

# Greenberg Traurig

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June 14, 2005

## VIA ELECTRONIC FILING

Ms. Marlene Dortch  
Secretary  
Federal Communications Commission  
445 12<sup>th</sup> Street, SW  
Washington, D.C. 20554

Re: Notice of Ex Parte Presentation in CC Docket Nos. 96-45, 98-171, 90-571, 92-237,  
99-200, 95-116, 98-170, and NSD File No. L-00-72

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Dear Ms. Dortch:

On June 13, 2005, F. J. Pollak, President and Chief Executive Officer of TracFone Wireless, Inc., and I met with Thomas Navin, Chief, Wireline Competition Bureau, and members of the Wireline Competition Bureau Staff. Staff members in attendance included Thomas Buckley, Warren Firschein, Lisa Gelb, Narda Jones, and Jeremy Marcus.

During this meeting, we reiterated the positions that TracFone has taken in its filed comments and prior ex partes in the Universal Service Contribution Methodology proceeding. Specifically, we discussed the anticipated continued growth in overall interstate telecommunications services, including wireless services, and refuted the notions that interstate revenues will decline and are less stable than connections to the public switched network and/proceeding. We provided the attendees with several documents, copies of which are included with this letter. These documents included a presentation which demonstrates that the current Universal Service contribution base is financially secure, and that elimination of the wireless service "safe harbor" would add revenues to the contribution base, as would inclusion of advanced telecommunications revenues and revenues for Voice over the Internet Protocol services. The presentation also showed that replacement of the current revenues-based contribution methodology with a per working telephone number or per connection charge of \$1.00 would increase TracFone's monthly Universal Service contributions by 1233%. Also provided during the meeting and enclosed herewith is a February 23, 2005 TracFone ex parte presentation which contains a study prepared for TracFone by TNS Telecoms entitled "Wireless Provider Bill Analysis 3<sup>rd</sup> Quarter 2004." That study, based on residential wireless customer

Ms. Marlene Dortch  
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billing data, shows that average interstate usage of wireless service is approximately 31.1% -- well above the safe harbor level of 28.5%. The final document provided is a table which shows the number of prepaid wireless subscribers of major wireless providers.

Pursuant to Section 1.1206(b) of the Commission's Rules, this notice is being filed electronically in the above-captioned dockets. If you have any questions regarding this matter, please feel free to contact undersigned counsel for TracFone.

Sincerely,

A handwritten signature in black ink, appearing to read 'M. Brecher', with a long horizontal flourish extending to the right.

Mitchell F. Brecher

enclosures

cc: Mr. Thomas Navin  
Mr. Thomas Buckley  
Mr. Warren Firschein  
Ms. Lisa Gelb  
Ms. Narda Jones  
Mr. Jeremy Marcus

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# Attachment 1



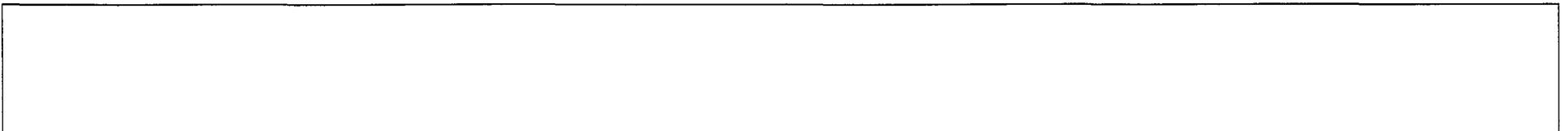
**Universal Service Fund**

**\*\*\***

**Presentation for  
Federal Communications Commission**

**\*\*\***

**June 13, 2005**



## USF FACTS

- The current USF contribution base is financially secure, even without spending reforms.
- Radical changes in the contribution methodology are unnecessary.
- The rapid growth of wireless more than offsets declines in traditional long distance services.
- Elimination of the wireless “safe harbor” loophole would boost the fund and reduce the contribution rate.
- Removing exemptions for advanced telecom and VoIP would strengthen the fund and reduce the rate.



### USF Contribution Base \*

	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>
USF Base (1)	\$79.2	\$77.0	\$76.6	\$77.3	\$75.1	\$78.9	\$76.8
USF Base w/o Safe Harbor (2)				\$85.1	\$83.6	\$88.2	\$86.8
USF Base w/o Safe Harbor including Advanced Telecom (3)				\$95.0	\$95.7	\$101.9	\$102.0
USF Base w/o Safe Harbor including Advanced Telecom & VOIP (4)				\$95.3	\$96.7	\$104.5	\$105.9

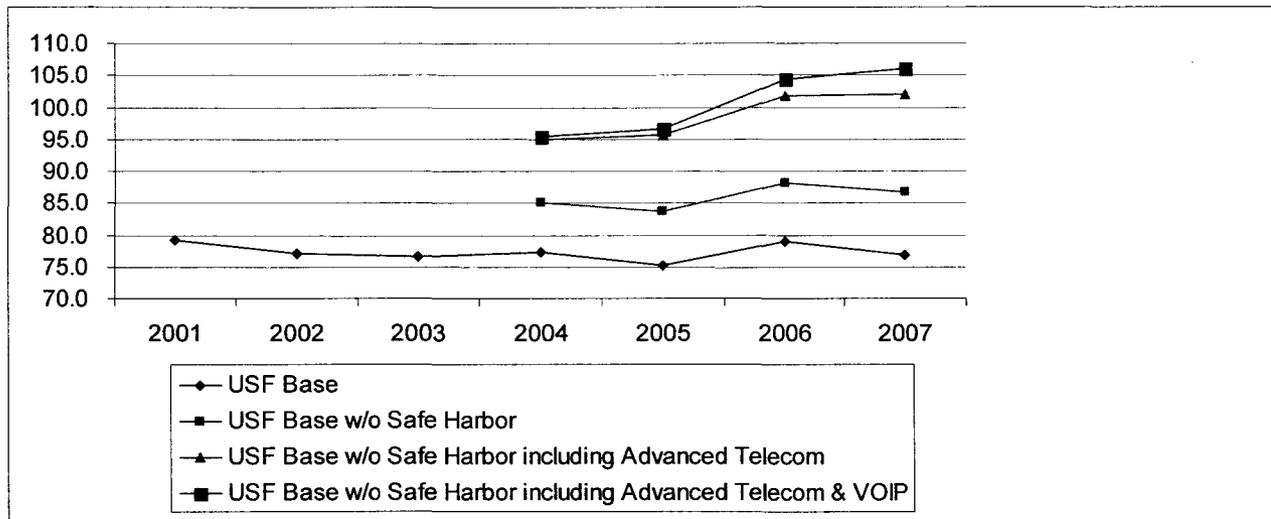
**Total interstate telecommunications revenues are increasing.**

Dollars in billions

TRACFONE Wireless, Inc. Confidential

\* Interstate and international telecommunications revenues from end users.

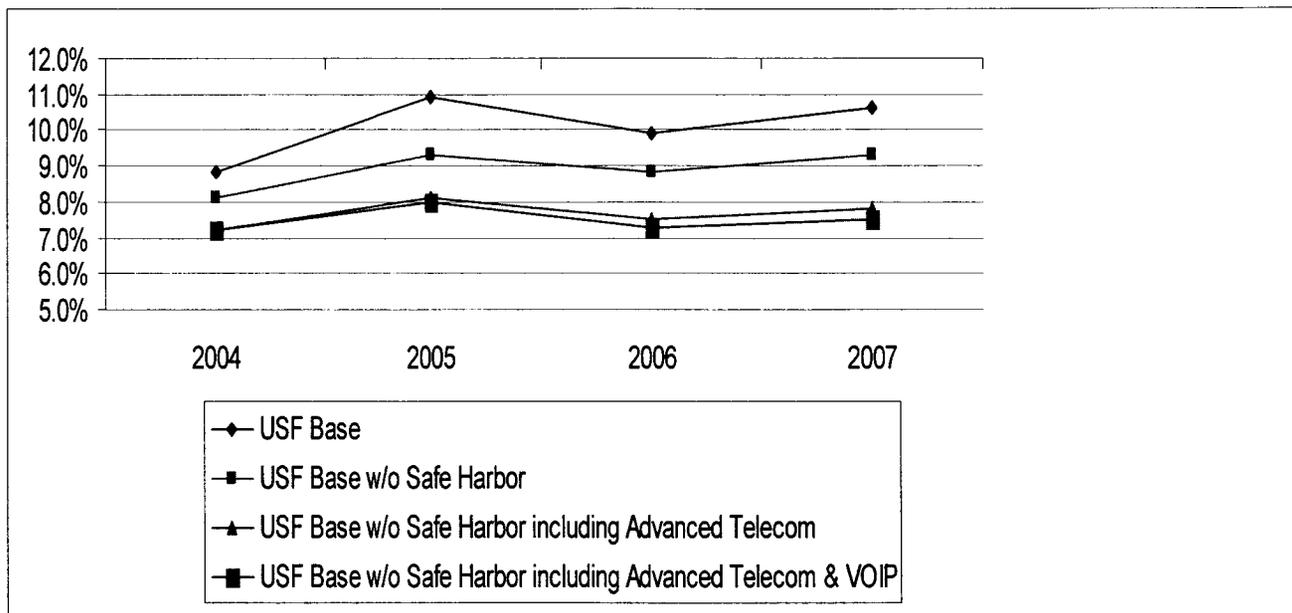
## USF Contribution Base



**There are sufficient interstate revenues to support USF.**

Dollars in billions

## USF Contribution Rate Needed to Fund USF

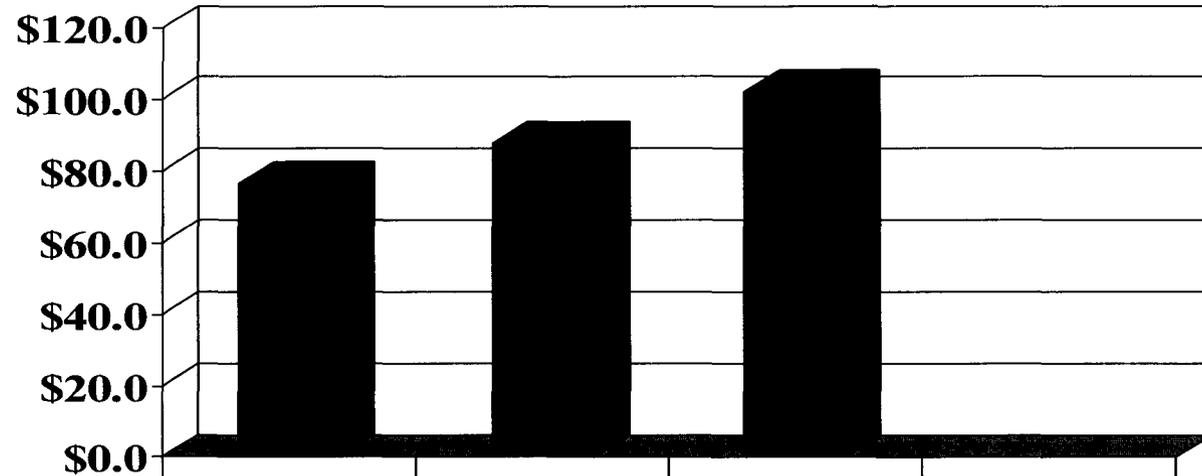


**The contribution rate will decline if everyone contributes.**

### Funding Requirements: \*

<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>
<b>\$6.4b</b>	<b>\$7.1b</b>	<b>\$7.1b</b>	<b>\$7.4b</b>

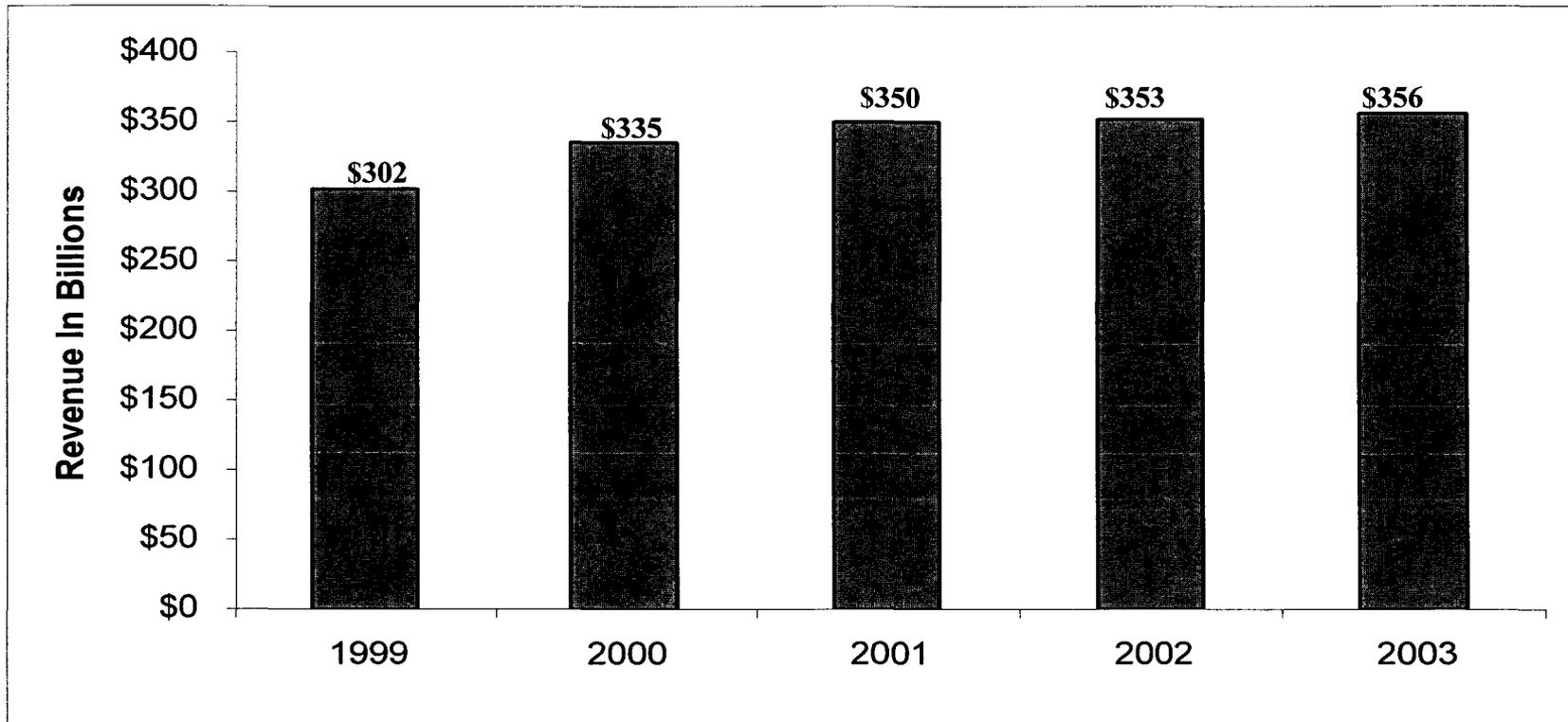
**Wireless Revenue 2002-2004**



<b>■ Total Service Revenue in billions</b>	<b>\$76.5</b>	<b>\$87.6</b>	<b>\$102.1</b>	
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**Wireless service revenues increased by more than 33% from 2002 to 2004, which means a growing portion of interstate revenues are coming from wireless. If the FCC eliminated or increased the wireless “safe harbor”, which artificially caps interstate revenues at 28.5%, the USF contribution base would grow substantially.**

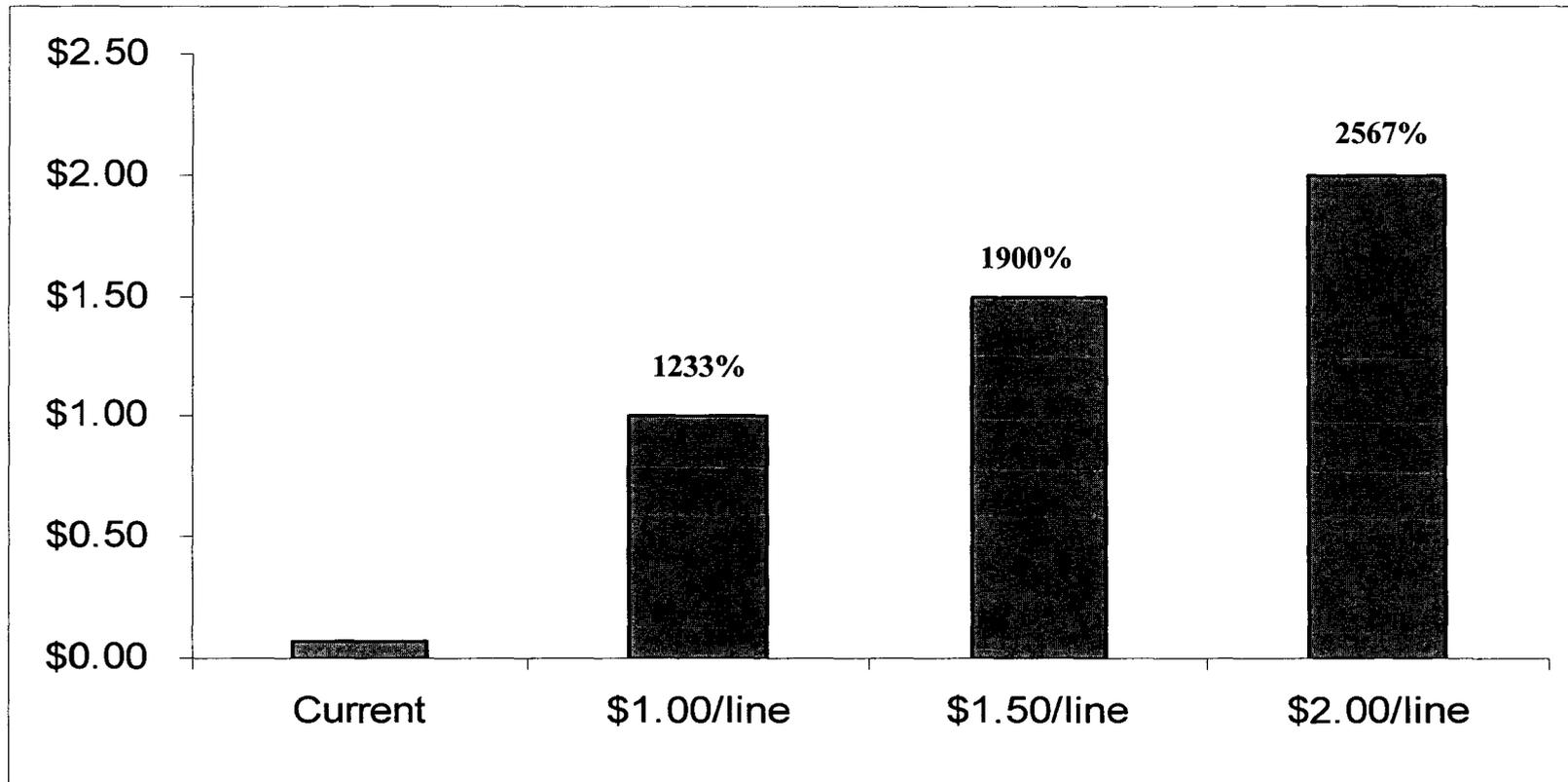
## Total U.S. Telecom Industry Revenues are Increasing



Source: FCC, *Telecommunications Industry Revenues*, 1999, 2000, 2001, 2002, 2003 (Table 8).

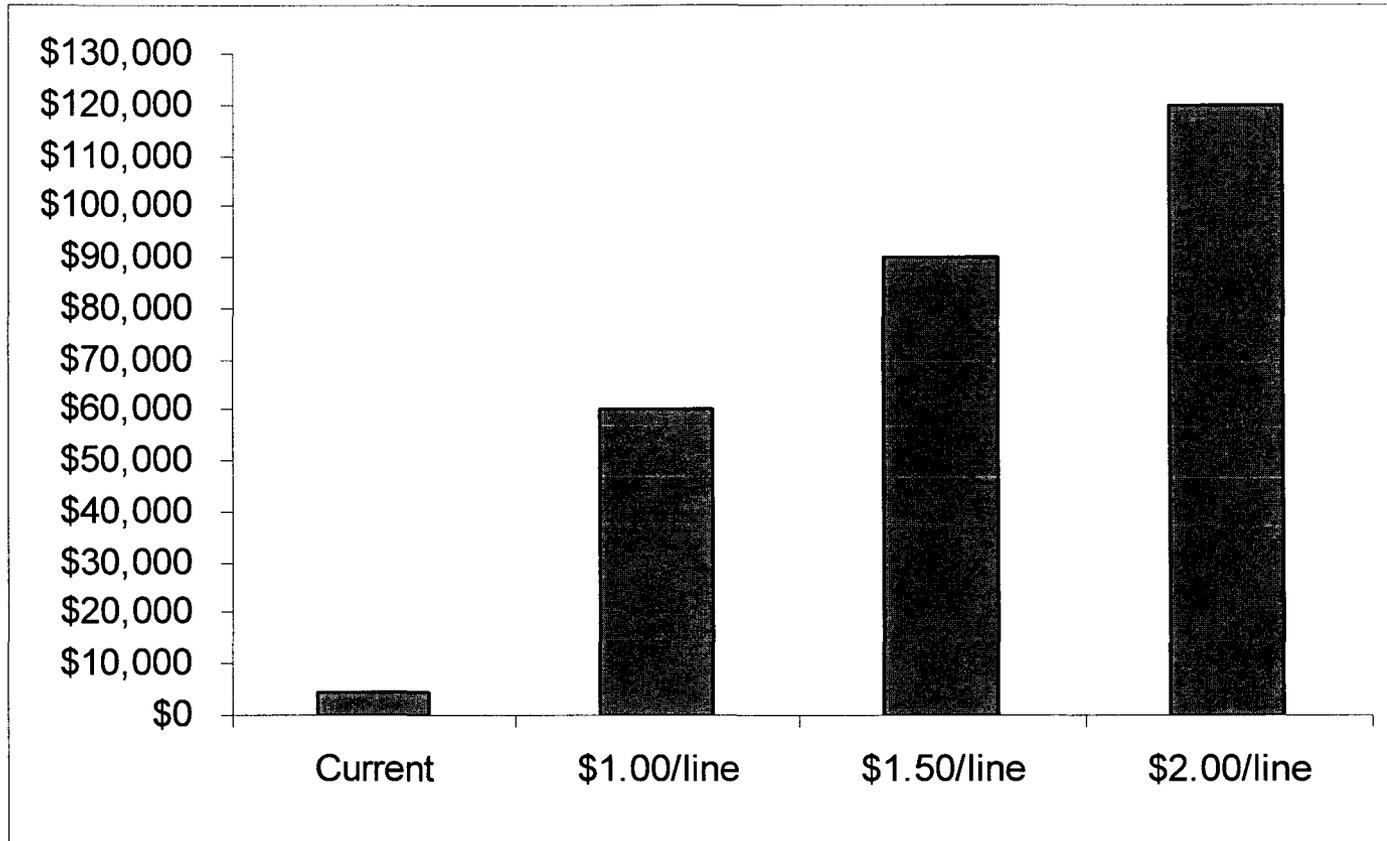
Includes total reported carrier revenues from telecommunications, enhanced services, internet, broadband & information services.

### Average Monthly USF Cost per TRACFONE Subscriber



**If the FCC decides to adopt a flat, numbers-based or connections-based USF tax and abandons the current system, low-volume users like those served by TRACFONE would be hit HARD.**

**Annual USF Costs to TRACFONE**  
**(Based on 5 Million Subscribers \$ in 000s)**



**A \$1 monthly tax would cost TracFone approximately \$60 million a year!**

## CONCLUSION

- A radical change to the USF funding system is not needed and will hurt millions of low-volume, low-income consumers.
- Elimination of the wireless “safe harbor”, advanced telecom and VoIP loopholes will preserve USF and lower the contribution rate substantially.
- A flat \$1 per number tax would increase the cost to TracFone and low-volume cellular users by over 1000%.
- Keep the current revenue-based system. It is fair, reliable and will support the fund long-term.

## Footnotes

1. Congressional Budget Office, *Financing Universal Telephone Service*, March 2005.  
FCC, Universal Service Administrative Corporation, Rollup of Form 499-Q Filings, First Quarter through Fourth Quarter, 2004.  
FCC, Universal Service Administrative Corporation, Rollup of Form 499-Q Filings, First and Second Quarters, 2005.  
FCC, *Wireline Competition Bureau Staff Study of Alternative Contribution Methodologies*, February 26, 2003. (Projections for 2006-2007)
2. FCC, *Telecommunications Industry Revenues*, Table 1, March 2005. Increases in the contribution base are based on elimination of the wireless safe harbor and an increase in the interstate portion of wireless usage from 23% to 31.1%. Wireless revenues for 2005-2007 are projections based on past average yearly increases in revenues.  
TNS, *Wireless Provider Bill Analysis 3rd Quarter, 2004*, FCC, Notice of Written Ex Parte Presentation, TracFone Wireless Inc., February 23, 2005. TNS data showed that 31.1% of wireless usage is interstate.
3. FCC “Trends in Telephone Service”, Advanced Service Lines, Table 2.2, May 2004.  
FCC, *Federal Communications Commission Releases Data on High-Speed Internet Access Services*, December 22, 2004.  
FCC, *Availability of Advanced Telecommunications Capability in the U.S.*, September 9, 2004.
4. Halpern Capital, “Voice over Internet Protocol (VoIP)”, March 8, 2005.  
UBS Investment Research, “Telephony and HSD Update for 4Q04”, March 10, 2005.

# Attachment 2



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# Wireless Provider Bill Analysis 3rd Quarter, 2004

Presented to:



# Table of Contents

- Objective
- Overview
- Analysis Methodology
- Analysis of Average Charge
- Analysis of Call Detail

# Analysis Objective

- To provide TracFone with an analysis of wireless phone usage from TNS Telecoms' syndicated tracking data that analyzes average spending for the top wireless carriers as well as IntraState and InterState minutes and messages.



# TNS Telecoms Syndicated Data Overview: *ReQuest® Residential Survey*

- Telecom survey mailed out to demographically balanced cross sectional panel of US households
  - Responses received from 30,000 households each quarter
- Assesses behavior, attitudes, switching propensities, price sensitivities, customer satisfaction, usage, switching, and new product and service perceptions regarding the use of alternative service providers
- 80% of survey is comprised of tracking questions that remain constant each quarter
- 20% of survey is comprised of “Special Studies” questions based on client input and topical issues
- Option for over samples of areas or follow-up research
- Data available from 1997 onward



# TNS Telecoms Syndicated Data Overview: *Bill Harvesting*®

- ReQuest® respondents are then asked to participate in Bill Harvesting® by sending:
  - Local bills
  - Wireless bills
  - Long Distance bills
  - Cable/Satellite TV bills
  - Internet bills / Credit Card Statement
  - Telecom related direct mail pieces received in month
  - All bill inserts included with bill
- Minimum of 8,000 households respond each quarter
- All bill information is captured including summary, regional/calling plan information, features/services and call detail
- Complete internal process from sorting to data capture to web delivery
- Data available from 1997 onward





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# Wireless Bill Analysis



# Analysis Methodology

- Results are reported for the third quarter, 2004 at the national level utilizing TNS Telecoms' ReQuest consumer survey and associated Bill Harvesting efforts
- Segmentation is by the top wireless providers
- Metrics
  - Average minutes of use
  - Average bill totals
  - IntraState call detail
  - InterState call detail
- Averages are calculated at the line level
- Only outgoing wireless calls are included in the call detail analysis
- Analysis is based only on wireless bills with call detail information
- InterState calls are determined using the wired line originating NPA's state and the terminating NPA's state



# Analysis Methodology, continued

- Where the call detail was not explicitly clear using the originating and terminating NPA methodology, the following call categories were designated as InterState:
  - 800 calls
  - 900 calls
  - International calls
- Where the call detail was not explicitly clear using the originating and terminating NPA methodology, the following call categories were designated as Unclassified:
  - Directory Assistance
  - Voice Mail
- The call detail analysis excludes non-voice calls, such as text messaging and data calls





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# Analysis of Average Charge



# Average Charge

Wireless Company	Average Charge	Average Charge No Tax	Average Tax	Average Total Minutes Used*
Nextel	\$77.88	\$66.97	\$10.91	581.4
Sprint PCS	\$50.97	\$41.00	\$9.97	554.4
ALLTEL	\$46.96	\$40.06	\$6.90	383.9
Verizon Wireless	\$46.28	\$40.32	\$5.96	455.2
Cingular	\$45.04	\$38.24	\$6.80	430.4
AT&T Wireless	\$43.63	\$36.85	\$6.78	350.1
T-Mobile	\$42.84	\$36.69	\$6.14	505.9
Other	\$40.01	\$34.30	\$5.71	384.2
National Average	\$46.77	\$39.93	\$6.84	445.7

TNS Telecoms Bill Harvesting Data

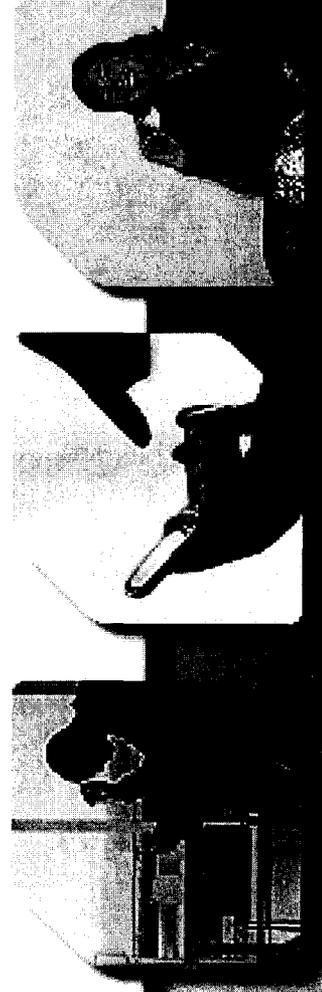
\*Includes both incoming and outgoing calls





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# Analysis of Call Detail



# Average Total Minutes and Messages

Average Total Minutes & Messages - 3Q04		
Wireless Company	Average Total Minutes	Average Total Messages
Verizon Wireless	373.8	106.0
Sprint PCS	373.0	115.2
T-Mobile	342.7	106.1
ALLTEL	305.8	85.7
AT&T Wireless	273.2	95.8
Cingular	233.9	68.9
Nextel**	108.5	42.3
Other	239.6	78.2
National Average	286.4	89.5

\*\* Low sample size

TNS Telecoms Bill Harvesting Data



# IntraState Call Detail

Percent of IntraState Minutes & Messages to Total 3Q04		
Wireless Company	% IntraState Minutes	% IntraState Messages
Nextel**	82.2%	86.0%
ALLTEL	71.5%	77.5%
AT&T Wireless	68.6%	75.6%
T-Mobile	67.6%	80.3%
Sprint PCS	67.0%	74.2%
Cingular	65.8%	74.4%
Verizon Wireless	59.4%	69.6%
Other	72.5%	79.3%
National Average	67.2%	75.6%

\*\* Low sample size

Average IntraState Minutes & Messages 3Q04		
Wireless Company	Average IntraState Minutes	Average IntraState Messages
Sprint PCS	278.3	95.2
T-Mobile	259.2	95.2
Verizon Wireless	242.5	80.6
ALLTEL	233.6	71.0
AT&T Wireless	209.0	80.7
Cingular	185.4	61.7
Nextel**	105.1	42.9
Other	192.1	68.5
National Average	217.0	76.3

\*\* Low sample size

TNS Telecoms Bill Harvesting Data



# InterState Call Detail

Percent of InterState Minutes & Messages to Total 3Q04		
Wireless Company	% InterState Minutes	% InterState Messages
Verizon Wireless	37.1%	21.8%
Cingular	33.0%	23.9%
Sprint PCS	32.8%	25.5%
T-Mobile	32.1%	19.2%
AT&T Wireless	28.6%	19.6%
ALLTEL	26.9%	18.4%
Nextel**	11.9%	8.5%
Other	26.2%	18.1%
National Average	31.1%	20.9%

\*\* Low sample size

Average InterState Minutes & Messages 3Q04		
Wireless Company	Average InterState Minutes	Average InterState Messages
Verizon Wireless	180.1	30.0
Sprint PCS	146.4	35.1
T-Mobile	131.5	24.4
ALLTEL	108.0	20.7
Cingular	104.9	22.4
AT&T Wireless	102.0	24.6
Nextel**	21.8	6.0
Other	90.7	20.4
National Average	117.2	24.7

\*\* Low sample size

TNS Telecoms Bill Harvesting Data



# Unclassified Calls

Percent of Unclassified Minutes & Messages to Total 3Q04		
Wireless Company	% Unclassified Minutes	% Unclassified Messages
Nextel**	5.9%	5.5%
Verizon Wireless	3.5%	8.6%
AT&T Wireless	2.8%	4.8%
ALLTEL**	1.6%	4.1%
Cingular**	1.1%	1.6%
T-Mobile**	0.3%	0.5%
Sprint PCS**	0.1%	0.3%
Other	1.2%	2.7%
National Average	1.7%	3.4%

\*\* Low sample size

Average Unclassified Minutes & Messages 3Q04		
Wireless Company	Average Unclassified Minutes	Average Unclassified Messages
Verizon Wireless	19.8	13.7
AT&T Wireless	14.7	8.8
ALLTEL**	13.0	9.4
Nextel**	12.4	4.5
Cingular**	12.1	5.1
T-Mobile**	3.7	2.1
Sprint PCS**	2.6	1.7
Other	13.2	9.4
National Average	13.7	8.4

\*\* Low sample size

Outgoing calls that could not be classified as InterState or IntraState

TNS Telecoms Bill Harvesting Data





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## For More Information Contact:

Charles A. White

*Vice President*

*Marketing and Client Service*

*cwhite@tnstelecoms.com*

*267-287-0111*



# Attachment 3

<b>Prepaid and Hybrid Subscribers</b>				
<b>Number of Prepaid and Hybrid Subscribers</b>				
	1Q04	2Q04	3Q04	4Q04
Verizon	1,945,450	1,633,938	1,587,849	1,533,560
Cingular	1,574,000	1,528,000	1,540,320	4,050,000
AT&T	1,684,600	2,050,000	2,402,000	
Sprint I	4,073,240	4,215,088	4,184,796	4,197,909
T-Mobile	2,053,662	2,279,739	2,395,009	2,623,761
Nextel	-	-	-	-
ALLTEL	695,399	708,600	713,552	733,251
U.S. Cellular	136,410	140,000	144,216	164,790
Western Wireless			6,200	27,908
Leap	1,538,000	1,547,000	1,539,770	1,539,770
Qwest				
Dobson	36,400	45,300	45,100	46,300
Centennial	16,587	22,500	19,600	17,100
Triton PCS	0	0	0	0
Rural Cellular	23,338	22,454	21,018	20,391
Nextel Partners	0	0	0	0
TracFone	3,347,000	3,560,000	3,800,000	4,394,000
Boost	537,000	605,000	800,000	1,160,000
Virgin Mobile	1,750,000	2,100,000	2,500,000	3,000,000
Other	324,000	324,000	324,000	324,000
<b>Total Number of Prepaid and Hybrid Subs</b>	<b>19,734,986</b>	<b>20,781,619</b>	<b>22,024,430</b>	<b>23,837,760</b>
<b>Total Number of Prepaid Subscriber</b>	<b>12,988,184</b>	<b>13,563,792</b>	<b>14,768,854</b>	<b>17,445,300</b>
<b>Total Number of Hybrid Customers</b>	<b>6,746,802</b>	<b>7,217,827</b>	<b>7,255,575</b>	<b>6,392,460</b>
<b>Total Number of Postpaid Subscribers</b>	<b>145,624,577</b>	<b>149,250,768</b>	<b>153,453,526</b>	<b>157,676,687</b>
<b>Percentage of Prepaid and Hybrid Subscriber</b>	<b>11.9%</b>	<b>12.2%</b>	<b>12.6%</b>	<b>13.1%</b>
<b>Percentage of Postpaid Subscribers</b>	<b>88.1%</b>	<b>87.8%</b>	<b>87.4%</b>	<b>86.9%</b>

<b>Prepaid Subscribers</b>				
<b>Number of Prepaid Subscribers</b>				
	1Q04	2Q04	3Q04	4Q04
Verizon	1,945,450	1,633,938	1,587,849	1,533,560
Cingular	1,574,000	1,528,000	1,540,320	3,100,000
AT&T	1,084,600	1,200,000	1,500,000	
Sprint I	-	-	-	-
T-Mobile	1,518,000	1,674,000	1,767,000	1,974,000
Nextel	-	-	-	-
ALLTEL	695,399	708,600	713,552	733,251
U.S. Cellular	136,410	120,000	106,216	108,790
Western Wireless			6,200	27,908
Leap	-	-	-	-
Qwest				
Dobson	36,400	45,300	45,100	46,300
Centennial	16,587	22,500	19,600	17,100
Triton PCS	0	0	0	0
Rural Cellular	23,338	22,454	21,018	20,391
Nextel Partners	0	0	0	0
TracFone	3,347,000	3,560,000	3,800,000	4,394,000
Boost	537,000	605,000	800,000	1,160,000
Virgin Mobile	1,750,000	2,100,000	2,500,000	3,000,000
Other	324,000	324,000	324,000	324,000
<b>Total Number of Prepaid Subscribers</b>	<b>12,988,184</b>	<b>13,543,792</b>	<b>14,730,854</b>	<b>16,439,300</b>

<b>Hybrid Subscribers</b>				
<b>Number of Hybrid Subscribers</b>				
	1994	2004	3004	10104
Verizon				
Cingular	-	-	-	950,000
AT&T	600,000	350,000	902,000	
Sprint I	4,073,240	4,215,088	4,184,796	4,197,909
T-Mobile	635,332	605,739	629,009	654,781
Nextel	-	-	-	-
ALL TEL				
U.S. Cellular	-	20,000	38,000	56,000
Western Wireless				
Leap	1,538,000	1,547,000	1,539,770	1,539,770
Qwest				
Dobson	-	-	-	-
Centennial				
Triton PCS	-	-	-	-
Rural Cellular				
Nextel Partners	-	-	-	-
<b>Total Number of Prepaid Subscribers</b>	<b>6,746,802</b>	<b>7,237,827</b>	<b>7,293,575</b>	<b>7,398,460</b>