

EXHIBIT B1

CABLE PRODUCT AND PRICES

990649-TP

Att 3/6/07 (entire document)
DECLASSIFIED
CONFIDENTIAL

This notice of intent was filed in a docketed matter by or on behalf of a "telco" for Confidential DN 11541-00. The confidential material is in locked storage pending staff advice on handling.

Appeal

DOCUMENT NUMBER-DATE

11541 SEP 14 8

CONFIDENTIAL

**COMEX COPPER AVERAGE
MARCH, APRIL, MAY 1997**

| | | |
|---------|----|---------|
| MARCH | \$ | 1.14803 |
| APRIL | \$ | 1.09696 |
| MAY | \$ | 1.15248 |
| TOTAL | \$ | 3.39747 |
| AVERAGE | \$ | 1.13249 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:
EFFECTIVE DATE: 1-Jul-97

1.0000

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|---------------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | 0.9577 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 22-058-83 | ANAW | 11 | 22 | | 10,000 | 0.04268 | \$ 0.2895 | \$ 0.0409 | \$ 0.1351 | \$ 0.1136 | \$ 0.2895 | \$ 0.0483 | \$ 0.1351 | \$ 0.1136 | \$ 0.3077 |
| 09-059-92 | ASPF SF | 12 | 22 | 282212 | 10,000 | 0.04656 | \$ 0.2980 | \$ 0.0446 | \$ 0.1377 | \$ 0.1158 | \$ 0.2980 | \$ 0.0527 | \$ 0.1377 | \$ 0.1158 | \$ 0.3172 |
| 22-060-83 | ANAW | 18 | 22 | | 10,000 | 0.06208 | \$ 0.3108 | \$ 0.0595 | \$ 0.1365 | \$ 0.1148 | \$ 0.3108 | \$ 0.0703 | \$ 0.1365 | \$ 0.1148 | \$ 0.3333 |
| 22-062-83 | ANAW | 25 | 22 | 282225 | 10,000 | 0.09700 | \$ 0.3284 | \$ 0.0829 | \$ 0.1268 | \$ 0.1067 | \$ 0.3264 | \$ 0.1089 | \$ 0.1268 | \$ 0.1067 | \$ 0.3558 |
| 22-065-83 | ANAW | 50 | 22 | 282250 | 10,000 | 0.19400 | \$ 0.5811 | \$ 0.1858 | \$ 0.2147 | \$ 0.1808 | \$ 0.5811 | \$ 0.2187 | \$ 0.2147 | \$ 0.1808 | \$ 0.6373 |
| 22-067-83 | ANAW | 75 | 22 | | 7,500 | 0.29100 | \$ 0.9523 | \$ 0.2787 | \$ 0.3859 | \$ 0.3077 | \$ 0.9523 | \$ 0.3296 | \$ 0.3659 | \$ 0.3077 | \$ 1.0385 |
| 22-069-83 | ANAW | 100 | 22 | 282280 | 7,500 | 0.38800 | \$ 1.0316 | \$ 0.3716 | \$ 0.3585 | \$ 0.3015 | \$ 1.0316 | \$ 0.4394 | \$ 0.3585 | \$ 0.3015 | \$ 1.1383 |
| 22-071-83 | ANAW | 150 | 22 | | 5,000 | 0.58200 | \$ 1.7018 | \$ 0.5574 | \$ 0.6215 | \$ 0.5227 | \$ 1.7018 | \$ 0.6581 | \$ 0.6215 | \$ 0.5227 | \$ 1.8887 |
| 22-073-83 | ANAW | 200 | 22 | 282282 | 4,200 | 0.77800 | \$ 1.9278 | \$ 0.7432 | \$ 0.6435 | \$ 0.5411 | \$ 1.9278 | \$ 0.8788 | \$ 0.6435 | \$ 0.5411 | \$ 2.1383 |
| 22-075-83 | ANAW | 300 | 22 | 282283 | 2,720 | 1.16400 | \$ 2.8864 | \$ 1.1148 | \$ 0.9878 | \$ 0.8139 | \$ 2.8864 | \$ 1.3182 | \$ 0.9878 | \$ 0.8139 | \$ 3.2123 |
| 22-077-83 | ANAW | 400 | 22 | 282284 | 2,500 | 1.55200 | \$ 3.8397 | \$ 1.4864 | \$ 1.2783 | \$ 1.0750 | \$ 3.8397 | \$ 1.7576 | \$ 1.2783 | \$ 1.0750 | \$ 4.2801 |
| 22-081-83 | ANAW | 600 | 22 | 282286 | 1,800 | 2.32800 | \$ 5.7858 | \$ 2.2295 | \$ 1.9318 | \$ 1.6245 | \$ 5.7858 | \$ 2.6384 | \$ 1.9318 | \$ 1.6245 | \$ 6.4173 |
| 22-083-83 | ANAW | 900 | 22 | 282289 | 1,000 | 3.48200 | \$ 8.5381 | \$ 3.3443 | \$ 2.8202 | \$ 2.3718 | \$ 8.5381 | \$ 3.8547 | \$ 2.8202 | \$ 2.3718 | \$ 9.4782 |
| 22-085-83 | ANAW | 1200 | 22 | | 750 | 4.65600 | \$ 10.6895 | \$ 4.4591 | \$ 3.3735 | \$ 2.8389 | \$ 10.6895 | \$ 5.2729 | \$ 3.3735 | \$ 2.8389 | \$ 11.8898 |
| 22-081-80 | ANAY | 600 | 22 | 131286 | 1,550 | 2.32800 | \$ 6.1243 | \$ 2.2295 | \$ 2.1158 | \$ 1.7791 | \$ 6.1243 | \$ 2.8384 | \$ 2.1158 | \$ 1.7791 | \$ 6.7881 |
| 22-083-80 | ANAY | 900 | 22 | 131289 | 950 | 3.49200 | \$ 9.0341 | \$ 3.3443 | \$ 3.0907 | \$ 2.5891 | \$ 9.0341 | \$ 3.9547 | \$ 3.0907 | \$ 2.5891 | \$ 9.9943 |
| 22-085-80 | ANAY | 1200 | 22 | 131291 | 700 | 4.65800 | \$ 12.0825 | \$ 4.4591 | \$ 4.1411 | \$ 3.4824 | \$ 12.0825 | \$ 5.2729 | \$ 4.1411 | \$ 3.4824 | \$ 13.3841 |
| 22-026-83 | ANBW | 6 | 19 | | 10,000 | 0.04680 | \$ 0.2092 | \$ 0.0448 | \$ 0.0893 | \$ 0.0751 | \$ 0.2092 | \$ 0.0530 | \$ 0.0893 | \$ 0.0751 | \$ 0.2253 |
| 22-027-83 | ANBW | 11 | 19 | | 10,000 | 0.08580 | \$ 0.3114 | \$ 0.0822 | \$ 0.1245 | \$ 0.1047 | \$ 0.3114 | \$ 0.0972 | \$ 0.1245 | \$ 0.1047 | \$ 0.3382 |
| 22-031-83 | ANBW | 25 | 19 | 282925 | 10,000 | 0.19500 | \$ 0.6179 | \$ 0.1868 | \$ 0.2342 | \$ 0.1969 | \$ 0.6179 | \$ 0.2208 | \$ 0.2342 | \$ 0.1969 | \$ 0.6756 |
| 22-034-83 | ANBW | 50 | 19 | 282950 | 5,000 | 0.38000 | \$ 1.1244 | \$ 0.3735 | \$ 0.4079 | \$ 0.3430 | \$ 1.1244 | \$ 0.4417 | \$ 0.4079 | \$ 0.3430 | \$ 1.2358 |
| 22-036-83 | ANBW | 75 | 19 | | 5,000 | 0.58500 | \$ 1.8502 | \$ 0.5803 | \$ 0.5921 | \$ 0.4979 | \$ 1.8502 | \$ 0.8625 | \$ 0.5921 | \$ 0.4979 | \$ 1.8180 |
| 22-038-83 | ANBW | 100 | 19 | 282980 | 3,300 | 0.78000 | \$ 1.9907 | \$ 0.7470 | \$ 0.6758 | \$ 0.5881 | \$ 1.9907 | \$ 0.8833 | \$ 0.6758 | \$ 0.5881 | \$ 2.2042 |
| 22-040-83 | ANBW | 150 | 19 | | 2,500 | 1.17000 | \$ 2.9980 | \$ 1.1205 | \$ 1.0188 | \$ 0.8567 | \$ 2.9980 | \$ 1.3250 | \$ 1.0188 | \$ 0.8567 | \$ 3.3186 |
| 22-042-83 | ANBW | 200 | 19 | 282982 | 2,000 | 1.58000 | \$ 3.8434 | \$ 1.4840 | \$ 1.2762 | \$ 1.0732 | \$ 3.8434 | \$ 1.7667 | \$ 1.2762 | \$ 1.0732 | \$ 4.2854 |
| 22-044-83 | ANBW | 300 | 19 | 282983 | 1,250 | 2.34000 | \$ 5.7894 | \$ 2.2410 | \$ 1.9275 | \$ 1.6209 | \$ 5.7894 | \$ 2.6500 | \$ 1.9275 | \$ 1.6209 | \$ 6.4232 |
| 22-097-83 | ANMV | 25 | 24 | 282425 | 10,000 | 0.08100 | \$ 0.2408 | \$ 0.0584 | \$ 0.0991 | \$ 0.0833 | \$ 0.2408 | \$ 0.0691 | \$ 0.0991 | \$ 0.0833 | \$ 0.2808 |
| 22-100-83 | ANMV | 50 | 24 | 282450 | 10,000 | 0.12200 | \$ 0.4212 | \$ 0.1168 | \$ 0.1653 | \$ 0.1390 | \$ 0.4212 | \$ 0.1382 | \$ 0.1653 | \$ 0.1390 | \$ 0.4586 |
| 22-104-83 | ANMV | 100 | 24 | 282480 | 10,000 | 0.24400 | \$ 0.7402 | \$ 0.2337 | \$ 0.2751 | \$ 0.2314 | \$ 0.7402 | \$ 0.2763 | \$ 0.2751 | \$ 0.2314 | \$ 0.8112 |
| 22-108-83 | ANMV | 200 | 24 | 282482 | 5,000 | 0.48800 | \$ 1.3724 | \$ 0.4874 | \$ 0.4918 | \$ 0.4134 | \$ 1.3724 | \$ 0.5527 | \$ 0.4918 | \$ 0.4134 | \$ 1.5108 |
| 22-110-83 | ANMV | 300 | 24 | 282483 | 4,200 | 0.73200 | \$ 1.9823 | \$ 0.7010 | \$ 0.6960 | \$ 0.5853 | \$ 1.9823 | \$ 0.8290 | \$ 0.6960 | \$ 0.5853 | \$ 2.1888 |
| 22-112-83 | ANMV | 400 | 24 | 282484 | 3,300 | 0.97800 | \$ 2.6172 | \$ 0.9347 | \$ 0.9139 | \$ 0.7888 | \$ 2.6172 | \$ 1.1053 | \$ 0.9139 | \$ 0.7888 | \$ 2.8889 |
| 22-116-83 | ANMV | 600 | 24 | 282486 | 2,500 | 1.48400 | \$ 4.0891 | \$ 1.4021 | \$ 1.4586 | \$ 1.2274 | \$ 4.0891 | \$ 1.6580 | \$ 1.4586 | \$ 1.2274 | \$ 4.5028 |
| 22-118-83 | ANMV | 900 | 24 | 282488 | 1,500 | 2.19800 | \$ 6.1336 | \$ 2.1031 | \$ 2.1894 | \$ 1.8411 | \$ 6.1336 | \$ 2.4869 | \$ 2.1894 | \$ 1.8411 | \$ 6.7538 |
| 22-120-83 | ANMV | 1200 | 24 | 282491 | 1,250 | 2.92800 | \$ 8.0892 | \$ 2.8041 | \$ 2.8783 | \$ 2.4188 | \$ 8.0892 | \$ 3.3159 | \$ 2.8783 | \$ 2.4188 | \$ 8.9233 |
| 22-121-83 | ANMV | 1500 | 24 | 282492 | 1,000 | 3.66000 | \$ 10.1787 | \$ 3.5052 | \$ 3.8251 | \$ 3.0485 | \$ 10.1787 | \$ 4.1449 | \$ 3.8251 | \$ 3.0485 | \$ 11.2108 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:
EFFECTIVE DATE: 1-Jul-97

1.0000

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.8577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|---------------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | 0.8577 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 22-124-83 | ANMW | 1800 | 24 | | 840 | 4.39200 | \$ 11.2339 | \$ 4.2062 | \$ 3.8174 | \$ 3.2102 | \$ 11.2339 | \$ 4.9739 | \$ 3.8174 | \$ 3.2102 | \$ 12.4369 |
| 22-116-80 | ANMY | 600 | 24 | 131488 | 2,450 | 1.48400 | \$ 4.9107 | \$ 1.4021 | \$ 1.7429 | \$ 1.4857 | \$ 4.6107 | \$ 1.6590 | \$ 1.7429 | \$ 1.4857 | \$ 5.0431 |
| 22-118-80 | ANMY | 900 | 24 | 131489 | 1,450 | 2.19600 | \$ 6.4852 | \$ 2.1031 | \$ 2.3804 | \$ 2.0017 | \$ 6.4852 | \$ 2.4869 | \$ 2.3804 | \$ 2.0017 | \$ 7.1182 |
| 22-120-80 | ANMY | 1200 | 24 | 131491 | 1,200 | 2.82800 | \$ 8.5640 | \$ 2.8041 | \$ 3.1288 | \$ 2.6311 | \$ 8.5640 | \$ 3.3159 | \$ 3.1288 | \$ 2.6311 | \$ 9.4050 |
| 22-121-80 | ANMY | 1500 | 24 | 131492 | 950 | 3.66000 | \$ 10.6617 | \$ 3.5052 | \$ 3.8874 | \$ 3.2691 | \$ 10.6617 | \$ 4.1449 | \$ 3.8874 | \$ 3.2691 | \$ 11.7113 |
| 22-124-80 | ANMY | 1800 | 24 | 131493 | 790 | 4.39200 | \$ 12.5898 | \$ 4.2062 | \$ 4.5539 | \$ 3.8295 | \$ 12.5898 | \$ 4.9739 | \$ 4.5539 | \$ 3.8295 | \$ 13.8417 |
| 22-128-40 | ANMY | 2100 | 24 | 131494 | 650 | 5.12400 | \$ 14.5441 | \$ 4.9073 | \$ 5.2347 | \$ 4.4021 | \$ 14.5441 | \$ 5.8029 | \$ 5.2347 | \$ 4.4021 | \$ 15.9997 |
| 22-132-83 | ANTW | 25 | 26 | 282625 | 10,000 | 0.03830 | \$ 0.1967 | \$ 0.0367 | \$ 0.0880 | \$ 0.0740 | \$ 0.1967 | \$ 0.0434 | \$ 0.0880 | \$ 0.0740 | \$ 0.2128 |
| 22-135-83 | ANTW | 50 | 26 | 282650 | 10,000 | 0.07650 | \$ 0.3314 | \$ 0.0733 | \$ 0.1402 | \$ 0.1179 | \$ 0.3314 | \$ 0.0868 | \$ 0.1402 | \$ 0.1179 | \$ 0.3573 |
| 22-139-83 | ANTW | 100 | 26 | 282680 | 10,000 | 0.15300 | \$ 0.5701 | \$ 0.1465 | \$ 0.2301 | \$ 0.1935 | \$ 0.5701 | \$ 0.1733 | \$ 0.2301 | \$ 0.1935 | \$ 0.6185 |
| 22-143-83 | ANTW | 200 | 26 | 282682 | 10,000 | 0.30600 | \$ 1.0608 | \$ 0.2931 | \$ 0.4279 | \$ 0.3598 | \$ 1.0608 | \$ 0.3465 | \$ 0.4279 | \$ 0.3598 | \$ 1.1754 |
| 22-145-83 | ANTW | 300 | 26 | 282683 | 6,000 | 0.45900 | \$ 1.5678 | \$ 0.4398 | \$ 0.6128 | \$ 0.5154 | \$ 1.5678 | \$ 0.5198 | \$ 0.6128 | \$ 0.5154 | \$ 1.7078 |
| 22-147-83 | ANTW | 400 | 26 | 282684 | 5,000 | 0.61200 | \$ 2.0558 | \$ 0.5861 | \$ 0.7983 | \$ 0.6714 | \$ 2.0558 | \$ 0.6931 | \$ 0.7983 | \$ 0.6714 | \$ 2.2412 |
| 22-151-83 | ANTW | 600 | 26 | 282686 | 3,300 | 0.91800 | \$ 3.0591 | \$ 0.8792 | \$ 1.1841 | \$ 0.9958 | \$ 3.0591 | \$ 1.0398 | \$ 1.1841 | \$ 0.9958 | \$ 3.3363 |
| 22-153-83 | ANTW | 900 | 26 | 282689 | 2,500 | 1.37700 | \$ 4.4970 | \$ 1.3188 | \$ 1.7264 | \$ 1.4518 | \$ 4.4970 | \$ 1.5594 | \$ 1.7264 | \$ 1.4518 | \$ 4.9065 |
| 22-155-83 | ANTW | 1200 | 26 | 282691 | 2,000 | 1.83600 | \$ 5.9810 | \$ 1.7583 | \$ 2.2938 | \$ 1.9289 | \$ 5.9810 | \$ 2.0793 | \$ 2.2938 | \$ 1.9289 | \$ 6.5305 |
| 22-156-83 | ANTW | 1500 | 26 | 282692 | 1,500 | 2.29500 | \$ 7.4355 | \$ 2.1979 | \$ 2.8451 | \$ 2.3825 | \$ 7.4355 | \$ 2.5891 | \$ 2.8451 | \$ 2.3825 | \$ 8.1209 |
| 22-157-83 | ANTW | 1800 | 26 | 282693 | 1,250 | 2.75400 | \$ 8.8317 | \$ 2.6375 | \$ 3.4190 | \$ 2.8752 | \$ 8.8317 | \$ 3.1189 | \$ 3.4190 | \$ 2.8752 | \$ 9.7545 |
| 22-158-83 | ANTW | 2100 | 26 | 282694 | 1,100 | 3.21300 | \$ 10.4029 | \$ 3.0771 | \$ 3.9794 | \$ 3.3484 | \$ 10.4029 | \$ 3.6387 | \$ 3.9794 | \$ 3.3484 | \$ 11.3622 |
| 22-159-83 | ANTW | 2400 | 26 | | 1,000 | 3.67200 | \$ 11.1994 | \$ 3.5167 | \$ 4.1733 | \$ 3.5095 | \$ 11.1994 | \$ 4.1585 | \$ 4.1733 | \$ 3.5095 | \$ 12.2707 |
| 22-161-83 | ANTW | 2700 | 26 | | 725 | 4.13100 | \$ 13.8644 | \$ 3.9583 | \$ 5.3821 | \$ 4.5280 | \$ 13.8644 | \$ 4.6783 | \$ 5.3821 | \$ 4.5280 | \$ 15.1155 |
| 22-162-83 | ANTW | 3000 | 26 | | 700 | 4.59000 | \$ 15.0858 | \$ 4.3858 | \$ 5.8122 | \$ 4.8877 | \$ 15.0858 | \$ 5.1961 | \$ 5.8122 | \$ 4.8877 | \$ 16.4747 |
| 22-151-80 | ANTY | 600 | 26 | 131686 | 3,250 | 0.91800 | \$ 3.2311 | \$ 0.8792 | \$ 1.2776 | \$ 1.0744 | \$ 3.2311 | \$ 1.0398 | \$ 1.2776 | \$ 1.0744 | \$ 3.5146 |
| 22-153-80 | ANTY | 900 | 26 | 131689 | 2,450 | 1.37700 | \$ 4.7502 | \$ 1.3188 | \$ 1.8640 | \$ 1.5675 | \$ 4.7502 | \$ 1.5594 | \$ 1.8640 | \$ 1.5675 | \$ 5.1719 |
| 22-155-80 | ANTY | 1200 | 26 | 131691 | 1,950 | 1.83600 | \$ 6.3178 | \$ 1.7583 | \$ 2.4767 | \$ 2.0828 | \$ 6.3178 | \$ 2.0793 | \$ 2.4767 | \$ 2.0828 | \$ 6.8795 |
| 22-156-80 | ANTY | 1500 | 26 | 131692 | 1,450 | 2.29500 | \$ 7.8543 | \$ 2.1979 | \$ 3.0725 | \$ 2.5838 | \$ 7.8543 | \$ 2.5891 | \$ 3.0725 | \$ 2.5838 | \$ 8.5549 |
| 22-157-80 | ANTY | 1800 | 26 | 131693 | 1,200 | 2.75400 | \$ 9.3662 | \$ 2.6375 | \$ 3.6550 | \$ 3.0737 | \$ 9.3662 | \$ 3.1189 | \$ 3.6550 | \$ 3.0737 | \$ 10.2047 |
| 22-158-80 | ANTY | 2100 | 26 | 131694 | 1,050 | 3.21300 | \$ 10.9690 | \$ 3.0771 | \$ 4.2977 | \$ 3.6142 | \$ 10.9690 | \$ 3.6387 | \$ 4.2977 | \$ 3.6142 | \$ 11.9695 |
| 22-159-90 | ANTY | 2400 | 26 | 131695 | 950 | 3.67200 | \$ 12.5861 | \$ 3.5167 | \$ 4.9205 | \$ 4.1429 | \$ 12.5861 | \$ 4.1585 | \$ 4.9205 | \$ 4.1429 | \$ 13.7077 |
| 22-161-80 | ANTY | 2700 | 26 | 131696 | 675 | 4.13100 | \$ 14.0625 | \$ 3.9583 | \$ 5.5008 | \$ 4.6257 | \$ 14.0625 | \$ 4.6783 | \$ 5.5008 | \$ 4.6257 | \$ 15.3415 |
| 22-162-80 | ANTY | 3000 | 26 | 131697 | 700 | 4.59000 | \$ 15.5861 | \$ 4.3958 | \$ 6.0785 | \$ 5.1117 | \$ 15.5861 | \$ 5.1961 | \$ 6.0785 | \$ 5.1117 | \$ 16.9828 |
| 09-059-77 | ANAA | 12 | 22 | 280212 | 10,000 | 0.04656 | \$ 0.2489 | \$ 0.0448 | \$ 0.1110 | \$ 0.0933 | \$ 0.2489 | \$ 0.0527 | \$ 0.1110 | \$ 0.0933 | \$ 0.2693 |
| 09-062-77 | ANAA | 25 | 22 | 280225 | 10,000 | 0.09700 | \$ 0.3045 | \$ 0.0829 | \$ 0.1149 | \$ 0.0867 | \$ 0.3045 | \$ 0.1099 | \$ 0.1149 | \$ 0.0867 | \$ 0.3331 |
| 09-065-77 | ANAA | 50 | 22 | 280250 | 10,000 | 0.19400 | \$ 0.5342 | \$ 0.1858 | \$ 0.1893 | \$ 0.1582 | \$ 0.5342 | \$ 0.2197 | \$ 0.1893 | \$ 0.1582 | \$ 0.5987 |
| 09-069-77 | ANAA | 100 | 22 | 280280 | 7,500 | 0.38800 | \$ 0.9806 | \$ 0.3716 | \$ 0.3308 | \$ 0.2782 | \$ 0.9806 | \$ 0.4384 | \$ 0.3308 | \$ 0.2782 | \$ 1.0664 |
| 09-073-77 | ANAA | 200 | 22 | 280282 | 4,200 | 0.77600 | \$ 1.8898 | \$ 0.7432 | \$ 0.6120 | \$ 0.5148 | \$ 1.8898 | \$ 0.8788 | \$ 0.6120 | \$ 0.5148 | \$ 2.0782 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:
EFFECTIVE DATE: 1-Jul-97

1.0000

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|--------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 09-075-77 | ANAA | 300 | 22 | 280283 | 2,720 | 1.16400 | \$ 2.7203 | \$ 1.1148 | \$ 0.8721 | \$ 0.7334 | \$ 2.7203 | \$ 1.3182 | \$ 0.8721 | \$ 0.7334 | \$ 3.0286 |
| 09-077-77 | ANAA | 400 | 22 | 280284 | 2,500 | 1.55200 | \$ 3.5845 | \$ 1.4864 | \$ 1.1289 | \$ 0.9483 | \$ 3.5645 | \$ 1.7578 | \$ 1.1289 | \$ 0.9483 | \$ 3.9749 |
| 09-081-77 | ANAA | 600 | 22 | 280286 | 1,800 | 2.32800 | \$ 5.4394 | \$ 2.2285 | \$ 1.7436 | \$ 1.4863 | \$ 5.4394 | \$ 2.6364 | \$ 1.7436 | \$ 1.4863 | \$ 6.0584 |
| 09-083-77 | ANAA | 900 | 22 | 280288 | 1,000 | 3.49200 | \$ 8.0325 | \$ 3.3443 | \$ 2.5468 | \$ 2.1416 | \$ 8.0325 | \$ 3.9547 | \$ 2.5468 | \$ 2.1416 | \$ 8.9583 |
| 09-085-77 | ANAA | 1200 | 22 | 280291 | 750 | 4.65800 | \$ 10.8029 | \$ 4.4591 | \$ 3.3373 | \$ 2.8085 | \$ 10.8029 | \$ 5.2729 | \$ 3.3373 | \$ 2.8085 | \$ 11.8308 |
| 09-031-77 | ANBA | 25 | 19 | 280925 | 10,000 | 0.19500 | \$ 0.5561 | \$ 0.1868 | \$ 0.2008 | \$ 0.1687 | \$ 0.5561 | \$ 0.2208 | \$ 0.2008 | \$ 0.1687 | \$ 0.6116 |
| 09-034-77 | ANBA | 50 | 19 | 280950 | 5,000 | 0.39000 | \$ 0.9761 | \$ 0.3735 | \$ 0.3273 | \$ 0.2753 | \$ 0.9761 | \$ 0.4417 | \$ 0.3273 | \$ 0.2753 | \$ 1.0621 |
| 09-038-77 | ANBA | 100 | 19 | 280960 | 3,300 | 0.78000 | \$ 1.7829 | \$ 0.7470 | \$ 0.5681 | \$ 0.4778 | \$ 1.7829 | \$ 0.8833 | \$ 0.5681 | \$ 0.4778 | \$ 1.9982 |
| 09-042-77 | ANBA | 200 | 19 | 280962 | 2,000 | 1.58000 | \$ 3.5241 | \$ 1.4940 | \$ 1.1027 | \$ 0.9273 | \$ 3.5241 | \$ 1.7887 | \$ 1.1027 | \$ 0.9273 | \$ 3.9345 |
| 09-044-77 | ANBA | 300 | 19 | 280983 | 1,250 | 2.34000 | \$ 5.1331 | \$ 2.2410 | \$ 1.5710 | \$ 1.3211 | \$ 5.1331 | \$ 2.6500 | \$ 1.5710 | \$ 1.3211 | \$ 5.7431 |
| 09-094-77 | ANMA | 12 | 24 | | 10,000 | 0.02928 | \$ 0.1423 | \$ 0.0280 | \$ 0.0821 | \$ 0.0522 | \$ 0.1423 | \$ 0.0332 | \$ 0.0621 | \$ 0.0522 | \$ 0.1528 |
| 09-097-77 | ANMA | 25 | 24 | 280425 | 10,000 | 0.06100 | \$ 0.2259 | \$ 0.0584 | \$ 0.0910 | \$ 0.0765 | \$ 0.2259 | \$ 0.0891 | \$ 0.0910 | \$ 0.0765 | \$ 0.2451 |
| 09-100-77 | ANMA | 50 | 24 | 280450 | 10,000 | 0.12200 | \$ 0.3904 | \$ 0.1168 | \$ 0.1488 | \$ 0.1250 | \$ 0.3904 | \$ 0.1382 | \$ 0.1488 | \$ 0.1250 | \$ 0.4287 |
| 09-104-77 | ANMA | 100 | 24 | 280460 | 10,000 | 0.24400 | \$ 0.8997 | \$ 0.2337 | \$ 0.2531 | \$ 0.2129 | \$ 0.8997 | \$ 0.2783 | \$ 0.2531 | \$ 0.2129 | \$ 0.7893 |
| 09-108-77 | ANMA | 200 | 24 | 280482 | 5,000 | 0.48800 | \$ 1.3208 | \$ 0.4674 | \$ 0.4638 | \$ 0.3989 | \$ 1.3208 | \$ 0.5527 | \$ 0.4638 | \$ 0.3989 | \$ 1.4571 |
| 09-110-77 | ANMA | 300 | 24 | 280483 | 4,200 | 0.73200 | \$ 1.9380 | \$ 0.7010 | \$ 0.8725 | \$ 0.5655 | \$ 1.9380 | \$ 0.8290 | \$ 0.8725 | \$ 0.5655 | \$ 2.1419 |
| 09-112-77 | ANMA | 400 | 24 | 280484 | 3,300 | 0.97800 | \$ 2.4510 | \$ 0.8347 | \$ 0.8236 | \$ 0.6928 | \$ 2.4510 | \$ 1.1053 | \$ 0.8236 | \$ 0.6928 | \$ 2.7167 |
| 09-116-77 | ANMA | 600 | 24 | 280486 | 2,500 | 1.48400 | \$ 3.8755 | \$ 1.4021 | \$ 1.3436 | \$ 1.1289 | \$ 3.8755 | \$ 1.6580 | \$ 1.3436 | \$ 1.1289 | \$ 4.2812 |
| 09-118-77 | ANMA | 900 | 24 | 280489 | 1,500 | 2.19800 | \$ 5.7117 | \$ 2.1031 | \$ 1.9602 | \$ 1.8484 | \$ 5.7117 | \$ 2.4869 | \$ 1.9602 | \$ 1.8484 | \$ 6.3168 |
| 09-120-77 | ANMA | 1200 | 24 | 280491 | 1,250 | 2.92800 | \$ 7.4947 | \$ 2.8041 | \$ 2.5479 | \$ 2.1426 | \$ 7.4947 | \$ 3.3159 | \$ 2.5479 | \$ 2.1426 | \$ 8.2989 |
| 09-121-77 | ANMA | 1500 | 24 | 280492 | 1,000 | 3.86000 | \$ 9.5365 | \$ 3.5052 | \$ 3.2782 | \$ 2.7551 | \$ 9.5365 | \$ 4.1449 | \$ 3.2782 | \$ 2.7551 | \$ 10.5453 |
| 09-124-77 | ANMA | 1800 | 24 | 280493 | 840 | 4.39200 | \$ 11.5559 | \$ 4.2062 | \$ 3.9923 | \$ 3.3573 | \$ 11.5559 | \$ 4.9739 | \$ 3.9923 | \$ 3.3573 | \$ 12.7705 |
| 09-125-77 | ANMA | 2100 | 24 | 280494 | 750 | 5.12400 | \$ 13.3471 | \$ 4.9073 | \$ 4.5845 | \$ 3.8553 | \$ 13.3471 | \$ 5.8029 | \$ 4.5845 | \$ 3.8553 | \$ 14.7583 |
| 09-132-77 | ANTA | 25 | 26 | 280625 | 10,000 | 0.03630 | \$ 0.1744 | \$ 0.0367 | \$ 0.0748 | \$ 0.0629 | \$ 0.1744 | \$ 0.0434 | \$ 0.0748 | \$ 0.0629 | \$ 0.1877 |
| 09-135-77 | ANTA | 50 | 26 | 280650 | 10,000 | 0.07650 | \$ 0.2908 | \$ 0.0733 | \$ 0.1182 | \$ 0.0994 | \$ 0.2908 | \$ 0.0868 | \$ 0.1182 | \$ 0.0994 | \$ 0.3152 |
| 09-139-77 | ANTA | 100 | 26 | 280680 | 10,000 | 0.15300 | \$ 0.5150 | \$ 0.1465 | \$ 0.2002 | \$ 0.1683 | \$ 0.5150 | \$ 0.1733 | \$ 0.2002 | \$ 0.1683 | \$ 0.5814 |
| 09-143-77 | ANTA | 200 | 26 | 280682 | 10,000 | 0.30600 | \$ 0.9613 | \$ 0.2931 | \$ 0.3739 | \$ 0.3144 | \$ 0.9613 | \$ 0.3465 | \$ 0.3739 | \$ 0.3144 | \$ 1.0723 |
| 09-145-77 | ANTA | 300 | 26 | 280683 | 8,000 | 0.45800 | \$ 1.4969 | \$ 0.4396 | \$ 0.5743 | \$ 0.4830 | \$ 1.4969 | \$ 0.5198 | \$ 0.5743 | \$ 0.4830 | \$ 1.6343 |
| 09-147-77 | ANTA | 400 | 26 | 280684 | 5,000 | 0.61200 | \$ 1.8874 | \$ 0.5861 | \$ 0.7069 | \$ 0.5944 | \$ 1.8874 | \$ 0.6931 | \$ 0.7069 | \$ 0.5944 | \$ 2.0687 |
| 09-151-77 | ANTA | 600 | 26 | 280686 | 3,300 | 0.91800 | \$ 2.8905 | \$ 0.8792 | \$ 1.0928 | \$ 0.9188 | \$ 2.8905 | \$ 1.0396 | \$ 1.0928 | \$ 0.9188 | \$ 3.1616 |
| 09-153-77 | ANTA | 900 | 26 | 280689 | 2,500 | 1.37700 | \$ 4.2634 | \$ 1.3188 | \$ 1.5995 | \$ 1.3451 | \$ 4.2634 | \$ 1.5594 | \$ 1.5995 | \$ 1.3451 | \$ 4.8874 |
| 09-155-77 | ANTA | 1200 | 26 | 280691 | 2,000 | 1.83600 | \$ 5.7390 | \$ 1.7583 | \$ 2.1623 | \$ 1.8184 | \$ 5.7390 | \$ 2.0793 | \$ 2.1623 | \$ 1.8184 | \$ 6.2797 |
| 09-156-77 | ANTA | 1500 | 26 | 280692 | 1,500 | 2.29500 | \$ 7.3708 | \$ 2.1979 | \$ 2.8098 | \$ 2.3629 | \$ 7.3708 | \$ 2.5991 | \$ 2.8098 | \$ 2.3629 | \$ 8.0536 |
| 09-157-77 | ANTA | 1800 | 26 | 280693 | 1,250 | 2.75400 | \$ 8.7355 | \$ 2.6375 | \$ 3.3124 | \$ 2.7856 | \$ 8.7355 | \$ 3.1189 | \$ 3.3124 | \$ 2.7856 | \$ 9.5512 |
| 09-158-77 | ANTA | 2100 | 26 | 280694 | 1,100 | 3.21300 | \$ 10.0196 | \$ 3.0771 | \$ 3.7712 | \$ 3.1713 | \$ 10.0196 | \$ 3.6387 | \$ 3.7712 | \$ 3.1713 | \$ 10.8650 |
| 09-159-77 | ANTA | 2400 | 26 | 280695 | 1,000 | 3.67200 | \$ 11.8337 | \$ 3.5187 | \$ 4.4082 | \$ 3.7079 | \$ 11.8337 | \$ 4.1585 | \$ 4.4082 | \$ 3.7079 | \$ 12.7208 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:
EFFECTIVE DATE: 1-Jul-97

1.0000

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|---------------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | 0.9577 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 19-075-01 | DCAZ | 300 | 22 | | 2,500 | 1.18400 | \$ 3.3364 | \$ 1.1148 | \$ 1.2548 | \$ 1.0552 | \$ 3.4248 | \$ 1.3182 | \$ 1.2548 | \$ 1.0552 | \$ 3.7588 |
| 19-077-01 | DCAZ | 400 | 22 | | 2,500 | 1.52200 | \$ 4.2789 | \$ 1.4576 | \$ 1.5836 | \$ 1.3401 | \$ 4.3913 | \$ 1.7236 | \$ 1.5936 | \$ 1.3401 | \$ 4.8262 |
| 19-091-01 | DCAZ | 600 | 22 | | 1,250 | 2.32800 | \$ 5.8860 | \$ 2.2295 | \$ 2.0701 | \$ 1.7409 | \$ 6.0405 | \$ 2.6364 | \$ 2.0701 | \$ 1.7409 | \$ 6.8813 |
| 19-083-01 | DCAZ | 900 | 22 | | 1,250 | 3.49200 | \$ 8.3560 | \$ 3.3443 | \$ 2.8415 | \$ 2.3685 | \$ 8.5753 | \$ 3.8547 | \$ 2.8415 | \$ 2.3685 | \$ 9.5188 |
| 19-085-01 | DCAZ | 1200 | 22 | | 625 | 4.65600 | \$ 11.1125 | \$ 4.4591 | \$ 3.7725 | \$ 3.1725 | \$ 11.4041 | \$ 5.2729 | \$ 3.7725 | \$ 3.1725 | \$ 12.6810 |
| 19-110-01 | DCMZ | 300 | 24 | | 5,000 | 0.73200 | \$ 1.9517 | \$ 0.7010 | \$ 0.8626 | \$ 0.7254 | \$ 2.2690 | \$ 0.8280 | \$ 0.8626 | \$ 0.7254 | \$ 2.5046 |
| 19-112-01 | DCMZ | 400 | 24 | | 2,500 | 0.97600 | \$ 2.5648 | \$ 0.9347 | \$ 1.1190 | \$ 0.9410 | \$ 2.9947 | \$ 1.1053 | \$ 1.1190 | \$ 0.9410 | \$ 3.2801 |
| 19-116-01 | DCMZ | 600 | 24 | | 1,250 | 1.48400 | \$ 3.6258 | \$ 1.4021 | \$ 1.5362 | \$ 1.2918 | \$ 4.2301 | \$ 1.6580 | \$ 1.5362 | \$ 1.2918 | \$ 4.8467 |
| 19-118-01 | DCMZ | 900 | 24 | | 1,250 | 2.18600 | \$ 5.2737 | \$ 2.1031 | \$ 2.0707 | \$ 1.7413 | \$ 5.9151 | \$ 2.4869 | \$ 2.0707 | \$ 1.7413 | \$ 6.5274 |
| 19-120-01 | DCMZ | 1200 | 24 | | 1,100 | 2.92800 | \$ 6.7230 | \$ 2.8041 | \$ 2.5047 | \$ 2.1063 | \$ 7.4151 | \$ 3.3159 | \$ 2.5047 | \$ 2.1063 | \$ 8.2144 |
| 19-121-01 | DCMZ | 1500 | 24 | | 1,100 | 3.68000 | \$ 8.4684 | \$ 3.5052 | \$ 2.6960 | \$ 2.2672 | \$ 8.4684 | \$ 4.1449 | \$ 2.6960 | \$ 2.2672 | \$ 9.4365 |
| 19-124-01 | DCMZ | 1800 | 24 | | 1,100 | 4.39200 | \$ 10.1968 | \$ 4.2062 | \$ 3.2541 | \$ 2.7385 | \$ 10.1968 | \$ 4.9739 | \$ 3.2541 | \$ 2.7385 | \$ 11.3622 |
| 19-125-01 | DCMZ | 2100 | 24 | | 1,100 | 5.12400 | \$ 11.8933 | \$ 4.9073 | \$ 3.7948 | \$ 3.1912 | \$ 11.8933 | \$ 5.8028 | \$ 3.7948 | \$ 3.1912 | \$ 13.2528 |
| 19-126-01 | DCMZ | 2400 | 24 | | 550 | 5.85800 | \$ 13.4462 | \$ 5.8083 | \$ 4.2576 | \$ 3.5804 | \$ 13.4462 | \$ 6.6319 | \$ 4.2576 | \$ 3.5804 | \$ 14.9946 |
| 18-151-01 | DCTZ | 600 | 26 | | 2,500 | 0.91800 | \$ 2.8153 | \$ 0.8792 | \$ 1.2282 | \$ 1.0328 | \$ 3.1402 | \$ 1.0396 | \$ 1.2282 | \$ 1.0328 | \$ 3.4203 |
| 19-153-01 | DCTZ | 900 | 26 | | 2,500 | 1.37700 | \$ 4.0732 | \$ 1.3188 | \$ 1.7312 | \$ 1.4558 | \$ 4.5058 | \$ 1.5584 | \$ 1.7312 | \$ 1.4558 | \$ 4.9186 |
| 19-155-01 | DCTZ | 1200 | 26 | | 2,500 | 1.83600 | \$ 5.2777 | \$ 1.7583 | \$ 1.9117 | \$ 1.6076 | \$ 5.2777 | \$ 2.0793 | \$ 1.9117 | \$ 1.6076 | \$ 5.8017 |
| 19-156-01 | DCTZ | 1500 | 26 | | 1,250 | 2.29500 | \$ 6.7173 | \$ 2.1979 | \$ 2.4549 | \$ 2.0845 | \$ 6.7173 | \$ 2.5981 | \$ 2.4549 | \$ 2.0845 | \$ 7.3766 |
| 19-157-01 | DCTZ | 1800 | 26 | | 1,250 | 2.75400 | \$ 7.2880 | \$ 2.6375 | \$ 2.5261 | \$ 2.1243 | \$ 7.2880 | \$ 3.1189 | \$ 2.5261 | \$ 2.1243 | \$ 8.0512 |
| 19-158-01 | DCTZ | 2100 | 26 | | 1,250 | 3.21300 | \$ 8.6497 | \$ 3.0771 | \$ 3.0270 | \$ 2.5456 | \$ 8.6497 | \$ 3.6367 | \$ 3.0270 | \$ 2.5456 | \$ 9.5454 |
| 19-159-01 | DCTZ | 2400 | 26 | | 1,250 | 3.67200 | \$ 10.0038 | \$ 3.5167 | \$ 3.5238 | \$ 2.9633 | \$ 10.0038 | \$ 4.1585 | \$ 3.5238 | \$ 2.9633 | \$ 11.0317 |
| 19-161-01 | DCTZ | 2700 | 26 | | 1,250 | 4.13100 | \$ 11.0671 | \$ 3.9563 | \$ 3.8735 | \$ 3.2574 | \$ 11.0671 | \$ 4.6783 | \$ 3.8735 | \$ 3.2574 | \$ 12.2375 |
| 19-162-01 | DCTZ | 3000 | 26 | | 833 | 4.59000 | \$ 12.0067 | \$ 4.3958 | \$ 4.1342 | \$ 3.4766 | \$ 12.0067 | \$ 5.1961 | \$ 4.1342 | \$ 3.4766 | \$ 13.2736 |
| 19-164-01 | DCTZ | 3600 | 26 | | 833 | 5.50800 | \$ 14.5649 | \$ 5.2750 | \$ 5.0463 | \$ 4.2436 | \$ 14.5649 | \$ 6.2378 | \$ 5.0463 | \$ 4.2436 | \$ 16.0606 |
| 19-167-01 | DCTZ | 4200 | 26 | | 625 | 6.42600 | \$ 17.2179 | \$ 6.1542 | \$ 6.0096 | \$ 5.0539 | \$ 17.2179 | \$ 7.2774 | \$ 6.0096 | \$ 5.0539 | \$ 19.0063 |
| 24-618-83 | KNMV | 28 | 22 | 143428 | 10,000 | 0.10860 | \$ 0.3675 | \$ 0.1040 | \$ 0.1431 | \$ 0.1204 | \$ 0.3675 | \$ 0.1230 | \$ 0.1431 | \$ 0.1204 | \$ 0.4005 |
| 24-642-83 | KNMV | 54 | 22 | 143454 | 10,000 | 0.21600 | \$ 0.5847 | \$ 0.2011 | \$ 0.1875 | \$ 0.1661 | \$ 0.5847 | \$ 0.2378 | \$ 0.1875 | \$ 0.1661 | \$ 0.6232 |
| 24-657-83 | KNMV | 106 | 22 | 143478 | 5,000 | 0.41100 | \$ 0.6091 | \$ 0.3936 | \$ 0.1138 | \$ 0.0957 | \$ 0.6031 | \$ 0.4655 | \$ 0.1138 | \$ 0.0957 | \$ 0.6894 |
| 24-692-83 | KNMV | 210 | 22 | 143488 | 5,000 | 0.81500 | \$ 1.5550 | \$ 0.7805 | \$ 0.4207 | \$ 0.3536 | \$ 1.5550 | \$ 0.9230 | \$ 0.4207 | \$ 0.3536 | \$ 1.7580 |
| 24-060-83 | KNAW | 16 | 22 | 143216 | 10,000 | 0.06208 | \$ 0.3729 | \$ 0.0595 | \$ 0.1703 | \$ 0.1432 | \$ 0.3729 | \$ 0.0703 | \$ 0.1703 | \$ 0.1432 | \$ 0.3977 |
| 24-417-83 | KNAW | 28 | 22 | 143228 | 10,000 | 0.10860 | \$ 0.4595 | \$ 0.1040 | \$ 0.1931 | \$ 0.1624 | \$ 0.4595 | \$ 0.1230 | \$ 0.1931 | \$ 0.1624 | \$ 0.4858 |
| 24-440-83 | KNAW | 54 | 22 | 143254 | 10,000 | 0.21000 | \$ 0.7529 | \$ 0.2011 | \$ 0.2897 | \$ 0.2521 | \$ 0.7529 | \$ 0.2378 | \$ 0.2897 | \$ 0.2521 | \$ 0.8182 |
| 24-456-83 | KNAW | 106 | 22 | 143278 | 5,000 | 0.41100 | \$ 1.2738 | \$ 0.3936 | \$ 0.4781 | \$ 0.4021 | \$ 1.2738 | \$ 0.4655 | \$ 0.4781 | \$ 0.4021 | \$ 1.3944 |
| 24-472-83 | KNAW | 158 | 22 | | 5,000 | 0.81300 | \$ 1.8422 | \$ 0.5871 | \$ 0.6818 | \$ 0.5733 | \$ 1.8422 | \$ 0.6942 | \$ 0.6818 | \$ 0.5733 | \$ 2.0200 |
| 24-483-83 | KNAW | 210 | 22 | 143288 | 3,750 | 0.81500 | \$ 2.4031 | \$ 0.7805 | \$ 0.8614 | \$ 0.7412 | \$ 2.4031 | \$ 0.9230 | \$ 0.8614 | \$ 0.7412 | \$ 2.6379 |
| 24-526-83 | KNAW | 314 | 22 | | 2,500 | 1.21800 | \$ 3.4454 | \$ 1.1665 | \$ 1.2379 | \$ 1.0410 | \$ 3.4454 | \$ 1.3794 | \$ 1.2379 | \$ 1.0410 | \$ 3.7910 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:

1.0000

EFFECTIVE DATE: 1-Jul-97

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|---------------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | 0.9577 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 24-564-83 | KNAW | 418 | 22 | | 1,875 | 1.62200 | \$ 4.8461 | \$ 1.5534 | \$ 1.6800 | \$ 1.4128 | \$ 4.6461 | \$ 1.8369 | \$ 1.6800 | \$ 1.4128 | \$ 5.1084 |
| 24-586-83 | KNAW | 618 | 22 | | 1,250 | 2.39000 | \$ 6.6917 | \$ 2.2889 | \$ 2.3916 | \$ 2.0112 | \$ 6.6917 | \$ 2.7067 | \$ 2.3916 | \$ 2.0112 | \$ 7.3673 |
| 24-440-83 | KNAW-UM | 54 | 22 | | 5,000 | 0.21000 | \$ 0.9252 | \$ 0.2011 | \$ 0.3933 | \$ 0.3308 | \$ 0.9252 | \$ 0.2378 | \$ 0.3933 | \$ 0.3308 | \$ 0.9668 |
| 24-456-83 | KNAW-UM | 106 | 22 | | 2,500 | 0.41100 | \$ 1.4993 | \$ 0.3938 | \$ 0.6008 | \$ 0.5051 | \$ 1.4993 | \$ 0.4655 | \$ 0.6008 | \$ 0.5051 | \$ 1.6261 |
| 24-472-83 | KNAW-UM | 158 | 22 | | 2,500 | 0.61300 | \$ 2.1594 | \$ 0.5871 | \$ 0.8541 | \$ 0.7182 | \$ 2.1594 | \$ 0.6942 | \$ 0.8541 | \$ 0.7182 | \$ 2.3486 |
| 24-493-83 | KNAW-UM | 210 | 22 | | 1,875 | 0.81500 | \$ 2.7039 | \$ 0.7805 | \$ 1.0448 | \$ 0.8786 | \$ 2.7039 | \$ 0.9230 | \$ 1.0448 | \$ 0.8786 | \$ 2.9488 |
| 24-526-83 | KNAW-UM | 314 | 22 | | 1,250 | 1.21800 | \$ 3.8986 | \$ 1.1665 | \$ 1.4830 | \$ 1.2471 | \$ 3.8986 | \$ 1.3794 | \$ 1.4830 | \$ 1.2471 | \$ 4.2585 |
| 24-564-83 | KNAW-UM | 418 | 22 | | 937 | 1.62200 | \$ 5.3165 | \$ 1.5534 | \$ 2.0441 | \$ 1.7190 | \$ 5.3165 | \$ 1.8369 | \$ 2.0441 | \$ 1.7190 | \$ 5.8031 |
| 24-586-83 | KNAW-UM | 618 | 22 | | 650 | 2.39000 | \$ 7.5049 | \$ 2.2889 | \$ 2.8333 | \$ 2.3627 | \$ 7.5049 | \$ 2.7067 | \$ 2.8333 | \$ 2.3627 | \$ 8.2100 |
| 24-417-05 | KHAH | 28 | 22 | | 8,500 | 0.10860 | \$ 0.7773 | \$ 0.1040 | \$ 0.3657 | \$ 0.3076 | \$ 0.7773 | \$ 0.1230 | \$ 0.3657 | \$ 0.3076 | \$ 0.8252 |
| 24-440-05 | KHAH | 54 | 22 | | 6,500 | 0.21000 | \$ 1.2246 | \$ 0.2011 | \$ 0.5560 | \$ 0.4675 | \$ 1.2246 | \$ 0.2378 | \$ 0.5560 | \$ 0.4675 | \$ 1.3071 |
| 24-456-05 | KHAH | 106 | 22 | | 5,000 | 0.41100 | \$ 2.1278 | \$ 0.3938 | \$ 0.9420 | \$ 0.7922 | \$ 2.1278 | \$ 0.4655 | \$ 0.9420 | \$ 0.7922 | \$ 2.2784 |
| 24-493-05 | KHAH | 210 | 22 | | 3,000 | 0.81500 | \$ 3.7605 | \$ 0.7805 | \$ 1.6187 | \$ 1.3613 | \$ 3.7605 | \$ 0.9230 | \$ 1.6187 | \$ 1.3613 | \$ 4.0445 |
| 24-526-05 | KHAH | 314 | 22 | | 2,500 | 1.21800 | \$ 5.7268 | \$ 1.1665 | \$ 2.4772 | \$ 2.0832 | \$ 5.7268 | \$ 1.3794 | \$ 2.4772 | \$ 2.0832 | \$ 6.1551 |
| 24-564-05 | KHAH | 418 | 22 | | 3,000 | 1.62200 | \$ 7.2367 | \$ 1.5534 | \$ 3.0683 | \$ 2.5970 | \$ 7.2367 | \$ 1.8369 | \$ 3.0683 | \$ 2.5970 | \$ 7.7950 |
| 24-586-05 | KHAH | 618 | 22 | | 1,200 | 2.39000 | \$ 10.5849 | \$ 2.2889 | \$ 4.4955 | \$ 3.7605 | \$ 10.5849 | \$ 2.7067 | \$ 4.4955 | \$ 3.7605 | \$ 11.3810 |
| 20-062-42 | BHAA | 25 | 22 | | 10,000 | 0.09750 | \$ 0.2678 | \$ 0.0934 | \$ 0.0946 | \$ 0.0798 | \$ 0.2678 | \$ 0.1104 | \$ 0.0946 | \$ 0.0798 | \$ 0.2850 |
| 20-065-42 | BHAA | 50 | 22 | | 10,000 | 0.19500 | \$ 0.4937 | \$ 0.1868 | \$ 0.1667 | \$ 0.1402 | \$ 0.4937 | \$ 0.2208 | \$ 0.1667 | \$ 0.1402 | \$ 0.5469 |
| 20-069-42 | BHAA | 100 | 22 | | 8,000 | 0.39000 | \$ 0.9082 | \$ 0.3735 | \$ 0.2904 | \$ 0.2442 | \$ 0.9082 | \$ 0.4417 | \$ 0.2904 | \$ 0.2442 | \$ 1.0118 |
| 20-073-42 | BHAA | 200 | 22 | | 5,000 | 0.78000 | \$ 1.8621 | \$ 0.7470 | \$ 0.4971 | \$ 0.4180 | \$ 1.8621 | \$ 0.8833 | \$ 0.4971 | \$ 0.4180 | \$ 1.9637 |
| 20-075-42 | BHAA | 300 | 22 | | 3,300 | 1.17000 | \$ 2.6422 | \$ 1.1205 | \$ 0.8266 | \$ 0.6951 | \$ 2.6422 | \$ 1.3250 | \$ 0.8266 | \$ 0.6951 | \$ 2.9500 |
| 20-077-42 | BHAA | 400 | 22 | | 2,500 | 1.58000 | \$ 3.4188 | \$ 1.4940 | \$ 1.0455 | \$ 0.8792 | \$ 3.4188 | \$ 1.7667 | \$ 1.0455 | \$ 0.8792 | \$ 3.8254 |
| 20-081-42 | BHAA | 600 | 22 | | 1,800 | 2.34000 | \$ 5.0467 | \$ 2.2410 | \$ 1.5240 | \$ 1.2816 | \$ 5.0467 | \$ 2.6500 | \$ 1.5240 | \$ 1.2816 | \$ 5.6536 |
| 20-083-42 | BHAA | 900 | 22 | | 1,100 | 3.51000 | \$ 7.4704 | \$ 3.3615 | \$ 2.2319 | \$ 1.8789 | \$ 7.4704 | \$ 3.9750 | \$ 2.2319 | \$ 1.8789 | \$ 8.3771 |
| 20-062-05 | BHAH | 25 | 22 | | 10,000 | 0.09750 | \$ 0.3986 | \$ 0.0934 | \$ 0.1658 | \$ 0.1394 | \$ 0.3986 | \$ 0.1104 | \$ 0.1658 | \$ 0.1394 | \$ 0.4307 |
| 20-065-05 | BHAH | 50 | 22 | | 10,000 | 0.19500 | \$ 0.6963 | \$ 0.1868 | \$ 0.2605 | \$ 0.2191 | \$ 0.6963 | \$ 0.2208 | \$ 0.2605 | \$ 0.2191 | \$ 0.7258 |
| 20-069-05 | BHAH | 100 | 22 | | 6,000 | 0.39000 | \$ 1.1718 | \$ 0.3735 | \$ 0.4336 | \$ 0.3647 | \$ 1.1718 | \$ 0.4417 | \$ 0.4336 | \$ 0.3647 | \$ 1.2849 |
| 20-073-05 | BHAH | 200 | 22 | | 3,300 | 0.78000 | \$ 2.0699 | \$ 0.7470 | \$ 0.7196 | \$ 0.6043 | \$ 2.0699 | \$ 0.8833 | \$ 0.7196 | \$ 0.6043 | \$ 2.2863 |
| 20-075-05 | BHAH | 300 | 22 | | 2,500 | 1.17000 | \$ 3.0991 | \$ 1.1205 | \$ 1.0748 | \$ 0.9038 | \$ 3.0991 | \$ 1.3250 | \$ 1.0748 | \$ 0.9038 | \$ 3.4234 |
| 20-077-05 | BHAH | 400 | 22 | | 2,000 | 1.58000 | \$ 3.9619 | \$ 1.4940 | \$ 1.3514 | \$ 1.1365 | \$ 3.9619 | \$ 1.7667 | \$ 1.3514 | \$ 1.1365 | \$ 4.4089 |
| 20-081-05 | BHAH | 600 | 22 | | 1,250 | 2.34000 | \$ 5.8741 | \$ 2.2410 | \$ 1.9735 | \$ 1.6596 | \$ 5.8741 | \$ 2.6500 | \$ 1.9735 | \$ 1.6596 | \$ 6.5110 |
| 20-083-05 | BHAH | 900 | 22 | | 1,100 | 3.51000 | \$ 8.5763 | \$ 3.3615 | \$ 2.8327 | \$ 2.3621 | \$ 8.5763 | \$ 3.9750 | \$ 2.8327 | \$ 2.3621 | \$ 9.5231 |
| 20-031-42 | BHBA | 25 | 19 | | 10,000 | 0.19750 | \$ 0.5223 | \$ 0.1891 | \$ 0.1810 | \$ 0.1522 | \$ 0.5223 | \$ 0.2237 | \$ 0.1810 | \$ 0.1522 | \$ 0.5770 |
| 20-034-42 | BHBA | 50 | 19 | | 5,000 | 0.39500 | \$ 0.9283 | \$ 0.3783 | \$ 0.2988 | \$ 0.2512 | \$ 0.9283 | \$ 0.4473 | \$ 0.2988 | \$ 0.2512 | \$ 1.0335 |
| 20-038-42 | BHBA | 100 | 19 | | 3,300 | 0.79000 | \$ 1.7846 | \$ 0.7588 | \$ 0.5478 | \$ 0.4605 | \$ 1.7846 | \$ 0.8947 | \$ 0.5478 | \$ 0.4605 | \$ 1.9717 |
| 20-042-42 | BHBA | 200 | 19 | | 2,500 | 1.58000 | \$ 3.3688 | \$ 1.5132 | \$ 1.0080 | \$ 0.8477 | \$ 3.3688 | \$ 1.7893 | \$ 1.0080 | \$ 0.8477 | \$ 3.7772 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:
EFFECTIVE DATE: 1-Jul-97

1.0000

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|---------------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | 0.9577 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 20-044-42 | BHBA | 300 | 19 | | 1,800 | 2.37000 | \$ 5.0043 | \$ 2.2897 | \$ 1.4854 | \$ 1.2491 | \$ 5.0043 | \$ 2.6840 | \$ 1.4854 | \$ 1.2491 | \$ 5.6151 |
| 20-031-05 | BHBH | 25 | 19 | | 10,000 | 0.19750 | \$ 0.7053 | \$ 0.1891 | \$ 0.2804 | \$ 0.2358 | \$ 0.7053 | \$ 0.2237 | \$ 0.2804 | \$ 0.2358 | \$ 0.7867 |
| 20-034-05 | BHBH | 50 | 19 | | 5,000 | 0.39500 | \$ 1.2542 | \$ 0.3783 | \$ 0.4758 | \$ 0.4001 | \$ 1.2542 | \$ 0.4473 | \$ 0.4758 | \$ 0.4001 | \$ 1.3712 |
| 20-038-05 | BHBH | 100 | 19 | | 3,300 | 0.79000 | \$ 2.2345 | \$ 0.7566 | \$ 0.8028 | \$ 0.6751 | \$ 2.2345 | \$ 0.8947 | \$ 0.8028 | \$ 0.6751 | \$ 2.4586 |
| 20-042-05 | BHBH | 200 | 19 | | 2,000 | 1.58000 | \$ 4.1227 | \$ 1.5132 | \$ 1.4175 | \$ 1.1920 | \$ 4.1227 | \$ 1.7893 | \$ 1.4175 | \$ 1.1920 | \$ 4.5584 |
| 20-097-42 | BKMA | 25 | 24 | | 8,000 | 0.08100 | \$ 0.1930 | \$ 0.0584 | \$ 0.0731 | \$ 0.0615 | \$ 0.1930 | \$ 0.0691 | \$ 0.0731 | \$ 0.0615 | \$ 0.2110 |
| 20-100-42 | BKMA | 50 | 24 | | 8,000 | 0.12200 | \$ 0.3352 | \$ 0.1168 | \$ 0.1186 | \$ 0.0997 | \$ 0.3352 | \$ 0.1382 | \$ 0.1186 | \$ 0.0997 | \$ 0.3885 |
| 20-104-42 | BKMA | 100 | 24 | | 8,000 | 0.24400 | \$ 0.6008 | \$ 0.2337 | \$ 0.1994 | \$ 0.1677 | \$ 0.6008 | \$ 0.2763 | \$ 0.1994 | \$ 0.1677 | \$ 0.6888 |
| 20-108-42 | BKMA | 200 | 24 | | 5,700 | 0.48800 | \$ 1.1433 | \$ 0.4874 | \$ 0.3672 | \$ 0.3088 | \$ 1.1433 | \$ 0.5527 | \$ 0.3672 | \$ 0.3088 | \$ 1.2732 |
| 20-110-42 | BKMA | 300 | 24 | | 5,000 | 0.73200 | \$ 1.7210 | \$ 0.7010 | \$ 0.5540 | \$ 0.4659 | \$ 1.7210 | \$ 0.8290 | \$ 0.5540 | \$ 0.4659 | \$ 1.9180 |
| 20-112-42 | BKMA | 400 | 24 | | 4,000 | 0.97600 | \$ 2.3132 | \$ 0.8347 | \$ 0.7488 | \$ 0.6297 | \$ 2.3132 | \$ 1.1053 | \$ 0.7488 | \$ 0.6297 | \$ 2.5739 |
| 20-116-42 | BKMA | 600 | 24 | | 3,100 | 1.48400 | \$ 3.4020 | \$ 1.4021 | \$ 1.0864 | \$ 0.9136 | \$ 3.4020 | \$ 1.6580 | \$ 1.0864 | \$ 0.9136 | \$ 3.7908 |
| 20-118-42 | BKMA | 900 | 24 | | 1,880 | 2.19800 | \$ 5.0587 | \$ 2.1031 | \$ 1.6055 | \$ 1.3501 | \$ 5.0587 | \$ 2.4869 | \$ 1.6055 | \$ 1.3501 | \$ 5.6398 |
| 20-120-42 | BKMA | 1200 | 24 | | 1,250 | 2.92800 | \$ 6.5637 | \$ 2.8041 | \$ 2.0422 | \$ 1.7174 | \$ 6.5637 | \$ 3.3159 | \$ 2.0422 | \$ 1.7174 | \$ 7.3321 |
| 20-121-42 | BKMA | 1500 | 24 | | 1,130 | 3.68000 | \$ 8.5035 | \$ 3.5052 | \$ 2.7151 | \$ 2.2832 | \$ 8.5035 | \$ 4.1449 | \$ 2.7151 | \$ 2.2832 | \$ 9.4749 |
| 20-124-42 | BKMA | 1800 | 24 | | 880 | 4.39200 | \$ 10.0947 | \$ 4.2082 | \$ 3.1986 | \$ 2.6899 | \$ 10.0947 | \$ 4.9739 | \$ 3.1986 | \$ 2.6899 | \$ 11.2583 |
| 20-097-21 | BKMA-UM | 25 | 24 | | 8,000 | 0.06100 | \$ 0.4843 | \$ 0.0584 | \$ 0.2205 | \$ 0.1854 | \$ 0.4843 | \$ 0.0891 | \$ 0.2205 | \$ 0.1854 | \$ 0.4922 |
| 20-100-21 | BKMA-UM | 50 | 24 | | 8,000 | 0.12200 | \$ 0.5858 | \$ 0.1168 | \$ 0.2547 | \$ 0.2142 | \$ 0.5858 | \$ 0.1382 | \$ 0.2547 | \$ 0.2142 | \$ 0.6291 |
| 20-104-21 | BKMA-UM | 100 | 24 | | 6,300 | 0.24400 | \$ 1.1718 | \$ 0.2337 | \$ 0.5085 | \$ 0.4284 | \$ 1.1718 | \$ 0.2763 | \$ 0.5085 | \$ 0.4284 | \$ 1.2583 |
| 20-108-21 | BKMA-UM | 200 | 24 | | 4,200 | 0.48800 | \$ 1.8973 | \$ 0.4874 | \$ 0.7767 | \$ 0.6532 | \$ 1.8973 | \$ 0.5527 | \$ 0.7767 | \$ 0.6532 | \$ 2.0545 |
| 20-110-21 | BKMA-UM | 300 | 24 | | 3,300 | 0.73200 | \$ 2.7418 | \$ 0.7010 | \$ 1.1084 | \$ 0.9321 | \$ 2.7418 | \$ 0.8290 | \$ 1.1084 | \$ 0.9321 | \$ 2.9736 |
| 20-112-21 | BKMA-UM | 400 | 24 | | 2,000 | 0.97600 | \$ 3.3467 | \$ 0.8347 | \$ 1.3102 | \$ 1.1018 | \$ 3.3467 | \$ 1.1053 | \$ 1.3102 | \$ 1.1018 | \$ 3.6449 |
| 20-116-21 | BKMA-UM | 600 | 24 | | 1,550 | 1.48400 | \$ 4.7355 | \$ 1.4021 | \$ 1.6107 | \$ 1.5227 | \$ 4.7355 | \$ 1.6580 | \$ 1.6107 | \$ 1.5227 | \$ 5.1724 |
| 20-118-21 | BKMA-UM | 900 | 24 | | 1,000 | 2.19800 | \$ 6.8257 | \$ 2.1031 | \$ 2.5853 | \$ 2.1573 | \$ 6.8257 | \$ 2.4869 | \$ 2.5853 | \$ 2.1573 | \$ 7.4710 |
| 20-097-05 | BKMH | 25 | 24 | | 8,000 | 0.06100 | \$ 0.2919 | \$ 0.0584 | \$ 0.1268 | \$ 0.1067 | \$ 0.2919 | \$ 0.0891 | \$ 0.1268 | \$ 0.1067 | \$ 0.3135 |
| 20-100-05 | BKMH | 50 | 24 | | 8,000 | 0.12200 | \$ 0.4596 | \$ 0.1168 | \$ 0.1882 | \$ 0.1568 | \$ 0.4596 | \$ 0.1382 | \$ 0.1882 | \$ 0.1568 | \$ 0.4884 |
| 20-104-05 | BKMH | 100 | 24 | | 6,300 | 0.24400 | \$ 0.7891 | \$ 0.2337 | \$ 0.2908 | \$ 0.2446 | \$ 0.7891 | \$ 0.2763 | \$ 0.2908 | \$ 0.2446 | \$ 0.8412 |
| 20-108-05 | BKMH | 200 | 24 | | 5,000 | 0.48800 | \$ 1.4114 | \$ 0.4874 | \$ 0.5128 | \$ 0.4312 | \$ 1.4114 | \$ 0.5527 | \$ 0.5128 | \$ 0.4312 | \$ 1.5510 |
| 20-110-05 | BKMH | 300 | 24 | | 4,000 | 0.73200 | \$ 2.0844 | \$ 0.7010 | \$ 0.7406 | \$ 0.6228 | \$ 2.0844 | \$ 0.8290 | \$ 0.7406 | \$ 0.6228 | \$ 2.2719 |
| 20-112-05 | BKMH | 400 | 24 | | 3,300 | 0.97600 | \$ 2.8938 | \$ 0.8347 | \$ 0.9555 | \$ 0.8035 | \$ 2.8938 | \$ 1.1053 | \$ 0.9555 | \$ 0.8035 | \$ 2.9883 |
| 20-116-05 | BKMH | 600 | 24 | | 2,100 | 1.48400 | \$ 3.8301 | \$ 1.4021 | \$ 1.3189 | \$ 1.1091 | \$ 3.8301 | \$ 1.6580 | \$ 1.3189 | \$ 1.1091 | \$ 4.2342 |
| 20-118-05 | BKMH | 900 | 24 | | 1,580 | 2.19800 | \$ 5.5899 | \$ 2.1031 | \$ 1.8832 | \$ 1.5836 | \$ 5.5899 | \$ 2.4869 | \$ 1.8832 | \$ 1.5836 | \$ 6.1697 |
| 20-120-05 | BKMH | 1200 | 24 | | 1,100 | 2.92800 | \$ 7.2684 | \$ 2.8041 | \$ 2.4250 | \$ 2.0393 | \$ 7.2684 | \$ 3.3159 | \$ 2.4250 | \$ 2.0393 | \$ 8.0624 |
| 20-121-05 | BKMH | 1500 | 24 | | 880 | 3.68000 | \$ 9.2408 | \$ 3.5052 | \$ 3.1155 | \$ 2.6199 | \$ 9.2408 | \$ 4.1449 | \$ 3.1155 | \$ 2.6199 | \$ 10.2387 |
| 20-124-05 | BKMH | 1800 | 24 | | 800 | 4.39200 | \$ 10.8692 | \$ 4.2082 | \$ 3.6193 | \$ 3.0436 | \$ 10.8692 | \$ 4.9739 | \$ 3.6193 | \$ 3.0436 | \$ 12.0589 |
| 20-132-42 | BKTA | 25 | 28 | | 10,000 | 0.09930 | \$ 0.1683 | \$ 0.0376 | \$ 0.0899 | \$ 0.0588 | \$ 0.1683 | \$ 0.0445 | \$ 0.0899 | \$ 0.0588 | \$ 0.1794 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:

1.0000

EFFECTIVE DATE: 1-Jul-97

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.8577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|---------------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | 0.9577 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 20-135-42 | BKTA | 50 | 26 | | 10,000 | 0.07850 | \$ 0.2885 | \$ 0.0752 | \$ 0.1148 | \$ 0.0865 | \$ 0.2885 | \$ 0.0889 | \$ 0.1148 | \$ 0.0865 | \$ 0.3111 |
| 20-139-42 | BKTA | 100 | 26 | | 10,000 | 0.15700 | \$ 0.4786 | \$ 0.1504 | \$ 0.1788 | \$ 0.1504 | \$ 0.4786 | \$ 0.1778 | \$ 0.1788 | \$ 0.1504 | \$ 0.5254 |
| 20-143-42 | BKTA | 200 | 26 | | 10,000 | 0.31400 | \$ 0.8804 | \$ 0.3007 | \$ 0.3149 | \$ 0.2648 | \$ 0.8804 | \$ 0.3558 | \$ 0.3149 | \$ 0.2648 | \$ 0.8882 |
| 20-145-42 | BKTA | 300 | 26 | | 7,500 | 0.47100 | \$ 1.3081 | \$ 0.4511 | \$ 0.4661 | \$ 0.3819 | \$ 1.3081 | \$ 0.5334 | \$ 0.4661 | \$ 0.3819 | \$ 1.4419 |
| 20-147-42 | BKTA | 400 | 26 | | 6,000 | 0.62800 | \$ 1.7428 | \$ 0.6014 | \$ 0.6200 | \$ 0.5214 | \$ 1.7428 | \$ 0.7112 | \$ 0.6200 | \$ 0.5214 | \$ 1.8188 |
| 20-151-42 | BKTA | 800 | 26 | | 4,300 | 0.94200 | \$ 2.6314 | \$ 0.9022 | \$ 0.8983 | \$ 0.7899 | \$ 2.6314 | \$ 1.0668 | \$ 0.8983 | \$ 0.7899 | \$ 2.8875 |
| 20-153-42 | BKTA | 800 | 26 | | 2,500 | 1.41300 | \$ 3.9441 | \$ 1.3532 | \$ 1.4074 | \$ 1.1835 | \$ 3.9441 | \$ 1.8002 | \$ 1.4074 | \$ 1.1835 | \$ 4.3431 |
| 20-155-42 | BKTA | 1200 | 26 | | 2,000 | 1.88400 | \$ 5.2000 | \$ 1.8043 | \$ 1.8445 | \$ 1.5512 | \$ 5.2000 | \$ 2.1336 | \$ 1.8445 | \$ 1.5512 | \$ 5.7286 |
| 20-156-42 | BKTA | 1500 | 26 | | 1,800 | 2.35500 | \$ 8.5573 | \$ 2.2554 | \$ 2.3368 | \$ 1.9851 | \$ 8.5573 | \$ 2.6670 | \$ 2.3368 | \$ 1.9851 | \$ 7.2217 |
| 20-157-42 | BKTA | 1800 | 26 | | 1,500 | 2.82600 | \$ 7.6394 | \$ 2.7065 | \$ 2.6796 | \$ 2.2534 | \$ 7.6394 | \$ 3.2004 | \$ 2.6796 | \$ 2.2534 | \$ 8.4283 |
| 20-158-42 | BKTA | 2100 | 26 | | 1,000 | 3.29700 | \$ 9.0472 | \$ 3.1575 | \$ 3.1983 | \$ 2.6804 | \$ 9.0472 | \$ 3.7338 | \$ 3.1983 | \$ 2.6804 | \$ 9.8725 |
| 20-161-42 | BKTA | 2700 | 26 | | 1,000 | 4.23800 | \$ 11.6873 | \$ 4.0587 | \$ 4.1325 | \$ 3.4752 | \$ 11.6873 | \$ 4.8008 | \$ 4.1325 | \$ 3.4752 | \$ 12.6583 |
| 20-132-21 | BKTA-UM | 25 | 26 | | 10,000 | 0.03830 | \$ 0.3419 | \$ 0.0378 | \$ 0.1653 | \$ 0.1390 | \$ 0.3419 | \$ 0.0445 | \$ 0.1653 | \$ 0.1390 | \$ 0.3614 |
| 20-135-21 | BKTA-UM | 50 | 26 | | 10,000 | 0.07850 | \$ 0.4114 | \$ 0.0752 | \$ 0.1828 | \$ 0.1538 | \$ 0.4114 | \$ 0.0889 | \$ 0.1828 | \$ 0.1538 | \$ 0.4405 |
| 20-139-21 | BKTA-UM | 100 | 26 | | 10,000 | 0.15700 | \$ 0.8228 | \$ 0.1504 | \$ 0.3653 | \$ 0.3072 | \$ 0.8228 | \$ 0.1778 | \$ 0.3653 | \$ 0.3072 | \$ 0.8811 |
| 20-143-21 | BKTA-UM | 200 | 26 | | 5,000 | 0.31400 | \$ 1.5550 | \$ 0.3007 | \$ 0.6813 | \$ 0.5730 | \$ 1.5550 | \$ 0.3558 | \$ 0.6813 | \$ 0.5730 | \$ 1.6683 |
| 20-147-21 | BKTA-UM | 400 | 26 | | 3,000 | 0.62800 | \$ 2.2331 | \$ 0.6014 | \$ 0.8883 | \$ 0.7453 | \$ 2.2331 | \$ 0.7112 | \$ 0.8883 | \$ 0.7453 | \$ 2.4278 |
| 20-151-21 | BKTA-UM | 600 | 26 | | 2,150 | 0.94200 | \$ 3.2480 | \$ 0.9022 | \$ 1.2743 | \$ 1.0716 | \$ 3.2480 | \$ 1.0668 | \$ 1.2743 | \$ 1.0716 | \$ 3.5384 |
| 20-153-21 | BKTA-UM | 900 | 26 | | 1,250 | 1.41300 | \$ 4.7789 | \$ 1.3532 | \$ 1.8614 | \$ 1.5853 | \$ 4.7789 | \$ 1.6002 | \$ 1.8614 | \$ 1.5853 | \$ 5.2082 |
| 20-132-05 | BKTH | 25 | 26 | | 10,000 | 0.03883 | \$ 0.2771 | \$ 0.0373 | \$ 0.1303 | \$ 0.1085 | \$ 0.2771 | \$ 0.0441 | \$ 0.1303 | \$ 0.1085 | \$ 0.2842 |
| 20-135-05 | BKTH | 50 | 26 | | 10,000 | 0.07850 | \$ 0.4153 | \$ 0.0752 | \$ 0.1848 | \$ 0.1554 | \$ 0.4153 | \$ 0.0889 | \$ 0.1848 | \$ 0.1554 | \$ 0.4448 |
| 20-139-05 | BKTH | 100 | 26 | | 10,000 | 0.15700 | \$ 0.6871 | \$ 0.1504 | \$ 0.2807 | \$ 0.2380 | \$ 0.6871 | \$ 0.1778 | \$ 0.2807 | \$ 0.2380 | \$ 0.7187 |
| 20-143-05 | BKTH | 200 | 26 | | 7,500 | 0.31400 | \$ 1.1032 | \$ 0.3007 | \$ 0.4359 | \$ 0.3688 | \$ 1.1032 | \$ 0.3558 | \$ 0.4359 | \$ 0.3688 | \$ 1.2001 |
| 20-145-05 | BKTH | 300 | 26 | | 6,000 | 0.47100 | \$ 1.5104 | \$ 0.4511 | \$ 0.5754 | \$ 0.4838 | \$ 1.5104 | \$ 0.5334 | \$ 0.5754 | \$ 0.4838 | \$ 1.6505 |
| 20-147-05 | BKTH | 400 | 26 | | 5,000 | 0.62800 | \$ 1.9258 | \$ 0.6014 | \$ 0.7193 | \$ 0.6049 | \$ 1.9258 | \$ 0.7112 | \$ 0.7193 | \$ 0.6049 | \$ 2.1082 |
| 20-151-05 | BKTH | 800 | 26 | | 3,300 | 0.94200 | \$ 2.9200 | \$ 0.9022 | \$ 1.0661 | \$ 0.8218 | \$ 2.9200 | \$ 1.0668 | \$ 1.0661 | \$ 0.8218 | \$ 3.1865 |
| 20-153-05 | BKTH | 900 | 26 | | 2,500 | 1.41300 | \$ 4.1280 | \$ 1.3532 | \$ 1.5073 | \$ 1.2675 | \$ 4.1280 | \$ 1.8002 | \$ 1.5073 | \$ 1.2675 | \$ 4.5337 |
| 20-155-05 | BKTH | 1200 | 26 | | 1,580 | 1.88400 | \$ 5.7984 | \$ 1.8043 | \$ 2.1701 | \$ 1.8250 | \$ 5.7984 | \$ 2.1336 | \$ 2.1701 | \$ 1.8250 | \$ 6.3510 |
| 20-156-05 | BKTH | 1500 | 26 | | 1,580 | 2.35500 | \$ 7.0686 | \$ 2.2554 | \$ 2.6145 | \$ 2.1887 | \$ 7.0686 | \$ 2.6670 | \$ 2.6145 | \$ 2.1887 | \$ 7.7515 |
| 20-157-05 | BKTH | 1800 | 26 | | 127 | 2.82600 | \$ 8.4384 | \$ 2.7065 | \$ 3.1125 | \$ 2.6174 | \$ 8.4384 | \$ 3.2004 | \$ 3.1125 | \$ 2.6174 | \$ 9.2543 |
| 20-158-05 | BKTH | 2100 | 26 | | 950 | 3.29700 | \$ 9.7248 | \$ 3.1575 | \$ 3.5673 | \$ 2.9889 | \$ 9.7248 | \$ 3.7338 | \$ 3.5673 | \$ 2.9889 | \$ 10.6747 |
| 20-161-05 | BKTH | 2700 | 26 | | 910 | 4.23800 | \$ 12.1629 | \$ 4.0587 | \$ 4.4017 | \$ 3.7015 | \$ 12.1629 | \$ 4.8008 | \$ 4.4017 | \$ 3.7015 | \$ 13.3718 |
| 02-062-03 | ARAM | 25 | 22 | | | 0.09700 | \$ 0.3784 | \$ 0.0929 | \$ 0.1551 | \$ 0.1304 | \$ 0.3784 | \$ 0.1089 | \$ 0.1551 | \$ 0.1304 | \$ 0.4087 |
| 02-065-03 | ARAM | 50 | 22 | | | 0.19400 | \$ 0.6582 | \$ 0.1858 | \$ 0.2566 | \$ 0.2158 | \$ 0.6582 | \$ 0.2197 | \$ 0.2566 | \$ 0.2158 | \$ 0.7172 |
| 02-069-03 | ARAM | 100 | 22 | | | 0.38800 | \$ 1.1644 | \$ 0.3718 | \$ 0.4307 | \$ 0.3622 | \$ 1.1644 | \$ 0.4384 | \$ 0.4307 | \$ 0.3622 | \$ 1.2769 |
| 02-073-03 | ARAM | 200 | 22 | | | 0.77800 | \$ 2.1728 | \$ 0.7432 | \$ 0.7786 | \$ 0.6531 | \$ 2.1728 | \$ 0.8788 | \$ 0.7786 | \$ 0.6531 | \$ 2.3922 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:

1.0000

EFFECTIVE DATE: 1-Jul-97

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|---------------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | 0.9577 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 02-075-03 | ARAM | 300 | 22 | | | 1.16400 | \$ 3.1842 | \$ 1.1148 | \$ 1.1241 | \$ 0.9453 | \$ 3.1842 | \$ 1.3182 | \$ 1.1241 | \$ 0.9453 | \$ 3.5105 |
| 02-077-03 | ARAM | 400 | 22 | | | 1.55200 | \$ 4.1671 | \$ 1.4864 | \$ 1.4562 | \$ 1.2246 | \$ 4.1671 | \$ 1.7578 | \$ 1.4562 | \$ 1.2246 | \$ 4.5894 |
| 02-081-03 | ARAM | 800 | 22 | | | 2.32800 | \$ 9.0915 | \$ 2.2295 | \$ 3.7274 | \$ 3.1345 | \$ 9.0915 | \$ 2.6384 | \$ 3.7274 | \$ 3.1345 | \$ 9.8429 |
| 02-097-03 | ARMM | 25 | 24 | | | 0.06100 | \$ 0.3161 | \$ 0.0584 | \$ 0.1400 | \$ 0.1177 | \$ 0.3161 | \$ 0.0691 | \$ 0.1400 | \$ 0.1177 | \$ 0.3368 |
| 02-100-03 | ARMM | 50 | 24 | | | 0.12200 | \$ 0.5289 | \$ 0.1168 | \$ 0.2244 | \$ 0.1887 | \$ 0.5289 | \$ 0.1362 | \$ 0.2244 | \$ 0.1887 | \$ 0.5712 |
| 02-104-03 | ARMM | 100 | 24 | | 11,700 | 0.24400 | \$ 0.8658 | \$ 0.2337 | \$ 0.3434 | \$ 0.2888 | \$ 0.8658 | \$ 0.2763 | \$ 0.3434 | \$ 0.2888 | \$ 0.9414 |
| 02-108-03 | ARMM | 200 | 24 | | 7,800 | 0.48800 | \$ 1.5843 | \$ 0.4674 | \$ 0.5959 | \$ 0.5011 | \$ 1.5843 | \$ 0.5527 | \$ 0.5959 | \$ 0.5011 | \$ 1.7094 |
| 02-110-03 | ARMM | 300 | 24 | | 4,680 | 0.73200 | \$ 2.2691 | \$ 0.7010 | \$ 0.8518 | \$ 0.7163 | \$ 2.2691 | \$ 0.8290 | \$ 0.8518 | \$ 0.7163 | \$ 2.4840 |
| 02-112-03 | ARMM | 400 | 24 | | 3,900 | 0.97600 | \$ 3.0455 | \$ 0.9347 | \$ 1.1466 | \$ 0.9642 | \$ 3.0455 | \$ 1.1053 | \$ 1.1466 | \$ 0.9642 | \$ 3.3327 |
| 02-116-03 | ARMM | 600 | 24 | | 2,340 | 1.46400 | \$ 4.4559 | \$ 1.4021 | \$ 1.6588 | \$ 1.3950 | \$ 4.4559 | \$ 1.6580 | \$ 1.6588 | \$ 1.3950 | \$ 4.8827 |
| 02-118-03 | ARMM | 900 | 24 | | 1,870 | 2.19600 | \$ 6.5362 | \$ 2.1031 | \$ 2.4081 | \$ 2.0250 | \$ 6.5362 | \$ 2.4689 | \$ 2.4081 | \$ 2.0250 | \$ 7.1710 |
| 02-120-03 | ARMM | 1200 | 24 | | 1,290 | 2.92800 | \$ 8.4417 | \$ 2.8041 | \$ 3.0623 | \$ 2.5752 | \$ 8.4417 | \$ 3.3159 | \$ 3.0623 | \$ 2.5752 | \$ 9.2782 |
| 02-121-03 | ARMM | 1500 | 24 | | | 3.66000 | \$ 10.6304 | \$ 3.5052 | \$ 3.8704 | \$ 3.2548 | \$ 10.6304 | \$ 4.1449 | \$ 3.8704 | \$ 3.2548 | \$ 11.6789 |
| 02-124-03 | ARMM | 1800 | 24 | | 970 | 4.39200 | \$ 12.8098 | \$ 4.2062 | \$ 4.6735 | \$ 3.9301 | \$ 12.8098 | \$ 4.9739 | \$ 4.6735 | \$ 3.9301 | \$ 14.0699 |
| 02-135-03 | ARTM | 50 | 26 | | | 0.07650 | \$ 0.4309 | \$ 0.0733 | \$ 0.1943 | \$ 0.1634 | \$ 0.4309 | \$ 0.0866 | \$ 0.1943 | \$ 0.1634 | \$ 0.4804 |
| 02-139-03 | ARTM | 100 | 26 | | | 0.15300 | \$ 0.7086 | \$ 0.1465 | \$ 0.3053 | \$ 0.2568 | \$ 0.7086 | \$ 0.1733 | \$ 0.3053 | \$ 0.2568 | \$ 0.7620 |
| 02-143-03 | ARTM | 200 | 26 | | | 0.30600 | \$ 1.2422 | \$ 0.2931 | \$ 0.5156 | \$ 0.4336 | \$ 1.2422 | \$ 0.3485 | \$ 0.5156 | \$ 0.4336 | \$ 1.3427 |
| 02-145-03 | ARTM | 300 | 26 | | 6,400 | 0.45600 | \$ 1.7904 | \$ 0.4396 | \$ 0.7338 | \$ 0.6171 | \$ 1.7904 | \$ 0.5198 | \$ 0.7338 | \$ 0.6171 | \$ 1.9385 |
| 02-147-03 | ARTM | 400 | 26 | | 4,970 | 0.61200 | \$ 2.3894 | \$ 0.5861 | \$ 0.9795 | \$ 0.8237 | \$ 2.3894 | \$ 0.6931 | \$ 0.9795 | \$ 0.8237 | \$ 2.5699 |
| 02-151-03 | ARTM | 600 | 26 | | 3,730 | 0.91800 | \$ 3.4335 | \$ 0.8792 | \$ 1.3875 | \$ 1.1668 | \$ 3.4335 | \$ 1.0396 | \$ 1.3875 | \$ 1.1668 | \$ 3.7243 |
| 02-153-03 | ARTM | 800 | 26 | | 2,800 | 1.37700 | \$ 5.0188 | \$ 1.3188 | \$ 2.0099 | \$ 1.6902 | \$ 5.0188 | \$ 1.5594 | \$ 2.0099 | \$ 1.6902 | \$ 5.4502 |
| 02-155-03 | ARTM | 1200 | 26 | | 2,130 | 1.83600 | \$ 6.4872 | \$ 1.7583 | \$ 2.5887 | \$ 2.1601 | \$ 6.4872 | \$ 2.0793 | \$ 2.5887 | \$ 2.1601 | \$ 7.0550 |
| 02-157-03 | ARTM | 1800 | 26 | | 1,490 | 2.75400 | \$ 9.5018 | \$ 2.6375 | \$ 3.7287 | \$ 3.1356 | \$ 9.5018 | \$ 3.1189 | \$ 3.7287 | \$ 3.1356 | \$ 10.3453 |
| 02-159-03 | ARTM | 2400 | 26 | | 1,140 | 3.67200 | \$ 12.5741 | \$ 3.5167 | \$ 4.9200 | \$ 4.1374 | \$ 12.5741 | \$ 4.1585 | \$ 4.9200 | \$ 4.1374 | \$ 13.8853 |
| 02-161-03 | ARTM | 2700 | 26 | | 1,060 | 4.13100 | \$ 13.6996 | \$ 3.9593 | \$ 5.2826 | \$ 4.4508 | \$ 13.6996 | \$ 4.6783 | \$ 5.2826 | \$ 4.4508 | \$ 14.9447 |
| 02-162-03 | ARTM | 3000 | 26 | | 990 | 4.59000 | \$ 15.2330 | \$ 4.3958 | \$ 5.8667 | \$ 4.9504 | \$ 15.2330 | \$ 5.1961 | \$ 5.8667 | \$ 4.9504 | \$ 16.6169 |
| 02-164-03 | ARTM | 3600 | 26 | | 870 | 5.50800 | \$ 18.6396 | \$ 5.2750 | \$ 7.3683 | \$ 6.1963 | \$ 18.6396 | \$ 6.2378 | \$ 7.3683 | \$ 6.1963 | \$ 20.5208 |
| 21-062-48 | CMAW | 25 | 22 | | 10,000 | 0.09700 | \$ 0.4812 | \$ 0.0829 | \$ 0.2109 | \$ 0.1774 | \$ 0.4812 | \$ 0.1099 | \$ 0.2109 | \$ 0.1774 | \$ 0.5162 |
| 20-062-20 | BHAP | 25 | 22 | | 6,000 | 0.09804 | \$ 0.5883 | \$ 0.0920 | \$ 0.2577 | \$ 0.2167 | \$ 0.5883 | \$ 0.1088 | \$ 0.2577 | \$ 0.2167 | \$ 0.6042 |
| 20-065-20 | BHAP | 50 | 22 | | 6,000 | 0.19443 | \$ 0.9002 | \$ 0.1862 | \$ 0.3878 | \$ 0.3262 | \$ 0.9002 | \$ 0.2202 | \$ 0.3878 | \$ 0.3262 | \$ 0.9691 |
| 20-069-20 | BHAP | 100 | 22 | | 5,000 | 0.38930 | \$ 1.3404 | \$ 0.3728 | \$ 0.5256 | \$ 0.4420 | \$ 1.3404 | \$ 0.4409 | \$ 0.5256 | \$ 0.4420 | \$ 1.4585 |
| 20-062-43 | BHAS | 25 | 22 | | 10,000 | 0.09800 | \$ 0.4284 | \$ 0.0919 | \$ 0.1817 | \$ 0.1528 | \$ 0.4284 | \$ 0.1087 | \$ 0.1817 | \$ 0.1528 | \$ 0.4593 |
| 20-065-43 | BHAS | 50 | 22 | | 7,500 | 0.19433 | \$ 0.6604 | \$ 0.1861 | \$ 0.2578 | \$ 0.2167 | \$ 0.6604 | \$ 0.2201 | \$ 0.2578 | \$ 0.2167 | \$ 0.7198 |
| 20-069-43 | BHAS | 100 | 22 | | 6,000 | 0.38889 | \$ 1.1247 | \$ 0.3724 | \$ 0.4088 | \$ 0.3436 | \$ 1.1247 | \$ 0.4404 | \$ 0.4088 | \$ 0.3436 | \$ 1.2359 |
| 20-026-43 | BHBS | 6 | 19 | | 10,000 | 0.04680 | \$ 0.3452 | \$ 0.0448 | \$ 0.1632 | \$ 0.1372 | \$ 0.3452 | \$ 0.0530 | \$ 0.1632 | \$ 0.1372 | \$ 0.3662 |
| 20-031-43 | BHBS | 25 | 19 | | 5,000 | 0.19382 | \$ 0.6888 | \$ 0.1858 | \$ 0.2733 | \$ 0.2299 | \$ 0.6888 | \$ 0.2195 | \$ 0.2733 | \$ 0.2299 | \$ 0.7489 |

**SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST**

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR:

1.0000

EFFECTIVE DATE: 1-Jul-97

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | BASE | | | | ADJUSTED PRICE 1-Jul-97 | | | |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|---------------------------|----------------------|---------------------|-------------------|----------------------------|----------------------|---------------------|-------------------|
| | | | | | | | | 0.9577 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT | 1.13249 COPPER PRICE /FOOT | MATERIAL PRICE /FOOT | NON-MAT PRICE /FOOT | TOTAL PRICE /FOOT |
| 20-034-43 | BHBS | 50 | 19 | | 5,000 | 0.38249 | \$ 1.1281 | \$ 0.3759 | \$ 0.4086 | \$ 0.3438 | \$ 1.1281 | \$ 0.4445 | \$ 0.4086 | \$ 0.3438 | \$ 1.2401 |
| 20-026-20 | BHBP | 6 | 19 | | 10,000 | 0.04680 | \$ 0.4700 | \$ 0.0448 | \$ 0.2310 | \$ 0.1842 | \$ 0.4700 | \$ 0.0530 | \$ 0.2310 | \$ 0.1842 | \$ 0.4855 |
| 20-031-20 | BHBP | 25 | 19 | | 5,000 | 0.19382 | \$ 0.8153 | \$ 0.1858 | \$ 0.3420 | \$ 0.2878 | \$ 0.8153 | \$ 0.2195 | \$ 0.3420 | \$ 0.2878 | \$ 0.8800 |
| 20-034-20 | BHBP | 50 | 19 | | 3,300 | 0.38249 | \$ 1.2343 | \$ 0.3759 | \$ 0.4663 | \$ 0.3921 | \$ 1.2343 | \$ 0.4445 | \$ 0.4663 | \$ 0.3921 | \$ 1.3502 |
| 20-097-20 | BKMP | 25 | 24 | | 8,000 | 0.06520 | \$ 0.5870 | \$ 0.0624 | \$ 0.2741 | \$ 0.2305 | \$ 0.5870 | \$ 0.0738 | \$ 0.2741 | \$ 0.2305 | \$ 0.5894 |
| 20-100-20 | BKMP | 50 | 24 | | 6,400 | 0.12254 | \$ 0.7191 | \$ 0.1174 | \$ 0.3269 | \$ 0.2749 | \$ 0.7191 | \$ 0.1388 | \$ 0.3269 | \$ 0.2749 | \$ 0.7674 |
| 20-104-20 | BKMP | 100 | 24 | | 4,200 | 0.24530 | \$ 1.0443 | \$ 0.2349 | \$ 0.4397 | \$ 0.3697 | \$ 1.0443 | \$ 0.2778 | \$ 0.4397 | \$ 0.3697 | \$ 1.1286 |
| 20-106-20 | BKMP | 200 | 24 | | 3,300 | 0.49064 | \$ 1.8809 | \$ 0.4699 | \$ 0.6578 | \$ 0.5532 | \$ 1.8809 | \$ 0.5556 | \$ 0.6578 | \$ 0.5532 | \$ 1.8307 |
| 20-097-43 | BKMS | 25 | 24 | | 8,000 | 0.06050 | \$ 0.3882 | \$ 0.0579 | \$ 0.1794 | \$ 0.1509 | \$ 0.3882 | \$ 0.0685 | \$ 0.1794 | \$ 0.1509 | \$ 0.4132 |
| 20-100-43 | BKMS | 50 | 24 | | 6,400 | 0.12247 | \$ 0.5305 | \$ 0.1173 | \$ 0.2245 | \$ 0.1888 | \$ 0.5305 | \$ 0.1387 | \$ 0.2245 | \$ 0.1888 | \$ 0.5719 |
| 20-104-43 | BKMS | 100 | 24 | | 6,300 | 0.24494 | \$ 0.8253 | \$ 0.2346 | \$ 0.3209 | \$ 0.2698 | \$ 0.8253 | \$ 0.2774 | \$ 0.3209 | \$ 0.2698 | \$ 0.8998 |
| 20-108-43 | BKMS | 200 | 24 | | 5,000 | 0.49020 | \$ 1.4368 | \$ 0.4895 | \$ 0.5255 | \$ 0.4419 | \$ 1.4368 | \$ 0.5551 | \$ 0.5255 | \$ 0.4419 | \$ 1.5777 |
| 20-132-20 | BKTP | 25 | 26 | | 10,000 | 0.03834 | \$ 0.4888 | \$ 0.0367 | \$ 0.2444 | \$ 0.2055 | \$ 0.4888 | \$ 0.0434 | \$ 0.2444 | \$ 0.2055 | \$ 0.5112 |
| 20-135-20 | BKTP | 50 | 26 | | 7,500 | 0.07761 | \$ 0.6182 | \$ 0.0743 | \$ 0.2954 | \$ 0.2484 | \$ 0.6182 | \$ 0.0879 | \$ 0.2954 | \$ 0.2484 | \$ 0.6547 |
| 20-139-20 | BKTP | 100 | 26 | | 7,500 | 0.15522 | \$ 0.8789 | \$ 0.1487 | \$ 0.3958 | \$ 0.3327 | \$ 0.8789 | \$ 0.1758 | \$ 0.3958 | \$ 0.3327 | \$ 0.8388 |
| 20-143-20 | BKTP | 200 | 26 | | 5,000 | 0.31073 | \$ 1.2795 | \$ 0.2978 | \$ 0.5334 | \$ 0.4485 | \$ 1.2795 | \$ 0.3519 | \$ 0.5334 | \$ 0.4485 | \$ 1.3822 |
| 20-145-20 | BKTP | 300 | 26 | | 3,300 | 0.46640 | \$ 1.7109 | \$ 0.4467 | \$ 0.6867 | \$ 0.5775 | \$ 1.7109 | \$ 0.5282 | \$ 0.6867 | \$ 0.5775 | \$ 1.8574 |
| 20-132-43 | BKTS | 25 | 26 | | 10,000 | 0.03832 | \$ 0.3236 | \$ 0.0367 | \$ 0.1558 | \$ 0.1311 | \$ 0.3236 | \$ 0.0434 | \$ 0.1558 | \$ 0.1311 | \$ 0.3423 |
| 20-135-43 | BKTS | 50 | 26 | | 10,000 | 0.07757 | \$ 0.4417 | \$ 0.0743 | \$ 0.1996 | \$ 0.1678 | \$ 0.4417 | \$ 0.0678 | \$ 0.1996 | \$ 0.1678 | \$ 0.4718 |
| 20-139-43 | BKTS | 100 | 26 | | 10,000 | 0.15515 | \$ 0.8178 | \$ 0.1488 | \$ 0.2549 | \$ 0.2143 | \$ 0.8178 | \$ 0.1757 | \$ 0.2549 | \$ 0.2143 | \$ 0.8683 |
| 20-143-43 | BKTS | 200 | 26 | | 5,000 | 0.31035 | \$ 1.2795 | \$ 0.2972 | \$ 0.5336 | \$ 0.4487 | \$ 1.2795 | \$ 0.3515 | \$ 0.5336 | \$ 0.4487 | \$ 1.3821 |
| 20-145-43 | BKTS | 300 | 26 | | 5,000 | 0.46574 | \$ 1.7109 | \$ 0.4480 | \$ 0.6871 | \$ 0.5778 | \$ 1.7109 | \$ 0.5274 | \$ 0.6871 | \$ 0.5778 | \$ 1.8573 |
| 07-017-43 | ALPFSF-C | 25 | 24 | | 5,000 | 0.06100 | \$ 0.2309 | \$ 0.0584 | \$ 0.0937 | \$ 0.0788 | \$ 0.2309 | \$ 0.0881 | \$ 0.0837 | \$ 0.0788 | \$ 0.2503 |
| 07-017-84 | ALPFSF-C | 600 | 24 | | 1,250 | 1.48400 | \$ 4.0423 | \$ 1.4021 | \$ 1.4342 | \$ 1.2061 | \$ 4.0423 | \$ 1.6580 | \$ 1.4342 | \$ 1.2061 | \$ 4.4541 |
| 07-017-45 | ALPFSF-C | 600 | 26 | | 2,500 | 0.81800 | \$ 3.0388 | \$ 0.8792 | \$ 1.1719 | \$ 0.9855 | \$ 3.0388 | \$ 1.0396 | \$ 1.1719 | \$ 0.9855 | \$ 3.3130 |
| 07-017-44 | ALPFSF-C | 1200 | 26 | | 1,250 | 1.83600 | \$ 5.9053 | \$ 1.7583 | \$ 2.2526 | \$ 1.8943 | \$ 5.9053 | \$ 2.0783 | \$ 2.2526 | \$ 1.8943 | \$ 6.4520 |
| 07-017-76 | ALPFSF-C | 3000 | 26 | | 1,000 | 4.59600 | \$ 14.7878 | \$ 4.3958 | \$ 5.6340 | \$ 4.7379 | \$ 14.7878 | \$ 5.1981 | \$ 5.6340 | \$ 4.7379 | \$ 18.1348 |
| 07-017-43 | ALPF-C | 25 | 24 | | 5,000 | 0.06100 | \$ 0.2900 | \$ 0.0584 | \$ 0.1258 | \$ 0.1058 | \$ 0.2900 | \$ 0.0891 | \$ 0.1258 | \$ 0.1058 | \$ 0.3118 |
| 07-017-77 | IMALPFSF | 25 | 24 | | 5,000 | 0.06100 | \$ 0.4119 | \$ 0.0584 | \$ 0.1920 | \$ 0.1615 | \$ 0.4119 | \$ 0.0891 | \$ 0.1920 | \$ 0.1615 | \$ 0.4379 |
| 07-017-78 | IMALPFSF | 50 | 24 | | 5,000 | 0.12200 | \$ 0.6105 | \$ 0.1168 | \$ 0.2682 | \$ 0.2255 | \$ 0.6105 | \$ 0.1382 | \$ 0.2682 | \$ 0.2255 | \$ 0.6547 |
| 07-017-79 | IMALPFSF | 100 | 24 | | 5,000 | 0.24400 | \$ 0.9824 | \$ 0.2337 | \$ 0.4121 | \$ 0.3466 | \$ 0.9824 | \$ 0.2763 | \$ 0.4121 | \$ 0.3466 | \$ 1.0726 |
| 07-017-80 | IMALPFSF | 200 | 24 | | 2,500 | 0.48800 | \$ 1.7870 | \$ 0.4674 | \$ 0.7080 | \$ 0.5937 | \$ 1.7870 | \$ 0.5527 | \$ 0.7080 | \$ 0.5937 | \$ 1.9185 |
| 07-017-81 | IMALPFSF | 300 | 24 | | 2,500 | 0.73200 | \$ 2.5042 | \$ 0.7010 | \$ 0.9795 | \$ 0.8237 | \$ 2.5042 | \$ 0.8290 | \$ 0.9795 | \$ 0.8237 | \$ 2.7278 |
| 07-017-82 | IMALPFSF | 400 | 26 | | 2,500 | 0.61200 | \$ 2.4307 | \$ 0.5861 | \$ 1.0020 | \$ 0.8426 | \$ 2.4307 | \$ 0.6931 | \$ 1.0020 | \$ 0.8426 | \$ 2.6297 |
| | ALPFSF-C | 400 | 24 | | 2,500 | 0.97600 | \$ 2.5858 | \$ 0.9347 | \$ 0.9023 | \$ 0.7588 | \$ 2.5858 | \$ 1.1053 | \$ 0.9023 | \$ 0.7588 | \$ 2.8887 |
| | KNAW-C | 28 | 22 | | 10,000 | 0.10660 | \$ 0.3802 | \$ 0.1040 | \$ 0.1500 | \$ 0.1262 | \$ 0.3802 | \$ 0.1230 | \$ 0.1500 | \$ 0.1262 | \$ 0.4137 |

SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR: 1.0000
EFFECTIVE DATE: 1-Jul-97

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | 1-Jul-97 TOTAL PRICE /FOOT |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|----------------------------|
| 22-058-83 | ANAW | 11 | 22 | | 10,000 | 0.04268 | \$ 0.2895 | \$ 0.3077 |
| 09-059-92 | ASPF SF | 12 | 22 | 282212 | 10,000 | 0.04656 | \$ 0.2980 | \$ 0.3172 |
| 22-060-83 | ANAW | 16 | 22 | | 10,000 | 0.06208 | \$ 0.3108 | \$ 0.3333 |
| 22-062-83 | ANAW | 25 | 22 | 282225 | 10,000 | 0.09700 | \$ 0.3264 | \$ 0.3558 |
| 22-065-83 | ANAW | 50 | 22 | 282250 | 10,000 | 0.19400 | \$ 0.5811 | \$ 0.6373 |
| 22-067-83 | ANAW | 75 | 22 | | 7,500 | 0.29100 | \$ 0.9523 | \$ 1.0395 |
| 22-069-83 | ANAW | 100 | 22 | 282280 | 7,500 | 0.38800 | \$ 1.0316 | \$ 1.1393 |
| 22-071-83 | ANAW | 150 | 22 | | 5,000 | 0.58200 | \$ 1.7016 | \$ 1.8687 |
| 22-073-83 | ANAW | 200 | 22 | 282282 | 4,200 | 0.77600 | \$ 1.9278 | \$ 2.1383 |
| 22-075-83 | ANAW | 300 | 22 | 282283 | 2,720 | 1.16400 | \$ 2.8964 | \$ 3.2123 |
| 22-077-83 | ANAW | 400 | 22 | 282284 | 2,500 | 1.55200 | \$ 3.8397 | \$ 4.2601 |
| 22-081-83 | ANAW | 600 | 22 | 282286 | 1,600 | 2.32800 | \$ 5.7858 | \$ 6.4173 |
| 22-083-83 | ANAW | 900 | 22 | 282289 | 1,000 | 3.49200 | \$ 8.5361 | \$ 9.4782 |
| 22-085-83 | ANAW | 1200 | 22 | | 750 | 4.65600 | \$ 10.6695 | \$ 11.8998 |
| 22-081-80 | ANAY | 600 | 22 | 131286 | 1,550 | 2.32800 | \$ 6.1243 | \$ 6.7681 |
| 22-083-80 | ANAY | 900 | 22 | 131289 | 950 | 3.49200 | \$ 9.0341 | \$ 9.9943 |
| 22-085-80 | ANAY | 1200 | 22 | 131291 | 700 | 4.65600 | \$ 12.0825 | \$ 13.3641 |
| 22-026-83 | ANBW | 6 | 19 | | 10,000 | 0.04680 | \$ 0.2092 | \$ 0.2253 |
| 22-027-83 | ANBW | 11 | 19 | | 10,000 | 0.08580 | \$ 0.3114 | \$ 0.3382 |
| 22-031-83 | ANBW | 25 | 19 | 282925 | 10,000 | 0.19500 | \$ 0.6179 | \$ 0.6756 |
| 22-034-83 | ANBW | 50 | 19 | 282950 | 5,000 | 0.39000 | \$ 1.1244 | \$ 1.2358 |
| 22-036-83 | ANBW | 75 | 19 | | 5,000 | 0.58500 | \$ 1.6502 | \$ 1.8160 |
| 22-038-83 | ANBW | 100 | 19 | 282960 | 3,300 | 0.78000 | \$ 1.9907 | \$ 2.2042 |
| 22-040-83 | ANBW | 150 | 19 | | 2,500 | 1.17000 | \$ 2.9960 | \$ 3.3166 |
| 22-042-83 | ANBW | 200 | 19 | 282982 | 2,000 | 1.56000 | \$ 3.8434 | \$ 4.2654 |
| 22-044-83 | ANBW | 300 | 19 | 282983 | 1,250 | 2.34000 | \$ 5.7894 | \$ 6.4232 |
| 22-097-83 | ANMW | 25 | 24 | 282425 | 10,000 | 0.06100 | \$ 0.2408 | \$ 0.2606 |
| 22-100-83 | ANMW | 50 | 24 | 282450 | 10,000 | 0.12200 | \$ 0.4212 | \$ 0.4566 |
| 22-104-83 | ANMW | 100 | 24 | 282480 | 10,000 | 0.24400 | \$ 0.7402 | \$ 0.8112 |
| 22-108-83 | ANMW | 200 | 24 | 282482 | 5,000 | 0.48800 | \$ 1.3724 | \$ 1.5106 |
| 22-110-83 | ANMW | 300 | 24 | 282483 | 4,200 | 0.73200 | \$ 1.9623 | \$ 2.1868 |
| 22-112-83 | ANMW | 400 | 24 | 282484 | 3,300 | 0.97600 | \$ 2.6172 | \$ 2.8889 |
| 22-116-83 | ANMW | 600 | 24 | 282486 | 2,500 | 1.46400 | \$ 4.0891 | \$ 4.5026 |
| 22-118-83 | ANMW | 900 | 24 | 282489 | 1,500 | 2.19600 | \$ 6.1336 | \$ 6.7538 |
| 22-120-83 | ANMW | 1200 | 24 | 282491 | 1,250 | 2.92800 | \$ 8.0992 | \$ 8.9233 |
| 22-121-83 | ANMW | 1500 | 24 | 282492 | 1,000 | 3.66000 | \$ 10.1787 | \$ 11.2108 |
| 22-124-83 | ANMW | 1800 | 24 | | 840 | 4.39200 | \$ 11.2339 | \$ 12.4369 |
| 22-116-80 | ANMY | 600 | 24 | 131486 | 2,450 | 1.46400 | \$ 4.6107 | \$ 5.0431 |

SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST

COPPER BASE: 1.13249
 MATERIAL ADJUSTMENT FACTOR: 1.0000

EFFECTIVE DATE: 1-Jul-97

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | 1-Jul-97 TOTAL PRICE /FOOT |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|----------------------------|
| 22-118-80 | ANMY | 900 | 24 | 131489 | 1,450 | 2.19800 | \$ 6.4852 | \$ 7.1182 |
| 22-120-80 | ANMY | 1200 | 24 | 131491 | 1,200 | 2.92800 | \$ 8.5640 | \$ 9.4050 |
| 22-121-80 | ANMY | 1500 | 24 | 131492 | 950 | 3.86000 | \$ 10.6617 | \$ 11.7113 |
| 22-124-80 | ANMY | 1800 | 24 | 131493 | 790 | 4.39200 | \$ 12.5896 | \$ 13.8417 |
| 22-126-40 | ANMY | 2100 | 24 | 131494 | 650 | 5.12400 | \$ 14.5441 | \$ 15.9997 |
| 22-132-83 | ANTW | 25 | 26 | 282625 | 10,000 | 0.03830 | \$ 0.1987 | \$ 0.2128 |
| 22-135-83 | ANTW | 50 | 26 | 282650 | 10,000 | 0.07650 | \$ 0.3314 | \$ 0.3573 |
| 22-139-83 | ANTW | 100 | 26 | 282680 | 10,000 | 0.15300 | \$ 0.5701 | \$ 0.6185 |
| 22-143-83 | ANTW | 200 | 26 | 282682 | 10,000 | 0.30600 | \$ 1.0808 | \$ 1.1754 |
| 22-145-83 | ANTW | 300 | 26 | 282683 | 6,000 | 0.45900 | \$ 1.5678 | \$ 1.7078 |
| 22-147-83 | ANTW | 400 | 26 | 282684 | 5,000 | 0.61200 | \$ 2.0558 | \$ 2.2412 |
| 22-151-83 | ANTW | 600 | 26 | 282686 | 3,300 | 0.91800 | \$ 3.0591 | \$ 3.3363 |
| 22-153-83 | ANTW | 900 | 26 | 282689 | 2,500 | 1.37700 | \$ 4.4970 | \$ 4.9095 |
| 22-155-83 | ANTW | 1200 | 26 | 282691 | 2,000 | 1.83600 | \$ 5.9810 | \$ 6.5305 |
| 22-156-83 | ANTW | 1500 | 26 | 282692 | 1,500 | 2.29500 | \$ 7.4355 | \$ 8.1209 |
| 22-157-83 | ANTW | 1800 | 26 | 282693 | 1,250 | 2.75400 | \$ 8.9317 | \$ 9.7545 |
| 22-158-83 | ANTW | 2100 | 26 | 282694 | 1,100 | 3.21300 | \$ 10.4029 | \$ 11.3622 |
| 22-159-83 | ANTW | 2400 | 26 | | 1,000 | 3.67200 | \$ 11.1994 | \$ 12.2707 |
| 22-161-83 | ANTW | 2700 | 26 | | 725 | 4.13100 | \$ 13.8644 | \$ 15.1155 |
| 22-162-83 | ANTW | 3000 | 26 | | 700 | 4.59000 | \$ 15.0958 | \$ 16.4747 |
| 22-151-80 | ANTY | 600 | 26 | 131686 | 3,250 | 0.91800 | \$ 3.2311 | \$ 3.5146 |
| 22-153-80 | ANTY | 900 | 26 | 131689 | 2,450 | 1.37700 | \$ 4.7502 | \$ 5.1719 |
| 22-155-80 | ANTY | 1200 | 26 | 131691 | 1,950 | 1.83600 | \$ 6.3178 | \$ 6.8795 |
| 22-156-80 | ANTY | 1500 | 26 | 131692 | 1,450 | 2.29500 | \$ 7.8543 | \$ 8.5549 |
| 22-157-80 | ANTY | 1800 | 26 | 131693 | 1,200 | 2.75400 | \$ 9.3662 | \$ 10.2047 |
| 22-158-80 | ANTY | 2100 | 26 | 131694 | 1,050 | 3.21300 | \$ 10.9890 | \$ 11.9695 |
| 22-159-80 | ANTY | 2400 | 26 | 131695 | 950 | 3.67200 | \$ 12.5861 | \$ 13.7077 |
| 22-161-80 | ANTY | 2700 | 26 | 131696 | 675 | 4.13100 | \$ 14.0825 | \$ 15.3415 |
| 22-162-80 | ANTY | 3000 | 26 | 131697 | 700 | 4.59000 | \$ 15.5861 | \$ 16.9828 |
| 09-059-77 | ANAA | 12 | 22 | 280212 | 10,000 | 0.04656 | \$ 0.2489 | \$ 0.2663 |
| 09-062-77 | ANAA | 25 | 22 | 280225 | 10,000 | 0.09700 | \$ 0.3045 | \$ 0.3331 |
| 09-065-77 | ANAA | 50 | 22 | 280250 | 10,000 | 0.19400 | \$ 0.5342 | \$ 0.5887 |
| 09-069-77 | ANAA | 100 | 22 | 280280 | 7,500 | 0.38800 | \$ 0.9806 | \$ 1.0864 |
| 09-073-77 | ANAA | 200 | 22 | 280282 | 4,200 | 0.77600 | \$ 1.8698 | \$ 2.0782 |
| 09-075-77 | ANAA | 300 | 22 | 280283 | 2,720 | 1.16400 | \$ 2.7203 | \$ 3.0298 |
| 09-077-77 | ANAA | 400 | 22 | 280284 | 2,500 | 1.55200 | \$ 3.5645 | \$ 3.9749 |
| 09-081-77 | ANAA | 600 | 22 | 280286 | 1,600 | 2.32800 | \$ 5.4394 | \$ 6.0584 |
| 09-083-77 | ANAA | 900 | 22 | 280289 | 1,000 | 3.49200 | \$ 8.0325 | \$ 8.9563 |

SUPERIOR TELECOMMUNICATIONS INC.
GTE SUPPLY PRICE LIST

COPPER BASE: 1.13249
MATERIAL ADJUSTMENT FACTOR: 1.0000

EFFECTIVE DATE: 1-Jul-97

| SUPERIOR PART NUMBER | PRODUCT CODE | PAIR | AWG | GTE MATERIAL CODE | STAND LENGTH | COPPER WEIGHT /FOOT | RFQ \$0.9577 PRICE PER FOOT | 1-Jul-97 TOTAL PRICE /FOOT |
|----------------------|--------------|------|-----|-------------------|--------------|---------------------|-----------------------------|----------------------------|
| 09-085-77 | ANAA | 1200 | 22 | 280291 | 750 | 4.65600 | \$ 10.6029 | \$ 11.8308 |
| 09-031-77 | ANBA | 25 | 19 | 280925 | 10,000 | 0.19500 | \$ 0.5561 | \$ 0.6116 |
| 09-034-77 | ANBA | 50 | 19 | 280950 | 5,000 | 0.39000 | \$ 0.9761 | \$ 1.0821 |
| 09-038-77 | ANBA | 100 | 19 | 280980 | 3,300 | 0.78000 | \$ 1.7929 | \$ 1.9992 |
| 09-042-77 | ANBA | 200 | 19 | 280982 | 2,000 | 1.56000 | \$ 3.5241 | \$ 3.9345 |
| 09-044-77 | ANBA | 300 | 19 | 280983 | 1,250 | 2.34000 | \$ 5.1331 | \$ 5.7431 |
| 09-094-77 | ANMA | 12 | 24 | | 10,000 | 0.02928 | \$ 0.1423 | \$ 0.1528 |
| 09-097-77 | ANMA | 25 | 24 | 280425 | 10,000 | 0.06100 | \$ 0.2259 | \$ 0.2451 |
| 09-100-77 | ANMA | 50 | 24 | 280450 | 10,000 | 0.12200 | \$ 0.3904 | \$ 0.4267 |
| 09-104-77 | ANMA | 100 | 24 | 280480 | 10,000 | 0.24400 | \$ 0.6997 | \$ 0.7693 |
| 09-108-77 | ANMA | 200 | 24 | 280482 | 5,000 | 0.48800 | \$ 1.3208 | \$ 1.4571 |
| 09-110-77 | ANMA | 300 | 24 | 280483 | 4,200 | 0.73200 | \$ 1.9390 | \$ 2.1419 |
| 09-112-77 | ANMA | 400 | 24 | 280484 | 3,300 | 0.97600 | \$ 2.4510 | \$ 2.7167 |
| 09-116-77 | ANMA | 600 | 24 | 280486 | 2,500 | 1.46400 | \$ 3.8755 | \$ 4.2812 |
| 09-118-77 | ANMA | 900 | 24 | 280489 | 1,500 | 2.19600 | \$ 5.7117 | \$ 6.3166 |
| 09-120-77 | ANMA | 1200 | 24 | 280491 | 1,250 | 2.92800 | \$ 7.4947 | \$ 8.2969 |
| 09-121-77 | ANMA | 1500 | 24 | 280492 | 1,000 | 3.66000 | \$ 9.5365 | \$ 10.5453 |
| 09-124-77 | ANMA | 1800 | 24 | 280493 | 840 | 4.39200 | \$ 11.5559 | \$ 12.7705 |
| 09-125-77 | ANMA | 2100 | 24 | 280494 | 750 | 5.12400 | \$ 13.3471 | \$ 14.7593 |
| 09-132-77 | ANTA | 25 | 26 | 280625 | 10,000 | 0.03830 | \$ 0.1744 | \$ 0.1877 |
| 09-135-77 | ANTA | 50 | 26 | 280650 | 10,000 | 0.07650 | \$ 0.2908 | \$ 0.3152 |
| 09-139-77 | ANTA | 100 | 26 | 280680 | 10,000 | 0.15300 | \$ 0.5150 | \$ 0.5614 |
| 09-143-77 | ANTA | 200 | 26 | 280682 | 10,000 | 0.30600 | \$ 0.9813 | \$ 1.0723 |
| 09-145-77 | ANTA | 300 | 26 | 280683 | 6,000 | 0.45900 | \$ 1.4969 | \$ 1.6343 |
| 09-147-77 | ANTA | 400 | 26 | 280684 | 5,000 | 0.61200 | \$ 1.8674 | \$ 2.0667 |
| 09-151-77 | ANTA | 600 | 26 | 280686 | 3,300 | 0.91800 | \$ 2.8905 | \$ 3.1616 |
| 09-153-77 | ANTA | 900 | 26 | 280689 | 2,500 | 1.37700 | \$ 4.2634 | \$ 4.6674 |
| 09-155-77 | ANTA | 1200 | 26 | 280691 | 2,000 | 1.83600 | \$ 5.7390 | \$ 6.2797 |
| 09-156-77 | ANTA | 1500 | 26 | 280692 | 1,500 | 2.29500 | \$ 7.3706 | \$ 8.0536 |
| 09-157-77 | ANTA | 1800 | 26 | 280693 | 1,250 | 2.75400 | \$ 8.7355 | \$ 9.5512 |
| 09-158-77 | ANTA | 2100 | 26 | 280694 | 1,100 | 3.21300 | \$ 10.0196 | \$ 10.9650 |
| 09-159-77 | ANTA | 2400 | 26 | 280695 | 1,000 | 3.67200 | \$ 11.6337 | \$ 12.7208 |
| 19-075-01 | DCAZ | 300 | 22 | | 2,500 | 1.16400 | \$ 3.3364 | \$ 3.7598 |
| 19-077-01 | DCAZ | 400 | 22 | | 2,500 | 1.52200 | \$ 4.2789 | \$ 4.8262 |
| 19-091-01 | DCAZ | 600 | 22 | | 1,250 | 2.32800 | \$ 5.8660 | \$ 6.6813 |
| 19-083-01 | DCAZ | 900 | 22 | | 1,250 | 3.49200 | \$ 8.3560 | \$ 9.5188 |
| 19-085-01 | DCAZ | 1200 | 22 | | 625 | 4.65600 | \$ 11.1125 | \$ 12.6610 |
| 19-110-01 | DCMZ | 300 | 24 | | 5,000 | 0.73200 | \$ 1.9517 | \$ 2.5046 |

EXHIBIT B4
PRODUCT PRICE

DECLASSIFIED

EXHIBIT B4

SUPERIOR TELECOMMUNICATIONS INC.

EXCHANGE CABLE PRICE LIST

EFFECTIVE DATE: MARCH 1, 1998

| SUPERIOR Part # | SUPERIOR DESCRIPTION | PAIRS | AWG | STANDARD LENGTH FEET | MAY REQUIRE MINIMUM QUANTITY | LIST PRICE per 1000' |
|-----------------|----------------------|-------|-----|----------------------|------------------------------|----------------------|
| 01-028-40 | ALP | 8 | 19 | 3000 | * | \$298.87 |
| 01-028-40 | ALP | 12 | 19 | 3000 | * | \$453.20 |
| 01-030-40 | ALP | 18 | 19 | 3000 | * | \$619.97 |
| 01-031-40 | ALP | 25 | 19 | 3000 | * | \$768.88 |
| 01-034-40 | ALP | 80 | 19 | 3000 | * | \$1,456.30 |
| 01-036-40 | ALP | 75 | 19 | 3000 | * | \$2,388.84 |
| 01-038-40 | ALP | 100 | 19 | 3000 | * | \$2,808.08 |
| 01-040-40 | ALP | 150 | 19 | 3000 | * | \$4,583.88 |
| 01-042-40 | ALP | 200 | 19 | 1500 | * | \$5,408.32 |
| 01-044-40 | ALP | 300 | 19 | 1500 | * | \$8,087.47 |
| 01-048-40 | ALP | 400 | 19 | 1500 | * | \$10,754.17 |
| 01-067-40 | ALP | 8 | 22 | 8000 | * | \$190.18 |
| 01-069-40 | ALP | 12 | 22 | 8000 | * | \$288.86 |
| 01-091-40 | ALP | 18 | 22 | 8000 | * | \$386.73 |
| 01-082-40 | ALP | 25 | 22 | 8000 | * | \$428.82 |
| 01-085-40 | ALP | 50 | 22 | 8000 | * | \$753.88 |
| 01-087-40 | ALP | 75 | 22 | 8000 | * | \$1,236.52 |
| 01-088-40 | ALP | 100 | 22 | 8000 | * | \$1,388.73 |
| 01-071-40 | ALP | 150 | 22 | 3000 | * | \$2,327.88 |
| 01-073-40 | ALP | 200 | 22 | 3000 | * | \$2,798.81 |
| 01-075-40 | ALP | 300 | 22 | 3000 | * | \$4,041.20 |
| 01-077-40 | ALP | 400 | 22 | 1800 | * | \$5,456.58 |
| 01-081-40 | ALP | 600 | 22 | 1500 | * | \$7,672.74 |
| 01-083-40 | ALP | 900 | 22 | 1800 | * | \$11,387.32 |
| 01-085-40 | ALP | 1200 | 22 | 1800 | * | \$16,544.51 |
| 01-082-40 | ALP | 8 | 24 | 5000 | * | \$155.85 |
| 01-084-40 | ALP | 12 | 24 | 5000 | * | \$213.80 |
| 01-086-40 | ALP | 18 | 24 | 5000 | * | \$275.36 |
| 01-087-40 | ALP | 25 | 24 | 6000 | * | \$325.48 |
| 01-100-40 | ALP | 50 | 24 | 5000 | * | \$544.88 |
| 01-102-40 | ALP | 75 | 24 | 6000 | * | \$884.18 |
| 01-104-40 | ALP | 100 | 24 | 6000 | * | \$878.74 |
| 01-108-40 | ALP | 150 | 24 | 5000 | * | \$1,588.58 |
| 01-108-40 | ALP | 200 | 24 | 2800 | * | \$1,844.87 |
| 01-110-40 | ALP | 300 | 24 | 2800 | * | \$2,784.36 |
| 01-112-40 | ALP | 400 | 24 | 2800 | * | \$3,728.24 |
| 01-116-40 | ALP | 600 | 24 | 1250 | * | \$5,288.84 |
| 01-118-40 | ALP | 900 | 24 | 1280 | * | \$7,848.71 |
| 01-120-40 | ALP | 1200 | 24 | 1250 | * | \$10,277.21 |
| 01-121-40 | ALP | 1800 | 24 | 1000 | * | \$12,878.58 |
| 01-124-40 | ALP | 1900 | 24 | 1000 | * | \$15,741.48 |
| 01-125-40 | ALP | 2100 | 24 | 1000 | * | \$18,381.10 |
| 01-126-40 | ALP | 2400 | 24 | 1000 | * | \$21,021.93 |
| 01-776-40 | ALP | 2750 | 24 | 1000 | * | \$23,888.38 |
| 01-129-40 | ALP | 12 | 26 | 5000 | * | \$188.20 |
| 01-131-40 | ALP | 18 | 26 | 5000 | * | \$248.48 |
| 01-132-40 | ALP | 25 | 26 | 5000 | * | \$283.76 |
| 01-135-40 | ALP | 50 | 26 | 5000 | * | \$471.76 |

Subject to Change with Notice

Page 1

EXHIBIT B4

EFFECTIVE DATE: MARCH 1, 1998

| SUPERIOR Part # | SUPERIOR DESCRIPTION | PAIRS | AWG | STANDARD LENGTH FEET | MAY REQUIRE MINIMUM QUANTITY | LIST PRICE Per 1000' |
|--------------------|-------------------------|-------|-----|----------------------------|---------------------------------------|----------------------------|
| 01-137-40 | ALP | 75 | 28 | 5000 | * | \$718.31 |
| 01-138-40 | ALP | 100 | 28 | 5000 | * | \$790.81 |
| 01-141-40 | ALP | 150 | 28 | 5000 | * | \$1,264.68 |
| 01-143-40 | ALP | 200 | 28 | 5000 | * | \$1,445.28 |
| 01-145-40 | ALP | 300 | 28 | 5000 | * | \$2,118.28 |
| 01-147-40 | ALP | 400 | 28 | 2500 | * | \$2,871.92 |
| 01-151-40 | ALP | 500 | 28 | 2500 | * | \$4,118.98 |
| 01-153-40 | ALP | 900 | 28 | 1250 | * | \$6,060.23 |
| 01-155-40 | ALP | 1200 | 28 | 1250 | * | \$8,098.45 |
| 01-158-40 | ALP | 1500 | 28 | 1250 | * | \$10,088.48 |
| 01-157-40 | ALP | 1800 | 28 | 1250 | * | \$12,206.88 |
| 01-158-40 | ALP | 2100 | 28 | 1250 | * | \$14,182.03 |
| 01-159-40 | ALP | 2400 | 28 | 1250 | * | \$16,330.22 |
| 01-161-40 | ALP | 2700 | 28 | 1000 | * | \$20,111.88 |
| 01-162-40 | ALP | 3000 | 28 | 1000 | * | \$22,183.82 |
| 01-164-40 | ALP | 3600 | 28 | 1000 | * | \$28,434.85 |
| 04-025-21 | ALPF | 8 | 19 | 5000 | * | \$355.34 |
| 04-026-21 | ALPF | 12 | 19 | 5000 | * | \$557.90 |
| 04-030-21 | ALPF | 18 | 19 | 5000 | * | \$788.83 |
| 04-031-21 | ALPF | 25 | 19 | 5000 | * | \$978.82 |
| 04-034-21 | ALPF | 50 | 19 | 5000 | * | \$1,863.04 |
| 04-038-21 | ALPF | 75 | 19 | 2500 | * | \$2,988.68 |
| 04-039-21 | ALPF | 100 | 19 | 2500 | * | \$3,514.13 |
| 04-040-21 | ALPF | 150 | 19 | 2500 | * | \$5,808.89 |
| 04-042-21 | ALPF | 200 | 19 | 1250 | * | \$6,878.22 |
| 04-044-21 | ALPF | 300 | 19 | 1250 | * | \$10,381.35 |
| 04-057-21 | ALPF | 8 | 22 | 5000 | * | \$208.28 |
| 04-059-21 | ALPF | 12 | 22 | 5000 | * | \$318.36 |
| 04-061-21 | ALPF | 18 | 22 | 5000 | * | \$414.83 |
| 04-062-21 | ALPF | 25 | 22 | 5000 | * | \$512.87 |
| 04-085-21 | ALPF | 50 | 22 | 5000 | * | \$815.51 |
| 04-087-21 | ALPF | 75 | 22 | 5000 | * | \$1,508.37 |
| 04-089-21 | ALPF | 100 | 22 | 5000 | * | \$1,889.43 |
| 04-071-21 | ALPF | 150 | 22 | 2500 | * | \$2,862.71 |
| 04-073-21 | ALPF | 200 | 22 | 2500 | * | \$3,280.24 |
| 04-075-21 | ALPF | 300 | 22 | 1250 | * | \$4,782.50 |
| 04-077-21 | ALPF | 400 | 22 | 1250 | * | \$6,449.24 |
| 04-081-21 | ALPF | 600 | 22 | 1250 | * | \$9,077.15 |
| 04-083-21 | ALPF | 900 | 22 | 1250 | * | \$13,799.42 |
| 04-092-21 | ALPF | 8 | 24 | 5000 | * | \$170.24 |
| 04-084-21 | ALPF | 12 | 24 | 5000 | * | \$238.48 |
| 04-086-21 | ALPF | 18 | 24 | 5000 | * | \$313.59 |
| 04-097-21 | ALPF | 25 | 24 | 5000 | * | \$374.58 |
| 04-100-21 | ALPF | 50 | 24 | 5000 | * | \$648.87 |
| 04-102-21 | ALPF | 75 | 24 | 5000 | * | \$1,058.45 |
| 04-104-21 | ALPF | 100 | 24 | 5000 | * | \$1,187.46 |
| 04-106-21 | ALPF | 150 | 24 | 5000 | * | \$1,902.34 |
| 04-108-21 | ALPF | 200 | 24 | 5000 | * | \$2,249.64 |
| 04-110-21 | ALPF | 300 | 24 | 2500 | * | \$3,279.33 |
| 04-112-21 | ALPF | 400 | 24 | 2500 | * | \$4,341.11 |
| 04-116-21 | ALPF | 600 | 24 | 1250 | * | \$6,190.44 |
| 04-118-21 | ALPF | 900 | 24 | 1250 | * | \$9,150.25 |

Subject to Change with Notice

Page 2

EXHIBIT B4

EFFECTIVE DATE: MARCH 1, 1998

| SUPERIOR PART # | SUPERIOR DESCRIPTION | PAIRS | AWG | STANDARD LENGTH FEET | MAY REQUIRE MINIMUM QUANTITY | LIST PRICE Per 1000' |
|--------------------|-------------------------|-------|-----|----------------------------|---------------------------------------|----------------------------|
| 04-120-21 | ALPF | 1200 | 24 | 1000 | * | \$12,322.82 |
| 04-121-21 | ALPF | 1600 | 24 | 1000 | * | \$19,319.83 |
| 04-124-21 | ALPF | 1800 | 24 | 1000 | * | \$18,458.02 |
| 05-417-50 | ALPF TS | 28 | 22 | 5000 | * | \$741.80 |
| 05-440-50 | ALPF TS | 54 | 22 | 5000 | * | \$1,274.71 |
| 05-456-50 | ALPF TS | 108 | 22 | 5000 | * | \$2,188.81 |
| 05-518-50 | ALPF TS | 28 | 24 | 5000 | * | \$581.20 |
| 05-542-50 | ALPF TS | 54 | 24 | 5000 | * | \$847.78 |
| 05-567-50 | ALPF TS | 108 | 24 | 5000 | * | \$1,551.71 |
| 09-026-02 | ALPFSF | 6 | 19 | 3000 | * | \$332.62 |
| 09-028-02 | ALPFSF | 12 | 19 | 3000 | * | \$803.87 |
| 09-030-02 | ALPFSF | 18 | 19 | 3000 | * | \$887.57 |
| 09-031-02 | ALPFSF | 25 | 19 | 3000 | * | \$887.17 |
| 09-034-02 | ALPFSF | 50 | 19 | 3000 | * | \$1,817.02 |
| 09-036-02 | ALPFSF | 75 | 19 | 3000 | * | \$2,580.84 |
| 09-038-02 | ALPFSF | 100 | 19 | 3000 | * | \$3,082.17 |
| 09-040-02 | ALPFSF | 150 | 19 | 3000 | * | \$4,940.15 |
| 09-042-02 | ALPFSF | 200 | 19 | 1500 | * | \$6,002.89 |
| 09-044-02 | ALPFSF | 300 | 19 | 1500 | * | \$9,114.97 |
| 09-048-02 | ALPFSF | 400 | 19 | 1500 | * | \$12,138.75 |
| 09-067-02 | ALPFSF | 6 | 22 | 5000 | * | \$184.79 |
| 09-069-02 | ALPFSF | 12 | 22 | 5000 | * | \$295.96 |
| 09-061-02 | ALPFSF | 18 | 22 | 5000 | * | \$381.45 |
| 09-062-02 | ALPFSF | 25 | 22 | 5000 | * | \$488.21 |
| 09-065-02 | ALPFSF | 50 | 22 | 5000 | * | \$808.85 |
| 09-067-02 | ALPFSF | 75 | 22 | 5000 | * | \$1,348.08 |
| 09-069-02 | ALPFSF | 100 | 22 | 5000 | * | \$1,803.51 |
| 09-071-02 | ALPFSF | 150 | 22 | 2800 | * | \$2,548.21 |
| 09-073-02 | ALPFSF | 200 | 22 | 2800 | * | \$2,940.53 |
| 09-075-02 | ALPFSF | 300 | 22 | 1250 | * | \$4,307.18 |
| 09-077-02 | ALPFSF | 400 | 22 | 1250 | * | \$5,799.14 |
| 09-081-02 | ALPFSF | 600 | 22 | 1250 | * | \$8,231.02 |
| 09-083-02 | ALPFSF | 900 | 22 | 1250 | * | \$12,270.33 |
| 09-085-02 | ALPFSF | 1200 | 22 | 1250 | * | \$16,774.87 |
| 09-087-02 | ALPFSF | 1500 | 22 | 1000 | * | \$20,861.20 |
| 09-092-02 | ALPFSF | 6 | 24 | 5000 | * | \$187.08 |
| 09-084-02 | ALPFSF | 12 | 24 | 5000 | * | \$225.14 |
| 09-086-02 | ALPFSF | 18 | 24 | 5000 | * | \$285.25 |
| 09-097-02 | ALPFSF | 28 | 24 | 5000 | * | \$348.46 |
| 09-100-02 | ALPFSF | 50 | 24 | 5000 | * | \$587.03 |
| 09-102-02 | ALPFSF | 75 | 24 | 5000 | * | \$847.01 |
| 09-104-02 | ALPFSF | 100 | 24 | 5000 | * | \$1,057.01 |
| 09-106-02 | ALPFSF | 150 | 24 | 5000 | * | \$1,754.88 |
| 09-108-02 | ALPFSF | 200 | 24 | 2500 | * | \$1,879.34 |
| 09-110-02 | ALPFSF | 300 | 24 | 2500 | * | \$2,872.73 |
| 09-112-02 | ALPFSF | 400 | 24 | 2800 | * | \$3,885.08 |
| 09-116-02 | ALPFSF | 600 | 24 | 1250 | * | \$5,807.88 |
| 09-118-02 | ALPFSF | 900 | 24 | 1250 | * | \$8,437.77 |
| 09-120-02 | ALPFSF | 1200 | 24 | 1250 | * | \$11,190.32 |
| 09-121-02 | ALPFSF | 1500 | 24 | 1000 | * | \$14,138.15 |
| 09-124-02 | ALPFSF | 1800 | 24 | 1000 | * | \$17,400.32 |
| 09-126-02 | ALPFSF | 2100 | 24 | 1000 | * | \$20,188.18 |

Subject to Change with Notice

Page 3

EXHIBIT B4

EFFECTIVE DATE: MARCH 1, 1998

| SUPERIOR Part # | SUPERIOR DESCRIPTION | PAIRS | AWG | STANDARD LENGTH FEET | MAY REQUIRE MINIMUM QUANTITY | LIST PRICE Per 1000' |
|-----------------|----------------------|-------|-----|----------------------|------------------------------|----------------------|
| 09-128-02 | ALPFSF | 2400 | 24 | 1000 | * | \$23,174.23 |
| 09-778-02 | ALPFSF | 2700 | 24 | 750 | * | \$28,113.86 |
| 09-129-02 | ALPFSF | 12 | 28 | 8000 | * | \$208.83 |
| 09-131-02 | ALPFSF | 18 | 28 | 5000 | * | \$200.75 |
| 09-132-02 | ALPFSF | 25 | 28 | 5000 | * | \$303.73 |
| 09-135-02 | ALPFSF | 50 | 28 | 5000 | * | \$497.88 |
| 09-137-02 | ALPFSF | 75 | 28 | 5000 | * | \$771.28 |
| 09-138-02 | ALPFSF | 100 | 28 | 5000 | * | \$844.84 |
| 09-141-02 | ALPFSF | 150 | 28 | 5000 | * | \$1,388.81 |
| 09-143-02 | ALPFSF | 200 | 28 | 8000 | * | \$1,547.54 |
| 09-145-02 | ALPFSF | 300 | 28 | 5000 | * | \$2,240.40 |
| 09-147-02 | ALPFSF | 400 | 28 | 2500 | * | \$3,067.00 |
| 09-151-02 | ALPFSF | 800 | 28 | 2500 | * | \$4,308.72 |
| 09-153-02 | ALPFSF | 900 | 28 | 1250 | * | \$8,412.67 |
| 09-155-02 | ALPFSF | 1200 | 28 | 1250 | * | \$8,598.48 |
| 09-156-02 | ALPFSF | 1500 | 28 | 1250 | * | \$10,759.02 |
| 09-157-02 | ALPFSF | 1800 | 28 | 1250 | * | \$12,973.01 |
| 09-158-02 | ALPFSF | 2100 | 28 | 1250 | * | \$15,124.96 |
| 09-159-02 | ALPFSF | 2400 | 28 | 1250 | * | \$17,589.98 |
| 09-161-02 | ALPFSF | 2700 | 28 | 1000 | * | \$20,453.27 |
| 09-162-02 | ALPFSF | 3000 | 28 | 1000 | * | \$22,967.73 |
| 09-163-02 | ALPFSF | 3300 | 28 | 1000 | * | \$25,880.52 |
| 09-164-02 | ALPFSF | 3600 | 28 | 1000 | * | \$27,983.42 |
| 04-026-84 | ASPF | 6 | 19 | 5000 | * | \$418.05 |
| 04-028-84 | ASPF | 12 | 19 | 5000 | * | \$648.03 |
| 04-030-84 | ASPF | 18 | 19 | 5000 | * | \$875.30 |
| 04-031-84 | ASPF | 25 | 19 | 5000 | * | \$1,111.72 |
| 04-034-84 | ASPF | 50 | 19 | 5000 | * | \$2,007.47 |
| 04-036-84 | ASPF | 75 | 19 | 2800 | * | \$3,298.48 |
| 04-038-84 | ASPF | 100 | 19 | 2800 | * | \$3,588.75 |
| 04-040-84 | ASPF | 150 | 19 | 1250 | * | \$6,182.87 |
| 04-042-84 | ASPF | 200 | 19 | 1250 | * | \$7,043.98 |
| 04-044-84 | ASPF | 300 | 19 | 1250 | * | \$10,897.91 |
| 04-057-84 | ASPF | 6 | 22 | 5000 | * | \$281.22 |
| 04-059-84 | ASPF | 12 | 22 | 5000 | * | \$388.96 |
| 04-061-84 | ASPF | 18 | 22 | 5000 | * | \$492.47 |
| 04-062-84 | ASPF | 25 | 22 | 5000 | * | \$607.43 |
| 04-065-84 | ASPF | 50 | 22 | 3000 | * | \$1,035.13 |
| 04-067-84 | ASPF | 75 | 22 | 5000 | * | \$1,698.24 |
| 04-069-84 | ASPF | 100 | 22 | 5000 | * | \$1,844.28 |
| 04-071-84 | ASPF | 150 | 22 | 2800 | * | \$3,180.18 |
| 04-073-84 | ASPF | 200 | 22 | 2800 | * | \$3,558.81 |
| 04-075-84 | ASPF | 300 | 22 | 1250 | * | \$8,121.32 |
| 04-077-84 | ASPF | 400 | 22 | 1250 | * | \$8,832.92 |
| 04-081-84 | ASPF | 800 | 22 | 1250 | * | \$9,892.38 |
| 04-083-84 | ASPF | 900 | 22 | 1250 | * | \$14,380.57 |
| 04-092-84 | ASPF | 6 | 24 | 5000 | * | \$220.58 |
| 04-094-84 | ASPF | 12 | 24 | 5000 | * | \$305.22 |
| 04-096-84 | ASPF | 18 | 24 | 5000 | * | \$388.74 |
| 04-097-84 | ASPF | 25 | 24 | 5000 | * | \$450.97 |
| 04-100-84 | ASPF | 50 | 24 | 5000 | * | \$748.77 |
| 04-102-84 | ASPF | 75 | 24 | 5000 | * | \$1,201.97 |

Subject to Change with Notice

Page 4

EXHIBIT B1
CABLE PRODUCT AND PRICES

DECLASSIFIED

CONFIDENTIAL

GENERAL CABLE PRICING FOR
GTE

* 06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 2036307 | ANAA | 25 | 22 | 280225 | 97.00 | 166.32 | 279.81 |
| 2036308 | ANAA | 50 | 22 | 280250 | 194.00 | 299.12 | 526.10 |
| 2036309 | ANAA | 100 | 22 | 280280 | 388.00 | 502.23 | 956.19 |
| 2036310 | ANAA | 200 | 22 | 280282 | 776.00 | 931.39 | 1,839.31 |
| 2036311 | ANAA | 300 | 22 | | 1,164.00 | 1,000.04 | 2,361.92 |
| 2036312 | ANAA | 400 | 22 | 280284 | 1,552.00 | 1,812.77 | 3,628.61 |
| 2036313 | ANAA | 600 | 22 | 280286 | 2,328.00 | 2,757.60 | 5,481.36 |
| 2036314 | ANAA | 900 | 22 | 280289 | 3,492.00 | 4,036.48 | 8,122.12 |
| 2036315 | ANAA | 1200 | 22 | 280291 | 4,656.00 | 5,874.03 | 11,321.55 |
| 6987556 | ANAW | 11 | 22 | | 42.68 | 153.18 | 203.12 |
| 6987572 | ANAW | 25 | 22 | 282225 | 97.00 | 228.64 | 342.13 |
| 6987580 | ANAW | 50 | 22 | 282250 | 194.00 | 376.56 | 603.54 |
| 6987606 | ANAW | 100 | 22 | 282280 | 388.00 | 601.73 | 1,055.69 |
| 6987622 | ANAW | 200 | 22 | 282282 | 776.00 | 1,076.74 | 1,984.66 |
| 6987630 | ANAW | 300 | 22 | 282283 | 1,164.00 | 1,616.43 | 2,978.31 |
| 6987648 | ANAW | 400 | 22 | 282284 | 1,552.00 | 2,142.52 | 3,958.36 |
| 6987655 | ANAW | 600 | 22 | 282286 | 2,328.00 | 3,409.40 | 6,133.16 |
| 6987663 | ANAW | 900 | 22 | 282289 | 3,492.00 | 4,931.37 | 9,017.01 |
| 6987671 | ANAW | 1200 | 22 | | 4,656.00 | 6,561.92 | 12,009.44 |
| 7520018 | ANAY | 900 | 22 | 131289 | 3,492.00 | 6,132.28 | 10,217.92 |
| 7520026 | ANAY | 1200 | 22 | 131291 | 4,656.00 | 8,019.90 | 13,467.42 |
| 2036300 | ANBA | 25 | 19 | 280925 | 195.00 | 331.94 | 560.09 |
| 2036301 | ANBA | 50 | 19 | 280950 | 390.00 | 594.86 | 1,051.16 |
| 2036302 | ANBA | 100 | 19 | 280980 | 780.00 | 1,019.47 | 1,932.07 |
| 2036303 | ANBA | 200 | 19 | 280982 | 1,560.00 | 1,871.98 | 3,697.18 |

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GENERAL CABLE PRICING FOR
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* 06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 2036304 | ANBA | 300 | 19 | 280983 | 2,340.00 | 2,794.83 | 5,532.63 |
| 6987481 | ANBW | 25 | 19 | 282925 | 195.00 | 515.52 | 743.67 |
| 6987499 | ANBW | 50 | 19 | 282950 | 390.00 | 865.38 | 1,321.68 |
| 6987507 | ANBW | 100 | 19 | 282980 | 780.00 | 1,579.28 | 2,491.88 |
| 6987515 | ANBW | 200 | 19 | 282982 | 1,560.00 | 3,108.37 | 4,933.57 |
| 6987523 | ANBW | 300 | 19 | 282983 | 2,340.00 | 4,653.01 | 7,390.81 |
| 2036319 | ANMA | 12 | 24 | | 29.28 | 73.63 | 107.89 |
| 2036320 | ANMA | 25 | 24 | 280425 | 61.00 | 125.77 | 197.14 |
| 2036321 | ANMA | 50 | 24 | 280450 | 122.00 | 232.47 | 375.21 |
| 2036322 | ANMA | 100 | 24 | 280480 | 244.00 | 382.80 | 668.28 |
| 2036323 | ANMA | 200 | 24 | 280482 | 488.00 | 701.28 | 1,272.24 |
| 2036324 | ANMA | 300 | 24 | 280483 | 732.00 | 999.77 | 1,856.21 |
| 2036325 | ANMA | 400 | 24 | 280484 | 976.00 | 1,007.18 | 2,149.10 |
| 2036326 | ANMA | 600 | 24 | 280486 | 1,464.00 | 1,907.74 | 3,620.62 |
| 2036327 | ANMA | 900 | 24 | 280489 | 2,196.00 | 2,805.32 | 5,374.64 |
| 2036328 | ANMA | 1200 | 24 | 280491 | 2,928.00 | 3,646.88 | 7,072.64 |
| 2036329 | ANMA | 1500 | 24 | 280492 | 3,660.00 | 4,716.82 | 8,999.02 |
| 2036330 | ANMA | 1800 | 24 | 280493 | 4,392.00 | 5,745.68 | 10,884.32 |
| 6987705 | ANMW | 25 | 24 | 282425 | 61.00 | 176.13 | 247.50 |
| 6987713 | ANMW | 50 | 24 | 282450 | 122.00 | 294.23 | 436.97 |
| 6987721 | ANMW | 100 | 24 | 282480 | 244.00 | 460.08 | 745.56 |
| 6987739 | ANMW | 200 | 24 | 282482 | 488.00 | 810.17 | 1,381.13 |
| 6987747 | ANMW | 300 | 24 | 282483 | 732.00 | 1,145.68 | 2,002.12 |
| 6987754 | ANMW | 400 | 24 | 282484 | 976.00 | 1,572.30 | 2,714.22 |
| 6987762 | ANMW | 600 | 24 | 282486 | 1,464.00 | 2,336.58 | 4,049.46 |

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GENERAL CABLE PRICING FOR
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06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 6987770 | ANMW | 900 | 24 | 282489 | 2,196.00 | 3,464.56 | 6,033.88 |
| 6987788 | ANMW | 1200 | 24 | 282491 | 2,928.00 | 4,546.34 | 7,972.10 |
| 6987796 | ANMW | 1500 | 24 | 282492 | 3,660.00 | 5,697.81 | 9,980.01 |
| 6987804 | ANMW | 1800 | 24 | | 4,392.00 | 6,752.50 | 11,891.14 |
| 7520166 | ANMY | 600 | 24 | 131486 | 1,464.00 | 2,974.79 | 4,687.67 |
| 7520034 | ANMY | 900 | 24 | 131489 | 2,196.00 | 4,977.02 | 7,546.34 |
| 7520042 | ANMY | 1200 | 24 | 131491 | 2,928.00 | 5,632.05 | 9,057.81 |
| 7520059 | ANMY | 1500 | 24 | 131492 | 3,660.00 | 6,932.12 | 11,214.32 |
| 7520067 | ANMY | 1800 | 24 | 131493 | 4,392.00 | 8,280.83 | 13,419.47 |
| 2039035 | ANMY | 2100 | 24 | 131494 | 5,124.00 | 9,660.98 | 15,656.06 |
| 2036334 | ANTA | 25 | 26 | 280625 | 38.25 | 133.26 | 178.01 |
| 2036335 | ANTA | 50 | 26 | 280650 | 76.50 | 221.82 | 311.33 |
| 2036336 | ANTA | 100 | 26 | 280680 | 153.00 | 362.03 | 541.04 |
| 2036337 | ANTA | 200 | 26 | 280682 | 306.00 | 610.17 | 968.19 |
| 2036338 | ANTA | 300 | 26 | 280683 | 459.00 | 893.67 | 1,430.70 |
| 2036339 | ANTA | 400 | 26 | 280684 | 612.00 | 1,209.77 | 1,925.81 |
| 2036340 | ANTA | 600 | 26 | 280686 | 918.00 | 1,878.30 | 2,952.36 |
| 2036341 | ANTA | 900 | 26 | 280689 | 1,377.00 | 2,816.70 | 4,427.79 |
| 2036342 | ANTA | 1200 | 26 | 280691 | 1,836.00 | 3,620.72 | 5,768.84 |
| 2036343 | ANTA | 1500 | 26 | 280692 | 2,295.00 | 5,278.54 | 7,963.69 |
| 2036344 | ANTA | 1800 | 26 | 280693 | 2,754.00 | 5,883.49 | 9,105.67 |
| 2036345 | ANTA | 2100 | 26 | 280694 | 3,213.00 | 8,798.95 | 12,558.16 |
| 6987812 | ANTW | 25 | 26 | 282625 | 38.25 | 148.44 | 193.19 |
| 6987820 | ANTW | 50 | 26 | 282650 | 76.50 | 242.18 | 331.69 |
| 6987838 | ANTW | 100 | 26 | 282680 | 153.00 | 383.10 | 562.11 |

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GENERAL CABLE PRICING FOR
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06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 6987846 | ANTW | 200 | 26 | 282682 | 306.00 | 633.43 | 991.45 |
| 6987853 | ANTW | 300 | 26 | 282683 | 459.00 | 923.51 | 1,460.54 |
| 6987861 | ANTW | 400 | 26 | 282684 | 612.00 | 1,253.15 | 1,969.19 |
| 6987879 | ANTW | 600 | 26 | 282686 | 918.00 | 1,822.87 | 2,896.93 |
| 6987887 | ANTW | 900 | 26 | 282689 | 1,377.00 | 2,603.65 | 4,214.74 |
| 6987895 | ANTW | 1200 | 26 | 282691 | 1,836.00 | 3,339.80 | 5,487.92 |
| 7507007 | ANTW | 1500 | 26 | 282692 | 2,295.00 | 4,330.55 | 7,015.70 |
| 7507015 | ANTW | 1800 | 26 | 282693 | 2,754.00 | 5,135.56 | 8,357.74 |
| 7502958 | ANTW | 2100 | 26 | | 3,213.00 | 6,416.28 | 10,175.49 |
| 7507023 | ANTW | 2400 | 26 | | 3,672.00 | 7,321.39 | 11,617.63 |
| 7512650 | ANTW | 2700 | 26 | | 4,131.00 | 8,377.08 | 13,210.35 |
| 7512668 | ANTW | 3000 | 26 | | 4,590.00 | 9,307.73 | 14,678.03 |
| 7520174 | ANTY | 600 | 26 | 131686 | 918.00 | 2,388.54 | 3,462.60 |
| 7520075 | ANTY | 900 | 26 | 131689 | 1,377.00 | 3,381.48 | 4,992.57 |
| 7520083 | ANTY | 1200 | 26 | 131691 | 1,836.00 | 4,959.45 | 7,107.57 |
| 7520091 | ANTY | 1500 | 26 | 131692 | 2,295.00 | 5,822.95 | 8,508.10 |
| 7520109 | ANTY | 1800 | 26 | 131693 | 2,754.00 | 6,541.90 | 9,764.08 |
| 7520117 | ANTY | 2100 | 26 | 131694 | 3,213.00 | 9,445.56 | 13,204.77 |
| 7520125 | ANTY | 2400 | 26 | 131695 | 3,672.00 | 10,493.40 | 14,789.64 |
| 7520133 | ANTY | 2700 | 26 | 131696 | 4,131.00 | 11,805.91 | 16,639.18 |
| 7520141 | ANTY | 3000 | 26 | 131697 | 4,590.00 | 13,117.59 | 18,487.89 |
| 2019002 | ARAM | 25 | 22 | | 97.00 | 492.05 | 605.54 |
| 7507684 | ARAM | 50 | 22 | | 194.00 | 688.43 | 915.41 |
| 7507692 | ARAM | 100 | 22 | | 388.00 | 1,075.15 | 1,529.11 |
| 7515000 | ARAM | 200 | 22 | | 776.00 | 1,871.21 | 2,779.13 |
| 7507718 | ARAM | 300 | 22 | | 1,164.00 | 2,876.25 | 4,238.13 |

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GENERAL CABLE PRICING FOR
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06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 7507726 | ARAM | 400 | 22 | | 1,552.00 | 3,921.20 | 5,737.04 |
| 7507742 | ARAM | 900 | 22 | | 3,492.00 | 8,316.74 | 12,402.38 |
| 2019000 | ARMM | 25 | 24 | | 61.00 | 313.31 | 384.68 |
| 2019001 | ARMM | 50 | 24 | | 122.00 | 435.67 | 578.41 |
| 7507601 | ARMM | 100 | 24 | | 244.00 | 786.23 | 1,071.71 |
| 7507619 | ARMM | 200 | 24 | | 488.00 | 1,246.85 | 1,817.81 |
| 7507627 | ARMM | 300 | 24 | | 732.00 | 1,931.56 | 2,788.00 |
| 7507635 | ARMM | 400 | 24 | | 976.00 | 2,443.64 | 3,585.56 |
| 7507643 | ARMM | 600 | 24 | | 1,464.00 | 3,376.54 | 5,089.42 |
| 7507650 | ARMM | 900 | 24 | | 2,196.00 | 4,965.74 | 7,535.06 |
| 7507668 | ARMM | 1200 | 24 | | 2,928.00 | 6,494.14 | 9,919.90 |
| 7515018 | ARMM | 1500 | 24 | | 3,660.00 | 8,148.92 | 12,431.12 |
| 7507676 | ARMM | 1800 | 24 | | 4,392.00 | 9,836.40 | 14,975.04 |
| 2019005 | ARTM | 50 | 26 | | 76.50 | 515.31 | 604.82 |
| 2019003 | ARTM | 100 | 26 | | 153.00 | 795.19 | 974.20 |
| 2019004 | ARTM | 200 | 26 | | 306.00 | 1,213.70 | 1,571.72 |
| 7507544 | ARTM | 300 | 26 | | 459.00 | 1,712.92 | 2,249.95 |
| 7507551 | ARTM | 400 | 26 | | 612.00 | 2,173.66 | 2,889.70 |
| 7507569 | ARTM | 600 | 26 | | 918.00 | 2,894.24 | 3,968.30 |
| 7507577 | ARTM | 900 | 26 | | 1,377.00 | 4,185.58 | 5,796.67 |
| 7507536 | ARTM | 1200 | 26 | | 1,836.00 | 5,301.70 | 7,449.82 |
| 7507585 | ARTM | 1800 | 26 | | 2,754.00 | 7,992.19 | 11,214.37 |
| 7507502 | ARTM | 2400 | 26 | | 3,672.00 | 10,834.25 | 15,130.49 |
| 7507510 | ARTM | 2700 | 26 | | 4,131.00 | 12,328.81 | 17,162.08 |
| 7507593 | ARTM | 3000 | 26 | | 4,590.00 | 13,314.36 | 18,684.66 |
| 7507528 | ARTM | 3600 | 26 | | 5,508.00 | 15,977.24 | 22,421.60 |

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GENERAL CABLE PRICING FOR
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* 06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 7506876 | BHAA | 25 | 22 | | 97.00 | 166.32 | 279.81 |
| 7506884 | BHAA | 50 | 22 | | 194.00 | 266.19 | 493.17 |
| 7506892 | BHAA | 100 | 22 | | 388.00 | 472.78 | 926.74 |
| 6968770 | BHAA | 200 | 22 | | 776.00 | 853.08 | 1,761.00 |
| 7506900 | BHAA | 300 | 22 | | 1,164.00 | 1,224.45 | 2,586.33 |
| 6968762 | BHAA | 400 | 22 | | 1,552.00 | 1,610.39 | 3,426.23 |
| 6987275 | BHAA | 600 | 22 | | 2,328.00 | 2,701.96 | 5,425.72 |
| 6937817 | BHAA | 900 | 22 | | 3,492.00 | 3,916.95 | 8,002.59 |
| 7503543 | BHAH | 25 | 22 | | 97.00 | 340.89 | 454.38 |
| 7503550 | BHAH | 50 | 22 | | 194.00 | 466.97 | 693.95 |
| 7503576 | BHAH | 100 | 22 | | 388.00 | 730.66 | 1,184.62 |
| 7503592 | BHAH | 200 | 22 | | 776.00 | 1,188.78 | 2,096.70 |
| 7503600 | BHAH | 300 | 22 | | 1,164.00 | 1,632.53 | 2,994.41 |
| 7503618 | BHAH | 400 | 22 | | 1,552.00 | 1,978.68 | 3,794.52 |
| 7503626 | BHAH | 600 | 22 | | 2,328.00 | 3,429.93 | 6,153.69 |
| 7503634 | BHAH | 900 | 22 | | 3,492.00 | 5,183.92 | 9,269.56 |
| 7517410 | BHAP | 25 | 22 | | 97.00 | 566.58 | 680.07 |
| 7517428 | BHAP | 50 | 22 | | 194.00 | 673.41 | 900.39 |
| 7517444 | BHAP | 100 | 22 | | 388.00 | 988.36 | 1,442.32 |
| 7516487 | BHAS | 25 | 22 | | 97.00 | 355.76 | 469.25 |
| 7516495 | BHAS | 50 | 22 | | 194.00 | 478.06 | 705.04 |
| 7517261 | BHAS | 100 | 22 | | 388.00 | 672.12 | 1,126.08 |
| 7506967 | BHBA | 25 | 19 | | 195.00 | 350.43 | 578.58 |

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GENERAL CABLE PRICING FOR
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06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 7506975 | BHBA | 50 | 19 | | 390.00 | 785.37 | 1,241.67 |
| 7506983 | BHBA | 100 | 19 | | 780.00 | 830.01 | 1,742.61 |
| 7506991 | BHBA | 200 | 19 | | 1,560.00 | 1,880.82 | 3,706.02 |
| 7510506 | BHBA | 300 | 19 | | 2,340.00 | 2,554.97 | 5,292.77 |
| 7502180 | BHBH | 25 | 19 | | 195.00 | 579.97 | 808.12 |
| 7502198 | BHBH | 50 | 19 | | 390.00 | 1,134.70 | 1,591.00 |
| 7502214 | BHBH | 100 | 19 | | 780.00 | 1,445.95 | 2,358.55 |
| 7517394 | BHBP | 25 | 19 | | 195.00 | 847.46 | 1,075.61 |
| 7517402 | BHBP | 50 | 19 | | 390.00 | 1,134.70 | 1,591.00 |
| 7506918 | BKMA | 25 | 24 | | 61.00 | 133.76 | 205.13 |
| 7506926 | BKMA | 50 | 24 | | 122.00 | 223.96 | 366.70 |
| 6937064 | BKMA | 100 | 24 | | 244.00 | 358.84 | 644.32 |
| 6964803 | BKMA | 200 | 24 | | 488.00 | 635.47 | 1,206.43 |
| 6964811 | BKMA | 300 | 24 | | 732.00 | 911.46 | 1,767.90 |
| 6964795 | BKMA | 400 | 24 | | 976.00 | 1,227.36 | 2,369.28 |
| 6964787 | BKMA | 600 | 24 | | 1,464.00 | 1,972.59 | 3,685.47 |
| 6983381 | BKMA | 900 | 24 | | 2,196.00 | 2,721.54 | 5,290.86 |
| 6937833 | BKMA | 1200 | 24 | | 2,928.00 | 4,341.12 | 7,766.88 |
| 7506777 | BKMA | 1500 | 24 | | 3,660.00 | 5,491.75 | 9,773.95 |
| 6937841 | BKMA | 1800 | 24 | | 4,392.00 | 6,856.59 | 11,995.23 |
| 7516040 | BKMA-UM | 25 | 24 | | 61.00 | 257.36 | 328.73 |
| 7516057 | BKMA-UM | 50 | 24 | | 122.00 | 368.16 | 510.90 |
| 7516115 | BKMA-UM | 200 | 24 | | 488.00 | 901.31 | 1,472.27 |
| 7516073 | BKMA-UM | 300 | 24 | | 732.00 | 1,486.50 | 2,342.94 |

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GENERAL CABLE PRICING FOR
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06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 7516081 | BKMA-UM | 400 | 24 | | 976.00 | 1,999.86 | 3,141.78 |
| 7516099 | BKMA-UM | 600 | 24 | | 1,464.00 | 3,182.84 | 4,895.72 |
| 7516107 | BKMA-UM | 900 | 24 | | 2,196.00 | 4,112.04 | 6,681.36 |
| 7503659 | BKMH | 25 | 24 | | 61.00 | 268.41 | 339.78 |
| 7503667 | BKMH | 50 | 24 | | 122.00 | 399.22 | 541.96 |
| 7503683 | BKMH | 100 | 24 | | 244.00 | 606.01 | 891.49 |
| 7503709 | BKMH | 200 | 24 | | 488.00 | 946.87 | 1,517.83 |
| 7503717 | BKMH | 300 | 24 | | 732.00 | 1,307.84 | 2,164.28 |
| 7503725 | BKMH | 400 | 24 | | 976.00 | 1,728.46 | 2,870.38 |
| 7502073 | BKMH | 600 | 24 | | 1,464.00 | 2,492.60 | 4,205.48 |
| 7502040 | BKMH | 900 | 24 | | 2,196.00 | 3,543.67 | 6,112.99 |
| 7502081 | BKMH | 1200 | 24 | | 2,928.00 | 4,911.77 | 8,337.53 |
| 7502065 | BKMH | 1500 | 24 | | 3,660.00 | 6,122.02 | 10,404.22 |
| 7502057 | BKMH | 1800 | 24 | | 4,392.00 | 7,927.39 | 13,066.03 |
| 7517451 | BKMP | 25 | 24 | | 61.00 | 470.59 | 541.96 |
| 7517469 | BKMP | 50 | 24 | | 122.00 | 568.76 | 711.50 |
| 7517485 | BKMP | 100 | 24 | | 244.00 | 775.83 | 1,061.31 |
| 7517501 | BKMP | 200 | 24 | | 488.00 | 1,089.39 | 1,660.35 |
| 7517279 | BKMS | 25 | 24 | | 61.00 | 307.68 | 379.05 |
| 7517287 | BKMS | 50 | 24 | | 122.00 | 404.07 | 546.81 |
| 7517303 | BKMS | 100 | 24 | | 244.00 | 575.85 | 861.33 |
| 7517329 | BKMS | 200 | 24 | | 488.00 | 837.63 | 1,408.59 |
| 7506934 | BKTA | 25 | 26 | | 38.25 | 138.03 | 182.78 |
| 7506942 | BKTA | 50 | 26 | | 76.50 | 188.34 | 277.85 |

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GENERAL CABLE PRICING FOR
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06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 7506959 | BKTA | 100 | 26 | | 153.00 | 305.56 | 484.57 |
| 6982037 | BKTA | 200 | 26 | | 306.00 | 532.28 | 890.30 |
| 6982029 | BKTA | 300 | 26 | | 459.00 | 782.50 | 1,319.53 |
| 7503485 | BKTA | 400 | 26 | | 612.00 | 1,008.80 | 1,724.84 |
| 6987218 | BKTA | 600 | 26 | | 918.00 | 1,583.83 | 2,657.89 |
| 7508252 | BKTA | 900 | 26 | | 1,377.00 | 2,587.13 | 4,198.22 |
| 6937858 | BKTA | 1200 | 26 | | 1,836.00 | 3,526.28 | 5,674.40 |
| 6937866 | BKTA | 1500 | 26 | | 2,295.00 | 4,834.15 | 7,519.30 |
| 7506785 | BKTA | 1800 | 26 | | 2,754.00 | 5,427.40 | 8,649.58 |
| 6937767 | BKTA | 2100 | 26 | | 3,213.00 | 7,272.87 | 11,032.08 |
| 6937783 | BKTA | 2700 | 26 | | 4,131.00 | 9,350.83 | 14,184.10 |
| 7516123 | BKTA-UM | 25 | 26 | | 38.25 | 251.33 | 296.08 |
| 7516131 | BKTA-UM | 50 | 26 | | 76.50 | 321.11 | 410.62 |
| 7516156 | BKTA-UM | 200 | 26 | | 306.00 | 779.48 | 1,137.50 |
| 7516172 | BKTA-UM | 400 | 26 | | 612.00 | 1,575.30 | 2,291.34 |
| 7516180 | BKTA-UM | 600 | 26 | | 918.00 | 2,356.33 | 3,430.39 |
| 7516198 | BKTA-UM | 900 | 26 | | 1,377.00 | 3,705.20 | 5,316.29 |
| 7502123 | BKTH | 25 | 26 | | 38.25 | 294.55 | 339.30 |
| 7503758 | BKTH | 50 | 26 | | 76.50 | 357.41 | 446.92 |
| 7503774 | BKTH | 100 | 26 | | 153.00 | 506.80 | 685.81 |
| 7503790 | BKTH | 200 | 26 | | 306.00 | 839.91 | 1,197.93 |
| 7503808 | BKTH | 300 | 26 | | 459.00 | 1,075.46 | 1,612.49 |
| 7503816 | BKTH | 400 | 26 | | 612.00 | 1,441.12 | 2,157.16 |
| 7502024 | BKTH | 600 | 26 | | 918.00 | 2,073.98 | 3,148.04 |
| 7502032 | BKTH | 900 | 26 | | 1,377.00 | 3,019.19 | 4,630.28 |
| 7502099 | BKTH | 1200 | 26 | | 1,836.00 | 3,907.94 | 6,056.06 |

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GTE

06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 7503824 | BKTH | 1500 | 26 | | 2,295.00 | 4,821.19 | 7,506.34 |
| 7503832 | BKTH | 1800 | 26 | | 2,754.00 | 6,521.06 | 9,743.24 |
| 7503840 | BKTH | 2100 | 26 | | 3,213.00 | 7,607.91 | 11,367.12 |
| 7517519 | BKTP | 25 | 26 | | 38.25 | 433.17 | 477.92 |
| 7517527 | BKTP | 50 | 26 | | 76.50 | 514.82 | 604.33 |
| 7517535 | BKTP | 100 | 26 | | 153.00 | 670.85 | 849.86 |
| 7517550 | BKTP | 200 | 26 | | 306.00 | 966.54 | 1,324.56 |
| 7517568 | BKTP | 300 | 26 | | 459.00 | 1,260.03 | 1,797.06 |
| 7517337 | BKTS | 25 | 26 | | 38.25 | 314.57 | 359.32 |
| 7513286 | BKTS | 50 | 26 | | 76.50 | 360.43 | 449.94 |
| 7517345 | BKTS | 100 | 26 | | 153.00 | 498.09 | 677.10 |
| 7517360 | BKTS | 200 | 26 | | 306.00 | 763.82 | 1,121.84 |
| 7517378 | BKTS | 300 | 26 | | 459.00 | 1,040.17 | 1,577.20 |
| 7516677 | CMAW | 25 | 22 | | 97.00 | 318.32 | 431.81 |
| 2010083 | DCAZ | 900 | 22 | | 3,492.00 | 6,921.67 | 11,007.31 |
| 2010084 | DCAZ | 1200 | 22 | | 4,656.00 | 8,863.27 | 14,310.79 |
| 2010078 | DCMZ | 600 | 24 | | 1,464.00 | 2,266.64 | 3,979.52 |
| 2010079 | DCMZ | 900 | 24 | | 2,196.00 | 3,264.38 | 5,833.70 |
| 7516438 | DCMZ | 1200 | 24 | | 2,928.00 | 4,376.20 | 7,801.96 |
| 7510712 | DCMZ | 1500 | 24 | | 3,660.00 | 5,408.40 | 9,690.60 |
| 7502008 | DCMZ | 1800 | 24 | | 4,392.00 | 6,501.00 | 11,639.64 |
| 7502107 | DCMZ | 2100 | 24 | | 5,124.00 | 7,534.72 | 13,529.80 |
| 7510720 | DCMZ | 2400 | 24 | | 5,856.00 | 8,600.88 | 15,452.40 |

CONFIDENTIAL

GENERAL CABLE PRICING FOR
GTE

06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 2010080 | DCTZ | 600 | 26 | | 918.00 | 1,914.73 | 2,988.79 |
| 7512510 | DCTZ | 900 | 26 | | 1,377.00 | 2,774.61 | 4,385.70 |
| 6987374 | DCTZ | 1200 | 26 | | 1,836.00 | 3,300.76 | 5,448.88 |
| 7513351 | DCTZ | 1500 | 26 | | 2,295.00 | 3,960.68 | 6,645.83 |
| 6987382 | DCTZ | 1800 | 26 | | 2,754.00 | 5,004.89 | 8,227.07 |
| 7513252 | DCTZ | 2100 | 26 | | 3,213.00 | 5,817.98 | 9,577.19 |
| 6987390 | DCTZ | 2400 | 26 | | 3,672.00 | 6,212.44 | 10,508.68 |
| 2010081 | DCTZ | 2700 | 26 | | 4,131.00 | 6,958.19 | 11,791.46 |
| 6987408 | DCTZ | 3000 | 26 | | 4,590.00 | 7,884.30 | 13,254.60 |
| 6987416 | DCTZ | 3600 | 26 | | 5,508.00 | 9,343.09 | 15,787.45 |
| 6987424 | DCTZ | 4200 | 26 | | 6,426.00 | 13,788.98 | 21,307.40 |
| 7511835 | KHAH | 28 | 22 | | 108.64 | 843.23 | 970.34 |
| 7511843 | KHAH | 54 | 22 | | 209.52 | 882.97 | 1,128.11 |
| 7511850 | KHAH | 106 | 22 | | 411.28 | 1,186.58 | 1,667.78 |
| 7511868 | KHAH | 158 | 22 | | 613.04 | 1,685.66 | 2,402.92 |
| 7511876 | KHAH | 210 | 22 | | 814.80 | 2,083.97 | 3,037.29 |
| 7511884 | KHAH | 314 | 22 | | 1,218.32 | 2,908.16 | 4,333.59 |
| 7511892 | KHAH | 418 | 22 | | 1,621.84 | 4,352.81 | 6,250.36 |
| 7511900 | KHAH | 616 | 22 | | 2,390.08 | 5,767.24 | 8,563.63 |
| 2010090 | KHAH-UM | 28 | 22 | | 108.64 | 1,044.08 | 1,171.19 |
| 2010091 | KHAH-UM | 54 | 22 | | 209.52 | 1,191.97 | 1,437.11 |
| 2010092 | KHAH-UM | 106 | 22 | | 411.28 | 1,560.37 | 2,041.57 |
| 2010093 | KHAH-UM | 158 | 22 | | 613.04 | 2,485.04 | 3,202.30 |
| 2010094 | KHAH-UM | 210 | 22 | | 814.80 | 2,959.47 | 3,912.79 |
| 2010095 | KHAH-UM | 314 | 22 | | 1,218.32 | 4,133.86 | 5,559.29 |

CONFIDENTIAL

GENERAL CABLE PRICING FOR
GTE

* 06-16-97..to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 2010096 | KHAH-UM | 418 | 22 | | 1,621.84 | 5,846.31 | 7,743.86 |
| 2010097 | KHAH-UM | 616 | 22 | | 2,390.08 | 7,930.24 | 10,726.63 |
| 7528250 | KNAW | 28 | 22 | 143228 | 108.64 | 578.44 | 705.55 |
| 7528268 | KNAW | 54 | 22 | 143254 | 209.52 | 601.62 | 846.76 |
| 7528276 | KNAW | 106 | 22 | 143278 | 411.28 | 939.47 | 1,420.67 |
| 7528284 | KNAW | 158 | 22 | | 613.04 | 1,591.46 | 2,308.72 |
| 7528292 | KNAW | 210 | 22 | | 814.80 | 1,648.61 | 2,601.93 |
| 7528300 | KNAW | 314 | 22 | | 1,218.32 | 2,279.27 | 3,704.70 |
| 7528318 | KNAW | 418 | 22 | | 1,621.84 | 3,231.45 | 5,129.00 |
| 7528326 | KNAW | 616 | 22 | | 2,390.08 | 4,831.97 | 7,628.36 |
| 2039077 | KNAW-UM | 54 | 22 | | 209.52 | 816.37 | 1,061.51 |
| 2039078 | KNAW-UM | 106 | 22 | | 411.28 | 1,313.25 | 1,794.45 |
| 2039079 | KNAW-UM | 158 | 22 | | 613.04 | 2,357.47 | 3,074.73 |
| 2039080 | KNAW-UM | 210 | 22 | | 814.80 | 2,447.99 | 3,401.31 |
| 2039081 | KNAW-UM | 314 | 22 | | 1,218.32 | 3,397.34 | 4,822.77 |
| 2039082 | KNAW-UM | 418 | 22 | | 1,621.84 | 4,595.99 | 6,493.54 |
| 2039083 | KNAW-UM | 616 | 22 | | 2,390.08 | 6,443.09 | 9,239.48 |
| 2039061 | KNMW | 28 | 24 | 143428 | 68.32 | 387.14 | 467.07 |
| 2039062 | KNMW | 54 | 24 | 143454 | 131.76 | 396.59 | 550.75 |
| 2039063 | KNMW | 106 | 24 | 143478 | 258.64 | 645.43 | 948.04 |
| 2039064 | KNMW | 210 | 24 | 143488 | 512.40 | 1,189.00 | 1,788.51 |

CONFIDENTIAL

GENERAL CABLE PRICING FOR
GTE/CODETEL

06-16-97 to 09-30-97

| GCC PART NUMBER | CABLE CODE | PAIR SIZE | AWG | GTE PART # | COPPER WEIGHT PER MFT (LBS.) | NON COPPER PRICE/MFT FOB-ORIGIN | CURRENT PRICE/MFT 1.1700 |
|-----------------------|---------------|--------------|-----|---------------|---------------------------------------|---------------------------------------|--------------------------------|
| 2034003 | AMMA | 25 | 24 | | 61.00 | 163.04 | 234.41 |
| 2036350 | ANMA | 25 | 24 | | 61.00 | 131.58 | 202.95 |
| 2036351 | ANMA | 400 | 24 | | 976.00 | 1,421.96 | 2,563.88 |
| 2036352 | ANMA | 600 | 24 | | 1,464.00 | 2,202.13 | 3,915.01 |
| 2036353 | ANTA | 600 | 26 | | 918.00 | 1,965.32 | 3,039.38 |
| 2036354 | ANTA | 1200 | 26 | | 1,836.00 | 3,790.46 | 5,938.58 |
| 2036355 | ANTA | 3000 | 26 | | 4,590.00 | 14,279.86 | 19,650.16 |
| 2036360 | ANMS | 25 | 24 | | 61.00 | 314.04 | 385.41 |
| 2036361 | ANMS | 50 | 24 | | 122.00 | 433.47 | 576.21 |
| 2036362 | ANMS | 100 | 24 | | 244.00 | 614.18 | 899.66 |
| 2036363 | ANMS | 200 | 24 | | 488.00 | 1,005.28 | 1,576.24 |
| 2036364 | ANMS | 300 | 24 | | 732.00 | 1,309.94 | 2,166.38 |
| 2036365 | ANTS | 400 | 26 | | 612.00 | 1,393.59 | 2,109.63 |
| 2036370 | KNAS | 28 | 22 | | 108.64 | 557.56 | 684.67 |

EXHIBIT B-1

PRODUCT AND PRODUCT PRICES

DECLASSIFIED

Central Loose Tube

Cable Design **Core Tube Construction**
Fiber Type **SMF -28**
Fiber Specification **.40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm**

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LACNAJB | \$1.151 | \$0.770 |
| 12 | SVS1LACNAJB | \$1.399 | \$1.170 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design **Core Tube Construction**
Fiber Type **SMF -28**
Fiber Specification **.35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm**

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LACNAJB | \$1.162 | \$0.770 |
| 12 | SVS1LACNAJB | \$1.413 | \$1.170 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Dri-Flex" Cable MarineCore Design

Cable Design Loose Tube - Single Jacket (Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LAUESJA | \$1.038 | \$0.787 |
| 12 | SVS1LAUESJA | \$1.287 | \$1.029 |
| 24 | SVS1LAUESJA | \$2.054 | \$1.645 |
| 36 | SVS1LAUESJA | \$2.748 | \$2.190 |
| 48 | SVS1LAUESJA | \$3.443 | \$2.744 |
| 60 | SVS1LAUESJA | \$4.231 | \$3.380 |
| 72 | SVS1LAUESJA | \$5.020 | \$4.006 |
| 84 | SVS1LAUESJA | \$5.821 | \$4.651 |
| 96 | SVS1LAUESJA | \$6.621 | \$5.287 |
| 108 | SVS1LAUESJA | \$7.422 | \$5.923 |
| 120 | SVS1LAUESJA | \$8.223 | \$6.569 |
| 132 | SVS1LAUESJA | \$9.023 | \$7.204 |
| 144 | SVS1LAUESJA | \$9.824 | \$7.840 |
| 156 | SVS1LAUESJA | \$10.610 | \$8.476 |
| 168 | SVS1LAUESJA | \$11.395 | \$9.101 |
| 180 | SVS1LAUESJA | \$12.181 | \$9.727 |
| 192 | SVS1LAUESJA | \$12.967 | \$10.352 |
| 204 | SVS1LAUESJA | \$13.752 | \$10.978 |
| 216 | SVS1LAUESJA | \$14.538 | \$11.604 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Single Jacket (Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LAUESJA | \$1.048 | \$0.787 |
| 12 | SVS1LAUESJA | \$1.300 | \$1.029 |
| 24 | SVS1LAUESJA | \$2.075 | \$1.645 |
| 36 | SVS1LAUESJA | \$2.776 | \$2.190 |
| 48 | SVS1LAUESJA | \$3.477 | \$2.744 |
| 60 | SVS1LAUESJA | \$4.274 | \$3.380 |
| 72 | SVS1LAUESJA | \$5.070 | \$4.006 |
| 84 | SVS1LAUESJA | \$5.879 | \$4.651 |
| 96 | SVS1LAUESJA | \$6.688 | \$5.287 |
| 108 | SVS1LAUESJA | \$7.496 | \$5.923 |
| 120 | SVS1LAUESJA | \$8.305 | \$6.569 |
| 132 | SVS1LAUESJA | \$9.113 | \$7.204 |
| 144 | SVS1LAUESJA | \$9.922 | \$7.840 |
| 156 | SVS1LAUESJA | \$10.716 | \$8.476 |
| 168 | SVS1LAUESJA | \$11.509 | \$9.101 |
| 180 | SVS1LAUESJA | \$12.303 | \$9.727 |
| 192 | SVS1LAUESJA | \$13.096 | \$10.352 |
| 204 | SVS1LAUESJA | \$13.890 | \$10.978 |
| 216 | SVS1LAUESJA | \$14.683 | \$11.604 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Dri-Flex" Cable KleenCore Design

Cable Design Loose Tube - Single Jacket (Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|-----------------|-----------------|
| | | 1998 | 1999 |
| | | \$/ Cable Meter | \$/ Cable Meter |
| 6 | SVS1LAFESJA | \$1.038 | \$0.780 |
| 12 | SVS1LAFESJA | \$1.287 | \$1.020 |
| 24 | SVS1LAFESJA | \$2.054 | \$1.630 |
| 36 | SVS1LAFESJA | \$2.748 | \$2.170 |
| 48 | SVS1LAFESJA | \$3.443 | \$2.720 |
| 60 | SVS1LAFESJA | \$4.231 | \$3.350 |
| 72 | SVS1LAFESJA | \$5.020 | \$3.970 |
| 84 | SVS1LAFESJA | \$5.821 | \$4.610 |
| 96 | SVS1LAFESJA | \$6.621 | \$5.240 |
| 108 | SVS1LAFESJA | \$7.422 | \$5.870 |
| 120 | SVS1LAFESJA | \$8.223 | \$6.510 |
| 132 | SVS1LAFESJA | \$9.023 | \$7.140 |
| 144 | SVS1LAFESJA | \$9.824 | \$7.770 |
| 156 | SVS1LAFESJA | \$10.610 | \$8.400 |
| 168 | SVS1LAFESJA | \$11.395 | \$9.020 |
| 180 | SVS1LAFESJA | \$12.181 | \$9.640 |
| 192 | SVS1LAFESJA | \$12.967 | \$10.260 |
| 204 | SVS1LAFESJA | \$13.752 | \$10.880 |
| 216 | SVS1LAFESJA | \$14.538 | \$11.500 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Single Jacket (Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|-----------------|-----------------|
| | | 1998 | 1999 |
| | | \$/ Cable Meter | \$/ Cable Meter |
| 6 | SVS1LAFESJA | \$1.048 | \$0.780 |
| 12 | SVS1LAFESJA | \$1.300 | \$1.020 |
| 24 | SVS1LAFESJA | \$2.075 | \$1.630 |
| 36 | SVS1LAFESJA | \$2.778 | \$2.170 |
| 48 | SVS1LAFESJA | \$3.477 | \$2.720 |
| 60 | SVS1LAFESJA | \$4.274 | \$3.350 |
| 72 | SVS1LAFESJA | \$5.070 | \$3.970 |
| 84 | SVS1LAFESJA | \$5.879 | \$4.610 |
| 96 | SVS1LAFESJA | \$6.688 | \$5.240 |
| 108 | SVS1LAFESJA | \$7.496 | \$5.870 |
| 120 | SVS1LAFESJA | \$8.305 | \$6.510 |
| 132 | SVS1LAFESJA | \$9.113 | \$7.140 |
| 144 | SVS1LAFESJA | \$9.922 | \$7.770 |
| 156 | SVS1LAFESJA | \$10.716 | \$8.400 |
| 168 | SVS1LAFESJA | \$11.509 | \$9.020 |
| 180 | SVS1LAFESJA | \$12.303 | \$9.640 |
| 192 | SVS1LAFESJA | \$13.096 | \$10.260 |
| 204 | SVS1LAFESJA | \$13.890 | \$10.880 |
| 216 | SVS1LAFESJA | \$14.683 | \$11.500 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Flooded" Cable Design

Cable Design Loose Tube - Single Jacket (Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LALESJA | \$1.038 | \$0.796 |
| 12 | SVS1LALESJA | \$1.287 | \$1.040 |
| 24 | SVS1LALESJA | \$2.054 | \$1.663 |
| 36 | SVS1LALESJA | \$2.748 | \$2.213 |
| 48 | SVS1LALESJA | \$3.443 | \$2.774 |
| 60 | SVS1LALESJA | \$4.231 | \$3.417 |
| 72 | SVS1LALESJA | \$5.020 | \$4.049 |
| 84 | SVS1LALESJA | \$5.821 | \$4.702 |
| 96 | SVS1LALESJA | \$6.621 | \$5.345 |
| 108 | SVS1LALESJA | \$7.422 | \$5.987 |
| 120 | SVS1LALESJA | \$8.223 | \$6.640 |
| 132 | SVS1LALESJA | \$9.023 | \$7.283 |
| 144 | SVS1LALESJA | \$9.824 | \$7.925 |
| 156 | SVS1LALESJA | \$10.610 | \$8.568 |
| 168 | SVS1LALESJA | \$11.395 | \$9.200 |
| 180 | SVS1LALESJA | \$12.181 | \$9.833 |
| 192 | SVS1LALESJA | \$12.967 | \$10.465 |
| 204 | SVS1LALESJA | \$13.752 | \$11.098 |
| 216 | SVS1LALESJA | \$14.538 | \$11.730 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Single Jacket (Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LALESJA | \$1.048 | \$0.796 |
| 12 | SVS1LALESJA | \$1.300 | \$1.040 |
| 24 | SVS1LALESJA | \$2.075 | \$1.663 |
| 36 | SVS1LALESJA | \$2.776 | \$2.213 |
| 48 | SVS1LALESJA | \$3.477 | \$2.774 |
| 60 | SVS1LALESJA | \$4.274 | \$3.417 |
| 72 | SVS1LALESJA | \$5.070 | \$4.049 |
| 84 | SVS1LALESJA | \$5.879 | \$4.702 |
| 96 | SVS1LALESJA | \$6.688 | \$5.345 |
| 108 | SVS1LALESJA | \$7.496 | \$5.987 |
| 120 | SVS1LALESJA | \$8.305 | \$6.640 |
| 132 | SVS1LALESJA | \$9.113 | \$7.283 |
| 144 | SVS1LALESJA | \$9.922 | \$7.925 |
| 156 | SVS1LALESJA | \$10.716 | \$8.568 |
| 168 | SVS1LALESJA | \$11.509 | \$9.200 |
| 180 | SVS1LALESJA | \$12.303 | \$9.833 |
| 192 | SVS1LALESJA | \$13.096 | \$10.465 |
| 204 | SVS1LALESJA | \$13.890 | \$11.098 |
| 216 | SVS1LALESJA | \$14.683 | \$11.730 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Dri-Flex" Cable MarineCore Design

Cable Design Loose Tube - Single Jacket/ Single Armor (Poly-Steel)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVSLAUEAJA | \$1.269 | \$0.979 |
| 12 | SVSLAUEAJA | \$1.517 | \$1.221 |
| 24 | SVSLAUEAJA | \$2.280 | \$1.826 |
| 36 | SVSLAUEAJA | \$2.971 | \$2.381 |
| 48 | SVSLAUEAJA | \$3.715 | \$2.966 |
| 60 | SVSLAUEAJA | \$4.503 | \$3.592 |
| 72 | SVSLAUEAJA | \$5.292 | \$4.228 |
| 84 | SVSLAUEAJA | \$6.126 | \$4.894 |
| 96 | SVSLAUEAJA | \$6.927 | \$5.529 |
| 108 | SVSLAUEAJA | \$7.736 | \$6.195 |
| 120 | SVSLAUEAJA | \$8.545 | \$6.841 |
| 132 | SVSLAUEAJA | \$9.354 | \$7.477 |
| 144 | SVSLAUEAJA | \$10.164 | \$8.112 |
| 156 | SVSLAUEAJA | \$10.955 | \$8.768 |
| 168 | SVSLAUEAJA | \$11.746 | \$9.394 |
| 180 | SVSLAUEAJA | \$12.538 | \$10.019 |
| 192 | SVSLAUEAJA | \$13.329 | \$10.655 |
| 204 | SVSLAUEAJA | \$14.120 | \$11.281 |
| 216 | SVSLAUEAJA | \$14.912 | \$11.908 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Single Jacket/ Single Armor (Poly-Steel)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVSLAUEAJA | \$1.282 | \$0.979 |
| 12 | SVSLAUEAJA | \$1.532 | \$1.221 |
| 24 | SVSLAUEAJA | \$2.303 | \$1.826 |
| 36 | SVSLAUEAJA | \$3.001 | \$2.381 |
| 48 | SVSLAUEAJA | \$3.752 | \$2.966 |
| 60 | SVSLAUEAJA | \$4.548 | \$3.592 |
| 72 | SVSLAUEAJA | \$5.345 | \$4.228 |
| 84 | SVSLAUEAJA | \$6.188 | \$4.894 |
| 96 | SVSLAUEAJA | \$6.996 | \$5.529 |
| 108 | SVSLAUEAJA | \$7.814 | \$6.195 |
| 120 | SVSLAUEAJA | \$8.631 | \$6.841 |
| 132 | SVSLAUEAJA | \$9.448 | \$7.477 |
| 144 | SVSLAUEAJA | \$10.265 | \$8.112 |
| 156 | SVSLAUEAJA | \$11.065 | \$8.768 |
| 168 | SVSLAUEAJA | \$11.864 | \$9.394 |
| 180 | SVSLAUEAJA | \$12.663 | \$10.019 |
| 192 | SVSLAUEAJA | \$13.462 | \$10.655 |
| 204 | SVSLAUEAJA | \$14.261 | \$11.281 |
| 216 | SVSLAUEAJA | \$15.061 | \$11.906 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days Net 30 days from date of invoice not included in price

"Dri-Flex" Cable KleenCore Design

Cable Design Loose Tube - Single Jacket/ Single Armor (Poly-Steel)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVSLAFEAJA | \$1.269 | \$0.970 |
| 12 | SVSLAFEAJA | \$1.517 | \$1.210 |
| 24 | SVSLAFEAJA | \$2.280 | \$1.810 |
| 36 | SVSLAFEAJA | \$2.971 | \$2.360 |
| 48 | SVSLAFEAJA | \$3.715 | \$2.940 |
| 60 | SVSLAFEAJA | \$4.503 | \$3.560 |
| 72 | SVSLAFEAJA | \$5.292 | \$4.190 |
| 84 | SVSLAFEAJA | \$6.126 | \$4.850 |
| 96 | SVSLAFEAJA | \$6.927 | \$5.480 |
| 108 | SVSLAFEAJA | \$7.736 | \$6.140 |
| 120 | SVSLAFEAJA | \$8.545 | \$6.780 |
| 132 | SVSLAFEAJA | \$9.354 | \$7.410 |
| 144 | SVSLAFEAJA | \$10.164 | \$8.040 |
| 156 | SVSLAFEAJA | \$10.955 | \$8.690 |
| 168 | SVSLAFEAJA | \$11.748 | \$9.310 |
| 180 | SVSLAFEAJA | \$12.538 | \$9.930 |
| 192 | SVSLAFEAJA | \$13.329 | \$10.560 |
| 204 | SVSLAFEAJA | \$14.120 | \$11.180 |
| 216 | SVSLAFEAJA | \$14.912 | \$11.800 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Single Jacket/ Single Armor (Poly-Steel)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVSLAFEAJA | \$1.282 | \$0.970 |
| 12 | SVSLAFEAJA | \$1.532 | \$1.210 |
| 24 | SVSLAFEAJA | \$2.303 | \$1.810 |
| 36 | SVSLAFEAJA | \$3.001 | \$2.360 |
| 48 | SVSLAFEAJA | \$3.752 | \$2.940 |
| 60 | SVSLAFEAJA | \$4.548 | \$3.560 |
| 72 | SVSLAFEAJA | \$5.345 | \$4.190 |
| 84 | SVSLAFEAJA | \$6.188 | \$4.850 |
| 96 | SVSLAFEAJA | \$6.996 | \$5.480 |
| 108 | SVSLAFEAJA | \$7.814 | \$6.140 |
| 120 | SVSLAFEAJA | \$8.631 | \$6.780 |
| 132 | SVSLAFEAJA | \$9.448 | \$7.410 |
| 144 | SVSLAFEAJA | \$10.265 | \$8.040 |
| 156 | SVSLAFEAJA | \$11.065 | \$8.690 |
| 168 | SVSLAFEAJA | \$11.864 | \$9.310 |
| 180 | SVSLAFEAJA | \$12.663 | \$9.930 |
| 192 | SVSLAFEAJA | \$13.462 | \$10.560 |
| 204 | SVSLAFEAJA | \$14.261 | \$11.180 |
| 216 | SVSLAFEAJA | \$15.061 | \$11.800 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Flooded" Cable Design

Cable Design Loose Tube - Single Jacket/ Single Armor (Poly-Steel)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW 1998 | | RFQ 98-0002-FMT 1999 | |
|-------------|-------------|------------------------|----------|-------------------------|----------|
| | | \$ / Cable Meter | | \$ / Cable Meter | |
| 6 | SVSLALEAJA | | \$1.269 | | \$0.989 |
| 12 | SVSLALEAJA | | \$1.517 | | \$1.234 |
| 24 | SVSLALEAJA | | \$2.280 | | \$1.848 |
| 36 | SVSLALEAJA | | \$2.971 | | \$2.407 |
| 48 | SVSLALEAJA | | \$3.715 | | \$2.999 |
| 60 | SVSLALEAJA | | \$4.503 | | \$3.631 |
| 72 | SVSLALEAJA | | \$5.292 | | \$4.274 |
| 84 | SVSLALEAJA | | \$6.126 | | \$4.947 |
| 96 | SVSLALEAJA | | \$6.927 | | \$5.590 |
| 108 | SVSLALEAJA | | \$7.736 | | \$6.263 |
| 120 | SVSLALEAJA | | \$8.545 | | \$6.916 |
| 132 | SVSLALEAJA | | \$9.354 | | \$7.558 |
| 144 | SVSLALEAJA | | \$10.164 | | \$8.201 |
| 156 | SVSLALEAJA | | \$10.955 | | \$8.864 |
| 168 | SVSLALEAJA | | \$11.748 | | \$9.496 |
| 180 | SVSLALEAJA | | \$12.538 | | \$10.129 |
| 192 | SVSLALEAJA | | \$13.329 | | \$10.771 |
| 204 | SVSLALEAJA | | \$14.120 | | \$11.404 |
| 216 | SVSLALEAJA | | \$14.912 | | \$12.036 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Single Jacket/ Single Armor (Poly-Steel)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW 1998 | | RFQ 98-0002-FMT 1999 | |
|-------------|-------------|------------------------|----------|-------------------------|----------|
| | | \$ / Cable Meter | | \$ / Cable Meter | |
| 6 | SVSLALEAJA | | \$1.282 | | \$0.989 |
| 12 | SVSLALEAJA | | \$1.532 | | \$1.234 |
| 24 | SVSLALEAJA | | \$2.303 | | \$1.846 |
| 36 | SVSLALEAJA | | \$3.001 | | \$2.407 |
| 48 | SVSLALEAJA | | \$3.752 | | \$2.999 |
| 60 | SVSLALEAJA | | \$4.548 | | \$3.631 |
| 72 | SVSLALEAJA | | \$5.345 | | \$4.274 |
| 84 | SVSLALEAJA | | \$6.188 | | \$4.947 |
| 96 | SVSLALEAJA | | \$6.996 | | \$5.590 |
| 108 | SVSLALEAJA | | \$7.814 | | \$6.263 |
| 120 | SVSLALEAJA | | \$8.631 | | \$6.916 |
| 132 | SVSLALEAJA | | \$9.448 | | \$7.558 |
| 144 | SVSLALEAJA | | \$10.265 | | \$8.201 |
| 156 | SVSLALEAJA | | \$11.065 | | \$8.864 |
| 168 | SVSLALEAJA | | \$11.864 | | \$9.496 |
| 180 | SVSLALEAJA | | \$12.663 | | \$10.129 |
| 192 | SVSLALEAJA | | \$13.462 | | \$10.771 |
| 204 | SVSLALEAJA | | \$14.261 | | \$11.404 |
| 216 | SVSLALEAJA | | \$15.061 | | \$12.036 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Dri-Flex" Cable MarineCore Design

Cable Design Loose Tube - Double Jacket/ Single Armor (Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|-----------------|-----------------|
| | | 1998 | 1999 |
| | | \$/ Cable Meter | \$/ Cable Meter |
| 6 | SVS1LAUESAA | \$1.404 | \$1.090 |
| 12 | SVS1LAUESAA | \$1.852 | \$1.322 |
| 24 | SVS1LAUESAA | \$2.418 | \$1.937 |
| 36 | SVS1LAUESAA | \$3.108 | \$2.492 |
| 48 | SVS1LAUESAA | \$3.919 | \$3.128 |
| 60 | SVS1LAUESAA | \$4.707 | \$3.753 |
| 72 | SVS1LAUESAA | \$5.498 | \$4.389 |
| 84 | SVS1LAUESAA | \$6.330 | \$5.055 |
| 96 | SVS1LAUESAA | \$7.131 | \$5.691 |
| 108 | SVS1LAUESAA | \$7.985 | \$6.357 |
| 120 | SVS1LAUESAA | \$8.768 | \$7.002 |
| 132 | SVS1LAUESAA | \$9.587 | \$7.638 |
| 144 | SVS1LAUESAA | \$10.367 | \$8.274 |
| 156 | SVS1LAUESAA | \$11.187 | \$8.930 |
| 168 | SVS1LAUESAA | \$11.973 | \$9.555 |
| 180 | SVS1LAUESAA | \$12.758 | \$10.191 |
| 192 | SVS1LAUESAA | \$13.544 | \$10.816 |
| 204 | SVS1LAUESAA | \$14.330 | \$11.442 |
| 216 | SVS1LAUESAA | \$15.115 | \$12.068 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Double Jacket/ Single Armor (Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|-----------------|-----------------|
| | | 1998 | 1999 |
| | | \$/ Cable Meter | \$/ Cable Meter |
| 6 | SVS1LAUESAA | \$1.418 | \$1.090 |
| 12 | SVS1LAUESAA | \$1.669 | \$1.322 |
| 24 | SVS1LAUESAA | \$2.445 | \$1.937 |
| 36 | SVS1LAUESAA | \$3.138 | \$2.492 |
| 48 | SVS1LAUESAA | \$3.966 | \$3.128 |
| 60 | SVS1LAUESAA | \$4.754 | \$3.753 |
| 72 | SVS1LAUESAA | \$5.551 | \$4.389 |
| 84 | SVS1LAUESAA | \$6.394 | \$5.055 |
| 96 | SVS1LAUESAA | \$7.216 | \$5.691 |
| 108 | SVS1LAUESAA | \$8.045 | \$6.357 |
| 120 | SVS1LAUESAA | \$8.854 | \$7.002 |
| 132 | SVS1LAUESAA | \$9.662 | \$7.638 |
| 144 | SVS1LAUESAA | \$10.492 | \$8.274 |
| 156 | SVS1LAUESAA | \$11.299 | \$8.930 |
| 168 | SVS1LAUESAA | \$12.093 | \$9.555 |
| 180 | SVS1LAUESAA | \$12.886 | \$10.191 |
| 192 | SVS1LAUESAA | \$13.679 | \$10.816 |
| 204 | SVS1LAUESAA | \$14.473 | \$11.442 |
| 216 | SVS1LAUESAA | \$15.266 | \$12.068 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Dri-Flex" Cable KleenCore Design

Cable Design Loose Tube - Double Jacket/ Single Armor (Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LAFESAA | \$1.404 | \$1.080 |
| 12 | SVS1LAFESAA | \$1.652 | \$1.310 |
| 24 | SVS1LAFESAA | \$2.416 | \$1.920 |
| 36 | SVS1LAFESAA | \$3.106 | \$2.470 |
| 48 | SVS1LAFESAA | \$3.919 | \$3.100 |
| 60 | SVS1LAFESAA | \$4.707 | \$3.720 |
| 72 | SVS1LAFESAA | \$5.496 | \$4.350 |
| 84 | SVS1LAFESAA | \$6.330 | \$5.010 |
| 96 | SVS1LAFESAA | \$7.131 | \$5.640 |
| 108 | SVS1LAFESAA | \$7.965 | \$6.300 |
| 120 | SVS1LAFESAA | \$8.766 | \$6.940 |
| 132 | SVS1LAFESAA | \$9.567 | \$7.570 |
| 144 | SVS1LAFESAA | \$10.367 | \$8.200 |
| 156 | SVS1LAFESAA | \$11.187 | \$8.850 |
| 168 | SVS1LAFESAA | \$11.973 | \$9.470 |
| 180 | SVS1LAFESAA | \$12.758 | \$10.100 |
| 192 | SVS1LAFESAA | \$13.544 | \$10.720 |
| 204 | SVS1LAFESAA | \$14.330 | \$11.340 |
| 216 | SVS1LAFESAA | \$15.115 | \$11.960 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Double Jacket/ Single Armor (Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LAFESAA | \$1.418 | \$1.080 |
| 12 | SVS1LAFESAA | \$1.669 | \$1.310 |
| 24 | SVS1LAFESAA | \$2.445 | \$1.920 |
| 36 | SVS1LAFESAA | \$3.138 | \$2.470 |
| 48 | SVS1LAFESAA | \$3.966 | \$3.100 |
| 60 | SVS1LAFESAA | \$4.754 | \$3.720 |
| 72 | SVS1LAFESAA | \$5.551 | \$4.350 |
| 84 | SVS1LAFESAA | \$6.394 | \$5.010 |
| 96 | SVS1LAFESAA | \$7.216 | \$5.640 |
| 108 | SVS1LAFESAA | \$8.045 | \$6.300 |
| 120 | SVS1LAFESAA | \$8.854 | \$6.940 |
| 132 | SVS1LAFESAA | \$9.662 | \$7.570 |
| 144 | SVS1LAFESAA | \$10.492 | \$8.200 |
| 156 | SVS1LAFESAA | \$11.299 | \$8.850 |
| 168 | SVS1LAFESAA | \$12.093 | \$9.470 |
| 180 | SVS1LAFESAA | \$12.886 | \$10.100 |
| 192 | SVS1LAFESAA | \$13.679 | \$10.720 |
| 204 | SVS1LAFESAA | \$14.473 | \$11.340 |
| 216 | SVS1LAFESAA | \$15.266 | \$11.960 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Flooded" Cable Design

Cable Design Loose Tube - Double Jacket/ Single Armor (Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW 1998 | | RFQ 98-0002-FMT 1999 | |
|-------------|-------------|------------------------|----------|-------------------------|--|
| | | \$/ Cable Meter | | \$/ Cable Meter | |
| 6 | SVS1LALESAA | \$1.404 | \$1.102 | | |
| 12 | SVS1LALESAA | \$1.852 | \$1.336 | | |
| 24 | SVS1LALESAA | \$2.416 | \$1.958 | | |
| 36 | SVS1LALESAA | \$3.108 | \$2.519 | | |
| 48 | SVS1LALESAA | \$3.919 | \$3.162 | | |
| 60 | SVS1LALESAA | \$4.707 | \$3.794 | | |
| 72 | SVS1LALESAA | \$5.496 | \$4.437 | | |
| 84 | SVS1LALESAA | \$6.330 | \$5.110 | | |
| 96 | SVS1LALESAA | \$7.131 | \$5.753 | | |
| 108 | SVS1LALESAA | \$7.965 | \$6.426 | | |
| 120 | SVS1LALESAA | \$8.766 | \$7.079 | | |
| 132 | SVS1LALESAA | \$9.567 | \$7.721 | | |
| 144 | SVS1LALESAA | \$10.367 | \$8.364 | | |
| 156 | SVS1LALESAA | \$11.187 | \$9.027 | | |
| 168 | SVS1LALESAA | \$11.973 | \$9.659 | | |
| 180 | SVS1LALESAA | \$12.758 | \$10.302 | | |
| 192 | SVS1LALESAA | \$13.544 | \$10.934 | | |
| 204 | SVS1LALESAA | \$14.330 | \$11.567 | | |
| 216 | SVS1LALESAA | \$15.115 | \$12.199 | | |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Double Jacket/ Single Armor (Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW 1998 | | RFQ 98-0002-FMT 1999 | |
|-------------|-------------|------------------------|----------|-------------------------|--|
| | | \$/ Cable Meter | | \$/ Cable Meter | |
| 6 | SVS1LALESAA | \$1.418 | \$1.102 | | |
| 12 | SVS1LALESAA | \$1.669 | \$1.336 | | |
| 24 | SVS1LALESAA | \$2.445 | \$1.958 | | |
| 36 | SVS1LALESAA | \$3.138 | \$2.519 | | |
| 48 | SVS1LALESAA | \$3.966 | \$3.162 | | |
| 60 | SVS1LALESAA | \$4.754 | \$3.794 | | |
| 72 | SVS1LALESAA | \$5.551 | \$4.437 | | |
| 84 | SVS1LALESAA | \$6.394 | \$5.110 | | |
| 96 | SVS1LALESAA | \$7.216 | \$5.753 | | |
| 108 | SVS1LALESAA | \$8.045 | \$6.426 | | |
| 120 | SVS1LALESAA | \$8.854 | \$7.079 | | |
| 132 | SVS1LALESAA | \$9.662 | \$7.721 | | |
| 144 | SVS1LALESAA | \$10.492 | \$8.364 | | |
| 156 | SVS1LALESAA | \$11.299 | \$9.027 | | |
| 168 | SVS1LALESAA | \$12.093 | \$9.659 | | |
| 180 | SVS1LALESAA | \$12.886 | \$10.302 | | |
| 192 | SVS1LALESAA | \$13.679 | \$10.934 | | |
| 204 | SVS1LALESAA | \$14.473 | \$11.567 | | |
| 216 | SVS1LALESAA | \$15.266 | \$12.199 | | |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Dri-Flex" Cable MarineCore Design

Cable Design Loose Tube - Triple Jacket/ Double Armor (Poly-Steel-Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW 1998 | | RFQ 98-0002-FMT 1999 | |
|-------------|-------------|------------------------|----------|-------------------------|----------|
| | | \$/ Cable Meter | | \$/ Cable Meter | |
| 6 | SVS1LAUEDAA | | \$2.114 | | \$1.655 |
| 12 | SVS1LAUEDAA | | \$2.362 | | \$1.897 |
| 24 | SVS1LAUEDAA | | \$3.125 | | \$2.512 |
| 36 | SVS1LAUEDAA | | \$4.019 | | \$3.229 |
| 48 | SVS1LAUEDAA | | \$4.778 | | \$3.834 |
| 60 | SVS1LAUEDAA | | \$5.562 | | \$4.460 |
| 72 | SVS1LAUEDAA | | \$6.347 | | \$5.095 |
| 84 | SVS1LAUEDAA | | \$7.211 | | \$5.782 |
| 96 | SVS1LAUEDAA | | \$8.008 | | \$6.427 |
| 108 | SVS1LAUEDAA | | \$8.872 | | \$7.124 |
| 120 | SVS1LAUEDAA | | \$9.869 | | \$7.759 |
| 132 | SVS1LAUEDAA | | \$10.465 | | \$8.395 |
| 144 | SVS1LAUEDAA | | \$11.282 | | \$9.041 |
| 156 | SVS1LAUEDAA | | \$12.078 | | \$9.702 |
| 168 | SVS1LAUEDAA | | \$12.859 | | \$10.329 |
| 180 | SVS1LAUEDAA | | \$13.641 | | \$10.957 |
| 192 | SVS1LAUEDAA | | \$14.423 | | \$11.585 |
| 204 | SVS1LAUEDAA | | \$15.205 | | \$12.213 |
| 216 | SVS1LAUEDAA | | \$15.986 | | \$12.841 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Triple Jacket/ Double Armor (Poly-Steel-Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW 1998 | | RFQ 98-0002-FMT 1999 | |
|-------------|-------------|------------------------|----------|-------------------------|----------|
| | | \$/ Cable Meter | | \$/ Cable Meter | |
| 6 | SVS1LAUEDAA | | \$2.135 | | \$1.655 |
| 12 | SVS1LAUEDAA | | \$2.386 | | \$1.897 |
| 24 | SVS1LAUEDAA | | \$3.157 | | \$2.512 |
| 36 | SVS1LAUEDAA | | \$4.059 | | \$3.229 |
| 48 | SVS1LAUEDAA | | \$4.826 | | \$3.834 |
| 60 | SVS1LAUEDAA | | \$5.618 | | \$4.460 |
| 72 | SVS1LAUEDAA | | \$6.411 | | \$5.095 |
| 84 | SVS1LAUEDAA | | \$7.283 | | \$5.782 |
| 96 | SVS1LAUEDAA | | \$8.088 | | \$6.427 |
| 108 | SVS1LAUEDAA | | \$8.961 | | \$7.124 |
| 120 | SVS1LAUEDAA | | \$9.766 | | \$7.759 |
| 132 | SVS1LAUEDAA | | \$10.570 | | \$8.395 |
| 144 | SVS1LAUEDAA | | \$11.375 | | \$9.041 |
| 156 | SVS1LAUEDAA | | \$12.198 | | \$9.702 |
| 168 | SVS1LAUEDAA | | \$12.988 | | \$10.329 |
| 180 | SVS1LAUEDAA | | \$13.778 | | \$10.957 |
| 192 | SVS1LAUEDAA | | \$14.567 | | \$11.585 |
| 204 | SVS1LAUEDAA | | \$15.357 | | \$12.213 |
| 216 | SVS1LAUEDAA | | \$16.146 | | \$12.841 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Dri-Flex" Cable KleenCore Design

Cable Design Loose Tube - Triple Jacket/ Double Armor (Poly-Steel-Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LAFEDAA | \$2.114 | \$1.640 |
| 12 | SVS1LAFEDAA | \$2.362 | \$1.880 |
| 24 | SVS1LAFEDAA | \$3.125 | \$2.490 |
| 36 | SVS1LAFEDAA | \$4.019 | \$3.200 |
| 48 | SVS1LAFEDAA | \$4.778 | \$3.800 |
| 60 | SVS1LAFEDAA | \$5.562 | \$4.420 |
| 72 | SVS1LAFEDAA | \$6.347 | \$5.050 |
| 84 | SVS1LAFEDAA | \$7.211 | \$5.730 |
| 96 | SVS1LAFEDAA | \$8.008 | \$6.370 |
| 108 | SVS1LAFEDAA | \$8.872 | \$7.060 |
| 120 | SVS1LAFEDAA | \$9.669 | \$7.690 |
| 132 | SVS1LAFEDAA | \$10.465 | \$8.320 |
| 144 | SVS1LAFEDAA | \$11.262 | \$8.960 |
| 156 | SVS1LAFEDAA | \$12.078 | \$9.615 |
| 168 | SVS1LAFEDAA | \$12.859 | \$10.237 |
| 180 | SVS1LAFEDAA | \$13.641 | \$10.859 |
| 192 | SVS1LAFEDAA | \$14.423 | \$11.482 |
| 204 | SVS1LAFEDAA | \$15.205 | \$12.104 |
| 216 | SVS1LAFEDAA | \$15.986 | \$12.726 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Triple Jacket/ Double Armor (Poly-Steel-Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LAFEDAA | \$2.135 | \$1.640 |
| 12 | SVS1LAFEDAA | \$2.386 | \$1.880 |
| 24 | SVS1LAFEDAA | \$3.157 | \$2.490 |
| 36 | SVS1LAFEDAA | \$4.059 | \$3.200 |
| 48 | SVS1LAFEDAA | \$4.826 | \$3.800 |
| 60 | SVS1LAFEDAA | \$5.618 | \$4.420 |
| 72 | SVS1LAFEDAA | \$6.411 | \$5.050 |
| 84 | SVS1LAFEDAA | \$7.283 | \$5.730 |
| 96 | SVS1LAFEDAA | \$8.088 | \$6.370 |
| 108 | SVS1LAFEDAA | \$8.961 | \$7.060 |
| 120 | SVS1LAFEDAA | \$9.766 | \$7.690 |
| 132 | SVS1LAFEDAA | \$10.570 | \$8.320 |
| 144 | SVS1LAFEDAA | \$11.375 | \$8.960 |
| 156 | SVS1LAFEDAA | \$12.198 | \$9.615 |
| 168 | SVS1LAFEDAA | \$12.988 | \$10.237 |
| 180 | SVS1LAFEDAA | \$13.778 | \$10.859 |
| 192 | SVS1LAFEDAA | \$14.567 | \$11.482 |
| 204 | SVS1LAFEDAA | \$15.357 | \$12.104 |
| 216 | SVS1LAFEDAA | \$16.146 | \$12.726 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

"Flooded" Cable Design

Cable Design Loose Tube - Triple Jacket/ Double Armor (Poly-Steel-Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LALEDAA | \$2.114 | \$1.673 |
| 12 | SVS1LALEDAA | \$2.362 | \$1.918 |
| 24 | SVS1LALEDAA | \$3.125 | \$2.540 |
| 36 | SVS1LALEDAA | \$4.019 | \$3.264 |
| 48 | SVS1LALEDAA | \$4.778 | \$3.876 |
| 60 | SVS1LALEDAA | \$5.562 | \$4.508 |
| 72 | SVS1LALEDAA | \$6.347 | \$5.151 |
| 84 | SVS1LALEDAA | \$7.211 | \$5.845 |
| 96 | SVS1LALEDAA | \$8.008 | \$6.497 |
| 108 | SVS1LALEDAA | \$8.872 | \$7.201 |
| 120 | SVS1LALEDAA | \$9.669 | \$7.844 |
| 132 | SVS1LALEDAA | \$10.465 | \$8.486 |
| 144 | SVS1LALEDAA | \$11.262 | \$9.139 |
| 156 | SVS1LALEDAA | \$12.078 | \$9.807 |
| 168 | SVS1LALEDAA | \$12.859 | \$10.442 |
| 180 | SVS1LALEDAA | \$13.641 | \$11.076 |
| 192 | SVS1LALEDAA | \$14.423 | \$11.711 |
| 204 | SVS1LALEDAA | \$15.205 | \$12.346 |
| 216 | SVS1LALEDAA | \$15.986 | \$12.981 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Loose Tube - Triple Jacket/ Double Armor (Poly-Steel-Poly-Steel-Poly)
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVS1LALEDAA | \$2.135 | \$1.673 |
| 12 | SVS1LALEDAA | \$2.386 | \$1.918 |
| 24 | SVS1LALEDAA | \$3.157 | \$2.540 |
| 36 | SVS1LALEDAA | \$4.059 | \$3.264 |
| 48 | SVS1LALEDAA | \$4.826 | \$3.876 |
| 60 | SVS1LALEDAA | \$5.618 | \$4.508 |
| 72 | SVS1LALEDAA | \$6.411 | \$5.151 |
| 84 | SVS1LALEDAA | \$7.283 | \$5.845 |
| 96 | SVS1LALEDAA | \$8.088 | \$6.497 |
| 108 | SVS1LALEDAA | \$8.961 | \$7.201 |
| 120 | SVS1LALEDAA | \$9.766 | \$7.844 |
| 132 | SVS1LALEDAA | \$10.570 | \$8.486 |
| 144 | SVS1LALEDAA | \$11.375 | \$9.139 |
| 156 | SVS1LALEDAA | \$12.198 | \$9.807 |
| 168 | SVS1LALEDAA | \$12.988 | \$10.442 |
| 180 | SVS1LALEDAA | \$13.778 | \$11.076 |
| 192 | SVS1LALEDAA | \$14.567 | \$11.711 |
| 204 | SVS1LALEDAA | \$15.357 | \$12.346 |
| 216 | SVS1LALEDAA | \$16.146 | \$12.981 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 For an Ex-Factory delivery of 5 days, Add 2%
 For an Ex-Factory delivery of 48 hours, Add 3%
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Unarmored Ribbon Design

Cable Design Ribbon - Non Armored
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVSTRACESJB | \$1,269 | \$1,110 |
| 12 | SVSTRACESJB | \$1,517 | \$1,450 |
| 24 | SVSTRACESJB | \$2,280 | \$2,030 |
| 36 | SVSTRACESJB | \$2,971 | \$2,610 |
| 48 | SVSTRACESJB | \$3,696 | \$3,170 |
| 60 | SVSTRACESJB | \$4,494 | \$3,860 |
| 72 | SVSTRACESJB | \$5,268 | \$4,550 |
| 84 | SVSTRACESJB | \$6,098 | \$5,280 |
| 96 | SVSTRACESJB | \$6,893 | \$6,020 |
| 108 | SVSTRACESJB | \$7,698 | \$6,730 |
| 120 | SVSTRACESJB | \$8,503 | \$7,450 |
| 132 | SVSTRACESJB | \$9,308 | \$8,170 |
| 144 | SVSTRACESJB | \$10,113 | \$8,890 |
| 156 | SVSTRACESJB | \$10,900 | \$9,560 |
| 168 | SVSTRACESJB | \$11,688 | \$10,220 |
| 180 | SVSTRACESJB | \$12,475 | \$10,890 |
| 192 | SVSTRACESJB | \$13,263 | \$11,560 |
| 204 | SVSTRACESJB | \$14,050 | \$12,220 |
| 216 | SVSTRACESJB | \$14,837 | \$12,890 |
| 288 | SVSTRAFESJC | \$25,674 | \$20,210 |
| 360 | SVSTRAFESJC | \$31,392 | \$24,710 |
| 432 | SVSTRAFESJC | \$36,898 | \$29,030 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 Expedited shipments are not available for Ribbon Products (Manufactured in Lexington Facility)
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Ribbon - Non Armored
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 6 | SVSTRACESJB | \$1,282 | \$1,110 |
| 12 | SVSTRACESJB | \$1,532 | \$1,450 |
| 24 | SVSTRACESJB | \$2,303 | \$2,030 |
| 36 | SVSTRACESJB | \$3,001 | \$2,610 |
| 48 | SVSTRACESJB | \$3,733 | \$3,170 |
| 60 | SVSTRACESJB | \$4,539 | \$3,860 |
| 72 | SVSTRACESJB | \$5,318 | \$4,550 |
| 84 | SVSTRACESJB | \$6,157 | \$5,280 |
| 96 | SVSTRACESJB | \$6,962 | \$6,020 |
| 108 | SVSTRACESJB | \$7,775 | \$6,730 |
| 120 | SVSTRACESJB | \$8,588 | \$7,450 |
| 132 | SVSTRACESJB | \$9,401 | \$8,170 |
| 144 | SVSTRACESJB | \$10,214 | \$8,890 |
| 156 | SVSTRACESJB | \$11,009 | \$9,560 |
| 168 | SVSTRACESJB | \$11,805 | \$10,220 |
| 180 | SVSTRACESJB | \$12,600 | \$10,890 |
| 192 | SVSTRACESJB | \$13,395 | \$11,560 |
| 204 | SVSTRACESJB | \$14,190 | \$12,220 |
| 216 | SVSTRACESJB | \$14,986 | \$12,890 |
| 288 | SVSTRAFESJC | \$25,930 | \$20,210 |
| 360 | SVSTRAFESJC | \$31,706 | \$24,710 |
| 432 | SVSTRAFESJC | \$37,267 | \$29,030 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 Expedited shipments are not available for Ribbon Products (Manufactured in Lexington Facility)
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Armored Ribbon Design

Cable Design Ribbon - Armored
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW 1998 | | RFQ 98-0002-FMT 1999 | |
|-------------|-------------|------------------------|----------|-------------------------|--|
| | | \$ / Cable Meter | | \$ / Cable Meter | |
| 6 | SVSTRACSAJB | \$1.289 | \$1.250 | | |
| 12 | SVSTRACSAJB | \$1.517 | \$1.600 | | |
| 24 | SVSTRACSAJB | \$2.280 | \$2.170 | | |
| 36 | SVSTRACSAJB | \$2.971 | \$2.810 | | |
| 48 | SVSTRACSAJB | \$3.698 | \$3.450 | | |
| 60 | SVSTRACSAJB | \$4.481 | \$4.080 | | |
| 72 | SVSTRACSAJB | \$5.266 | \$4.720 | | |
| 84 | SVSTRACSAJB | \$6.068 | \$5.430 | | |
| 96 | SVSTRACSAJB | \$6.893 | \$6.140 | | |
| 108 | SVSTRACSAJB | \$7.698 | \$6.850 | | |
| 120 | SVSTRACSAJB | \$8.503 | \$7.560 | | |
| 132 | SVSTRACSAJB | \$9.308 | \$8.270 | | |
| 144 | SVSTRACSAJB | \$10.113 | \$8.980 | | |
| 156 | SVSTRACSAJB | \$10.900 | \$9.690 | | |
| 168 | SVSTRACSAJB | \$11.688 | \$10.400 | | |
| 180 | SVSTRACSAJB | \$12.475 | \$11.110 | | |
| 192 | SVSTRACSAJB | \$13.263 | \$11.820 | | |
| 204 | SVSTRACSAJB | \$14.050 | \$12.530 | | |
| 216 | SVSTRACSAJB | \$14.837 | \$13.240 | | |
| 288 | SVSTRAFEAJC | \$26.519 | \$20.750 | | |
| 360 | SVSTRAFEAJC | \$32.237 | \$25.250 | | |
| 432 | SVSTRAFEAJC | \$37.743 | \$29.560 | | |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 Expedited shipments are not available for Ribbon Products (Manufactured in Lexington Facility)
 Early Payment Discount of 1%/10 days. Net 30 days from date of invoice not included in price

Cable Design Ribbon - Armored
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW 1998 | | RFQ 98-0002-FMT 1999 | |
|-------------|-------------|------------------------|----------|-------------------------|--|
| | | \$ / Cable Meter | | \$ / Cable Meter | |
| 6 | SVSTRACSAJB | \$1.282 | \$1.263 | | |
| 12 | SVSTRACSAJB | \$1.532 | \$1.618 | | |
| 24 | SVSTRACSAJB | \$2.303 | \$2.192 | | |
| 36 | SVSTRACSAJB | \$3.001 | \$2.838 | | |
| 48 | SVSTRACSAJB | \$3.733 | \$3.485 | | |
| 60 | SVSTRACSAJB | \$4.526 | \$4.121 | | |
| 72 | SVSTRACSAJB | \$5.318 | \$4.767 | | |
| 84 | SVSTRACSAJB | \$6.157 | \$5.484 | | |
| 96 | SVSTRACSAJB | \$6.982 | \$6.201 | | |
| 108 | SVSTRACSAJB | \$7.775 | \$6.919 | | |
| 120 | SVSTRACSAJB | \$8.588 | \$7.636 | | |
| 132 | SVSTRACSAJB | \$9.401 | \$8.353 | | |
| 144 | SVSTRACSAJB | \$10.214 | \$9.070 | | |
| 156 | SVSTRACSAJB | \$11.009 | \$9.787 | | |
| 168 | SVSTRACSAJB | \$11.805 | \$10.504 | | |
| 180 | SVSTRACSAJB | \$12.600 | \$11.221 | | |
| 192 | SVSTRACSAJB | \$13.395 | \$11.938 | | |
| 204 | SVSTRACSAJB | \$14.191 | \$12.655 | | |
| 216 | SVSTRACSAJB | \$14.986 | \$13.372 | | |
| 288 | SVSTRAFEAJC | \$26.784 | \$20.958 | | |
| 360 | SVSTRAFEAJC | \$32.560 | \$25.503 | | |
| 432 | SVSTRAFEAJC | \$38.121 | \$29.856 | | |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 Expedited shipments are not available for Ribbon Products (Manufactured in Lexington Facility)
 Early Payment Discount of 1%/10 days. Net 30 days from date of invoice not included in price

Cable Design Indoor/Outdoor Loose Tube
 Fiber Type SMF -28
 Fiber Specification .40 db/KM @ 1310 nm / .30 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 12 | SVSILAKERJA | \$2.170 | \$2.150 |
| 24 | SVSILAKERJA | \$3.630 | \$3.220 |
| 48 | SVSILAKERJA | \$5.900 | \$5.040 |
| 96 | SVSILAKERJA | \$9.650 | \$8.930 |
| 144 | SVSILAKERJA | \$14.180 | \$12.660 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 From Stock, Onsite within 12 days, after receipt of order
 To Manufacture, Onsite within 3 weeks, after receipt of order
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

Cable Design Indoor/Outdoor Loose Tube
 Fiber Type SMF -28
 Fiber Specification .35 db/KM @ 1310 nm / .25 db/KM @ 1550 nm

| Fiber Count | Part Number | RFP 97-0002-DW | RFQ 98-0002-FMT |
|-------------|-------------|------------------|------------------|
| | | 1998 | 1999 |
| | | \$ / Cable Meter | \$ / Cable Meter |
| 12 | SVSILAKERJA | \$2.170 | \$2.150 |
| 24 | SVSILAKERJA | \$3.630 | \$3.220 |
| 48 | SVSILAKERJA | \$5.900 | \$5.040 |
| 96 | SVSILAKERJA | \$9.650 | \$8.930 |
| 144 | SVSILAKERJA | \$14.180 | \$12.660 |

Prices stated FOB BC Tel location
 Prices stated in US dollars
 From Stock, Onsite within 12 days, after receipt of order
 To Manufacture, Onsite within 3 weeks, after receipt of order
 Early Payment Discount of 1%/10 days, Net 30 days from date of invoice not included in price

EXHIBIT B-2

PRODUCT AND PRODUCT PRICES

| DESCRIPTION | | PIRELLI CODE | PRICE (PER 100') |
|---|--|-----------------|-------------------------|
| CORE TUBE CONSTRUCTION, DOUBLE ARMORED | | | |
| 108 Fiber Max. Att. 10nm/1550nm | | | |
| 120 Fiber | | | |
| 132 Fiber | | | |
| 144 Fiber | | | |
| 156 Fiber | | | |
| 168 Fiber | | | |
| 180 Fiber | | | |
| 192 Fiber | | | |
| 204 Fiber | | | |
| 216 Fiber | | | |
| 108 FIBER | | | |
| 120 FIBER | | | |
| 132 FIBER | | | |
| 144 FIBER | | | |
| 156 FIBER | | | |
| 168 FIBER | | | |
| 180 FIBER | | | |
| 192 FIBER | | | |
| 204 FIBER | | | |
| 216 FIBER | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

| DESCRIPTION | SOCC CODE | Pirelli CODE | PRICE |
|--|---------------|--------------|------------|
| | | | (PER 100') |
| LOOSE TUBE CONSTRUCTION - ARMORED | | | |
| 0.35/0.25 Max. Atten. 1310nm/1550nm | | | |
| +/- 3nm | | | |
| 6 FIBER | PC-3XW2L6-006 | SBT1LAFEAJA | 29.57 |
| 12 FIBER | PC-3XW2L6-012 | SBT1LAFEAJA | 36.77 |
| 24 FIBER | PC-3XW2L6-024 | SBT1LAFEAJA | 55.28 |
| 36 FIBER | PC-3XW2L6-036 | SBT1LAFEAJA | 72.02 |
| 48 FIBER | PC-3XW2LT-048 | SBS1LAFEAJA | 89.59 |
| 60 FIBER | PC-3XW2LT-060 | SBS1LAFEAJA | 108.61 |
| 72 FIBER | PC-3XW2LT-072 | SBS1LAFEAJA | 127.63 |
| 84 FIBER | PC-3XW2LT-084 | SBS1LAFEAJA | 147.76 |
| 96 FIBER | PC-3XW2LT-096 | SBS1LAFEAJA | 167.08 |
| 108 FIBER | PC-3XW2LT-108 | SBS1LAFEAJA | 187.21 |
| 120 FIBER | PC-3XW2LT-120 | SBS1LAFEAJA | 206.52 |
| 132 FIBER | PC-3XW2LT-132 | SBS1LAFEAJA | 225.82 |
| 144 FIBER | PC-3XW2LT-144 | SBS1LAFEAJA | 245.14 |
| 156 FIBER | PC-3XW2LT-156 | SBS1LAFEAJA | 264.91 |
| 168 FIBER | PC-3XW2LT-168 | SBS1LAFEAJA | 283.86 |
| 180 FIBER | PC-3XW2LT-180 | SBS1LAFEAJA | 302.80 |
| 192 FIBER | PC-3XW2LT-192 | SBS1LAFEAJA | 321.76 |
| 204 FIBER | PC-3XW2LT-204 | SBS1LAFEAJA | 340.71 |
| 216 FIBER | PC-3XW2LT-216 | SBS1LAFEAJA | 359.65 |
| | | | |
| | | | |
| | | | |
| | | | |

| DESCRIPTION | SICC CODE | PIRELLI CODE | PRICE (PER 100') |
|---------------------------------------|---------------|-----------------|-------------------------|
| LOOSE TUBE CONSTRUCTION - NON ARMORED | | | |
| 0.35/0.25 Max. Atten. 1310nm/1550nm | | | |
| +/- 3nm | | | |
| 6 FIBER | PC-3X12L6-006 | SBT1LAFESJA | 23.85 |
| 12 FIBER | PC-3X12L6-012 | SBT1LAFESJA | 31.05 |
| 24 FIBER | PC-3X12L6-024 | SBT1LAFESJA | 49.54 |
| 36 FIBER | PC-3X12L6-036 | SBT1LAFESJA | 66.29 |
| 48 FIBER | PC-3X12LT-048 | SBS1LAFESJA | 83.04 |
| 60 FIBER | PC-3X12LT-060 | SBS1LAFESJA | 102.06 |
| 72 FIBER | PC-3X12LT-072 | SBS1LAFESJA | 121.08 |
| 84 FIBER | PC-3X12LT-084 | SBS1LAFESJA | 140.11 |
| 96 FIBER | PC-3X12LT-096 | SBS1LAFESJA | 159.70 |
| 108 FIBER | PC-3X12LT-108 | SBS1LAFESJA | 179.01 |
| 120 FIBER | PC-3X12LT-120 | SBS1LAFESJA | 198.32 |
| 132 FIBER | PC-3X12LT-132 | SBS1LAFESJA | 217.64 |
| 144 FIBER | PC-3X12LT-144 | SBS1LAFESJA | 236.94 |
| 156 FIBER | PC-3X12LT-156 | SBS1LAFESJA | 255.89 |
| 168 FIBER | PC-3X12LT-168 | SBS1LAFESJA | 274.84 |
| 180 FIBER | PC-3X12LT-180 | SBS1LAFESJA | 293.80 |
| 192 FIBER | PC-3X12LT-192 | SBS1LAFESJA | 312.74 |
| 204 FIBER | PC-3X12LT-204 | SBS1LAFESJA | 331.69 |
| 216 FIBER | PC-3X12LT-216 | SBS1LAFESJA | 350.65 |
| | | | |
| | | | |
| | | | |

| DESCRIPTION | SQCC | Pirelli | PRICE |
|---|---------------|-------------|------------|
| | CODE | CODE | |
| | | | (PER 100') |
| RIBBON CONSTRUCTION - ARMORED | | | |
| 0.40/0.30 Max. Atten. 1310nm/1550nm | | | |
| +/- 3nm | | | |
| Note: 288 to 432 is .40/.30 db/km average | | | |
| 6 FIBER | | | |
| 12 FIBER | PC-3XQ2RT-012 | SCSTRABSAJB | 48.90 |
| 24 FIBER | PC-3XQ2RT-024 | SCSTRABSAJB | 66.18 |
| 36 FIBER | PC-3XQ2RT-036 | SCSTRABSAJB | 85.68 |
| 48 FIBER | PC-3XQ2RT-048 | SCSTRABSAJB | 105.18 |
| 60 FIBER | PC-3XQ2RT-060 | SCSTRABSAJB | 124.46 |
| 72 FIBER | PC-3XQ2RT-072 | SCSTRABSAJB | 143.74 |
| 84 FIBER | PC-3XQ2RT-084 | SCSTRABSAJB | 165.38 |
| 96 FIBER | PC-3XQ2RT-096 | SCSTRABSAJB | 187.01 |
| 108 FIBER | PC-3XQ2RT-108 | SCSTRABSAJB | 208.67 |
| 120 FIBER | PC-3XQ2RT-120 | SCSTRABSAJB | 230.34 |
| 132 FIBER | PC-3XQ2RT-132 | SCSTRABSAJB | 252.01 |
| 144 FIBER | PC-3XQ2RT-144 | SCSTRABSAJB | 273.67 |
| 156 FIBER | PC-3XQ2RT-156 | SCSTRABSAJB | 295.32 |
| 168 FIBER | PC-3XQ2RT-168 | SCSTRABSAJB | 316.96 |
| 180 FIBER | PC-3XQ2RT-180 | SCSTRABSAJB | 338.60 |
| 192 FIBER | PC-3XQ2RT-192 | SCSTRABSAJB | 360.24 |
| 204 FIBER | PC-3XQ2RT-204 | SCSTRABSAJB | 381.88 |
| 216 FIBER | PC-3XQ2RT-216 | SCSTRABSAJB | 403.52 |
| 288 FIBER | PC-3XQ2RT-288 | SXSTRAFEAJC | 632.36 |
| 360 FIBER | PC-3XQ2RT-360 | SXSTRAFEAJC | 769.61 |
| 432 FIBER | PC-3XQ2RT-432 | SXSTRAFEAJC | 901.15 |
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2 COMMENT



| DESCRIPTION | SOC CODE | PIRELLI CODE | PRICE |
|---|---------------|--------------|------------|
| | | | (PER 100') |
| RIBBON CONSTRUCTION - NON ARMORED | | | |
| 0.40/0.30 Max. Atten. 1310nm/1550nm | | | |
| +- 3nm | | | |
| Note: 288 to 432 is .40/.30 db/km average | | | |
| 6 FIBER | | | |
| 12 FIBER | PC-3X92RT-012 | SCSTRABESJB | 44.27 |
| 24 FIBER | PC-3X92RT-024 | SCSTRABESJB | 61.79 |
| 36 FIBER | PC-3X92RT-036 | SCSTRABESJB | 79.47 |
| 48 FIBER | PC-3X92RT-048 | SCSTRABESJB | 96.60 |
| 60 FIBER | PC-3X92RT-060 | SCSTRABESJB | 117.65 |
| 72 FIBER | PC-3X92RT-072 | SCSTRABESJB | 138.70 |
| 84 FIBER | PC-3X92RT-084 | SCSTRABESJB | 161.03 |
| 96 FIBER | PC-3X92RT-096 | SCSTRABESJB | 183.35 |
| 108 FIBER | PC-3X92RT-108 | SCSTRABESJB | 205.25 |
| 120 FIBER | PC-3X92RT-120 | SCSTRABESJB | 227.15 |
| 132 FIBER | PC-3X92RT-132 | SCSTRABESJB | 249.04 |
| 144 FIBER | PC-3X92RT-144 | SCSTRABESJB | 270.94 |
| 156 FIBER | PC-3X92RT-156 | SCSTRABESJB | 291.27 |
| 168 FIBER | PC-3X92RT-168 | SCSTRABESJB | 311.60 |
| 180 FIBER | PC-3X92RT-180 | SCSTRABESJB | 331.93 |
| 192 FIBER | PC-3X92RT-192 | SCSTRABESJB | 352.26 |
| 204 FIBER | PC-3X92RT-204 | SCSTRABESJB | 372.59 |
| 216 FIBER | PC-3X92RT-216 | SCSTRABESJB | 392.92 |
| 288 FIBER | PC-3X92RT-288 | SXSTRAFESJC | 616.02 |
| 360 FIBER | PC-3X92RT-360 | SXSTRAFESJC | 753.27 |
| 432 FIBER | PC-3X92RT-432 | SXSTRAFESJC | 884.81 |
| 864 Fiber - Pirelli quote | PC-3X92RT-864 | SXSTRAFESJC | 1769.62 |
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PC 3XW3 NT
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"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|---|-------------|-----------|--------------------|--|-------------|-----------|--------------------|
| _RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | As Ordered % |
| Core Tube Construction | | | | Core Tube Construction | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | .35db/km@1310nm and .25 db/km @ 1550nm | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| Armored | | | | Armored | | | |
| 6SCSTBACSAJB | 6 | | \$340.5 | 6SBSTBACSAJB | 6 | | \$343.9 |
| 12SCSTBACSAJB | 12 | 5,285,727 | \$413.9 | 12SBSTBACSAJB | 12 | 1,546 | \$418.0 |
| 24SCSTBACSAJB | 24 | 9,084,604 | \$640.0 | 24SBSTBACSAJB | 24 | 1,265,315 | \$646.4 |
| 36SCSTBACSAJB | 36 | 2,359,749 | \$870.0 | 36SBSTBACSAJB | 36 | 3,550 | \$878.7 |
| 48SCSTBACSAJB | 48 | 1,002,667 | \$1,090.0 | 48SBSTBACSAJB | 48 | 32,000 | \$1,100.9 |
| 60SCSTBACSAJB | 60 | | \$1,280.0 | 60SBSTBACSAJB | 60 | | \$1,292.8 |
| 72SCSTBACSAJB | 72 | 198,906 | \$1,500.0 | 72SBSTBACSAJB | 72 | | \$1,515.0 |
| 84SCSTBACSAJB | 84 | | \$1,720.0 | 84SBSTBACSAJB | 84 | | \$1,737.2 |
| 96SCSTBACSAJB | 96 | 288,560 | \$1,940.0 | 96SBSTBACSAJB | 96 | 10,000 | \$1,959.4 |
| NOTE: Commercial Availability January 1, 1999 | | | | | | | |
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DECLASSIFIED

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|---|-------------|-----------|--------------------|---|-------------|-----------|--------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | As Ordered % |
| Core Tube Construction | | | | Core Tube Construction | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | .35db/km@1310nm and .25 db/km @ 1550nm | | | |
| Rodent/Lightning Protected (Double Armored) | | | | Rodent/Lightning Protected (Double Armored) | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| Armored | | | | Armored | | | |
| | 6 | | | | 6 | | |
| | 12 | 633,023 | | | 12 | | |
| | 24 | 1,176,730 | | | 24 | | |
| | 36 | 531,282 | | | 36 | | |
| | 48 | 11,050 | | | 48 | | |
| | 60 | | | | 60 | | |
| | 72 | 6,550 | | | 72 | | |
| | 84 | | | | 84 | | |
| | 96 | | | | 96 | | |
| | 108 | | | | 108 | | |
| | 120 | | | | 120 | | |
| | 132 | | | | 132 | | |
| | 144 | | | | 144 | | |
| | 156 | | | | 156 | | |
| | 168 | | | | 168 | | |
| | 180 | | | | 180 | | |
| | 192 | | | | 192 | | |
| | 204 | | | | 204 | | |
| | 216 | | | | 216 | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|---|-------|-----------|------------|--|-------|--------|--------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | As Ordered % |
| Loose Tube | | | | Loose Tube | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | .35db/km@1310nm and .25 db/km @ 1550nm | | | |
| : | | | | | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| Armored | | | | Armored | | | |
| 6SCS1LAFEAJA | 6 | | \$ 375.5 | 6SBS1LAFEAJA | 6 | | \$ 379.3 |
| 12SCS1LAFEAJA | 12 | 1,063,177 | \$ 448.9 | 12SBS1LAFEAJA | 12 | | \$ 453.4 |
| 24SCS1LAFEAJA | 24 | 2,974,818 | \$ 674.7 | 24SBS1LAFEAJA | 24 | | \$ 681.4 |
| 36SCS1LAFEAJA | 36 | 1,651,805 | \$ 879.1 | 36SBS1LAFEAJA | 36 | | \$ 887.9 |
| 48SCS1LAFEAJA | 48 | 2,683,324 | \$ 1,093.6 | 48SBS1LAFEAJA | 48 | | \$ 1,104.5 |
| 60SCS1LAFEAJA | 60 | | \$ 1,325.7 | 60SBS1LAFEAJA | 60 | | \$ 1,339.0 |
| 72SCS1LAFEAJA | 72 | 16,404 | \$ 1,557.9 | 72SBS1LAFEAJA | 72 | | \$ 1,573.5 |
| 84SCS1LAFEAJA | 84 | | \$ 1,803.6 | 84SBS1LAFEAJA | 84 | | \$ 1,821.6 |
| 96SCS1LAFEAJA | 96 | 561,120 | \$ 2,039.3 | 96SBS1LAFEAJA | 96 | | \$ 2,059.7 |
| 108SCS1LAFEAJA | 108 | | \$ 2,277.5 | 108SBS1LAFEAJA | 108 | | \$ 2,300.3 |
| 120SCS1LAFEAJA | 120 | | \$ 2,515.7 | 120SBS1LAFEAJA | 120 | | \$ 2,540.9 |
| 132SCS1LAFEAJA | 132 | | \$ 2,753.9 | 132SBS1LAFEAJA | 132 | | \$ 2,781.4 |
| 144SCS1LAFEAJA | 144 | 271,418 | \$ 2,992.1 | 144SBS1LAFEAJA | 144 | | \$ 3,022.0 |
| 156SCS1LAFEAJA | 156 | | \$ 3,225.1 | 156SBS1LAFEAJA | 156 | | \$ 3,257.4 |
| 168SCS1LAFEAJA | 168 | | \$ 3,458.0 | 168SBS1LAFEAJA | 168 | | \$ 3,492.6 |
| 180SCS1LAFEAJA | 180 | | \$ 3,691.0 | 180SBS1LAFEAJA | 180 | | \$ 3,727.9 |
| 192SCS1LAFEAJA | 192 | | \$ 3,924.0 | 192SBS1LAFEAJA | 192 | | \$ 3,963.2 |
| 204SCS1LAFEAJA | 204 | | \$ 4,156.9 | 204SBS1LAFEAJA | 204 | | \$ 4,198.5 |
| 216SCS1LAFEAJA | 216 | 3,114 | \$ 4,389.9 | 216SBS1LAFEAJA | 216 | | \$ 4,433.8 |
| Note: As clarified by GTE response to Pirelli, prices quoted above are for a single armor cable with one polyethylene outer sheath. Pricing for a double jacket single armor (Poly-Steel-Poly) design has also been quoted on the following page. | | | | | | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|-------|-----------|------------|---|-------|--------|------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | As Ordered % _____ | | | |
| Loose Tube | | | | Loose Tube | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | .35db/km@1310nm and .25 db/km @ 1550nm | | | |
| Double Jacket Single Armor (Poly-Steel-Poly) | | | | Double Jacket Single Armor (Poly-Steel-Poly): | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| Armored | | | | Armored | | | |
| Poly-Steel-Poly | | | | Poly-Steel-Poly | | | |
| 6SCS1LAFESAA | 6 | | \$ 415.5 | 6SBS1LAFESAA | 6 | | \$ 419.7 |
| 12SCS1LAFESAA | 12 | 1,063,177 | \$ 488.9 | 12SBS1LAFESAA | 12 | | \$ 493.8 |
| 24SCS1LAFESAA | 24 | 2,974,818 | \$ 714.7 | 24SBS1LAFESAA | 24 | | \$ 721.8 |
| 36SCS1LAFESAA | 36 | 1,651,805 | \$ 919.1 | 36SBS1LAFESAA | 36 | | \$ 928.3 |
| 48SCS1LAFESAA | 48 | 2,683,324 | \$ 1,153.6 | 48SBS1LAFESAA | 48 | | \$ 1,165.1 |
| 60SCS1LAFESAA | 60 | | \$ 1,385.7 | 60SBS1LAFESAA | 60 | | \$ 1,399.6 |
| 72SCS1LAFESAA | 72 | 16,404 | \$ 1,617.9 | 72SBS1LAFESAA | 72 | | \$ 1,634.1 |
| 84SCS1LAFESAA | 84 | | \$ 1,863.6 | 84SBS1LAFESAA | 84 | | \$ 1,882.2 |
| 96SCS1LAFESAA | 96 | 561,120 | \$ 2,099.3 | 96SBS1LAFESAA | 96 | | \$ 2,120.3 |
| 108SCS1LAFESAA | 108 | | \$ 2,345.0 | 108SBS1LAFESAA | 108 | | \$ 2,368.5 |
| 120SCS1LAFESAA | 120 | | \$ 2,580.7 | 120SBS1LAFESAA | 120 | | \$ 2,606.5 |
| 132SCS1LAFESAA | 132 | | \$ 2,816.4 | 132SBS1LAFESAA | 132 | | \$ 2,844.6 |
| 144SCS1LAFESAA | 144 | 271,418 | \$ 3,052.1 | 144SBS1LAFESAA | 144 | | \$ 3,082.6 |
| 156SCS1LAFESAA | 156 | | \$ 3,293.4 | 156SBS1LAFESAA | 156 | | \$ 3,326.3 |
| 168SCS1LAFESAA | 168 | | \$ 3,524.7 | 168SBS1LAFESAA | 168 | | \$ 3,559.9 |
| 180SCS1LAFESAA | 180 | | \$ 3,756.0 | 180SBS1LAFESAA | 180 | | \$ 3,793.6 |
| 192SCS1LAFESAA | 192 | | \$ 3,987.3 | 192SBS1LAFESAA | 192 | | \$ 4,027.2 |
| 204SCS1LAFESAA | 204 | | \$ 4,218.6 | 204SBS1LAFESAA | 204 | | \$ 4,260.8 |
| 216SCS1LAFESAA | 216 | 3,114 | \$ 4,449.9 | 216SBS1LAFESAA | 216 | | \$ 4,494.4 |
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"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|-------------|-----------|--------------------|--|-------------|-----------|--------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | As Ordered % | | | |
| Loose Tube Construction | | | | Loose Tube Construction | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | .35db/km@1310nm and .25 db/km @ 1550nm | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| Non-Armored | | | | Non-Armored | | | |
| 6SCS1LAFESJA | 6 | | \$ 305.5 | 6SBS1LAFESJA | 6 | | \$ 308.6 |
| 12SCS1LAFESJA | 12 | 457,649 | \$ 378.9 | 12SBS1LAFESJA | 12 | | \$ 382.7 |
| 24SCS1LAFESJA | 24 | 793,143 | \$ 604.7 | 24SBS1LAFESJA | 24 | | \$ 610.7 |
| 36SCS1LAFESJA | 36 | 1,084,736 | \$ 809.1 | 36SBS1LAFESJA | 36 | | \$ 817.2 |
| 48SCS1LAFESJA | 48 | 414,466 | \$ 1,013.6 | 48SBS1LAFESJA | 48 | | \$ 1,023.7 |
| 60SCS1LAFESJA | 60 | | \$ 1,245.7 | 60SBS1LAFESJA | 60 | | \$ 1,258.2 |
| 72SCS1LAFESJA | 72 | 29,193 | \$ 1,477.9 | 72SBS1LAFESJA | 72 | | \$ 1,492.7 |
| 84SCS1LAFESJA | 84 | | \$ 1,713.6 | 84SBS1LAFESJA | 84 | | \$ 1,730.7 |
| 96SCS1LAFESJA | 96 | 190,149 | \$ 1,949.3 | 96SBS1LAFESJA | 96 | | \$ 1,968.8 |
| 108SCS1LAFESJA | 108 | | \$ 2,185.0 | 108SBS1LAFESJA | 108 | | \$ 2,206.9 |
| 120SCS1LAFESJA | 120 | | \$ 2,420.7 | 120SBS1LAFESJA | 120 | | \$ 2,444.9 |
| 132SCS1LAFESJA | 132 | | \$ 2,656.4 | 132SBS1LAFESJA | 132 | | \$ 2,683.0 |
| 144SCS1LAFESJA | 144 | 42,474 | \$ 2,892.1 | 144SBS1LAFESJA | 144 | | \$ 2,921.0 |
| 156SCS1LAFESJA | 156 | | \$ 3,123.4 | 156SBS1LAFESJA | 156 | | \$ 3,154.6 |
| 168SCS1LAFESJA | 168 | | \$ 3,354.7 | 168SBS1LAFESJA | 168 | | \$ 3,388.2 |
| 180SCS1LAFESJA | 180 | | \$ 3,586.0 | 180SBS1LAFESJA | 180 | | \$ 3,621.9 |
| 192SCS1LAFESJA | 192 | | \$ 3,817.3 | 192SBS1LAFESJA | 192 | | \$ 3,855.5 |
| 204SCS1LAFESJA | 204 | | \$ 4,048.6 | 204SBS1LAFESJA | 204 | | \$ 4,089.1 |
| 216SCS1LAFESJA | 216 | | \$ 4,279.9 | 216SBS1LAFESJA | 216 | | \$ 4,322.7 |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|---|-------|---------|------------|---|-------|--------|--------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | As Ordered % |
| Loose Tube Construction | | | | Loose Tube Construction | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | .35db/km@1310nm and .25 db/km @ 1550nm | | | |
| Rodent/Lightning Protected (Double Armored) | | | | Rodent/Lightning Protected (Double Armored) | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| Armored | | | | Armored | | | |
| 6SCS1LAFEDAA | 6 | | \$ 625.5 | 6SBS1LAFEDAA | 6 | | \$ 631.8 |
| 12SCS1LAFEDAA | 12 | | \$ 698.9 | 12SBS1LAFEDAA | 12 | | \$ 705.9 |
| 24SCS1LAFEDAA | 24 | 2,296 | \$ 924.7 | 24SBS1LAFEDAA | 24 | | \$ 933.9 |
| 36SCS1LAFEDAA | 36 | 118,109 | \$ 1,189.1 | 36SBS1LAFEDAA | 36 | | \$ 1,201.0 |
| 48SCS1LAFEDAA | 48 | 8,202 | \$ 1,413.6 | 48SBS1LAFEDAA | 48 | | \$ 1,427.7 |
| 60SCS1LAFEDAA | 60 | | \$ 1,645.7 | 60SBS1LAFEDAA | 60 | | \$ 1,662.2 |
| 72SCS1LAFEDAA | 72 | 1,002 | \$ 1,877.9 | 72SBS1LAFEDAA | 72 | | \$ 1,896.7 |
| 84SCS1LAFEDAA | 84 | | \$ 2,133.6 | 84SBS1LAFEDAA | 84 | | \$ 2,154.9 |
| 96SCS1LAFEDAA | 96 | | \$ 2,369.3 | 96SBS1LAFEDAA | 96 | | \$ 2,393.0 |
| 108SCS1LAFEDAA | 108 | | \$ 2,625.0 | 108SBS1LAFEDAA | 108 | | \$ 2,651.3 |
| 120SCS1LAFEDAA | 120 | | \$ 2,860.7 | 120SBS1LAFEDAA | 120 | | \$ 2,889.3 |
| 132SCS1LAFEDAA | 132 | | \$ 3,096.4 | 132SBS1LAFEDAA | 132 | | \$ 3,127.4 |
| 144SCS1LAFEDAA | 144 | | \$ 3,332.1 | 144SBS1LAFEDAA | 144 | | \$ 3,365.4 |
| 156SCS1LAFEDAA | 156 | | \$ 3,573.4 | 156SBS1LAFEDAA | 156 | | \$ 3,609.1 |
| 168SCS1LAFEDAA | 168 | | \$ 3,804.7 | 168SBS1LAFEDAA | 168 | | \$ 3,842.7 |
| 180SCS1LAFEDAA | 180 | | \$ 4,036.0 | 180SBS1LAFEDAA | 180 | | \$ 4,076.4 |
| 192SCS1LAFEDAA | 192 | | \$ 4,267.3 | 192SBS1LAFEDAA | 192 | | \$ 4,310.0 |
| 204SCS1LAFEDAA | 204 | | \$ 4,498.6 | 204SBS1LAFEDAA | 204 | | \$ 4,543.6 |
| 216SCS1LAFEDAA | 216 | | \$ 4,729.9 | 216SBS1LAFEDAA | 216 | | \$ 4,777.2 |
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"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|-------|-----------|-------------|---|-------|--------|--------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | As Ordered % |
| Ribbon Construction .40db/km@1310nm and .30 db/km @ 1550nm | | | | Ribbon Construction **AVG .35db/km@1310nm and .25 db/km @ 1550nm | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| Armored | | | | Armored | | | |
| 6SCSTRACEAJB | 6 | | \$ 375.5 | 6SXSTRACEAJB | 6 | | \$ 379.3 |
| 12SCSTRACEAJB | 12 | 17,114 | \$ 448.9 | 12SXSTRACEAJB | 12 | | \$ 453.4 |
| 24SCSTRACEAJB | 24 | 779,104 | \$ 674.7 | 24SXSTRACEAJB | 24 | | \$ 681.4 |
| 36SCSTRACEAJB | 36 | 510,856 | \$ 879.1 | 36SXSTRACEAJB | 36 | | \$ 887.9 |
| 48SCSTRACEAJB | 48 | 2,029,699 | \$ 1,093.6 | 48SXSTRACEAJB | 48 | | \$ 1,104.5 |
| 60SCSTRACEAJB | 60 | | \$ 1,325.7 | 60SXSTRACEAJB | 60 | | \$ 1,339.0 |
| 72SCSTRACEAJB | 72 | 2,221,785 | \$ 1,557.9 | 72SXSTRACEAJB | 72 | | \$ 1,573.5 |
| 84SCSTRACEAJB | 84 | | \$ 1,803.6 | 84SXSTRACEAJB | 84 | | \$ 1,821.6 |
| 96SCSTRACEAJB | 96 | 1,166,065 | \$ 2,039.3 | 96SXSTRACEAJB | 96 | | \$ 2,059.7 |
| 108SCSTRACEAJB | 108 | | \$ 2,277.5 | 108SXSTRACEAJB | 108 | | \$ 2,300.3 |
| 120SCSTRACEAJB | 120 | | \$ 2,515.7 | 120SXSTRACEAJB | 120 | | \$ 2,540.9 |
| 132SCSTRACEAJB | 132 | | \$ 2,753.9 | 132SXSTRACEAJB | 132 | | \$ 2,781.4 |
| 144SCSTRACEAJB | 144 | 1,249,661 | \$ 2,992.1 | 144SXSTRACEAJB | 144 | | \$ 3,022.0 |
| 156SCSTRACEAJB | 156 | | \$ 3,225.1 | 156SXSTRACEAJB | 156 | | \$ 3,257.4 |
| 168SCSTRACEAJB | 168 | | \$ 3,458.1 | 168SXSTRACEAJB | 168 | | \$ 3,492.7 |
| 180SCSTRACEAJB | 180 | | \$ 3,691.0 | 180SXSTRACEAJB | 180 | | \$ 3,727.9 |
| 192SCSTRACEAJB | 192 | | \$ 3,924.0 | 192SXSTRACEAJB | 192 | | \$ 3,963.2 |
| 204SCSTRACEAJB | 204 | | \$ 4,157.0 | 204SXSTRACEAJB | 204 | | \$ 4,198.6 |
| 216SCSTRACEAJB | 216 | 1,821,604 | \$ 4,389.9 | 216SXSTRACEAJB | 216 | | \$ 4,433.8 |
| 288SCSTRAFESAC | 288 | | \$ 7,846.0 | 288SXSTRAFESAC | 288 | | \$ 7,924.5 |
| 360SCSTRAFESAC | 360 | | \$ 9,538.0 | 360SXSTRAFESAC | 360 | | \$ 9,633.4 |
| 432SCSTRAFESAC | 432 | | \$ 11,167.0 | 432SXSTRAFESAC | 432 | | \$ 11,278.7 |
| ** Prices quoted are for an average .35db/km@1310nm and average .25db/km@1550nm. | | | | | | | |
| Cable available with a maximum of .35/.25 db/km@1310/1550nm at a 10%premium. | | | | | | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|----------------|--------------|-----------------------|---|----------------|--------------|-----------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | As Ordered % |
| Ribbon Construction .40db/km@1310nm and .30 db/km @ 1550nm | | | | Ribbon Construction **AVG .35db/km@1310nm and .25 db/km @ 1550nm | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| Non-Armored | | | | Non-Armored | | | |
| 6SCSTRACESJB | 6 | | \$ 375.5 | 6SXSTRACESJB | 6 | | \$ 379.3 |
| 12SCSTRACESJB | 12 | 90,045 | \$ 448.9 | 12SXSTRACESJB | 12 | | \$ 453.4 |
| 24SCSTRACESJB | 24 | 400,141 | \$ 674.7 | 24SXSTRACESJB | 24 | | \$ 681.4 |
| 36SCSTRACESJB | 36 | 278,182 | \$ 879.1 | 36SXSTRACESJB | 36 | | \$ 887.9 |
| 48SCSTRACESJB | 48 | 481,460 | \$ 1,093.6 | 48SXSTRACESJB | 48 | | \$ 1,104.5 |
| 60SCSTRACESJB | 60 | | \$ 1,329.7 | 60SXSTRACESJB | 60 | | \$ 1,343.0 |
| 72SCSTRACESJB | 72 | 635,792 | \$ 1,557.9 | 72SXSTRACESJB | 72 | | \$ 1,573.5 |
| 84SCSTRACESJB | 84 | | \$ 1,803.6 | 84SXSTRACESJB | 84 | | \$ 1,821.6 |
| 96SCSTRACESJB | 96 | 578,148 | \$ 2,039.3 | 96SXSTRACESJB | 96 | | \$ 2,059.7 |
| 108SCSTRACESJB | 108 | | \$ 2,277.5 | 108SXSTRACESJB | 108 | | \$ 2,300.3 |
| 120SCSTRACESJB | 120 | | \$ 2,515.7 | 120SXSTRACESJB | 120 | | \$ 2,540.9 |
| 132SCSTRACESJB | 132 | | \$ 2,753.9 | 132SXSTRACESJB | 132 | | \$ 2,781.4 |
| 144SCSTRACESJB | 144 | 546,607 | \$ 2,992.1 | 144SXSTRACESJB | 144 | | \$ 3,022.0 |
| 156SCSTRACESJB | 156 | | \$ 3,225.1 | 156SXSTRACESJB | 156 | | \$ 3,257.4 |
| 168SCSTRACESJB | 168 | | \$ 3,458.0 | 168SXSTRACESJB | 168 | | \$ 3,492.6 |
| 180SCSTRACESJB | 180 | | \$ 3,691.0 | 180SXSTRACESJB | 180 | | \$ 3,727.9 |
| 192SCSTRACESJB | 192 | | \$ 3,924.0 | 192SXSTRACESJB | 192 | | \$ 3,963.2 |
| 204SCSTRACESJB | 204 | | \$ 4,156.9 | 204SXSTRACESJB | 204 | | \$ 4,198.5 |
| 216SCSTRACESJB | 216 | 1,050,427 | \$ 4,389.9 | 216SXSTRACESJB | 216 | | \$ 4,433.8 |
| 288SCSTRAFESJC | 288 | | \$ 7,596.0 | 288SXSTRAFESJC | 288 | | \$ 7,672.0 |
| 360SCSTRAFESJC | 360 | | \$ 9,288.0 | 360SXSTRAFESJC | 360 | | \$ 9,380.9 |
| 432SCSTRAFESJC | 432 | | \$ 10,917.0 | 432SXSTRAFESJC | 432 | | \$ 11,026.2 |
| ** Prices quoted are for an average .35db/km@1310nm and average .25db/km@1550nm. | | | | | | | |
| Cable available with a maximum of .35/.25 db/km@1310/1550nm at a 10% premium. | | | | | | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|----------------|--------------|-----------------------|--|----------------|--------------|-----------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | As Ordered % |
| Ribbon Construction .40db/km@1310nm and .30 db/km @ 1550nm **Rodent/Lightning Protected | | | | Ribbon Construction **AVG .35db/km@1310nm and .25 db/km @ 1550nm *Rodent/Lightning Protected | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| Armored | | | | Armored | | | |
| 6SCSTRACEAJB | 6 | | \$ 375.5 | 6SXSTRACEAJB | 6 | | \$ 379.3 |
| 12SCSTRACEAJB | 12 | 73,616 | \$ 448.9 | 12SXSTRACEAJB | 12 | | \$ 453.4 |
| 24SCSTRACEAJB | 24 | 112,646 | \$ 674.7 | 24SXSTRACEAJB | 24 | | \$ 681.4 |
| 36SCSTRACEAJB | 36 | 142,671 | \$ 879.1 | 36SXSTRACEAJB | 36 | | \$ 887.9 |
| 48SCSTRACEAJB | 48 | 484,459 | \$ 1,093.6 | 48SXSTRACEAJB | 48 | | \$ 1,104.5 |
| 60SCSTRACEAJB | 60 | | \$ 1,329.7 | 60SXSTRACEAJB | 60 | | \$ 1,343.0 |
| 72SCSTRACEAJB | 72 | 542,807 | \$ 1,557.9 | 72SXSTRACEAJB | 72 | | \$ 1,573.5 |
| 84SCSTRACEAJB | 84 | | \$ 1,803.6 | 84SXSTRACEAJB | 84 | | \$ 1,821.6 |
| 96SCSTRACEAJB | 96 | 201,786 | \$ 2,039.3 | 96SXSTRACEAJB | 96 | | \$ 2,059.7 |
| 108SCSTRACEAJB | 108 | | \$ 2,277.5 | 108SXSTRACEAJB | 108 | | \$ 2,300.3 |
| 120SCSTRACEAJB | 120 | | \$ 2,515.7 | 120SXSTRACEAJB | 120 | | \$ 2,540.9 |
| 132SCSTRACEAJB | 132 | | \$ 2,753.9 | 132SXSTRACEAJB | 132 | | \$ 2,781.4 |
| 144SCSTRACEAJB | 144 | 358,658 | \$ 2,992.1 | 144SXSTRACEAJB | 144 | | \$ 3,022.0 |
| 156SCSTRACEAJB | 156 | | \$ 3,225.1 | 156SXSTRACEAJB | 156 | | \$ 3,257.4 |
| 168SCSTRACEAJB | 168 | | \$ 3,458.0 | 168SXSTRACEAJB | 168 | | \$ 3,492.6 |
| 180SCSTRACEAJB | 180 | | \$ 3,691.0 | 180SXSTRACEAJB | 180 | | \$ 3,727.9 |
| 192SCSTRACEAJB | 192 | | \$ 3,924.0 | 192SXSTRACEAJB | 192 | | \$ 3,963.2 |
| 204SCSTRACEAJB | 204 | | \$ 4,156.9 | 204SXSTRACEAJB | 204 | | \$ 4,198.5 |
| 216SCSTRACEAJB | 216 | 212,548 | \$ 4,389.9 | 216SXSTRACEAJB | 216 | | \$ 4,433.8 |
| 288SCSTRAFESAC | 288 | | \$ 7,846.0 | 288SXSTRAFESAC | 288 | | \$ 7,924.5 |
| 360SCSTRAFESAC | 360 | | \$ 9,538.0 | 360SXSTRAFESAC | 360 | | \$ 9,633.4 |
| 432SCSTRAFESAC | 432 | | \$ 11,167.0 | 432SXSTRAFESAC | 432 | | \$ 11,278.7 |
| * Cable quoted meets the requirements for lighting and rodent protection. Cable quoted is a single armor design | | | | | | | |
| ** Prices quoted are for an average .35db/km@1310nm and average .25db/km@1550nm. Cable available with a maximum of .35/.25 db/km@1310/1550nm at a 10% premium. | | | | | | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|-------|--------|-----------|--|-------|--------|--------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | As Ordered % _____ |
| Ribbon Riser Construction | | | | Ribbon Riser Construction | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | .40db/km@1310nm and .30 db/km @ 1550nm | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| Armored | | | | Non-Armored | | | |
| | 6 | | | | 6 | | |
| | 12 | 17,520 | | | 12 | | |
| | 24 | 45,865 | | | 24 | | |
| | 36 | 8,676 | | | 36 | | |
| | 48 | 5,536 | | | 48 | | |
| | 60 | | | | 60 | | |
| | 72 | 30,637 | | | 72 | | |
| | 84 | | | | 84 | | |
| | 96 | 402 | | | 96 | | |
| | 108 | | | | 108 | | |
| | 120 | | | | 120 | | |
| | 132 | | | | 132 | | |
| | 144 | 5,342 | | | 144 | | |
| | 156 | | | | 156 | | |
| | 168 | | | | 168 | | |
| | 180 | | | | 180 | | |
| | 192 | | | | 192 | | |
| | 204 | | | | 204 | | |
| | 216 | | | | 216 | | |
| | 288 | | | | 288 | | |
| | 360 | | | | 360 | | |
| | 432 | | | | 432 | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | |
|---|-------------|-----------|--------------------|
| RFP 97-0002-DW | | | |
| PRICE MATRIX | | | |
| | | | As Ordered % |
| Loose Tube, Figure 8/Self Supporting | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | |
| Rodent/Lightning Protected (Double Armored) | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| Armored | 6 | | |
| | 12 | 185 | |
| | 24 | 32,513 | |
| | 36 | 1,650 | |
| | 48 | 7,125 | |
| | 60 | | |
| | 72 | | |
| | 84 | | |
| | 96 | 250 | |
| | 108 | | |
| | 120 | | |
| | 132 | | |
| | 144 | | |
| | 156 | | |
| | 168 | | |
| | 180 | | |
| | 192 | | |
| | 204 | | |
| | 216 | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|-------------|-----------|--------------------|-------------------------------------|-------------|-----------|--------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | Forecast % |
| Loose Tube Construction (Firstlink) | | | | Loose Tube Construction (Firstlink) | | | |
| Singlemode | | | | Multimode | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| 12SCS1LAKERJA | 12 | | \$ 662.0 | 6LBS1LAKERJA | 6 | | \$ 855.0 |
| 24SCS1LAKERJA | 24 | | \$ 1,107.0 | 12LBS1LAKERJA | 12 | | \$ 1,296.0 |
| 36SCS1LAKERJA | 36 | | \$ 1,421.0 | 24LBS1LAKERJA | 24 | | \$ 2,160.0 |
| 48SCS1LAKERJA | 48 | | \$ 1,797.0 | 36LBS1LAKERJA | 36 | | \$ 2,855.0 |
| 72SCS1LAKERJA | 72 | | \$ 2,170.0 | 48LBS1LAKERJA | 48 | | \$ 3,816.0 |
| 96SCS1LAKERJA | 96 | | \$ 2,941.0 | 60LBS1LAKERJA | 60 | | \$ 4,656.0 |
| 144SCS1LAKERJA | 144 | | \$ 4,322.0 | 72LBS1LAKERJA | 72 | | \$ 5,510.0 |
| | | | | 96LBS1LAKERJA | 96 | | \$ 7,300.0 |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|-------|--------|------------|--------|-------|--------|------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | Forecast % _____ |
| Loose Tube / Self Supporting | | | | | | | |
| Singlemode | | | | | | | |
| .40db/km@1310nm and .30 db/km @ 1550nm | | | | | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| 8SBS1LAGEDJM | 8 | | \$ 610.0 | | | | |
| 12SBS1LAGEDJM | 12 | | \$ 660.0 | | | | |
| 24SBS1LAGEDJM | 24 | | \$ 940.0 | | | | |
| 36SBS1LAGEDJM | 36 | | \$ 1,250.0 | | | | |
| 48SBS1LAGEDJM | 48 | | \$ 1,560.0 | | | | |
| 72SBS1LAGEDJM | 72 | | \$ 2,150.0 | | | | |
| 96SBS1LAGEDJM | 96 | | \$ 2,700.0 | | | | |
| 144SBS1LAGEDJM | 144 | | \$ 3,800.0 | | | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|---|-------|--------|------------|---|-------|------------------|------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | Forecast % _____ | |
| Riser Rated - Tight Buffered Distribution | | | | Riser Rated - Tight Buffered Distribution | | | |
| Singlemode | | | | Multimode | | | |
| .70db/km@1310nm and .70 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm : | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| 24SESXTATERNP | 24 | | \$ 1,050.0 | 24PBSXTATERNP | 24 | | \$ 2,105.0 |
| 36SESXTATERNP | 36 | | \$ 2,020.0 | 36PBSXTATERNP | 36 | | \$ 3,766.0 |
| 48SESXTATERNP | 48 | | \$ 2,480.0 | 48PBSXTATERNP | 48 | | \$ 4,739.0 |
| 60SESXTATERNP | 60 | | \$ 2,940.0 | 60PBSXTATERNP | 60 | | \$ 5,196.0 |
| 72SESXTATERNP | 72 | | \$ 3,660.0 | 72PBSXTATERNP | 72 | | \$ 6,727.0 |
| | | | | | | | |
| | | | | | | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|---|--------------------|------------------|---------------------------|---|--------------------|------------------|---------------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | Forecast % | | | |
| Riser Rated - Tight Buffered Simplex | | | | Riser Rated - Tight Buffered Simplex | | | |
| Singlemode | | | | Multimode | | | |
| .70db/km@1310nm and .70 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm | | | |
| | | | | | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| 1SEXXTATNRSS | 1 | | \$ 70.0 | 1PBXXTATNRSS | 1 | | \$ 122.0 |
| | | | | | | | |
| Riser Rated - Tight Buffered Zipcord | | | | Riser Rated - Tight Buffered Zipcord | | | |
| Singlemode | | | | Multimode | | | |
| .70db/km@1310nm and .70 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm | | | |
| | | | | | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| 2SEXXTATNRZS | 2 | | \$ 125.0 | 2PBXXTATNRZS | 2 | | \$ 200.0 |
| | | | | | | | |
| Riser Rated - Tight Buffered Premise Cable | | | | Riser Rated - Tight Buffered Premise Cable | | | |
| Singlemode | | | | Multimode | | | |
| .70db/km@1310nm and .70 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm | | | |
| | | | | | | | |
| Part # | Fiber Count | Volume FT | Price Per 1000 FT. | Part # | Fiber Count | Volume FT | Price Per 1000 FT. |
| 2SEXXTATNRNR | 2 | | \$ 123.0 | PBXXTATNRNR | 2 | | \$ 211.0 |
| 4SEXXTATNRNR | 4 | | \$ 214.0 | PBXXTATNRNR | 4 | | \$ 382.0 |
| 6SEXXTATNRNR | 6 | | \$ 280.0 | PBXXTATNRNR | 6 | | \$ 532.0 |
| 12SEXXTATNRNR | 12 | | \$ 525.0 | PBXXTATNRNR | 12 | | \$ 1,017.0 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|---|-------|--------|-----------|---|-------|--------|------------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | Forecast % _____ |
| Plenum Rated - Tight Buffered Simplex | | | | Plenum Rated - Tight Buffered Simplex | | | |
| Singlemode | | | | Multimode | | | |
| .70db/km@1310nm and .70 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| 1SEXXTATNPSS | 1 | | \$ 85.0 | 1PBXXTATNPSS | 1 | | \$ 127.0 |
| | | | | | | | |
| Plenum Rated - Tight Buffered Zipcord | | | | Plenum Rated - Tight Buffered Zipcord | | | |
| Singlemode | | | | Multimode | | | |
| .70db/km@1310nm and .70 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| 2SEXXTATNPZS | 2 | | \$ 157.0 | 2PBXXTATNPZS | 2 | | \$ 232.0 |
| | | | | | | | |
| Plenum Rated - Tight Buffered Premise Cable | | | | Plenum Rated - Tight Buffered Premise Cable | | | |
| Singlemode | | | | Multimode | | | |
| .70db/km@1310nm and .70 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| 2SEXXTATNPND | 2 | | \$ 158.0 | PBXXTATNPND | 2 | | \$ 231.0 |
| 4SEXXTATNPND | 4 | | \$ 249.0 | PBXXTATNPND | 4 | | \$ 402.0 |
| 6SEXXTATNPND | 6 | | \$ 356.0 | PBXXTATNPND | 6 | | \$ 590.0 |
| 12SEXXTATNPND | 12 | | \$ 624.0 | PBXXTATNPND | 12 | | \$ 1,083.0 |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |

"Model 1"
As Ordered Contract Pricing

| Single Mode Fiber Optic Cable | | | | | | | |
|--|-------|--------|------------|--|-------|--------|------------|
| RFP 97-0002-DW | | | | | | | |
| PRICE MATRIX | | | | | | | |
| | | | | | | | Forecast % |
| Plenum Rated - Tight Buffered Distribution | | | | Plenum Rated - Tight Buffered Distribution | | | |
| Singlemode | | | | Multimode | | | |
| .70db/km@1310nm and .70 db/km @ 1550nm | | | | 3.5db/km@850nm and 1.5db/km@1300nm | | | |
| | | | | | | | |
| Part # | Fiber | Volume | Price Per | Part # | Fiber | Volume | Price Per |
| | Count | FT | 1000 FT. | | Count | FT | 1000 FT. |
| 24SESXTATEPNR | 24 | | \$ 1,304.0 | 24PBSXTATEPNR | 24 | | \$ 2,348.0 |
| 36SESXTATEPNR | 36 | | \$ 2,040.0 | 36PBSXTATEPNR | 36 | | \$ 4,300.0 |
| 48SESXTATEPNR | 48 | | \$ 2,740.0 | 48PBSXTATEPNR | 48 | | \$ 5,640.0 |
| 60SESXTATEPNR | 60 | | \$ 3,570.0 | 60PBSXTATEPNR | 60 | | \$ 6,700.0 |
| 72SESXTATEPNR | 72 | | \$ 3,954.0 | 72PBSXTATEPNR | 72 | | \$ 8,570.0 |

Connectivity Products
RFP 97-0002-DW
PRICE MATRIX

Simplex Singlemode Fiber Jumper Cable Assemblies, 3.0 mm Cord

| Part Number | Fiber Count | U/M | Product # | Unit Price |
|-----------------------|-------------|-----|---|------------|
| SI-01-001-CA-A-A-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/UPC to SC/UPC, w/3.0mm cor | \$24.33 |
| SI-01-001-CA-A-B-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/UPC to SC/APC, w/3.0mm cor | \$32.03 |
| SI-01-001-CA-A-C-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/UPC to FC/UPC, w/3.0mm cor | \$24.52 |
| SI-01-001-CA-A-D-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/UPC to FC/APC, w/3.0mm cor | \$32.03 |
| SI-01-001-CA-A-E-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/UPC to ST/UPC, w/3.0mm cor | \$24.25 |
| SI-01-001-CA-B-B-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/APC to SC/APC, w/3.0mm cor | \$39.73 |
| SI-01-001-CA-B-C-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/APC to FC/APC, w/3.0mm cor | \$32.22 |
| SI-01-001-CA-B-D-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/APC to FC/APC, w/3.0mm cord | \$39.73 |
| SI-01-001-CA-B-E-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, SC/APC to ST/UPC, w/3.0mm cor | \$31.95 |
| SI-01-001-CA-C-C-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, FC/UPC to FC/UPC, w/3.0mm cor | \$24.71 |
| SI-01-001-CA-C-D-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, FC/UPC to FC/APC, w/3.0mm cor | \$32.22 |
| SI-01-001-CA-C-E-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, FC/UPC to ST/UPC, w/3.0mm cor | \$24.44 |
| SI-01-001-CA-D-D-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, FC/APC to FC/APC, w/3.0mm cor | \$39.73 |
| SI-01-001-CA-D-E-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, FC/APC to ST/UPC, w/3.0mm cor | \$31.95 |
| SI-01-001-CA-E-E-0001 | 1 | ea | One Meter Simplex Singlemode Jumper, ST/UPC to ST/UPC, w/3.0mm cor | \$24.18 |

Add \$.24 for every extra meter of 3.0 mm simplex cable added

Example:

For a two meter Simplex Singlemode Jumper, SC/UPC to SC/UPC, w/3.0mm cord, add \$.24 to the one meter jumper price of \$24.33 to get a total of \$24.57

Simplex Singlemode Fiber Jumper Cable Assemblies, 900um Cord

| Part Number | Fiber Count | U/M | Product # | Unit Price |
|-----------------------|-------------|-----|--|------------|
| SI-09-001-CA-A-A-0001 | 1 | ea | One Meter Singlemode Jumper, SC/UPC to SC/UPC, w/900 um cord | \$24.20 |
| SI-09-001-CA-A-B-0001 | 1 | ea | One Meter Singlemode Jumper, SC/UPC to SC/APC, w/900 umcord | \$31.90 |
| SI-09-001-CA-A-C-0001 | 1 | ea | One Meter Singlemode Jumper, SC/UPC to FC/UPC, w/900 um cord | \$24.39 |
| SI-09-001-CA-A-D-0001 | 1 | ea | One Meter Singlemode Jumper, SC/UPC to FC/APC, w/900 um cord | \$31.90 |
| SI-09-001-CA-A-E-0001 | 1 | ea | One Meter Singlemode Jumper, SC/UPC to ST/UPC, w/900 um cord | \$24.13 |
| SI-09-001-CA-B-B-0001 | 1 | ea | One Meter Singlemode Jumper, SC/APC to SC/APC, w/900 um cord | \$39.60 |
| SI-09-001-CA-B-C-0001 | 1 | ea | One Meter Singlemode Jumper, SC/APC to FC/UPC, w/900 um cord | \$32.09 |
| SI-91-001-CA-B-D-0001 | 1 | ea | One Meter Singlemode Jumper, SC/APC to FC/APC, w/900 um cord | \$39.60 |
| SI-09-001-CA-B-E-0001 | 1 | ea | One Meter Singlemode Jumper, SC/APC to ST/UPC, w/900 um cord | \$31.83 |
| SI-09-001-CA-C-C-0001 | 1 | ea | One Meter Singlemode Jumper, FC/UPC to FC/UPC, w/900 um cord | \$24.58 |
| SI-09-001-CA-C-D-0001 | 1 | ea | One Meter Singlemode Jumper, FC/UPC to FC/APC, w/900 um cord | \$32.09 |
| SI-09-001-CA-C-E-0001 | 1 | ea | One Meter Singlemode Jumper, FC/UPC to ST/UPC, w/900 um cord | \$24.32 |
| SI-09-001-CA-D-D-0001 | 1 | ea | One Meter Singlemode Jumper, FC/APC to FC/APC, w/900 um cord | \$39.60 |
| SI-09-001-CA-D-E-0001 | 1 | ea | One Meter Singlemode Jumper, FC/APC to ST/UPC, w/900 um cord | \$31.83 |
| SI-09-001-CA-E-E-0001 | 1 | ea | One Meter Singlemode Jumper, ST/UPC to ST/UPC, w/900 um cord | \$24.05 |

Add \$.12 for every extra meter of 3.0 mm simplex cable added

Example:

For a two meter Simplex Singlemode Jumper, SC/UPC to SC/UPC, w/900 um cord, add \$.12 to the one meter jumper price of \$24.20 to get a total of \$24.32

Connectivity Products
RFP 97-0002-DW
PRICE MATRIX

Simplex Multimode Fiber Jumper Cable Assemblies, 3.0 mm Cord

| Part Number | Fiber Count | U/M | Product # | Unit Price |
|-----------------------|-------------|-----|--|------------|
| SI-01-001-CA-A-A-0001 | 1 | ea | One Meter Simplex Multimode Jumper, SC/UPC to SC/UPC, w/3.0mm cord | \$21.62 |
| SI-01-001-CA-A-C-0001 | 1 | ea | One Meter Simplex Multimode Jumper, SC/UPC to FC/UPC, w/3.0mm cord | \$22.46 |
| SI-01-001-CA-A-E-0001 | 1 | ea | One Meter Simplex Multimode Jumper, SC/UPC to ST/UPC, w/3.0mm cord | \$18.23 |
| SI-01-001-CA-C-C-0001 | 1 | ea | One Meter Simplex Multimode Jumper, FC/UPC to FC/UPC, w/3.0mm cord | \$23.30 |
| SI-01-001-CA-C-E-0001 | 1 | ea | One Meter Simplex Multimode Jumper, FC/UPC to ST/UPC, w/3.0mm cord | \$19.07 |
| SI-01-001-CA-E-E-0001 | 1 | ea | One Meter Simplex Multimode Jumper, ST/UPC to ST/UPC, w/3.0mm cord | \$14.83 |

Add \$0.40 for every extra meter of 3.0 mm simplex cable added

Simplex Multimode Fiber Jumper Cable Assemblies, 900um Cord

| Part Number | Fiber Count | U/M | Product # | Unit Price |
|-----------------------|-------------|-----|---|------------|
| M6-09-001-CA-A-A-0001 | 1 | ea | One Meter Multimode Jumper, SC/UPC to SC/UPC, w/900 um cord | \$21.41 |
| M6-09-001-CA-A-C-0001 | 1 | ea | One Meter Multimode Jumper, SC/UPC to FC/UPC, w/900 um cord | \$22.25 |
| M6-09-001-CA-A-E-0001 | 1 | ea | One Meter Multimode Jumper, SC/UPC to ST/UPC, w/900 um cord | \$18.02 |
| M6-09-001-CA-C-C-0001 | 1 | ea | One Meter Multimode Jumper, FC/UPC to FC/UPC, w/900 um cord | \$23.09 |
| M6-09-001-CA-C-E-0001 | 1 | ea | One Meter Multimode Jumper, FC/UPC to ST/UPC, w/900 um cord | \$18.86 |
| M6-09-001-CA-E-E-0001 | 1 | ea | One Meter Multimode Jumper, ST/UPC to ST/UPC, w/900 um cord | \$14.63 |

Add \$0.19 for every meter of 900 um simplex cable added

Wall Mount Customer Premises Unit and Accessories

| Part Number | Fiber Count | U/M | Product # | Unit Price |
|-----------------------------|-------------|-----|--|------------|
| SI-TB-012-PP-A-X-0001-B-XXX | 12 | ea | 24 fiber wall mount e/w 12 SC/UPC 1m 900um pigtails | \$323.69 |
| SI-TB-024-PP-A-X-0001-B-XXX | 12 | ea | 24 fiber wall mount e/w 24 SC/UPC 1m 900um pigtails | \$550.14 |
| SI-TB-012-PP-C-X-0001-B-XXX | 12 | ea | 24 fiber wall mount e/w 12 FC/UPC 1m 900um pigtails | \$336.08 |
| SI-TB-024-PP-C-X-0001-B-XXX | 12 | ea | 24 fiber wall mount e/w 24 FC/UPC 1m 900um pigtails | \$578.59 |
| ST-12-SI-FU | N/A | | 12 Fiber Splice Tray, Heat Shrink Fusion | \$18.00 |
| AC-SI-60 | N/A | | 60 mm Single Fiber Splice Protection Sleeves (pkg Of 50) | \$20.00 |

ALCATER

EXHIBIT B
PRODUCT AND PRODUCT PRICES

RECEIVED
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DECLASSIFIED

ATTACHMENT II

25% MS

**Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX**

Core Tube Construction

.40db/km@1310nm and .30 db/km @ 1550nm

Market Share Commitment

25% Minimum

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
|-------------|-----------|--------------------|

Armored

| | | |
|----|-----------|------------|
| 6 | | |
| 12 | 5,285,727 | \$427.00 |
| 24 | 9,084,604 | \$616.00 |
| 36 | 2,359,749 | \$822.00 |
| 48 | 1,002,667 | \$999.00 |
| 60 | | |
| 72 | 198,906 | \$1,443.00 |
| 84 | | |
| 96 | 288,560 | \$1,879.00 |

Core Tube Construction

.35db/km@1310nm and .23 db/km @ 1550nm

25% Minimum

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
|-------------|-----------|--------------------|

Armored

| | | |
|----|-----------|------------|
| 6 | | |
| 12 | 1,546 | \$448.35 |
| 24 | 1,265,315 | \$646.80 |
| 36 | 3,550 | \$863.10 |
| 48 | 32,000 | \$1,048.95 |
| 60 | | |
| 72 | | |
| 84 | | |
| 96 | 10,000 | \$1,972.95 |

25% MS

**Single Mode Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX**

**Core Tube Construction
.40db/km@1310nm and .30 db/km @ 1550nm
Market Share Commitment**

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-------------|-----------|--------------------|
| Non-Armored | 6 | | |
| | 12 | 1,724,046 | \$444.00 |
| | 24 | 2,318,857 | \$627.00 |
| | 36 | 2,129,112 | \$832.00 |
| | 48 | 667,914 | \$1,016.00 |
| | 60 | | |
| | 72 | 201,268 | \$1,469.00 |
| | 84 | | |
| | 96 | 366,073 | \$1,917.00 |

**Core Tube Construction
.35db/km@1310nm and .23 db/km @ 1550nm
25% Minimum**

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-------------|-----------|--------------------|
| Non-Armored | 6 | | |
| | 12 | 3,153 | \$466.20 |
| | 24 | | |
| | 36 | | |
| | 48 | | |
| | 60 | | |
| | 72 | | |
| | 84 | | |
| | 96 | | |

**Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX**

25% MS

Core Tube Construction

.40db/km@1310nm and .30 db/km @ 1550nm

Rodent/Lightning Protected (Double Armored)

Market Share Commitment

25% Minimum

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|----------------------|
| Armored | 6 | |
| | 12 | 633,023 \$793.79 |
| | 24 | 1,176,730 \$1,093.55 |
| | 36 | 531,282 \$1,387.83 |
| | 48 | 11,050 \$1,737.55 |
| | 60 | |
| | 72 | 6,550 \$2,369.32 |
| | 84 | |
| | 96 | \$2,859.65 |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | |

Core Tube Construction

.35db/km@1310nm and .23 db/km @ 1550nm

Rodent/Lightning Protected (Double Armored)

25% Minimum

| Fiber Count | Volume FT |
|-------------|-----------|
| Armored | 6 |
| | 12 |
| | 24 |
| | 36 |
| | 48 |
| | 60 |
| | 72 |
| | 84 |
| | 96 |
| | 108 |
| | 120 |
| | 132 |
| | 144 |
| | 156 |
| | 168 |
| | 180 |
| | 192 |
| | 204 |
| | 216 |

Single Mode Fiber Optic Cable

RFP 97-0002-DW

PRICE MATRIX

25% MS

Loose Tube

.40db/km@1310nm and .30 db/km @ 1550nm

Loose Tube

.35db/km@1310nm and .23 db/km @ 1550nm

**Market Share Commitment
25% Minimum**

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------------------|-------------|-----------|--------------------|
| Armored | 6 | | |
| "Single Jacket Armored" | 12 | 1,063,177 | \$ 436.00 |
| | 24 | 2,974,818 | \$ 625.00 |
| | 36 | 1,651,805 | \$ 836.00 |
| | 48 | 2,683,324 | \$ 1,023.00 |
| | 60 | | |
| | 72 | 16,404 | \$ 1,470.00 |
| | 84 | | |
| | 96 | 561,120 | \$ 1,914.00 |
| | 108 | | |
| | 120 | | |
| | 132 | | |
| | 144 | 271,418 | \$ 2,895.00 |
| | 156 | | |
| | 168 | | |
| | 180 | | |
| | 192 | | |
| | 204 | | |
| | 216 | 3,114 | \$ 4,250.00 |

| | Fiber Count | Volume FT |
|---------|-------------|-----------|
| Armored | 6 | |
| | 12 | |
| | 24 | |
| | 36 | |
| | 48 | |
| | 60 | |
| | 72 | |
| | 84 | |
| | 96 | |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | |

**Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX**

25% MS

Loose Tube Construction

.40db/km@1310nm and .30 db/km @ 1550nm

**Market Share Commitment
25% Minimum**

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
| Non-Armored | 6 | |
| | 12 | 457,649 \$382.00 |
| | 24 | 793,143 \$585.00 |
| | 36 | 1,084,736 \$801.00 |
| | 48 | 414,468 \$977.00 |
| | 60 | |
| | 72 | 29,193 \$1,426.00 |
| | 84 | |
| | 96 | 190,149 \$1,861.00 |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | 42,474 \$2,816.00 |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | |

Loose Tube Construction

.35db/km@1310nm and .23 db/km @ 1550nm

| Fiber Count | Volume FT |
|-------------|-----------|
| Non-Armored | 6 |
| | 12 |
| | 24 |
| | 36 |
| | 48 |
| | 60 |
| | 72 |
| | 84 |
| | 96 |
| | 108 |
| | 120 |
| | 132 |
| | 144 |
| | 156 |
| | 168 |
| | 180 |
| | 192 |
| | 204 |
| | 216 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX**

25% MS

**Loose Tube Construction
 .40db/km@1310nm and .30 db/km @ 1550nm
 Rodent/Lightning Protected (Double Armored)**

**Market Share Commitment
 25% Minimum**

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
| Armored | 6 | |
| | 12 | |
| | 24 | 2,296 \$1,076.42 |
| | 36 | 118,109 \$1,363.73 |
| | 48 | 8,202 \$1,697.59 |
| | 60 | |
| | 72 | 1,002 \$2,341.24 |
| | 84 | |
| | 96 | |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | |

**Loose Tube Construction
 .35db/km@1310nm and .23 db/km @ 1550nm
 Rodent/Lightning Protected (Double Armored)**

| Fiber Count | Volume FT |
|-------------|-----------|
| Armored | 6 |
| | 12 |
| | 24 |
| | 36 |
| | 48 |
| | 60 |
| | 72 |
| | 84 |
| | 96 |
| | 108 |
| | 120 |
| | 132 |
| | 144 |
| | 156 |
| | 168 |
| | 180 |
| | 192 |
| | 204 |
| | 216 |

**Single Mode Fiber Optic Cable
 RFP 97-0002-DW
 PRICE MATRIX**

25% MS

Ribbon Construction

.40db/km@1310nm and .30 db/km @ 1550nm
Market Share Commitment
25% Minimum
Price Per
1000 FT.

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|----------------------|
| Armored | 6 | |
| | 12 | 17,114 \$465.50 |
| | 24 | 779,104 \$679.30 |
| | 36 | 510,856 \$929.80 |
| | 48 | 2,029,699 \$1,121.10 |
| | 60 | |
| | 72 | 2,221,785 \$1,586.50 |
| | 84 | |
| | 96 | 1,166,065 \$2,090.00 |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | 1,249,661 \$3,040.00 |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | 1,821,604 \$4,550.50 |
| | 288 | |
| | 360 | |
| | 432 | |

Ribbon Construction

.35db/km@1310nm and .23 db/km @ 1550nm
Price Per
1000 FT.

| Fiber Count | Volume FT |
|-------------|-----------|
| Armored | 6 |
| | 12 |
| | 24 |
| | 36 |
| | 48 |
| | 60 |
| | 72 |
| | 84 |
| | 96 |
| | 108 |
| | 120 |
| | 132 |
| | 144 |
| | 156 |
| | 168 |
| | 180 |
| | 192 |
| | 204 |
| | 216 |
| | 288 |
| | 360 |
| | 432 |

Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX

25% MS

Ribbon Construction

.40db/km@1310nm and .30 db/km @ 1550nm

**Market Share Commitment
25% Minimum**

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-------------|-----------|--------------------|
| Non-Armored | 6 | | |
| | 12 | 90,045 | \$494.00 |
| | 24 | 400,141 | \$703.00 |
| | 36 | 278,182 | \$879.93 |
| | 48 | 481,460 | \$1,149.50 |
| | 60 | | |
| | 72 | 635,792 | \$1,634.00 |
| | 84 | | |
| | 96 | 578,148 | \$2,090.00 |
| | 108 | | |
| | 120 | | |
| | 132 | | |
| | 144 | 546,607 | \$3,040.00 |
| | 156 | | |
| | 168 | | |
| | 180 | | |
| | 192 | | |
| | 204 | | |
| | 216 | 1,050,427 | \$4,550.50 |
| | 288 | | |
| | 360 | | |
| | 432 | | |

Ribbon Construction

.35db/km@1310nm and .23 db/km @ 1550nm

| | Fiber Count | Volume FT |
|-------------|-------------|-----------|
| Non-Armored | 6 | |
| | 12 | |
| | 24 | |
| | 36 | |
| | 48 | |
| | 60 | |
| | 72 | |
| | 84 | |
| | 96 | |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | |
| | 288 | |
| | 360 | |
| | 432 | |

Single Mode Fiber Optic Cable

RFP 97-0002-DW

PRICE MATRIX

25% MS

Ribbon Construction
.40db/km@1310nm and .30 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)

Market Share Commitment
25% Minimum

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
| Armored | 6 | |
| | 12 | 73,616 \$917.17 |
| | 24 | 112,646 \$1,201.87 |
| | 36 | 142,671 \$1,512.49 |
| | 48 | 484,459 \$1,762.61 |
| | 60 | |
| | 72 | 542,807 \$2,350.01 |
| | 84 | |
| | 96 | 201,786 \$2,970.37 |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | 358,658 \$4,170.97 |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | 212,548 \$5,964.13 |
| | 288 | |
| | 360 | |
| | 432 | |

Ribbon Construction
.35db/km@1310nm and .23 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)

Fiber Count Volume FT

| | |
|---------|-----|
| Armored | 6 |
| | 12 |
| | 24 |
| | 36 |
| | 48 |
| | 60 |
| | 72 |
| | 84 |
| | 96 |
| | 108 |
| | 120 |
| | 132 |
| | 144 |
| | 156 |
| | 168 |
| | 180 |
| | 192 |
| | 204 |
| | 216 |
| | 288 |
| | 360 |
| | 432 |

Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX

25% MS

Ribbon Riser Construction

.40db/km@1310nm and .30 db/km @ 1550nm

**Market Share Commitment
25% Minimum**

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
| Armored | 6 | |
| | 12 | 17,520 \$1,611.62 |
| | 24 | 45,865 \$2,386.10 |
| | 36 | 8,676 \$3,296.60 |
| | 48 | 5,536 \$4,144.34 |
| | 60 | |
| | 72 | 30,637 \$5,839.71 |
| | 84 | |
| | 96 | 402 \$6,681.11 |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | 5,342 \$10,021.67 |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | |
| | 288 | |
| | 360 | |
| | 432 | |

Ribbon Riser Construction

.40db/km@1310nm and .30 db/km @ 1550nm

| Fiber Count | Volume FT |
|-------------|-----------|
| Non-Armored | 6 |
| | 12 |
| | 24 |
| | 36 |
| | 48 |
| | 60 |
| | 72 |
| | 84 |
| | 96 |
| | 108 |
| | 120 |
| | 132 |
| | 144 |
| | 156 |
| | 168 |
| | 180 |
| | 192 |
| | 204 |
| | 216 |
| | 288 |
| | 360 |
| | 432 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX**

25% MS

**Loose Tube, Figure 8/Self Supporting
.40db/km@1310nm and .30 db/km @ 1550nm**

**Market Share Commitment
25% Minimum**

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------------------|-----------|--------------------|
| Armored | 6 | |
| "Single Jacket Armored" | 12 | 21,285 \$805.96 |
| | 24 | 17,758 \$1,122.26 |
| | 36 | 8,950 \$1,406.99 |
| | 48 | 8,830 \$1,709.53 |
| | 60 | |
| | 72 | 54,886 \$2,349.17 |
| | 84 | |
| | 96 | 17,300 \$3,185.80 |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | 57,177 \$6,005.74 |

**Loose Tube, Figure 8/Self Supporting
.40db/km@1310nm and .30 db/km @ 1550nm**

| Fiber Count | Volume FT |
|-------------|-----------|
| Non-Armored | 6 |
| | 12 |
| | 24 |
| | 36 |
| | 48 |
| | 60 |
| | 72 |
| | 84 |
| | 96 |
| | 108 |
| | 120 |
| | 132 |
| | 144 |
| | 156 |
| | 168 |
| | 180 |
| | 192 |
| | 204 |
| | 216 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DW
PRICE MATRIX**

**Loose Tube, Figure 8/Self Supporting
 .40db/km@1310nm and .30 db/km @ 1550nm
 Rodent/Lightning Protected (Double Armored)
 Market Share Commitment
 25% Minimum**

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
| Armored | 6 | |
| | 12 | 185 \$1,108.61 |
| | 24 | 32,513 \$1,427.27 |
| | 36 | 1,650 \$1,714.38 |
| | 48 | 7,125 \$2,049.34 |
| | 60 | |
| | 72 | |
| | 84 | |
| | 96 | 250 \$3,389.38 |
| | 108 | |
| | 120 | |
| | 132 | |
| | 144 | |
| | 156 | |
| | 168 | |
| | 180 | |
| | 192 | |
| | 204 | |
| | 216 | |

Ribbon

Ribbon, Non-Armored, 40/30 Attenuation

| GTE ITEM ID | FIBER COUN | ALCATEL PART # | SOC CODE | PRICE (effective 12/1/97) \$ PER 100' |
|----------------|---------------|-------------------|-------------|--|
|----------------|---------------|-------------------|-------------|--|

Ribbon, Non-Armored, Dry, 40/30 Attenuation

| | | | | |
|--------|-----|------------|---------------|----------|
| 554195 | 12 | FTNJR4BC12 | AL-3492RT-012 | \$49.40 |
| 554231 | 24 | FTNJR4BC24 | AL-3492RT-024 | \$70.30 |
| 554232 | 36 | FTNJR4BC36 | AL-3492RT-036 | \$87.99 |
| 554233 | 48 | FTNJR4BC48 | AL-3492RT-048 | \$114.95 |
| 554234 | 60 | FTNJR4BC60 | AL-3492RT-060 | \$174.02 |
| 554236 | 72 | FTNJR4BC72 | AL-3492RT-072 | \$163.40 |
| 554237 | 84 | FTNJR4BC84 | AL-3492RT-084 | \$220.25 |
| 554238 | 96 | FTNJR4BC96 | AL-3492RT-096 | \$209.00 |
| 554239 | 108 | FTNJR4BCA8 | AL-3492RT-108 | \$285.65 |
| 554240 | 120 | FTNJR4BCC0 | AL-3492RT-120 | \$300.50 |
| 554241 | 132 | FTNJR4BCD2 | AL-3492RT-132 | \$315.25 |
| 554242 | 144 | FTNJR4BCE4 | AL-3492RT-144 | \$304.00 |
| 554243 | 156 | FTNJR4BCF6 | AL-3492RT-156 | \$435.92 |
| 554244 | 168 | FTNJR4BCG8 | AL-3492RT-168 | \$466.03 |
| 554245 | 180 | FTNJR4BCJ0 | AL-3492RT-180 | \$490.65 |
| 554246 | 192 | FTNJR4BCK0 | AL-3492RT-192 | \$495.75 |
| 554247 | 204 | FTNJR4BCL4 | AL-3492RT-204 | \$500.05 |
| 554248 | 216 | FTNJR4BCM6 | AL-3492RT-216 | \$455.05 |
| 554249 | 288 | F3NRR4BCY8 | | |
| 554250 | 360 | F3NRR4BC6A | | |
| 554251 | 432 | F3NRR4BCDC | | |

Ribbon, Armored, Dry, 40/30 Attenuation

| | | | | |
|--------|-----|------------|---------------|----------|
| 554252 | 12 | FTRJR4BC12 | AL-34Q2RT-012 | \$46.55 |
| 554253 | 24 | FTRJR4BC24 | AL-34Q2RT-024 | \$67.93 |
| 554254 | 36 | FTRJR4BC36 | AL-34Q2RT-036 | \$92.98 |
| 554256 | 48 | FTRJR4BC48 | AL-34Q2RT-048 | \$112.11 |
| 554257 | 60 | FTRJR4BC60 | AL-34Q2RT-060 | \$172.53 |
| 554258 | 72 | FTRJR4BC72 | AL-34Q2RT-072 | \$158.65 |
| 554259 | 84 | FTRJR4BC84 | AL-34Q2RT-084 | \$225.09 |
| 554260 | 96 | FTRJR4BC96 | AL-34Q2RT-096 | \$209.00 |
| 554284 | 108 | FTRJR4BCA8 | AL-34Q2RT-108 | \$306.69 |
| 554285 | 120 | FTRJR4BCC0 | AL-34Q2RT-120 | \$317.60 |
| 554286 | 132 | FTRJR4BCD2 | AL-34Q2RT-132 | \$325.09 |
| 554287 | 144 | FTRJR4BCE4 | AL-34Q2RT-144 | \$304.00 |
| 554288 | 156 | FTRJR4BCF6 | AL-34Q2RT-156 | \$435.92 |
| 554289 | 168 | FTRJR4BCG8 | AL-34Q2RT-168 | \$450.07 |
| 554291 | 180 | FTRJR4BCJ0 | AL-34Q2RT-180 | \$462.54 |
| 554292 | 192 | FTRJR4BCK2 | AL-34Q2RT-192 | \$475.07 |
| 554293 | 204 | FTRJR4BCL4 | AL-34Q2RT-204 | \$485.53 |
| 554294 | 216 | FTRJR4BCM6 | AL-34Q2RT-216 | \$455.05 |
| 554295 | 288 | F4NDR4BCY8 | | |
| 554296 | 360 | F4NDR4BC6A | | |
| 554297 | 432 | F4NDR4BCDC | | |

EXHIBIT B
PRODUCT AND PRODUCT PRICES

DECLASSIFIED

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Market Share 38%

**Core Tube Construction
.40db/km@1310nm and .30 db/km @ 1550nm**

**Core Tube Construction
.36db/km@1310nm and .25 db/km @ 1550nm**

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|
| Armored | 6 | | \$ 283.47 |
| | 12 | 5,285,727 | \$ 396.85 |
| | 24 | 9,084,804 | \$ 869.04 |
| | 36 | 2,359,749 | \$ 940.01 |
| | 48 | 1,002,667 | \$ 1,210.99 |
| | 60 | | \$ 1,501.18 |
| | 72 | 198,906 | \$ 1,769.71 |
| | 84 | | \$ 2,061.00 |
| | 96 | 288,560 | \$ 2,326.74 |

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|
| Armored | 6 | | \$ 288.95 |
| | 12 | 1,546 | \$ 407.83 |
| | 24 | 1,265,315 | \$ 690.99 |
| | 36 | 3,550 | \$ 972.93 |
| | 48 | 32,000 | \$ 1,254.88 |
| | 60 | | \$ 1,552.01 |
| | 72 | | \$ 1,830.70 |
| | 84 | | \$ 2,132.15 |
| | 96 | 10,000 | \$ 2,408.06 |

**Single Mode Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Core Tube Construction
.40db/km@1310nm and .30 db/km @ 1550nm

Market Share 35%
Core Tube Construction
.35db/km@1310nm and .25 db/km @ 1550nm

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-------------|-----------|--------------------|
| Non-Armored | 6 | | \$ 284.38 |
| | 12 | 1,724,048 | \$ 403.88 |
| | 24 | 2,318,857 | \$ 612.98 |
| | 36 | 2,128,112 | \$ 872.04 |
| | 48 | 667,914 | \$ 1,090.76 |
| | 60 | | \$ 1,382.60 |
| | 72 | 201,268 | \$ 1,642.65 |
| | 84 | | \$ 1,900.05 |
| | 96 | 366,073 | \$ 2,057.37 |

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|
| Non-Arm | 6 | | \$ 289.87 |
| | 12 | 3,153 | \$ 414.84 |
| | 24 | | \$ 634.91 |
| | 36 | | \$ 904.98 |
| | 48 | | \$ 1,177.76 |
| | 60 | | \$ 1,433.42 |
| | 72 | | \$ 1,703.64 |
| | 84 | | \$ 1,971.21 |
| | 96 | | \$ 2,247.12 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Market Share 35%

**Core Tube Construction
.40db/km@1310nm and .30 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)**

**Core Tube Construction
.35db/km@1310nm and .25 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)**

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|
| Armored | 6 | | \$ 353.23 |
| | 12 | 633,023 | \$ 465.38 |
| | 24 | 1,176,730 | \$ 766.17 |
| | 36 | 531,282 | \$ 1,025.44 |
| | 48 | 11,050 | \$ 1,322.86 |
| | 60 | | \$ 1,560.48 |
| | 72 | 6,550 | \$ 1,833.24 |
| | 84 | | \$ 2,141.47 |
| | 96 | | \$ 2,407.21 |
| | 108 | | N/A |
| | 120 | | N/A |
| | 132 | | N/A |
| | 144 | | N/A |
| | 156 | | N/A |
| | 168 | | N/A |
| | 180 | | N/A |
| | 192 | | N/A |
| | 204 | | N/A |
| | 216 | | N/A |

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|
| Armored | 6 | | \$ 358.31 |
| | 12 | | \$ 489.10 |
| | 24 | | \$ 813.61 |
| | 36 | | \$ 1,096.60 |
| | 48 | | \$ 1,363.52 |
| | 60 | | \$ 1,611.30 |
| | 72 | | \$ 1,894.22 |
| | 84 | | \$ 2,212.62 |
| | 96 | | \$ 2,488.53 |
| | 108 | | N/A |
| | 120 | | N/A |
| | 132 | | N/A |
| | 144 | | N/A |
| | 156 | | N/A |
| | 168 | | N/A |
| | 180 | | N/A |
| | 192 | | N/A |
| | 204 | | N/A |
| | 216 | | N/A |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Market Share 35%

**Loose Tube
.40db/km@1310nm and .30 db/km @ 1550nm**

**Loose Tube
.35db/km@1310nm and .25 db/km @ 1550nm**

| | Fiber Count | Volume FT | Price Per 1000 FT. | | Fiber Count | Volume FT | Price Per 1000 FT. |
|----------------|------------------------|----------------------|-------------------------------|----------------|------------------------|----------------------|-------------------------------|
| Armored | 6 | | \$ 345.04 | Armored | 6 | | \$ 350.12 |
| | 12 | 1,063,177 | \$ 463.97 | | 12 | | \$ 474.13 |
| | 24 | 2,974,818 | \$ 682.43 | | 24 | | \$ 704.37 |
| | 36 | 1,651,806 | \$ 947.80 | | 36 | | \$ 980.72 |
| | 48 | 2,683,324 | \$ 1,161.35 | | 48 | | \$ 1,202.01 |
| | 60 | | \$ 1,453.18 | | 60 | | \$ 1,436.24 |
| | 72 | 16,404 | \$ 1,727.35 | | 72 | | \$ 1,707.02 |
| | 84 | | \$ 1,984.76 | | 84 | | \$ 2,055.91 |
| | 96 | 561,120 | \$ 2,142.08 | | 96 | | \$ 2,223.40 |
| | 108 | | \$ 2,516.35 | | 108 | | \$ 2,607.83 |
| | 120 | | \$ 2,779.42 | | 120 | | \$ 2,881.07 |
| | 132 | | \$ 3,056.30 | | 132 | | \$ 3,168.11 |
| | 144 | 271,418 | \$ 3,316.62 | | 144 | | \$ 3,438.60 |
| | 156 | | \$ 3,576.84 | | 156 | | \$ 3,708.98 |
| | 168 | | \$ 3,833.94 | | 168 | | \$ 3,976.25 |
| | 180 | | \$ 4,091.08 | | 180 | | \$ 4,243.55 |
| | 192 | | \$ 4,345.85 | | 192 | | \$ 4,508.48 |
| | 204 | | \$ 4,600.34 | | 204 | | \$ 4,773.14 |
| | 216 | 3,114 | \$ 4,855.94 | | 216 | | \$ 5,038.91 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

**Loose Tube Construction
.40db/km@1310nm and .30 db/km @ 1550nm**

**Market Share 36%
Loose Tube Construction
.35db/km@1310nm and .25 db/km @ 1550nm**

| | Fiber Count | Volume FT | Price Per 1000 FT. | | Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-------------|-----------|--------------------|---------|-------------|-----------|--------------------|
| Non-Armored | 6 | | \$ 282.92 | Non-Arm | 6 | | \$ 288.00 |
| | 12 | 457,649 | \$ 401.85 | | 12 | | \$ 412.01 |
| | 24 | 793,143 | \$ 625.22 | | 24 | | \$ 647.17 |
| | 36 | 1,084,736 | \$ 877.21 | | 36 | | \$ 907.70 |
| | 48 | 414,466 | \$ 1,090.76 | | 48 | | \$ 1,131.42 |
| | 60 | | \$ 1,314.83 | | 60 | | \$ 1,365.66 |
| | 72 | 29,193 | \$ 1,561.33 | | 72 | | \$ 1,622.32 |
| | 84 | | \$ 1,900.05 | | 84 | | \$ 1,876.34 |
| | 96 | 190,149 | \$ 2,057.37 | | 96 | | \$ 2,138.69 |
| | 108 | | \$ 2,431.64 | | 108 | | \$ 2,401.15 |
| | 120 | | \$ 2,894.71 | | 120 | | \$ 2,860.83 |
| | 132 | | \$ 2,967.47 | | 132 | | \$ 3,069.29 |
| | 144 | 42,474 | \$ 3,055.16 | | 144 | | \$ 3,177.14 |
| | 156 | | \$ 3,478.02 | | 156 | | \$ 3,610.16 |
| | 168 | | \$ 3,735.12 | | 168 | | \$ 3,877.43 |
| | 180 | | \$ 3,962.26 | | 180 | | \$ 4,144.73 |
| | 192 | | \$ 4,030.17 | | 192 | | \$ 4,409.66 |
| | 204 | | \$ 4,601.52 | | 204 | | \$ 4,674.32 |
| | 216 | | \$ 4,513.16 | | 216 | | \$ 4,940.06 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Market Share 35%

**Loose Tube Construction
.40db/km@1310nm and .30 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)**

**Loose Tube Construction
.35db/km@1310nm and .25 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)**

| | Fiber Count | Volume FT | Price Per 1000 FT. | | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|---------|-------------|-----------|--------------------|
| Armored | 6 | | \$ 459.11 | Armored | 6 | | \$ 464.19 |
| | 12 | | \$ 584.81 | | 12 | | \$ 594.98 |
| | 24 | 2,296 | \$ 833.51 | | 24 | | \$ 853.84 |
| | 36 | 118,109 | \$ 1,087.28 | | 36 | | \$ 1,117.77 |
| | 48 | 8,202 | \$ 1,384.98 | | 48 | | \$ 1,425.64 |
| | 60 | | \$ 1,822.60 | | 60 | | \$ 1,873.42 |
| | 72 | 1,002 | \$ 1,898.77 | | 72 | | \$ 1,967.75 |
| | 84 | | \$ 2,210.65 | | 84 | | \$ 2,281.80 |
| | 96 | | \$ 2,478.39 | | 96 | | \$ 2,557.71 |
| | 108 | | \$ 2,798.71 | | 108 | | \$ 2,890.19 |
| | 120 | | \$ 3,081.77 | | 120 | | \$ 3,163.42 |
| | 132 | | \$ 3,352.77 | | 132 | | \$ 3,464.58 |
| | 144 | | \$ 3,613.09 | | 144 | | \$ 3,736.07 |
| | 156 | | \$ 3,901.55 | | 156 | | \$ 4,033.69 |
| | 168 | | \$ 4,243.36 | | 168 | | \$ 4,385.67 |
| | 180 | | \$ 4,500.50 | | 180 | | \$ 4,652.97 |
| | 192 | | \$ 4,755.28 | | 192 | | \$ 4,917.90 |
| | 204 | | \$ 5,009.76 | | 204 | | \$ 5,182.56 |
| | 216 | | \$ 5,265.35 | | 216 | | \$ 5,448.32 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Market Share 35%

**Ribbon Construction
.40db/km@1310nm and .30 db/km @ 1550nm**

**Ribbon Construction
.35db/km@1310nm and .25 db/km @ 1550nm**

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|
| Armored | 6 | | N/A |
| | 12 | 17,114 | \$ 552.29 |
| | 24 | 779,104 | \$ 704.76 |
| | 36 | 510,856 | \$ 1,026.64 |
| | 48 | 2,029,699 | \$ 1,109.99 |
| | 60 | | \$ 1,382.60 |
| | 72 | 2,221,785 | \$ 1,561.31 |
| | 84 | | \$ 1,900.05 |
| | 96 | 1,166,065 | \$ 2,057.35 |
| | 108 | | \$ 2,431.64 |
| | 120 | | \$ 2,694.71 |
| | 132 | | \$ 2,957.47 |
| | 144 | 1,249,661 | \$ 3,055.16 |
| | 156 | | \$ 3,476.02 |
| | 168 | | \$ 3,735.12 |
| | 180 | | \$ 3,992.26 |
| | 192 | | \$ 4,247.02 |
| | 204 | | \$ 4,501.52 |
| | 216 | 1,821,604 | \$ 4,513.16 |
| | 288 | | \$ 7,074.66 |
| | 360 | | \$ 8,792.53 |
| | 432 | | \$ 10,490.05 |

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|
| Armored | 6 | | N/A |
| | 12 | | \$ 562.45 |
| | 24 | | \$ 752.19 |
| | 36 | | \$ 1,097.80 |
| | 48 | | \$ 1,204.86 |
| | 60 | | \$ 1,433.42 |
| | 72 | | \$ 1,703.62 |
| | 84 | | \$ 1,971.21 |
| | 96 | | \$ 2,247.09 |
| | 108 | | \$ 2,523.13 |
| | 120 | | \$ 2,796.36 |
| | 132 | | \$ 3,069.29 |
| | 144 | | \$ 3,339.77 |
| | 156 | | \$ 3,610.16 |
| | 168 | | \$ 3,877.43 |
| | 180 | | \$ 4,144.73 |
| | 192 | | \$ 4,409.66 |
| | 204 | | \$ 4,674.32 |
| | 216 | | \$ 4,940.08 |
| | 288 | | \$ 7,267.82 |
| | 360 | | \$ 8,995.83 |
| | 432 | | \$10,703.51 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Market Share 35%

**Ribbon Construction
.40db/km@1310nm and .30 db/km @ 1550nm**

**Ribbon Construction
.35db/km@1310nm and .25 db/km @ 1550nm**

| | Fiber Count | Volume FT | Price Per 1000 FT. | | Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-------------|-----------|--------------------|---------|-------------|-----------|--------------------|
| Non-Armored | 6 | | \$ - | Non-Arm | 6 | | N/A |
| | 12 | 90,045 | \$ 552.29 | | 12 | | \$ 562.45 |
| | 24 | 400,141 | \$ 704.76 | | 24 | | \$ 752.19 |
| | 36 | 278,182 | \$ 1,067.30 | | 36 | | \$ 1,067.80 |
| | 48 | 481,460 | \$ 1,109.99 | | 48 | | \$ 1,204.86 |
| | 60 | | \$ 1,382.60 | | 60 | | \$ 1,433.42 |
| | 72 | 635,792 | \$ 1,561.31 | | 72 | | \$ 1,703.62 |
| | 84 | | \$ 1,900.05 | | 84 | | \$ 1,971.21 |
| | 96 | 578,148 | \$ 2,057.35 | | 96 | | \$ 2,247.09 |
| | 108 | | \$ 2,431.64 | | 108 | | \$ 2,523.13 |
| | 120 | | \$ 2,694.71 | | 120 | | \$ 2,796.36 |
| | 132 | | \$ 2,957.47 | | 132 | | \$ 3,069.29 |
| | 144 | 546,607 | \$ 3,055.16 | | 144 | | \$ 3,339.77 |
| | 156 | | \$ 3,478.02 | | 156 | | \$ 3,610.16 |
| | 168 | | \$ 3,735.12 | | 168 | | \$ 3,877.43 |
| | 180 | | \$ 3,992.26 | | 180 | | \$ 4,144.73 |
| | 192 | | \$ 4,247.02 | | 192 | | \$ 4,409.66 |
| | 204 | | \$ 4,501.52 | | 204 | | \$ 4,674.32 |
| | 216 | 1,050,427 | \$ 4,513.16 | | 216 | | \$ 4,940.08 |
| | 288 | | \$ 7,074.66 | | 288 | | \$ 7,267.62 |
| | 360 | | \$ 8,792.53 | | 360 | | \$ 8,995.53 |
| | 432 | | \$ 10,490.05 | | 432 | | \$10,703.51 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Market Share 35%

**Ribbon Construction
.40db/km@1310nm and .30 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)**

**Ribbon Construction
.35db/km@1310nm and .25 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)**

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
| Armored | 6 | N/A |
| | 12 | \$ 749.93 |
| | 24 | \$ 929.51 |
| | 36 | \$ 1,264.95 |
| | 48 | \$ 1,307.54 |
| | 60 | \$ 1,580.24 |
| | 72 | \$ 1,758.96 |
| | 84 | \$ 2,097.70 |
| | 96 | \$ 2,363.42 |
| | 108 | \$ 2,629.29 |
| | 120 | \$ 2,892.36 |
| | 132 | \$ 3,155.12 |
| | 144 | \$ 3,295.16 |
| | 156 | \$ 3,718.02 |
| | 168 | \$ 3,975.12 |
| | 180 | \$ 4,232.26 |
| | 192 | \$ 4,487.02 |
| | 204 | \$ 4,741.52 |
| | 216 | \$ 4,997.12 |
| | 288 | \$ 7,639.39 |
| | 360 | \$ 9,357.24 |
| | 432 | \$ 11,054.76 |

| Fiber Count | Volume FT | Price Per 1000 FT. |
|-------------|-----------|--------------------|
| Armored | 6 | N/A |
| | 12 | \$ 760.10 |
| | 24 | \$ 949.84 |
| | 36 | \$ 1,295.44 |
| | 48 | \$ 1,402.51 |
| | 60 | \$ 1,631.07 |
| | 72 | \$ 1,901.27 |
| | 84 | \$ 2,168.86 |
| | 96 | \$ 2,444.74 |
| | 108 | \$ 2,720.78 |
| | 120 | \$ 2,994.01 |
| | 132 | \$ 3,268.93 |
| | 144 | \$ 3,579.77 |
| | 156 | \$ 3,860.16 |
| | 168 | \$ 4,117.43 |
| | 180 | \$ 4,384.73 |
| | 192 | \$ 4,649.66 |
| | 204 | \$ 4,914.32 |
| | 216 | \$ 5,180.08 |
| | 288 | \$ 7,832.53 |
| | 360 | \$ 9,500.54 |
| | 432 | \$11,268.22 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

Market Share 35%

**Ribbon Riser Construction
.40db/km@1310nm and .30 db/km @ 1550nm**

**Ribbon Riser Construction
.40db/km@1310nm and .30 db/km @ 1550nm**

| | Fiber Count | Volume FT | Price Per 1000 FT. | | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|---------|-------------|-----------|--------------------|
| Armored | 6 | | N/A | Non-Arm | 6 | | N/A |
| | 12 | 17,520 | N/A | | 12 | | \$ 1,070.56 |
| | 24 | 45,865 | N/A | | 24 | | \$ 1,924.57 |
| | 36 | 8,676 | N/A | | 36 | | \$ 2,379.09 |
| | 48 | 5,536 | N/A | | 48 | | \$ 3,011.95 |
| | 60 | | N/A | | 60 | | \$ 3,557.67 |
| | 72 | 30,637 | N/A | | 72 | | \$ 4,129.51 |
| | 84 | | N/A | | 84 | | \$ 4,769.65 |
| | 96 | 402 | N/A | | 96 | | \$ 5,404.01 |
| | 108 | | N/A | | 108 | | \$ 5,992.14 |
| | 120 | | N/A | | 120 | | \$ 6,539.34 |
| | 132 | | N/A | | 132 | | \$ 6,969.65 |
| | 144 | 5,342 | N/A | | 144 | | \$ 7,408.55 |
| | 156 | | N/A | | 156 | | \$ 8,643.31 |
| | 168 | | N/A | | 168 | | \$ 9,306.16 |
| | 180 | | N/A | | 180 | | \$ 9,973.05 |
| | 192 | | N/A | | 192 | | \$10,637.92 |
| | 204 | | N/A | | 204 | | \$11,302.79 |
| | 216 | | N/A | | 216 | | \$11,967.66 |
| | 288 | | N/A | | 288 | | \$15,956.87 |
| | 360 | | N/A | | 360 | | \$19,946.09 |
| | 432 | | N/A | | 432 | | \$23,935.31 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

**Loose Tube, Figure 8/Self Supporting
.40db/km@1310nm and .30 db/km @ 1550nm**

**Market Share 35%
Loose Tube, Figure 8/Self Supporting
.40db/km@1310nm and .30 db/km @ 1550nm**

| | Fiber Count | Volume FT | Price Per 1000 FT. | | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|-------------|-----------|--------------------|---------|-------------|-----------|--------------------|
| Armored | 6 | | \$ 473.23 | Non-Arm | 6 | | \$ 402.64 |
| | 12 | 21,265 | \$ 598.93 | | 12 | | \$ 528.34 |
| | 24 | 17,758 | \$ 847.63 | | 24 | | \$ 777.04 |
| | 36 | 8,950 | \$ 1,101.40 | | 36 | | \$ 1,030.81 |
| | 48 | 8,830 | \$ 1,328.51 | | 48 | | \$ 1,257.92 |
| | 60 | | \$ 1,566.13 | | 60 | | \$ 1,466.54 |
| | 72 | 54,896 | \$ 1,826.18 | | 72 | | \$ 1,755.59 |
| | 84 | | \$ 2,083.59 | | 84 | | \$ 2,013.00 |
| | 96 | 17,300 | \$ 2,434.04 | | 96 | | \$ 2,349.33 |
| | 108 | | \$ 2,699.88 | | 108 | | \$ 2,615.18 |
| | 120 | | \$ 2,962.95 | | 120 | | \$ 2,878.24 |
| | 132 | | \$ 3,225.71 | | 132 | | \$ 3,141.00 |
| | 144 | | \$ 3,488.03 | | 144 | | \$ 3,401.33 |
| | 156 | | \$ 3,830.96 | | 156 | | \$ 3,746.25 |
| | 168 | | \$ 4,066.06 | | 168 | | \$ 4,003.36 |
| | 180 | | \$ 4,345.20 | | 180 | | \$ 4,260.49 |
| | 192 | | \$ 4,569.97 | | 192 | | \$ 4,515.26 |
| | 204 | | \$ 4,854.46 | | 204 | | \$ 4,769.75 |
| | 216 | 57,177 | \$ 5,110.06 | | 216 | | \$ 5,025.35 |

**Single Mode Fiber Optic Cable
RFP 97-0002-DK
PRICE MATRIX**

**Loose Tube, Figure 8/Self Supporting
.40db/km@1310nm and .30 db/km @ 1550nm
Rodent/Lightning Protected (Double Armored)**

| | Fiber Count | Volume FT | Price Per 1000 FT. |
|---------|----------------|--------------|-----------------------|
| Armored | 6 | | \$ 747.11 |
| | 12 | 185 | \$ 872.82 |
| | 24 | 32,513 | \$ 1,121.51 |
| | 36 | 1,650 | \$ 1,375.28 |
| | 48 | 7,125 | \$ 1,602.39 |
| | 60 | | \$ 1,840.01 |
| | 72 | | \$ 2,100.06 |
| | 84 | | \$ 2,357.47 |
| | 96 | 250 | \$ 2,668.39 |
| | 108 | | \$ 2,934.24 |
| | 120 | | \$ 3,197.30 |
| | 132 | | \$ 3,460.07 |
| | 144 | | \$ 3,720.39 |
| | 156 | | \$ 3,980.61 |
| | 168 | | \$ 4,237.71 |
| | 180 | | \$ 4,494.85 |
| | 192 | | \$ 4,749.61 |
| | 204 | | \$ 5,004.11 |
| | 216 | | \$ 5,259.71 |

EXHIBIT B2

STEEL AND WOODEN REEL COSTS

STEEL REEL COSTS:

| Reel Size | Reel Cost (\$) |
|-----------|----------------|
| 46 | 217 |
| 48 | 230 |
| 50 | 233 |
| 56 | 276 |
| 60 | 333 |
| 66 | 357 |
| 72 | 386 |
| 78 | 418 |
| 83 | 588 |
| 84 | 590 |
| 96 | 721 |

WOODEN REEL COSTS:

| Reel Size | Reel Cost (\$) |
|-----------|----------------|
| 32 | 63 |
| 36 | 70 |
| 42 | 75 |
| 46 | 90 |
| 48 | 105 |
| 54 | 132 |
| 60 | 160 |
| 66 | 209 |
| 72 | 293 |
| 78 | 304 |
| 84 | 363 |
| 96 | 496 |



WBM