

Confidential Release

Case Number:
81-383-TP-AIR

Date of Confidential Document:
February 22, 1982

Today's Date:
July 27, 2009

I acknowledge that I have read and understand the protective order issued by the Public Utilities Commission of Ohio in Case No. 81-383-TP-AIR, covering portions of the supplemental testimony of and exhibits of Theodore W. Kunkle.

I agree to be bound by the terms and conditions of the protective order.

Date:

2/22/82

Linda Fitzpatrick

100 Executive Dr.
Wexon, Ohio 43302

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Date:

2/22/82

Roger Wilman

General Telephone Co. of Ohio

100 Executive Dr.

Marion, Ohio 43302

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Date:

2/22/82

CM Crawford

Director - Revenue & Earnings
General Telephone Company

of Ohio

100 Executive Drive

Marion Ohio

43302

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Date: 7-22-82

William H. Keating

Attorney for General
Telephone Company of Ohio
100 Executive Plaza
Marian, Ohio

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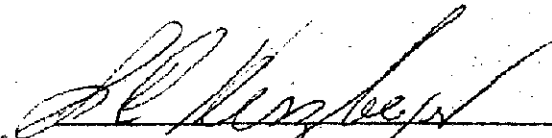
Date: 2-22-82

Theodore W. Kunkle
Mgr. Party System
GTE Service Corp - Northern
Region Telephone Operations
Westfield, Indiana

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Date: 2-22-82


Gen. Telford Co. of Ohio
100 Executive Dr
MARION, OHIO

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Date: FEB. 22, 1982

Jonathan L. Heller

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Date:

2/22/82

Robert E. Shank

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Date:

Feb. 22, 1982

Bruce Kizer
General Telephone Co. of Ohio
100 Executive Drive
Mason, Ohio 43302

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Date:

2-22-82

John W. Hunsberger
General Telephone Co of Ohio
100 Executive Pl.
Marion, Ohio 43302

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Date:

2/22/82

Robert J. Jones

Attorney for

General Telephone

Company of Ohio

*File
copy*

PROPRIETARY INFORMATION
NOT FOR PUBLIC RELEASE

BEFORE

THE PUBLIC UTILITIES COMMISSION OF OHIO

In the matter of the application)
of General Telephone Company of)
Ohio for authority to adjust its)
rates and charges and to change)
its tariffs.)

No. 81-383-TP-AIR

RECEIVED

JAN 29 1982

DOCKETING DIVISION
PUBLIC UTILITIES COMMISSION OF OHIO

Supplemental Testimony and Exhibits
of
Theodore W. Kunkle
Witness for the Applicant

SUPPLEMENTAL TESTIMONY OF THEODORE W. KUNKLE

1. Q. Please state for the record your name and business address.
2. A. My name is Theodore W. Kunkle. My business address is GTE Service
3. Corporation, 19845 North U. S. 31, Westfield, Indiana 46074.
4. Q. Have you previously submitted testimony in this case?
5. A. Yes. My direct testimony was prefiled in this case on July 13, 1981.
6. Q. What is the purpose of your supplemental testimony?
7. A. The purpose of my supplemental testimony is to respond to the statements
8. in the Staff Report of Investigation with respect to the Company's claim
9. for curtailment of revenues in the amount of \$1,878,185. The staff
10. acknowledges the fact that revenue curtailment does occur when prices of
11. products are increased, but recommends that revenue curtailment be
12. denied for the applicant because, in the staff's view, the company has
13. not provided sufficient information to justify its claim. I will
14. present and substantiate a corrected curtailment amount of \$2,303,500,
15. or \$425,315 more than the original estimate of \$1,878,185.
16. Q. Does your direct testimony, which was submitted on July 13, 1981,
17. discuss the company's claim for curtailment?
18. A. Yes, my direct testimony discusses curtailment beginning on page 19.
19. While I discuss in that testimony the methodology used by the company to
20. determine its claim of revenue curtailment, I did not present all of the
21. underlying data in support of the claim, which the staff indicates
22. should be presented by the company.

1. Q. On page 20 of the Staff Report, the Staff indicates that the company did
2. not adequately present or justify price elasticities implicit in the
3. ancillary, auxiliary, data, key, PBX, and premise visit revenue
4. curtailment calculations. Do you have the breakdown of the revenue
5. curtailment with respect to each category and the price elasticities
6. implicit in the curtailment for each category?

7. A. The revenue curtailment as determined by the company for each of the
8. categories you mentioned is shown in Kunkle Exhibit 13. Price
9. elasticities for each category, however, were not directly determined.
10. Rather, the effect of price elasticities was accounted for by various
11. methods which were used to determine the revenue curtailment for each
12. category.

13. Q. What method was used to determine the revenue curtailment for small
14. PBX's and key equipment?

15. A. A computer simulation system was used to determine the number of units
16. expected at the increased price levels for key systems and small PBX's.
17. The effect of price elasticities are inherent in the logic of this
18. system.

19. Q. Please explain the computer simulation system to which you refer.

20. A. The computer simulation system is a system used to simulate the
21. decision-making process which businesses use in selecting among different
22. types and makes of key systems and small PBX's. We can use this system
23. to determine the quantities of our products that we may expect to
24. realize at different price levels.

25. Q. Please describe how the computer simulation system operates.

1. A. The system has inputted into it four major categories of information
2. which it draws upon in responding to specific price change inquiries.
3. These four categories of information are: customer behavior
4. information, customer physical information, telephone system prices, and
5. telephone system descriptions.
6. Q. Please explain what is included in the customer behavior information.
7. A. The customer behavior information file which is inputted into the
8. computer simulation system is based upon market research which was
9. conducted in the State of Ohio. It includes information developed from
10. questionnaires to businesses having PBX and key equipment with respect
11. to, among other things, the customers expected return on investment in
12. terms of a percentage, what the customer perceives as the remaining life
13. of his existing equipment, and the length of service of his existing
14. equipment, his preference bias for or against the telephone company and
15. for or against another vendor, the importance of multiple features on
16. the equipment to the customer, and an indication whether the business
17. person is predisposed to lease or to purchase telephone equipment.
18. Q. Please explain what is included in the customer physical equipment
19. information which is inputted into the computer simulation system.
20. A. This information, which is taken from telephone customer billing
21. records, describes the physical characteristics, including type of
22. equipment, number of lines and stations presently used by customers of
23. the telephone company throughout its service territory.

1. Q. Please describe the telephone system price information inputted into the
2. computer simulation system.
3. A. This information includes prices for equipment offered by the telephone
4. company as reflected in its existing tariffs, as well as representative
5. competitive pricing information.
6. Q. Finally, you mention that another input is a description of telephone
7. systems. Please elaborate.
8. A. This information describes PBX and key system products, including such
9. things as practical maximum sizes, telephones used, and other features
10. such as touch-call, dial intercom, night answer, etc.
11. Q. Please describe how the computer simulation system integrates the
12. inputted information which you have just described.
13. A. The system has within it random number generators, one of which matches
14. a behavioral response with a record in the physical information file.
15. The system then prices out all products that can fit the "composite
16. customers'" physical requirements in order to determine a perceived
17. present cost. That is then converted to an annual perceived present
18. cost for all products, and the minimum annual perceived present cost
19. determines which product will be selected. That process is repeated for
20. a sample subset of the physical file, and results in a determination
21. of the telephone company's demand assuming everything inputted into the
22. computer simulation system is held constant.
23. Q. What was done next?

1. A. The computer simulation system then determined the quantities of small
2. PBX and key systems which the company would realize under various
3. pricing scenarios.
4. Q. What were the various price increase scenarios which were analyzed?
5. A. Kunkle Exhibit 14 shows the various price increases for the types of
6. small PBX and key systems offered by the company which were analyzed by
7. the computer simulation system.
8. Q. Were any other variables included in the system?
9. A. Yes. A variable describing a customer's reaction to change specific to
10. the State of Ohio was included. The use of a conservative value for
11. this variable, for this case, resulted in a conservative estimate of the
12. curtailment as measured on a test year basis. Another variable was a
13. factor for optional feature values for the 10A2 and 17A key systems
14. offered by the company, and the GTD-120A PBX system, which equipment is
15. the most technically advanced offered by the company. Finally, a growth
16. factor for the Ohio economy, and a factor recognizing the customer full
17. awareness of competitive alternatives in Ohio, judged in early 1981 to
18. be only 25 percent, was included. More recent company data suggests
19. that competitive awareness is significantly higher today, thus further
20. supporting that our curtailment estimate is conservative.
21. Q. What was the result of simulating the price increases shown on Kunkle
22. Exhibit 14 with the computer simulation system?
23. A. The output of the whole process was to produce quantities associated
24. with each price scenario. Kunkle Exhibit 15 consists of 10 sheets
25. showing the quantities which we determined (after adjustment for timing
26. differences, etc.) would result from each price scenario.

1. Q. How did the company select the prices for small PBX and key system
2. equipment which are proposed in this case?
3. A. This was done as explained in my direct testimony which was filed on
4. July 13, 1981, beginning at page 14. The three-year forecasts referred
5. to at Line 13 of Page 14 of that testimony are those shown on Kunkle
6. Exhibit 15, attached to this supplemental testimony.
7. Q. How was curtailment for small PBX and key systems determined?
8. A. As stated on Page 20 of my direct testimony, beginning at Line 14,
9. revenue curtailment per curtailed inward unit was computed on the basis
10. of the annualized revenue equivalent over the average service life of
11. the initial non-recurring charge and the monthly recurring charge.
12. Q. Please explain the method used by the company to forecast quantities for
13. large PBX equipment.
14. A. In the case of large PBX equipment, each existing installation of large
15. PBX equipment in General Telephone Company of Ohio was actually
16. analyzed, customer by customer. The individual Communications
17. Consultant dealing with each large PBX customer was asked his opinion as
18. to how much of an increase in rate that customer would live with before
19. he would switch to another product, and the information was then
20. analyzed by a group of twelve marketing experts having knowledge of the
21. company's sales territory and products. A series of pricing scenarios
22. were then considered by the group of experts, holding prices of some
23. products constant while raising prices of others to determine the effect

1. on large PBX customers. Through this process, a consensus was reached
2. as to the probabilities of the large PBX customers moving to other
3. products at various price changes for the company's large PBX offerings.
4. Q. What approach was used with respect to auxiliary and ancillary
5. equipment?
6. A. In the case of auxiliary and ancillary equipment, we again used experts
7. within the company having intimate knowledge of the products and
8. customers involved. These included the General Sales Manager, the four
9. Division Sales Managers, a Products Administrator, and the Marketing
10. Services Manager. This group was asked to reach a consensus as to what
11. the market churn would be assuming prices for this equipment were _____
12. increased at 10 percent increments. Again, the outcome was a forecast
13. of quantities in-service at various price levels.
14. Q. What approach was used to forecast quantities for data equipment?
15. A. For this market, we used the Data Products Manager and the Data Products
16. Administrator to determine changes in quantities associated with changes
17. in prices. Again, several 10 percent price increments were analyzed to
18. determine the effect on quantities, and the result was a forecast of
19. quantities in-service at various price increments.
20. Q. On page 21 of your direct testimony, you indicate that expense
21. curtailment was computed using the number of curtailed units times the
22. theoretical per unit level of annualized expense for each product type.
23. Is theoretical expense curtailment shown on Kunkle Exhibit 13?

1. A. Yes. The annual expense curtailment associated with each item of
2. equipment is shown in the last column of each page of Kunkle Exhibit 13.
3. You will note that for products experiencing a decrease in number of
4. units, expense curtailment is positive. I have also indicated that
5. where there is no curtailment, i.e. where the company actually will
6. experience an increase in the number of units, expenses will
7. increase for those products, and thus reduce the amount of expense
8. curtailment that would theoretically be realized by the company.

9. Q. You indicate that the company would "theoretically" experience expense
10. curtailment. In your opinion will the company actually experience any
11. expense curtailment?

12. A. No. As indicated in my direct testimony at Page 22, the company, in my
13. opinion, will not actually experience any expense curtailment as a
14. result of unit curtailment because of the relatively low geographic
15. concentration of expected units.

16. Q. Are the numbers of curtailed units indicated on Kunkle Exhibit 13?

17. A. Yes. For example, Page 8 of Kunkle Exhibit 13 shows that the company
18. will experience curtailment of the 187 key system in the amount of 43
19. systems. As indicated in the priceout, Schedule E-4.2 to the
20. Application, the company had 12,156 units (representing 5,067 systems)
21. of the 187 key system in operation as of the date certain. The
22. reduction of 43 of these systems will occur at random throughout the
23. 850 cities and communities served by General Telephone Company of
24. Ohio. The random nature of the expected curtailment of the 187
25. key system will not permit the reduction of any maintenance

1. personnel or other labor related expenses. With respect to small
2. PBX's, Page 8 of Kunkle Exhibit 13 shows that the company will
3. experience curtailment of 6 units. It also shows that the company will
4. experience curtailment of 9 units of large PBX equipment. Again, these
5. quantities are not sufficient for the company to experience any actual
6. savings in expenses as a result of curtailment.
7. Q. What is the situation with respect to the curtailment of other types of
8. equipment?
9. A. The first seven pages of Kunkle Exhibit 13 show that the company will in
10. the aggregate experience curtailment of 17,001 units of auxiliary,
11. ancillary, and data equipment. The company's maintenance forces are
12. located in 108 reporting centers throughout the company, and I
13. calculate that this results in an averaged dispersion of 157 units of
14. of this type of equipment per reporting center. The time required of
15. one repairman for maintenance of 157 units of this type of equipment is
16. considerably less than one year. This would not permit the company to
17. realize any reduction in personnel as a result of the curtailment of
18. these units.
19. Q. What does the remainder of the company's claim of revenue curtailment in
20. the amount of \$2,303,500 consist of?
21. A. All but \$56,412 of the remainder of this claim, in the amount of
22. \$1,067,050, results from expected curtailment of coin revenues in
23. changing from 10 cents to 20 cents for a paystation call.
24. Q. Has General Telephone Company of Ohio made any curtailment studies to
25. support that claim?

1. A. No, and we could not. The company has not changed its paystation rate
2. for at least twenty years, and has no internal experience to use in
3. making such a study.

4. Q. In your direct testimony, you mentioned curtailment studies done in
5. Pennsylvania, Arizona, Missouri, and Virginia which indicate that
6. curtailment of approximately 30 percent was experienced when the
7. paystation rate was increased to 20 cents per call.

8. Please identify Kunkle Exhibit 16.

9. Kunkle Exhibit 16, consisting of 3 pages, contains copies of the local
10. coin service study results obtained by Bell System Operating Companies
11. in Missouri, Virginia, and Arizona, when those companies changed
12. from 10 cents to 20 cents for a paystation call. The studies
13. were all done in the late 1970's, and reflect results experienced by
14. those companies throughout their entire operating territory in those
15. states. The four studies relied upon encompass quite diverse
16. demographic and geographic factors which might be thought to impact
17. consumer demand for paystation services. However, the results of these
18. studies are fairly uniform and indicate that similar results are likely
19. to occur in Ohio. This assumption is not difficult to make given that
20. there is an absence of factors, demographic or otherwise, which suggests
21. that the Ohio customer reaction to a doubling of coin rates should be
22. unique from those encountered in other jurisdictions.

23. Moreover, we have been informed that Ohio Bell's 20 cent local coin
24. rate, that became effective in August 1976, resulted in curtailment of
25. 29% for the months of September, October and November. General
26. Telephone Company of Ohio serves over 100 exchanges which are adjacent

1. to (first tier) exchanges of the Ohio Bell Telephone Company.
2. - Consequently, many portions of the service area of General Telephone are
3. similar in many respects to that of Ohio Bell Telephone Company.
4. Accordingly, in my opinion, the results of these studies indicate that
5. General Telephone Company of Ohio will experience a similar curtailment
6. of paystation revenues if it increases the charge for a local paystation
7. call from 10 cents to 20 cents.
8. Q. Mr. Kunkle, do you have corrections to make to Schedule E-4 to the
9. application in this case?
10. A. Yes. Schedule E-4 which includes the priceout of the present and
11. proposed rates, and the priceout of revenue received by the company from
12. its semi-public paystations, requires clarification.
13. Q. Please explain.
14. A. Semi-public paystation revenue is derived not only from the monthly
15. charge paid by the subscriber to such service, but also from the coins
16. accumulated in each paystation in excess of the daily guarantee by the
17. subscriber to the company. The presentation of this revenue on Page 12
18. of Schedule E-4.2 (Data as of date certain, filed August 28, 1981) and
19. Schedule E-4 (Data as of date certain, filed August 28, 1981) is
20. confusing, and accordingly, I have prepared revised schedule sheets to
21. more appropriately reflect present and proposed revenues from this
22. service offering, as well as, the resulting changes in curtailment
23. figures.
24. Q. Please identify Kunkle Exhibit 17.
25. A. Kunkle Exhibit 17 contains the revised schedules E-4 and E-4.2 to which
26. I previously referred.
27. Q. Please explain the changes on these revised schedule sheets.

1. A. Schedule E-4.2 filed on August 28, 1981 indicated semi-public local
2. messages of 9,942,104. This estimated number for the test period was
3. derived by taking the total 1980 semi-public local revenues and applying
4. a 5% growth assumption factor to it and then dividing the result by
5. \$.10, which is the current local coin message charge. Present revenues
6. were shown as \$0 because it was erroneously believed that the local
7. message revenues from semi-public telephones did not generate revenues
8. in excess of guaranteed semi-public exchange rates, and thus would all
9. be credited to the subscriber's account, leaving the company with zero
10. revenues from semi-public paystation local messages. However, a review
11. of the semi-public local revenue account coupled with the 1981 total for
12. this account indicates that there were local message revenues in excess
13. of the semi-public exchange rate guarantee. These revenues amount to
14. \$157,916.40 and equate to 1,579,164 messages. The annual revenues and
15. messages and increased annual revenues to be derived from the proposed
16. rates have been revised because of these changes. The total local coin
17. message revenues for the test period 1981 were \$633,511.00 equating to
18. 6,335,110 messages. At 20 cents per message, this equates to
19. \$1,267,022.00. Therefore, the increased annual revenues are
20. \$1,109,105.60, which is the difference between the proposed and present
21. revenues. These revisions are reflected in Kunkle Exhibit 17.

22. Q. Will you please explain the reasons for the revision of the company's
23. curtailed revenue claim?

24. A. The curtailment figures for public and semi-public coin telephone have
25. been updated to correspond to the revised semi-public coin messages and
26. to correct an erroneous calculation which resulted in the original
27. \$641,735 curtailment amount for coin telephones. The updated figure for

1. paystation message curtailment is \$1,067,050 rather than \$855,646 as
2. stated on line 13, page 28 of my direct testimony.
3. The explanation of the method used to compute curtailment as described
4. on page 29, lines 4 through 11 of my direct testimony was in error. The
5. correct method for computing message curtailment at the 30% suppression
6. level described in my direct testimony is to determine the total amount
7. of revenue at \$.20 per message using the same number of messages as
8. occur with a \$.10 per message rate. As stated previously, the
9. semi-public messages are 6,335,110 and as shown on Kunkle Exhibit 17,
10. page 1, public messages are 11,449,053. These total 17,784,163
11. messages. Thirty percent of this is 5,335,249 which represents the
12. curtailed number of messages. This number multiplied by \$.20 equates to
13. \$1,067,050 which is the revised message curtailed amount. This figure
14. is contained in the revised curtailment amount of \$2,303,500.00 shown on
15. Schedule E-4, page 2 of Kunkle Exhibit No. 17.
16. Q. Does this revised curtailment amount appear on any other schedules?
17. A. Yes. Kunkle Exhibit 17, page 3 depicts schedule E-4A, which is the
18. curtailment summary submitted in the original filing for this rate case.
19. This schedule has been updated and reflects the revised coin message
20. curtailment amount previously mentioned, as well as the new total
21. curtailed revenue claim of the company which is \$2,303,500.
22. Q. Does that conclude your supplemental testimony?
23. A. Yes it does.

REVENUE AND EXPENSE CURTAILMENT

Rate Code	Units Curtailled	Proposed Monthly Rate	Curtailled Annual Revenue	Annual Avoidable Cost Per Unit*	Annual Expense Curtailment*
<u>ANCILLARY</u>					
AAR EQ TP	6	15.00	1080.00	85.31	511.86
AAR MSG CNTR	1	11.25	135.00	63.98	63.98
AAR EQ TPI	5	18.75	1125.00	106.63	533.15
CL DVTR	1	27.75	333.00	157.82	157.82
CL DVTRI	1	33.75	405.00	191.94	191.94
AA EQ DISC	1	22.50	270.00	127.96	127.96
AAR EQ SP	1	36.75	441.00	209.00	209.00
CONF BRANG	1	5.20	62.40	33.63	33.63
CONF BRANG 2	3	15.60	561.60	100.89	302.67
CA ALRM CPLR	32	7.60	2918.40	33.58	1074.56
AUT DLR 400	13	17.90	2792.40	115.62	1503.06
AUT DLR 32	85	5.70	5814.00	39.65	3370.25
AUT DLR 32 TC	17	5.70	1162.80	39.65	674.05
S BST RCVR	63	5.00	3780.00	22.09	1391.67
S BST RCVR 1	2162	2.50	64860.00	11.05	23890.10
S BST RCVR 1-BE	5	2.50	150.00	11.05	55.25
S BST RCVR 1-BK	13	2.50	390.00	11.05	143.65
S BST RCVR 1-EBR	2	2.50	60.00	11.05	22.10
S BST RCVR 1-WH	2	2.50	60.00	11.05	22.10
S BST RCVR-BE	4	5.00	240.00	22.10	88.40
S BST RCVR-BK	5	5.00	300.00	22.10	110.50
VOL CTRL	11	5.00	660.00	22.10	243.10
OPR H	1	2.50	30.00	11.05	11.05
OPR SET MIN	140	7.50	12600.00	33.14	4639.60
OPR SET MIN 1	143	9.50	16302.00	41.98	6003.14
OPR JK W/CON HS	72	2.50	2160.00	11.05	795.60
OPR SET JK K	117	2.50	3510.00	11.05	1292.85
OPR SET JK ADL	3	1.00	36.00	4.42	13.26
OPR SET K ADL	3	2.00	72.00	8.84	26.52

*Represents Theoretical Expense

REVENUE AND EXPENSE CURTAILMENT

<u>Rate Code</u>	<u>Units Curtailed</u>	<u>Proposed Monthly Rate</u>	<u>Curtailed Annual Revenue</u>	<u>Annual Avoidable Cost Per Unit*</u>	<u>Annual Expense Curtailment*</u>
<u>ANCILIARY cont'd</u>					
RCVR SGL HD	1	1.00	12.00	4.42	4.42
ADJ CH	212	2.00	5088.00	8.84	1874.08
BUZZER	1661	1.50	29898.00	6.63	11012.43
CH	348	4.00	16704.00	17.68	6152.64
G	98	2.00	2352.00	8.84	866.32
G1	822	4.50	44388.00	19.89	16349.58
G10	16	6.50	1248.00	28.72	459.52
G10 ODR	8	6.50	524.00	28.72	229.76
G ODR	1100	4.50	59400.00	19.89	21879.00
HRN EXPL PRF	6	5.00	360.00	22.10	132.60
HRN IDR	723	6.00	52056.00	26.51	19166.73
HRN ODR	393	6.00	28296.00	26.51	10418.43
SIG B	5	2.00	120.00	8.84	44.20
SIG LR B	279	4.00	1332.00	17.68	4932.72
XB	3195	2.00	76680.00	8.84	28243.80
XB EXPL	4	4.70	225.60	20.77	83.08
XB LR	704	4.00	33792.00	17.68	12446.72
XB LR EXPL	6	10.00	720.00	44.19	265.14
BH LP	445	1.50	8010.00	6.63	2950.35
ETN ILM	508	5.00	30480.00	22.10	11226.80
I DS LL	2	5.00	120.00	22.10	44.20
NBL HRN SIG EQ	15	2.00	360.00	8.84	132.60
PB	1702	1.50	30636.00	6.63	11284.26
PB I	2	1.50	36.00	6.63	13.26
PB/SUZ	1	2.50	30.00	11.05	11.05
RLY	1	1.50	18.00	6.63	6.63
RLY EXPL	4	4.70	225.60	20.77	83.08
RLY SS	1	3.00	36.00	13.26	13.26
SIG CNTRL U	1133	3.50	47586.00	15.67	17527.51
TOTAL			605203.80		225356.99

*Represents Theoretical Expense

REVENUE AND EXPENSE CURTAILMENT

Rate Code	Units Curtailed	Proposed Monthly Rate	Curtailed Annual Revenue	Annual Avoidable Cost Per Unit *	Annual Expense Curtailment *
AUXILIARY					
DK IC STA-M4A855	1	7.90	94.80	20.39	20.39
DK IC SPKR-4A150	1	2.20	26.40	5.67	5.67
DK IC STA-4A30B	1	3.50	42.00	9.06	9.06
ICS-SPKR 4	1	3.50	42.00	9.06	9.06
DK IC SPKR-4B121	2	1.75	42.00	4.53	9.06
DK IC SPKR-7A195	1	3.95	47.40	10.20	10.20
DK IC STA-4B121	1	4.40	52.80	11.34	11.34
DK SPKR-5C25	1	2.20	26.40	5.67	5.67
DK SPKR-5C35 1	1	2.65	31.80	6.81	6.81
DK IC STA-4A691 2	1	3.95	47.40	10.20	10.20
AMPLR SHLF 100W NC	1	29.75	357.00	76.64	76.64
AMPLR SHLF 100W B	3	14.10	507.60	36.46	109.38
AMPLR SHLF 35W NC	6	22.35	1609.20	57.76	346.56
AMPLR SHLF 35W B	6	13.40	964.80	34.65	207.90
AMPLR SHLF 60W NC	2	24.60	590.40	63.64	127.28
AUTOTROL UN NC	1	30.25	363.00	78.16	78.16
DK MIC-7A 765	1	3.70	44.40	9.53	9.53
DK MIC-7A 765 1	1	3.50	42.00	9.06	9.06
DK MIC 7A 7A290	1	5.25	63.00	13.59	13.59
MIKE DSK FIT NC	1	4.75	57.00	12.24	12.24
DK SPKR-5A265	1	1.30	15.60	4.25	4.25
ACS 8 SPKR-1	2	5.55	133.20	21.50	43.00
DK IC SPKR-6A208	25	1.65	495.00	9.33	133.25
DK SPKR 6AJ32 1	9	1.65	178.20	5.33	47.97
DK SPKR-6A230	2	1.65	39.60	5.33	10.66
DK SPKR-6A285	1	1.65	19.80	5.33	5.33
DK SPKR-6AJ32	5	2.70	162.00	8.74	43.70

*Represents Theoretical Expense

REVENUE AND EXPENSE CURTAINMENT

Rate Code	Auxiliary cont'd	Units Curtailled	Proposed Monthly Rate	Curtailled Annual Revenue	Annual Avoidable Cost Per Unit*	Annual Expense Curtailment*
DK SPKR-6A335		48	2.15	1238.40	7.02	336.96
DK SPKR-6A495		31	2.30	855.60	7.46	231.26
DK SPKR-D6A208		6	1.30	93.60	4.25	25.50
DK SPKR-D6L8		1	1.30	15.60	4.25	4.25
SPK 6A332 NC		1	2.15	25.80	7.02	7.02
SPK 6A335 NC		20	1.00	240.00	3.20	64.00
SPK 6A495/5A450 NC		10	1.20	144.00	3.85	38.50
DK SPKR-6L100		1	1.30	15.60	4.25	4.25
ACS-SPKR-1		3	6.20	223.20	20.21	60.63
DK SPKR EXPL		1	7.75	93.00	25.31	25.31
DK HRN-SA296 2		1	1.95	23.40	6.38	6.38
DK HRN-5A30 1		4	1.65	79.20	5.33	21.32
DK HRN-5A30 2		61	2.60	1903.20	8.50	518.50
DK SPKR-D5C25		11	2.60	343.20	8.50	93.50
SPK 5A30 NC		36	2.35	1015.20	7.66	275.76
SPK 5A296 NC		3	2.75	99.00	8.94	26.82
ACS 8 SPKR-3		5	3.90	234.00	12.76	63.80
DK SPKR-5A260		2	3.90	93.60	12.76	25.52
SPK 5A262 NC		1	3.75	45.00	12.15	12.15
DK HRN-5A296		22	4.65	1227.60	15.12	332.64
DK HRN-5A296 1		12	3.60	518.40	11.71	140.52
DK HRN-5A30		94	3.90	4399.20	12.76	1199.44
DK HRN-5A90		2	5.55	133.20	18.09	36.18
DK SPKR-5A120		21	5.20	1310.40	17.00	357.00
DK SPKR-5A125		1	5.95	71.40	19.37	19.37
DK SPKR-5C35		8	3.60	345.60	11.71	93.68
DK SPKR-6L8		18	1.65	356.40	5.33	95.94
DK SPKR-D5C35		3	2.95	106.20	9.58	28.74
DK TG 15A265		1	3.90	46.80	12.76	12.76
ACS-SND AM-FH TNR		4	5.85	280.80	19.13	76.52

*Represents Theoretical Expense

REVENUE AND EXPENSE CURTAILMENT

Rate Code	Units Curtailed	Proposed Monthly Rate	Curtailed Annual Revenue	Annual Avoidable Cost Per Unit *	Annual Expense Curtailment *
<u>AXILIARY cont'd</u>					
ACS-TNR PREAMP	2	12.05	289.20	39.35	78.70
DK-TNR D10A65A	3	9.75	351.00	31.89	95.67
TNR AM/FM NC	2	14.85	356.40	48.49	96.98
ACS-TNR AMP	2	7.15	171.60	23.39	46.78
ACS-SPKR MIC SYS	1	76.00	912.00	248.21	248.21
ACS-SPKR MIC SYS	1	148.00	1776.00	482.91	482.91
DK IC SPKR CL IN SW	1	.65	7.80	2.13	2.13
DK IC SPKR-ADD WATT	2	.35	8.40	1.08	2.16
DK SPKR VOL C D9A780	1	2.60	31.20	8.51	8.51
DK SPKR VOL CTRL	3	2.15	77.40	7.02	21.06
FTP 1	5	1.00	60.00	3.20	16.00
RLY 223D10 NC	3	.60	21.60	1.92	5.76
TN GEN SOL ST NC	3	6.70	241.20	21.91	65.73
VOL CTL 9A1550 NC	4	.75	36.00	2.36	9.44
VOL CTL 9A780 NC	1	1.90	22.80	6.18	6.18
POT 604 NC	1	.35	4.20	1.08	1.08
TOTAL			<u>26038.20</u>		<u>6797.48</u>
<u>DATA</u>					
DS 101CV SR	6	32.50	1560.00	1093.43	4373.72
DS 103A1 SR	2	35.75	838.00	1202.77	2405.54
DS 103A2	4	35.75	1716.00	1202.77	4811.08
DS 101C SR	1	32.50	390.00	1093.43	1093.43
DS 103A2 1	1	35.75	429.00	1202.77	1202.77
DS 103J	10	38.00	4560.00	1279.29	12792.90
DS 113A	2	15.30	367.20	513.93	1027.86
DS 113A TC	1	15.30	183.60	513.93	513.93
TTY30 DA INTFC	5	5.85	351.00	196.82	984.10
DS 201A SR	1	110.50	1326.00	3717.65	3717.65

*Represents Theoretical Expense

REVENUE AND EXPENSE CURTAILMENT

<u>Rate Code</u>	<u>Units Curtailed</u>	<u>Proposed Monthly Rate</u>	<u>Curtailed Annual Revenue</u>	<u>Annual Avoidable Cost Per Unit*</u>	<u>Annual Expense Curtailment*</u>
<u>DATA cont'd</u>					
DS 201A31	2	117.00	2808.00	3936.33	7872.66
DS 201B S/R PL	1	110.50	1326.00	3717.65	3717.65
DS 201B SR	7	110.50	9282.00	3717.65	26023.55
DS 202C1 SR	1	52.00	624.00	1749.48	1749.48
DS 202E9	2	39.00	936.00	1312.11	2624.22
DS 202R SR	1	26.00	312.00	874.74	874.74
DS 202R SR 1	2	26.00	624.00	874.74	1749.48
DS 202S-L1/2/3	19	57.50	13110.00	3916.32	36410.08
DS 208A SR	1	150.00	1800.00	5030.06	5030.06
RIXON T212A DATA SET	16	52.50	10080.00	1760.52	28168.32
DS 401E S	2	10.40	249.60	349.90	699.80
DS 801 A6 AUTO UNIT	2	58.50	1404.00	1968.16	3936.32
DS MILCO 24	3	98.00	3528.00	3280.58	9841.74
ITV 30-80 KSR	3	109.00	3924.00	3673.79	11021.37
1200 SR / B	1	48.25	579.00	1618.36	1618.36
1200 MAG TP U	1	77.00	924.00	2591.40	2591.40
1200 FED	1	7.30	87.60	244.94	244.94
1200-VRIL TB-FM FD	1	8.40	100.80	282.11	282.11
TTY30 132 SR LN	1	6.00	72.00	201.20	201.20
TTY30 ANS BK	3	5.85	210.60	196.62	590.46
TTY30 FM ACC SHLF	2	2.15	51.60	72.17	144.34
TTY30 MAG TP 2	2	106.60	2558.40	3586.43	7172.86
TTY30 NO CLSTR	2	2.90	69.60	96.25	192.50
TTY30 I SHLF	2	2.15	51.60	72.17	144.34
TTY30 V TB-FF	2	12.55	301.20	422.07	844.14
TTY30 V TB-FF BD	1	8.40	100.80	282.11	282.11
TTY30 CPY HLD	1	2.40	28.80	80.91	80.91
TTY30 CPY HLD	1	.65	7.80	65.61	65.61
19 ASR	1	15.00	180.00	331.25	331.25

*Represents Theoretical Expense

REVENUE AND EXPENSE CURTAILMENT

Rate Code	Units Curtailed	Proposed Monthly Rate	Curtailed Annual Revenue	Annual Avoidable Cost Per Unit*	Annual Expense Curtailment*
<u>DATA Cont'd</u>					
REFPERF NO TP	1	40.00	480.00	883.34	883.34
TRANS K-1	4	1.00	48.00	22.08	88.32
TRANS K-2	2	1.50	36.00	33.13	66.26
33 ASR FFD	2	75.00	1800.00	2192.99	4385.98
33 SR FFD	2	96.00	2304.00	2807.03	5614.06
33 SR SFD	2	104.00	2496.00	3041.67	6083.34
TTY SEL CL ARGT	1	4.50	54.00	131.58	131.58
TTY TAPE MAG 3ASR	1	1.50	18.00	43.86	43.86
TTY TRANS CONTROL	1	1.50	18.00	43.86	43.86
33 RD FF	1	54.00	648.00	1578.96	1578.96
CRT DATA 980/B	1	44.00	528.00	971.67	971.67
1200 KSR DATA NC	1	263.00	3156.00	8835.12	8835.12
1200 KSR DATA B	2	49.50	1188.00	7911.88	7911.88
1200 FM ACC SHLF/B	1	-55	6.60	69.78	69.78
1200 HOR TAB/B	1	2.35	28.20	383.60	383.60
35 ASR FFD	1	198.00	2376.00	4844.86	4844.86
35 ASR SF-SFD	2	207.00	4968.00	5065.08	10130.16
54809	6	175.50	12636.00	5904.68	35426.94
TOTAL		99861.00		274922.55	

*Represents Theoretical Expense

REVENUE AND EXPENSE CURTAILMENT

FAX AND KEY SYSTEMS

System	Curtailed Inward		Additional Outward		Annual Curtailment		Additional Inward		Annual Curtailment		Decreased Outward		Total Curtailment	
	Annual Units	Revenue	Annual Units	Revenue	Annual Units	Expenses*	Annual Units	Revenue	Annual Units	Expenses*	Annual Units	Revenue	Annual Units	Expenses*
187 Key	22	5092	21	4861	2055	0	0	0	0	0	0	0	0	0
1042 Key	0	0	0	0	0	0	(18337)	0	0	(8253)	0	0	0	0
336 Key	0	0	0	0	0	0	0	0	0	0	(10780)	0	0	0
1741 Key	0	0	0	0	0	0	(24035)	0	0	(9927)	(5385)	(4652)	0	0
1742 Key	0	0	0	0	0	0	(7341)	0	0	(2795)	(2082)	(1316)	0	0
L40	0	0	0	0	0	0	0	0	0	0	(19177)	(8074)	0	0
L80	0	0	0	0	0	0	0	0	0	0	(9587)	(4655)	0	0
AE55	0	0	0	0	0	0	0	0	0	0	(852)	(830)	0	0
L20	0	0	0	0	0	0	0	0	0	0	0	0	0	0
WE507	0	0	0	0	0	0	0	0	0	0	0	0	0	0
AKD741	0	0	0	0	0	0	0	0	0	0	0	0	0	0
WE551	0	0	0	0	0	0	0	0	0	0	0	0	0	0
HELLOG20	0	0	0	0	0	0	0	0	0	0	0	0	0	0
HELLOG200	0	0	0	0	0	0	0	0	0	0	0	0	0	0
L25	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TAS 100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
WE 555	0	0	0	0	0	0	0	0	0	0	0	0	0	0
L12	0	0	0	0	0	0	0	0	0	0	0	0	0	0
AE95	0	0	0	0	0	0	0	0	0	0	0	0	0	0
L100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ARD561	0	0	0	0	0	0	0	0	0	0	0	0	0	0
GTD120C	0	0	0	0	0	0	0	0	0	0	0	0	0	0
GTD120A	1	8735	3	6958	9263	0	(28022)	0	0	(19311)	0	(21064)	0	0
AE300	0	0	1	16337	8949	0	0	0	0	0	0	16679	0	0
GTR400	0	0	1	15719	5546	0	0	0	0	0	0	16337	0	0
SC400	0	0	3	71100	22090	0	0	0	0	0	0	15719	0	0
SC800	0	0	3	409256	70166	0	0	0	0	0	0	409256	0	0
GTD1000	1	28731	0	0	0	0	0	0	0	0	0	28731	0	0
TOTAL		42558		532175	124942		(77735)		(34286)		(48063)		(23394)	
														86711
														448935

*Represents Theoretical Expense

SMALL PBX AND KEY SYSTEMS
 PERCENT PRICE INCREASES

Scenario	187	10A2	K36	17A	AE40	AE80	GTD120C	GTD120A
Base	-	-	-	-	-	-	-	-
1	60	60	60	20	60	60	60	20
2	80	80	80	20	80	80	80	20
3	100	100	100	20	100	100	100	20
4	15	15	15	60	15	15	40	40
5	30	30	30	60	30	30	60	40
6	15	15	15	40	15	15	40	60
7	30	30	30	40	30	30	60	60
8	200	100	140	105	140	140	120	50
9	300	200	250	210	250	250	230	100

SMALL PBX AND KEY SYSTEMS

Scenario: Base Rate

Product	% Price Change	Current In-Service		Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In		Yr 3 In	
		Non Contract	Contract	Non Contract	Contract	Non Contract	Reinstall	New	Non Contract	Contract	Non Contract	Reinstall	New	Non Contract	Contract	Non Contract	Reinstall
187/87	0	5070	0	4056	0	4056	398	4248	0	4268	429	4436	0	4456	460		
10A2	0	6969	0	1510	0	1510	54	1524	0	1524	81	1536	0	1556	100		
K36	0	49	0	12	0	0	0	8	0	0	0	8	0	0	0		
17A	0	81	2081	23	546	569	465	36	863	899	500	50	1205	1255	534		
AE40	0	252	0	35	0	0	0	37	0	0	0	60	0	0	0		
AE80	0	48	0	11	0	0	0	8	0	0	0	7	0	0	0		
120C	0	3	259	0	11	8	0	0	13	10	0	0	13	9	0		
120A	0	1	28	0	2	2	36	0	3	3	36	0	4	4	36		
L20	0	17	0	2	0	0	0	3	0	0	0	3	0	0	0		
WE507	0	3	0	0	0	0	0	1	0	0	0	0	0	0	0		
AE95	0	4	0	1	0	0	0	1	0	0	0	0	0	0	0		
AKD741	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0		
WE 551	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0		
KELLOGG2D	0	2	0	0	0	0	0	0	0	0	0	0	0	0	0		
L25	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0		
KELLOGG200	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0		
TAS 100	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0		
WE 555	0	6	0	1	0	0	0	1	0	0	0	1	0	0	0		
L12	0	6	0	1	0	0	0	1	0	0	0	1	0	0	0		
AE55	0	20	0	3	0	0	0	3	0	0	0	3	0	0	0		

SMALL PBX AND KEY SYSTEMS

Scenario: 1

Product	Z Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	Non Contract Units	Reinstall Units	Non Contract Units	Contract Units	Non Contract Units	Reinstall Units	Non Contract Units	Contract Units	Non Contract Units	Reinstall Units
187787	60	4097	0	312	4248	0	4248	0	4248	4410	0	4410	362
10A2	60	1487	0	99	1527	0	1527	0	1527	1579	0	1579	141
K36	60	8	0	0	8	0	0	0	0	8	0	0	0
17A	20	22	533	517	37	885	922	0	922	53	1265	1318	596
AE40	60	23	0	0	19	0	0	0	0	19	0	0	0
AE80	60	8	0	0	8	0	0	0	0	8	0	0	0
120C	60	0	16	0	0	16	16	0	0	0	16	16	0
120A	60	0	0	17	0	0	0	0	0	0	0	0	20
L20	60	2	0	0	1	0	0	0	0	1	0	0	0
UE507	60	0	0	0	0	0	0	0	0	0	0	0	0
AE95	60	1	0	0	1	0	0	0	0	1	0	0	0
AKD741	60	0	0	0	0	0	0	0	0	0	0	0	0
UE551	60	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG10	60	0	0	0	0	0	0	0	0	0	0	0	0
L25	60	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG200	60	0	0	0	0	0	0	0	0	0	0	0	0
TAS100	60	0	0	0	0	0	0	0	0	0	0	0	0
PE553	60	1	0	0	0	0	0	0	0	0	0	0	0
L12	60	1	0	0	0	0	0	0	0	0	0	0	0
AE53	60	2	0	0	1	0	0	0	0	2	0	0	0

SMALL PBX AND KEY SYSTEMS

Scenario: 2

Product	% Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units
187/87	80	4120	0	4120	265	4246	0	4246	290	4387	0	4387	311
10A2	80	1493	0	1493	88	1576	0	1576	116	1573	0	1573	136
K36	80	12	0	0	0	8	0	0	0	8	0	0	0
L7A	20	22	325	547	549	37	898	935	595	54	1306	1360	630
AE40	80	28	0	0	0	21	0	0	0	21	0	0	0
AE80	80	12	0	0	0	8	0	0	0	8	0	0	0
L20C	80	0	24	24	0	0	16	16	0	0	16	16	0
L20A	20	0	5	5	32	0	0	0	18	0	0	0	35
L20	80	2	0	0	0	1	0	0	0	1	0	0	0
WE507	80	0	0	0	0	0	0	0	0	0	0	0	0
AE95	80	1	0	0	0	1	0	0	0	1	0	0	0
AKD741	80	0	0	0	0	0	0	0	0	0	0	0	0
WE551	80	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG20	80	0	0	0	0	0	0	0	0	0	0	0	0
L25	80	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG200	80	0	0	0	0	0	0	0	0	0	0	0	0
TAS100	80	0	0	0	0	0	0	0	0	0	0	0	0
WE553	80	1	0	0	0	0	0	0	0	0	0	0	0
L12	80	1	0	0	0	0	0	0	0	1	0	0	0
AE55	80	2	0	0	0	2	0	0	0	2	0	0	0

SMALL PDX AND KEY SYSTEMS

Scenario: 3

Product	Z Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units
187/87	100	4142	0	4142	215	4244	0	4244	235	4356	0	4356	256
10A2	100	1510	0	1510	54	1524	0	1524	81	2319	0	2319	105
K36	100	17	0	0	0	12	0	0	0	8	0	0	0
17A	20	21	310	531	609	39	925	964	631	57	1370	1427	697
AE40	100	31	0	0	0	22	0	0	0	19	0	0	0
AE80	100	17	0	0	0	12	0	0	0	8	0	0	0
120C	100	0	34	34	0	0	24	24	0	0	16	16	0
120A	20	0	6	6	39	0	0	0	45	0	0	0	41
L20	100	2	0	0	0	2	0	0	0	1	0	0	0
VE507	100	0	0	0	0	0	0	0	0	0	0	0	0
AE95	100	1	0	0	0	1	0	0	0	1	0	0	0
AKD741	100	0	0	0	0	0	0	0	0	0	0	0	0
VE531	100	0	0	0	0	0	0	0	0	0	0	0	0
VELLOGG20	100	0	0	0	0	0	0	0	0	0	0	0	0
L25	100	0	0	0	0	0	0	0	0	0	0	0	0
VELLOGG100	100	0	0	0	0	0	0	0	0	0	0	0	0
TAS100	100	0	0	0	0	0	0	0	0	0	0	0	0
VE335	100	1	0	0	0	1	0	0	0	0	0	0	0
L12	100	1	0	0	0	1	0	0	0	0	0	0	0
AE55	100	2	0	0	0	2	0	0	0	2	0	0	0

SMALL PBX AND KEY SYSTEMS

Scenario: 4

Product	Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units
187/87	15	4048	0	4048	414	4248	0	4248	4465	0	4465	4465	477
19A2	15	1464	0	1464	147	1528	0	1528	1604	0	1604	1604	191
K36	15	8	0	0	0	8	0	0	8	0	0	0	0
17A	60	24	571	595	309	34	821	855	46	1095	1141	429	429
AE40	15	20	0	0	0	17	0	0	18	0	0	0	0
AE80	15	8	0	0	0	8	0	0	8	0	0	0	0
120C	40	0	16	16	0	0	16	16	0	16	16	16	0
120A	40	0	0	0	13	0	0	0	0	0	2	2	16
L20	15	1	0	0	0	1	0	0	1	0	0	0	0
VE507	15	0	0	0	0	0	0	0	0	0	0	0	0
AE95	15	1	0	0	0	1	0	0	1	0	0	0	0
AKD741	15	0	0	0	0	0	0	0	0	0	0	0	0
VE551	15	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG20	15	0	0	0	0	0	0	0	0	0	0	0	0
L25	15	0	0	0	0	0	0	0	0	0	0	0	0
NELLOGG200	15	0	0	0	0	0	0	0	0	0	0	0	0
THS100	15	0	0	0	0	0	0	0	0	0	0	0	0
WE555	15	0	0	0	0	0	0	0	0	0	0	0	0
L12	15	0	0	0	0	0	0	0	0	0	0	0	0
AE55	15	2	0	0	0	1	0	0	1	0	0	0	0

SMALL PBX AND KEY SYSTEMS

Scenario: 5

Product	% Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	New Units	Reinstall Units	Non Contract Units	Contract Units	New Units	Reinstall Units	Non Contract Units	Contract Units	New Units	Reinstall Units
187/87	30	4067	0	376	4067	0	4250	403	4465	0	4465	4465	434
10A2	30	1449	0	178	1449	0	1529	200	1622	0	1622	1622	219
K36	30	8	0	0	8	0	0	0	4	0	0	0	0
17A	60	24	566	389	590	830	35	421	47	1117	1164	653	653
AE40	30	21	0	0	0	0	21	0	16	0	0	0	0
AE80	30	8	0	0	0	0	8	0	4	0	0	0	0
120C	60	0	16	0	16	16	0	0	0	0	0	0	0
120A	40	0	0	13	0	0	0	15	0	0	0	0	15
L20	30	1	0	0	0	0	1	0	1	0	0	0	0
WE507	30	0	0	0	0	0	0	0	0	0	0	0	0
AE95	30	1	0	0	0	0	1	0	0	0	0	0	0
AKD741	30	0	0	0	0	0	0	0	0	0	0	0	0
WE551	30	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG20	30	0	0	0	0	0	0	0	0	0	0	0	0
L25	30	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG100	30	0	0	0	0	0	0	0	0	0	0	0	0
TAS100	30	0	0	0	0	0	0	0	0	0	0	0	0
WE555	30	0	0	0	0	0	1	0	0	0	0	0	0
L12	30	0	0	0	0	0	1	0	0	0	0	0	0
AE55	30	2	0	0	0	0	2	0	0	0	0	0	0

SMALL PDX AND KEY SYSTEMS

Scenario: 6

Product	% Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	New Units	Reinstall Units	Non Contract Units	Contract Units	New Units	Reinstall Units	Non Contract Units	Contract Units	New Units	Reinstall Units
187/87	15	4056	0	397	4247	0	4247	429	429	4455	0	4455	461
1DA2	15	1469	0	136	1527	0	1527	159	159	1598	0	1598	179
K36	15	8	0	0	8	0	8	0	0	8	0	8	0
17A	40	23	564	399	35	834	869	433	433	47	1130	1177	463
AE40	15	18	0	0	16	0	0	0	0	16	0	0	0
AE80	15	8	0	0	8	0	0	0	0	8	0	0	0
120C	40	0	16	0	0	16	16	0	0	0	16	16	0
120A	60	0	0	11	0	0	0	14	14	0	3	3	14
L20	15	1	0	0	1	0	0	0	0	1	0	0	0
WE507	15	0	0	0	0	0	0	0	0	0	0	0	0
AE95	15	1	0	0	1	0	0	0	0	1	0	0	0
AND741	15	0	0	0	0	0	0	0	0	0	0	0	0
WE551	15	0	0	0	0	0	0	0	0	0	0	0	0
NELLOG20	15	0	0	0	0	0	0	0	0	0	0	0	0
L25	15	0	0	0	0	0	0	0	0	0	0	0	0
NELLOG200	15	0	0	0	0	0	0	0	0	0	0	0	0
TAS100	15	0	0	0	0	0	0	0	0	0	0	0	0
WE553	15	0	0	0	0	0	0	0	0	0	0	0	0
L12	15	0	0	0	0	0	0	0	0	0	0	0	0
AE55	15	1	0	0	1	0	0	0	0	1	0	0	0

SMALL PEX AND KEY SYSTEMS

Scenario: 7

Product	Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units
187/87	30	4069	0	4069	371	4265	0	4265	399	4458	0	4458	428
10A2	30	1465	0	1465	165	1528	0	1528	167	1602	0	1602	190
K36	30	8	0	0	0	8	0	0	0	6	0	0	0
17A	40	23	563	586	420	35	852	887	457	49	1167	1216	492
AE40	30	20	0	0	0	18	0	0	0	16	0	0	0
AE80	30	8	0	0	0	8	0	0	0	6	0	0	0
120C	60	0	16	16	0	0	16	0	0	0	12	12	0
120A	60	2	2	2	13	0	0	0	14	0	2	2	15
L70	30	1	0	0	0	1	0	0	0	1	0	0	0
WE507	30	0	0	0	0	0	0	0	0	0	0	0	0
AE95	30	1	0	0	0	1	0	0	0	0	0	0	0
MD741	30	0	0	0	0	0	0	0	0	0	0	0	0
WE551	30	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG20	30	0	0	0	0	0	0	0	0	0	0	0	0
L25	30	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG200	30	0	0	0	0	0	0	0	0	0	0	0	0
TAS100	30	0	0	0	0	0	0	0	0	0	0	0	0
WE555	30	0	0	0	0	0	0	0	0	0	0	0	0
L12	30	0	0	0	0	0	0	0	0	0	0	0	0
AE55	30	2	0	0	0	1	0	0	0	1	0	0	0

SMALL PBX AND KEY SYSTEMS

Scenario: 8

Product	% Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units
187/87	200	4227	0	4227	41	4237	0	4237	64	4362	0	4262	82
10A2	100	1364	0	1364	352	1526	0	1526	387	1708	0	1708	418
K36	140	18	0	0	0	13	0	0	0	8	0	0	0
17A	105	23	331	576	457	36	871	907	486	50	1207	1257	525
AE40	140	30	0	0	0	25	0	0	0	18	0	0	0
AE80	140	18	0	0	0	13	0	0	0	8	0	0	0
120C	120	0	36	36	0	0	26	26	0	0	16	16	0
120A	50	0	5	5	43	0	2	2	39	0	0	0	43
120	140	2	0	0	0	2	0	0	0	1	0	0	0
ME507	140	0	0	0	0	0	0	0	0	0	0	0	0
AE95	140	2	0	0	0	1	0	0	0	0	0	0	0
AKD741	140	0	0	0	0	0	0	0	0	0	0	0	0
ME551	140	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG20	140	0	0	0	0	0	0	0	0	0	0	0	0
L13	140	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG300	140	0	0	0	0	0	0	0	0	0	0	0	0
TAS100	140	0	0	0	0	0	0	0	0	0	0	0	0
ME555	140	1	0	0	0	1	0	0	0	0	0	0	0
L12	140	1	0	0	0	1	0	0	0	0	0	0	0
AE55	140	2	0	0	0	2	0	0	0	1	0	0	0

SMALL PBX AND KEY SYSTEMS

Scenario: 9

Product	Price Change	Yr 1 Out		Yr 1 In		Yr 2 Out		Yr 2 In		Yr 3 Out		Yr 3 In	
		Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units	Non Contract Units	Contract Units	Reinstall Units	New Units
187/87	300	4225	0	4225	44	4238	0	4238	64	4260	0	4260	87
10A2	200	1364	0	1364	351	1526	0	1526	385	1706	0	1706	418
K36	250	18	0	0	0	14	0	0	0	8	0	0	0
17A	210	21	539	582	434	36	858	894	468	49	1183	1232	499
AE40	250	30	0	0	0	24	0	0	0	19	0	0	0
AE80	250	18	0	0	0	14	0	0	0	8	0	0	0
120C	230	0	36	36	0	0	28	28	0	0	16	16	0
120A	100	5	3	5	42	0	2	2	44	0	0	0	40
L20	250	2	0	0	0	2	0	0	0	1	0	0	0
WE507	250	0	0	0	0	0	0	0	0	0	0	0	0
AE95	250	2	0	0	0	1	0	0	0	1	0	0	0
AND741	250	0	0	0	0	0	0	0	0	0	0	0	0
WE531	250	0	0	0	0	0	0	0	0	1	0	0	0
KELLOGG3D	250	0	0	0	0	0	0	0	0	0	0	0	0
L25	250	0	0	0	0	0	0	0	0	0	0	0	0
KELLOGG200	250	0	0	0	0	0	0	0	0	0	0	0	0
TAS100	250	0	0	0	0	0	0	0	0	0	0	0	0
WE555	250	1	0	0	0	1	0	0	0	0	0	0	0
L12	250	1	0	0	0	1	0	0	0	0	0	0	0
AE35	250	2	0	0	0	2	0	0	0	2	0	0	0

LOCAL COIN SERVICE
ARIZONA
20¢

	<u>Estimated Local Coin Calls @ 10¢ (a)</u>	<u>Actual Local Coin Calls @ 20¢ (b)</u>	<u>Calls Curtailled (c) = (a) - (b)</u>	<u>% Curtailment (d) = (c) / (a)</u>	<u>Cumulative Curtailment (e)</u>
May, 1975	3,944,798	2,888,147	1,056,651	26.8%	26.8%
June	4,187,714	2,603,021	1,504,693	35.9	31.5
July	3,679,570	2,698,409	981,161	26.7	30.0
August	3,678,335	2,606,548	1,071,787	29.1	29.8
September	3,978,771	2,937,716	1,041,055	26.2	29.0
October	3,881,281	2,874,924	1,006,357	25.9	28.5
November	3,960,744	2,397,318	1,563,426	39.5	30.1
December	5,131,210	3,382,799	1,748,411	34.1	30.7
January, 1976	4,616,747	2,790,897	1,817,850	39.4	31.8
February	3,453,987	2,337,844	1,116,143	32.3	31.9
March	3,836,481	3,231,410	605,063	15.8	30.5
April	4,173,314	3,243,534	929,780	22.3	29.8

LOCAL COIN SERVICE
VIRGINIA
20¢

	<u>Estimated Local Coin Calls @ 10¢ (a)</u>	<u>Actual Local Coin Calls @ 20¢ (b)</u>	<u>Calls Curtailed (c) = (a) - (b)</u>	<u>% Curtailment (d) = (c) ÷ (a)</u>	<u>Cumulative % Curtailment (e)</u>
October, 1975	8,300,828	5,492,500	2,808,328	33.8%	33.8%
November	8,627,997	6,961,205	1,666,792	19.3	26.4
December	7,387,895	6,493,475	894,420	12.1	22.1
January, 1976	6,517,941	5,787,025	730,916	11.2	19.8
February	8,038,286	5,073,035	2,965,251	36.9	23.3
March	9,189,379	5,812,280	3,377,099	36.8	25.9
April	6,828,969	6,140,900	688,069	10.1	23.9
May	8,337,000	5,207,425	3,129,575	37.5	25.7
June	8,901,260	5,899,655	3,001,605	33.7	26.7

LOCAL COIN SERVICE
MISSOURI
20¢

	<u>Estimated Local Coin Calls @ 10¢ (a)</u>	<u>Actual Local Coin Calls @ 20¢ (b)</u>	<u>Calls Curtailed (c) = (a) - (b)</u>	<u>% Curtailment (d) = (c) ÷ (a)</u>	<u>Cumulative % Curtailment (e)</u>
October, 1975	7,387,916	5,121,980	2,265,936	30.7%	30.7%
November	7,421,810	4,852,390	2,569,420	34.6	32.6
December	7,211,136	4,824,020	2,387,116	33.1	32.8
January, 1976	7,073,819	4,831,850	2,241,969	31.7	32.5
February	7,420,256	4,932,185	2,488,071	33.5	32.7

SCHEDULE 7-A-2
DETAIL OTHER SERVICE RATES
(TELEPHONE UTILITIES)

DATE CERTAIN JUNE 30, 1981
BEST YEAR JAN. 1, 1981 - DEC. 31, 1981
PAGE 10 OF 19
WITNESS RESPONSIBLE T. W. KUNKLE

PUBLIC UTILITIES COMMISSION OF OHIO
COMPANY GENERAL TELEPHONE COMPANY OF OHIO
CASE NO. 81-38J-TP-AIK

NUM CONTRACT AND LEVEL R RATES
NET AMT - MISCELLANEOUS

LINE NO.	RATE CODE (A)	DESCRIPTION (B)	*****PRESENT*****		*****PROPOSED*****		INCREASED		
			TOTAL ITEMS (C)	MONTHLY RATE (D)	ANNUAL REVENUES (E=CXDA12)	MONTHLY RATE (F)	ANNUAL REVENUES (G=CFXA12)	ANNUAL REVENUES (H=G-E) (J=HFE)	INCR (K=HFE)
316	1LGRU-F	SERIES 2000 FX-INTRA	3	4.00	144.00	4.00	144.00	0.00	0
317	TPA-A ALT ARGU-F	SERIES 5000 TELPAK	1	30.00	300.00	30.00	300.00	0.00	0
318	1LHVV-M	SERIES 2000 FX-INTER	104	* 5226.17	52714.04	5226.17	52714.04	0.00	0
319	1LHVV-M	SERIES 2000 FX-INTER	4	* 1281.53	5178.30	1281.53	5178.30	0.00	0
320	FP9-F	SERIES 2000 FX-INTER	0	16.20	0.00	16.20	0.00	0.00	0
321		Semi-Public Local Messages	1570164**	0.10	157816.40			0.00	0
322		Semi-Public Local Messages	6335110***	0.10	1144905.30	0.20	1267022.00	1109105.60 ****	N/A
323		Public Local Messages	11449053		60978.00	5081.50	2289810.00	1144905.30	100
324	TOLL TK HM	Dial PBX Toll Trunk	114	* 3081.50	60978.00		60978.00	0.00	0
SUBTOTAL					6802204.02		10537308.12	3755104.10	55

* Monthly revenues, not rates, for the indicated number of items.

**In Excess of Guarantee

***Total Semi-Public Coin Telephone Messages

****\$1,267,022.00 - \$157,010.40 = \$ 1,109,105.60

Schedule E-1
Curtailed Revenue Summary Schedule
(Telephone Utilities)

Public Utilities Commission of Ohio

Company General Telephone Company of Ohio

Case No. 81-383-TP-Aid

Date Certain June 30, 1981

Test Year Jan. 1, 1981 - Dec. 31, 1981

Page 1 of 1

Witness responsible T. W. Kunkle

Line No.	Description	Date Certain		Present		Reclassified		Proposed		Increase (H-G-C)
		Main Stations (or Items) (A)	Average No. Rate (or Chr. Item) (B)	Annual Revenues (C-AxBx12)	Main Stations (or Items) (D)	Average No. Rate (or Chr. Item) (E)	Annual Revenue (F-DxEx12)	Annual Rev. (G-F-C)		
1	Basic Exchange									
2	Residential - 1 Party	373943.5	9 10.88	\$ 48807817.50	373943.5	\$ 15.54	\$ 69720847.35	\$ 20913029.85	43.	
3	Residential - 2 Party	30746.75	9.58	3533871.00	30746.75	11.98	4421112.60	887241.60	25.	
4	Residential - 4 Party	20390.5	8.68	2124681.45	20390.5	10.64	2603837.55	479156.10	23.	
5	Residential - Rural Multi-Party	25588.5	8.83	2886986.90	0	0.00	0.00	(2886986.90)	(100.)	
6	Residential - Rural 4 Party	25837.5	8.67	2889990.63	31206	10.03	6165667.63	3476377.00	129.	
7	Total Residential	476286.75	10.47	59842447.50	476286.75	14.51	82911465.15	23069017.65	39.	
8	Business - 1 Party	33006.25	21.83	8645963.10	33224.5	30.91	12324410.10	3678447.00	43.	
9	Business - 2 Party	218.25	18.67	48891.45	0	0.00	0.00	(48891.45)	(100.)	
10	Business - Joint User	5	10.59	635.40	5	13.83	829.92	194.52	31.	
11	Total Business	33229.5	21.81	8695489.95	33229.5	30.91	12325240.02	3629750.07	42.	
12	Semi-Public Coin	2598	26.54	827268.60	2598	43.49	1355695.20	528426.60	64.	
13	PBX Trunk	5315	44.52	3160357.20	5315	48.85	3467617.80	307260.60	10.	
14	Key System Trunk	26248.75	22.37	7047011.40	26248.75	38.64	12169827.90	5122816.50	73.	
15	Total Exchange	544278	12.18	79572574.65	544278	17.18	112219846.07	32657271.42	41.	
16	EAS Supplements			0.00			7449283.43	7449283.43	NA	
17	Zone Charges			7947313.41			16454900.67	2507387.26	32.	
18	Network (1)*			8562008.58			12700041.08	4137432.50	48.	
19	Coin Booths			12588.20			32542.00	19933.80	159.	
20	Auxiliary, Auxiliary and Data			2106490.72			3086415.70	979924.98	43.	
21	PBX and Key			7805691.18			15007863.01	7202171.73	64.	
22	Terminal - Miscellaneous			10421305.88			18946328.36	8325022.48	82.	
23	Special Assembly			660182.32			818936.12	136733.80	12.	
24	Service Connection Charges			2814417.50			4882124.00	2067706.50	73.	
25	Total Uncurtailed Revenue			119923172.54			186606260.44	65683087.90	55.	
26	Curtailment (2)**			0.00			(2303500.00)	(2303500.00)	NA	
27	Total Curtailed Revenue			119923172.54			(183302700.44)	(83378587.90)	53.	

* (1) Network Category Includes Private Line, FX-Outs, and Miscellaneous
** (2) Refer to Schedule E-4A Submitted with original filing

Schedule E-4A
Curtailed Summary
(Telephone Utilities)

Public Utilities Commission of Ohio Date Certain June 30, 1981
Company General Telephone Co. of Ohio Test Year Jan. 1, 1981 - Dec. 31, 1981
Case No. 81-383-TP-AIR Page 1 of 1
Witness responsible T.W. Kunkle

<u>Line No.</u>	<u>Description</u>	<u>Curtailed Revenue</u>
1	Ancillary	\$ 605204.00
2	Auxiliary	26038.00
3	Data	99861.00
4	Key	(58207.00)
5	PBX	507142.00
6	Coin Messages	1067050.00
7	Premise Visit	<u>56412.00</u>
8	Total Curtailed Revenue	\$2303500.00