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RE: FCC 14-28 Protecting and Promoting the Open Internet

To: FCC

filed electronically

Dear FCC:

I am the founder and co-owner of a small business that derives its income from, and owes its success to, the internet. I began my company, a provider of specialty lamp cord, in 1992, but my sales and marketing did not really take off until my wife and I created a web site for the business in 1997. Our product is marketed to a select niche audience - only through the vast reach of the internet were we able to tap into enough customers to become profitable, and just barely, at that. Over the past decade we have grown enough that we have had imitators copy what we do, including make our own product in China, and undersell us. We are dedicated to making our product in the US, so while this was inevitable, it still stings. *But an important fact here for you to note is that we were **early innovators** - we created a product that was not being made or marketed in the US at the time (the mid 1990's), and only by use of the free and open internet, were we able to launch our small business. We had very little money.*

Now - some of our competition - which exists because of a market that we created - has much deeper pockets than we do. They spend tens of thousands of dollars a year on advertising, and I am sure if they could pay for a faster high speed "lane", or "pipe", they just might. We are a modest sized company (our gross sales - not profit - last year were less than \$700,000) but we are supporting a family of three, as well as providing for jobs for three other people in our community, and sourcing our raw materials in the US whenever possible. We like to think of ourselves as socially responsible Capitalists with the community and national interest in mind. Even so - we are struggling. We are fighting for our survival. My wife and I are routinely working 12 hour days, six days a week, just to stay ahead. We still had to take out loans to send our daughter to college.

The point being, the title of 14-28 is **Protecting and Promoting**, and we are urging you to **protect** the interests of the millions of small businesses, and individual voices, and consumers, who do not have the deep pockets of big corporations like Verizon and Comcast, who can and will stop at nothing to get their way, who can and will spend hundreds of millions on armies of lobbyists. We are too busy trying to make a living, to lobby the FCC, yet lobby we must.

We are urging this Commission to reclassify the Internet as a telecommunications utility, so that it will always be in the hands of the people for whom it is meant to serve. Allowing a two-tier system, where some companies can pay for faster transmission while others companies have to settle for slower speeds, will be a **death knell for businesses like ours**. Instead of fueling innovation, you will be forever killing it, and all the cards will be held by an increasingly short list of players like AT&T (who just announced today they would buy Direct TV for over 48 billion dollars!), Comcast, and Verizon.

I urge you to preserve Net Neutrality. It seems to me Comcast and AT& T and Verizon have managed just fine without this high speed lane so far, all manging to rake in record profits year after year. Meanwhile, for most middle class Americans, life is not that easy.

Thank you for allowing me to voice these concerns.

Sincerely,

James Kent

Sundial Wire, LLC