INFLUENCE the PURCHASE of the following PRODUCTS (check all that apply)

A. ASSEMBLY EQUIPMENT/ MATERIALS/SERVICES

- 17 Pick and Place Equipment
- 28 Screen Printing Equipment & Accessories
- 33 Reflow Equipment
- 04 CAD/CAM Equipment and Software
- 01 Adhesive/Coating/Encapsulating Materials
- 18 Production Materials and Equipment
- 19 Soldering Materials
- 34 Assembly Line Tools and Furniture
- 05 Cleaning Materials and Equipment
- 35 Design Services
- 36 Broad Fabrication Services
- 37 Assembly Services
- 38 Test Services
- 13 Repair/Rework/Desoldering Equipment
- 20 Soldermask Material and Equipment
- 21 Substrates/Laminates
- 06 Component Preparation/Insertion Equipment
- 39 Hand Tools
- 40 Clean Room Material and Equipment
- 32 Dispensing Systems/Equipment
- 25 Automatic Soldering Systems
- 26 Printed Circuit Boards
- 27 Materials Handling/Conveying Equipment
- 29 Insert Gases
- 14 Robotics
- 30 Gas Handling, Monitoring, Control Equipment

B. INSPECTION EQUIPMENT

- 41 Laser, Vision, X-Ray
- 31 Optical Microscopes
- 10 Imaging Equipment

C. TEST EQUIPMENT

- 42 Test Fixtures/Probes
- 22 Automated Test Equipment
- 08 Environmental/Burn-in Testers
- 23 Bare Board Testers
- 24 In Circuit Testers

D. ANTISTATIC EQUIPMENT & MATERIALS

- 43 Chemicals
- 44 Flooring
- 45 Ionizers

E. COMPONENTS

- 64 Active Components
- 65 Passive Components
- 66 Optoelectronic Components
- 67 Electromechanical Components
- None of the above (A through E) 99

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- 1. Administration
- 2. Engineering
- 3. Design
- 4. Plant Operation and Maintenance
- 5. Production
- 6. Purchasing
- 7. Other

2. What is the number of employees at this location?

(fill in only one)

- 1. 1-9
- 2. 10-19
- 3. 20-49
- 4. 50-99
- 5. 100-249
- 6. 250-499
- 7. 500-999
- 8. 1,000-2,499
- 9. 2,500 & over

3. Primary business activity:

- Manufacturing or Processing Plant
- Non-Manufacturing
- Other (please describe) _____

4. What is the primary end product manufactured or service performed at this location? (please specify)

5. If address on label is your home or a P.O. Box, please provide company address in the space provided below:

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Insert one number from below here:

- Please Check all secondary end products or services below:
- | | |
|---|--|
| <input type="checkbox"/> 03 Communications Systems or Equipment | <input type="checkbox"/> 11 Consumer Electronic Products or Appliances |
| <input type="checkbox"/> 01 Computers, Data Peripherals or other Office Equipment | <input type="checkbox"/> 16 Independent Research, Test or Design Laboratory or Consultant |
| <input type="checkbox"/> 07 Military, Homeland Security or Other Government Electronics | <input type="checkbox"/> 16 Contract Manufacturer or Assembler |
| <input type="checkbox"/> 13 Automotive or Transportation Electronics | <input type="checkbox"/> 14 Other Manufactures Incorporating Electronic Products into Their End Product (please specify) |
| <input type="checkbox"/> 04 Aviation or Aerospace Equipment | |
| <input type="checkbox"/> 08 Medical Electronics | |
| <input type="checkbox"/> 09 Industrial Electronic Controls, Systems or Equipment | |
| <input type="checkbox"/> 10 Test & Measurement Equipment, Instruments | <input type="checkbox"/> 88 Other (please specify) |

Q2. What is your primary JOB FUNCTION?

Insert one number from below here:

- Please Check all secondary job functions below:
- | | |
|---|---|
| <input type="checkbox"/> 01 Design Engineering | <input type="checkbox"/> 03 Quality Control/ Quality Assurance/ Production Testing (including management) |
| <input type="checkbox"/> 07 Design Engineering Management | <input type="checkbox"/> 05 Purchasing Procurement (including management) |
| <input type="checkbox"/> 02 Product Engineering (including management) | <input type="checkbox"/> 98 Other (please specify) |
| <input type="checkbox"/> 08 Corporate/Executive Management | |
| <input type="checkbox"/> 04 Research & Development (including management) | |

Q3. In the performance of my job, I buy, specify, and/or influence the purchase of the following products: (check all that apply)

- | | |
|---|--|
| <input type="checkbox"/> 01 Backplanes | <input type="checkbox"/> 16 Insulation Displacement Connectors (IDCs) |
| <input type="checkbox"/> 41 Backplane Connectors | <input type="checkbox"/> 48 Jacks and Plugs |
| <input type="checkbox"/> 35 Cable Assemblies, Wire Harnesses | <input type="checkbox"/> 49 Junction Boxes |
| <input type="checkbox"/> 10 Circular Connectors | <input type="checkbox"/> 18 Materials, Parts, Plastics, Insulations |
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| <input type="checkbox"/> 37 Wire Processing Equipment, Tools | <input type="checkbox"/> 21 Pins, Terminals, Splices |
| <input type="checkbox"/> 42 Smart Connectors | <input type="checkbox"/> 52 Power Connectors |
| <input type="checkbox"/> 03 Cable Connectors | <input type="checkbox"/> 34 RF Connectors |
| <input type="checkbox"/> 06 Cable Management, Cable Ties | <input type="checkbox"/> 36 SCSI Connectors |
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| <input type="checkbox"/> 07 Conductive Adhesives, Epoxies | <input type="checkbox"/> 28 Sockets, Adapters |
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