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ORIGINAL
FILE COPY

September 22, 1993

Mr. Steve C. Tribble
Director, Division of Records and Reporting
Florida Public Service Commission
101 East Gaines Street
Tallahassee, Florida 32301

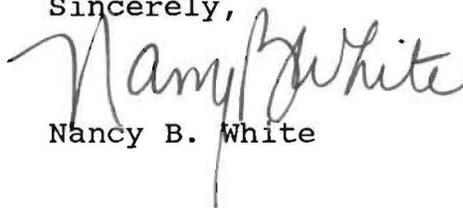
RE: Docket No. 920260-TL

Dear Mr. Tribble:

Enclosed are an original and fifteen copies of Southern Bell Telephone and Telegraph Company's Request for Confidential Classification. Please file this document in the above-captioned docket.

A copy of this letter is enclosed. Please mark it to indicate that the original was filed and return the copy to me. Copies have been served on the parties shown on the attached Certificate of Service.

Sincerely,



Nancy B. White

Enclosures

cc: All Parties of Record
A. M. Lombardo
H. R. Anthony
R. D. Lackey

DOCUMENT NUMBER-DATE

10284 SEP 23 1993

FLORIDA PUBLIC SERVICE COMMISSION
DIVISION OF RECORDS/REPORTING

CERTIFICATE OF SERVICE

Docket No. 920260-TL

Docket No. 900960-TL

Docket No. 910163-TL

Docket No. 910727-TL

I HEREBY CERTIFY that a copy of the foregoing has been furnished by United States Mail this 22nd day of September, 1993 to:

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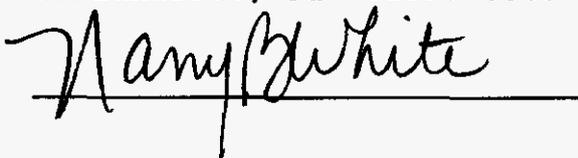
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Nancy White

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Comprehensive Review of)
the Revenue Requirements and Rate) Docket No. 920260-TL
Stabilization Plan of Southern)
Bell Telephone and Telegraph) Filed: September 22, 1993
Company)
_____)

SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY'S
REQUEST FOR CONFIDENTIAL CLASSIFICATION

COMES NOW BellSouth Telecommunications, Inc., d/b/a Southern Bell Telephone and Telegraph Company ("Southern Bell" or "Company"), pursuant to Rule 25-22.006, Florida Administrative Division Code, and files its Request for Confidential Classification for the information provided in response to Item Nos. 645(g) and 645(k) of Staff's Thirty-Fourth Set of Interrogatories and Item No. 243 of Staff's Twenty-Fifth Request for Production of Documents, both dated August 18, 1993.

1. Southern Bell is filing its Request for Confidential Classification for its Responses to Interrogatory Item Nos. 645(g) and 645(k) and Document Request 243 because it deems the information requested as confidential and proprietary business information in that it pertains to ESSX and inside wire market demand and cross-elasticities segregated by class of customer. Because competitors who offer these services can use this information as a resource, disclosure of this information impairs Southern Bell's ability to compete.

2. Southern Bell has appended to this Request for Confidential Classification as Attachment A a listing showing the location in the Interrogatory responses of the information designated by Southern Bell as confidential.

DOCUMENT NUMBER-DATE

10284 SEP 23 83

1000-RECORDS/REPORTING

1000-RECORDS/REPORTING

location in the Interrogatory responses of the information designated by Southern Bell as confidential.

3. Appended hereto in an envelope designated as Attachment B are two edited copies of the Interrogatory responses with the confidential information deleted.

4. Attached as Attachment C is a sealed envelope containing copies of the Interrogatory responses with the material which is confidential and proprietary highlighted. Copies of Attachment C are not being served on the other parties in this proceeding.

5. Regarding Southern Bell's responses containing inside wire information, the data discloses Southern Bell's market demand and cross-elasticity data for the provision of its inside wire services. Southern Bell's provision of its inside wire services in Florida is currently nonregulated pursuant to Rule 25-4.035, Florida Administrative Code and is provided in a competitive environment. Alternative providers of inside wire related services are currently operating in the same markets as Southern Bell and other LECs in Florida. For instance, in Southern Bell's territory, electrical contractors, cable television companies, and other wiring specialists provide the same types of services as provided by Southern Bell. Moreover, the hardware and materials necessary for such businesses to offer competing inside wire services, including customer premises equipment, jacks, protectors and wire, are readily available at retail electronics stores and other outlets. Therefore, all

market information relating to inside wire should be afforded confidential classification pursuant to Section 364.183(3)(a) and (e), Florida Statutes. The information discloses Southern Bell's market demand and cross elasticity data and information pertaining to this competitive line of business, which if publicly disclosed would be harmful to Southern Bell's competitive business.

6. Revealing Southern Bell's inside wire marketing demand and cross-elasticity data on the public record would give competitors a significant advantage in devising marketing and pricing strategies. Knowledge of the market for simple inside wire maintenance activities will help competitors and potential competitors to assess their chances for success in this segment of the business. Armed with this information, a competitor would gain the ability to determine trends and know exactly when and where it could most profitably enter this market.

7. With respect to the market demand and cross-elasticity information by class of customer relating to ESSX service, this data is highly proprietary and should not be made available to Southern Bell's competitors, which include providers of Public Branch Exchange ("PBX") systems and key systems. ESSX service is provided in competition with these alternative providers, and the disclosure of the market demand and cross-elasticity information relating to components of ESSX service would harm Southern Bell's competitive business. Section 364.183(3)(e), Florida Statutes, specifically provides an exemption from the inspection and

examination provision of Section 119.07(1), Florida Statutes, for information relating to competitive interests, the disclosure of which would impair the competitive business of a provider of such information.

8. In many instances, a potential customer requests bids from various vendors providing the types service and equipment the customer may wish to purchase. In situations in which ESSX service is one competitive alternative, Southern Bell must utilize contract service arrangements ("CSAs") pursuant to General Subscriber Service Tariff Section A5.7, which allows Southern Bell to develop customer-specific prices in lieu of existing tariff offerings in order to compete for such business. If Southern Bell's competitors are provided Southern Bell's market demand and cross-elasticity data for ESSX service, they will know with almost complete certainty where and when to make bids relative to their competitive alternative in order to win the contract. Southern Bell does not have unrestricted access to its competitors' costs of providing their products and services. It would be inequitable and unfair to allow public access to Southern Bell's similar information. The competitors would have a significant advantage over Southern Bell in this market if Southern Bell was forced to publicly disclose its market demand information of a similar kind.

9. With the information furnished to Staff, competitors of Southern Bell's ESSX service could determine trends in the market. This could assist them by advising them as to which

markets would be the most profitable to enter. It would also tell competitors the most profitable time at which to enter the market. Essentially, release of this information will place competitors in an advantageous position with regard to their marketing strategies, thus harming Southern Bell's business operations.

10. Southern Bell has treated and intends to continue to treat the material for which confidential classification is sought as private, and this information has not been generally disclosed.

WHEREFORE, based on the foregoing, Southern Bell moves the Prehearing Officer to enter an order declaring the information described above and contained in the indicated portions of the attachments to be proprietary confidential business information, and thus not subject to public disclosure.

Respectfully submitted this 22nd day of September, 1993.

SOUTHERN BELL TELEPHONE
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ATTACHMENT A

**FPSC DOCKET 920260-TL
SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY
REQUEST FOR CONFIDENTIAL CLASSIFICATION**

(I)

STAFF'S 34TH SET OF INTERROGATORIES, ITEM 645(g)

JUSTIFICATION FOR CONFIDENTIALITY REQUEST

This material contains price elasticity information useful to competitors of ESSX^R services, such as PBX and key system vendors. Price elasticity information is useful to competitors of ESSX^R in the establishment of their pricing strategies. Thus, public disclosure of this information would impair the competitive business operations of Southern Bell. As such, this information is classified as confidential business information pursuant to Section 364.183, Florida Statutes, and is exempt from the Open Records Act.

LOCATION OF PROPRIETARY INFORMATION

Page 1 of 2, Interrogatory 645(g), lines 26, 31, and 34 in the columns designated as Small, Medium, and Large.

(II)

STAFF'S 34TH SET OF INTERROGATORIES, ITEM 645(k)

JUSTIFICATION FOR CONFIDENTIALITY REQUEST

This material contains price elasticity information useful to competitors of Inside Wiring services, such as electrical contractors and independent telephone wiring vendors. Price elasticity information is useful to competitors of Inside Wiring in the establishment of their pricing strategies. Thus, public disclosure of this information would impair the competitive business, and/or unregulated operations of Southern Bell. As such, this information is classified as confidential business information pursuant to Section 364.183, Florida Statutes, and is exempt from the Open Records Act.

LOCATION OF PROPRIETARY INFORMATION

Page 1 of 1, Interrogatory 645(k), lines 21 and 22, price elasticities for Non-recurring Inside Wire and Recurring Inside Wire.

(III)
DISKETTE CONTAINING ESSX^R STUDIES
STAFF'S 25TH REQUEST FOR PRODUCTION OF DOCUMENTS, ITEM 243

JUSTIFICATION FOR CONFIDENTIALITY REQUEST

This material contains price elasticity information, market share information, and market demand information useful to competitors of ESSX^R services, such as PBX and key system vendors. Price elasticity, market demand information, and market share information are useful to competitors of ESSX^R in the establishment of their pricing strategies. Thus, public disclosure of this information would impair the competitive business operations of Southern Bell. As such, this information is classified as confidential business information pursuant to Section 364.183, Florida Statutes, and is exempt from the Open Records Act.

LOCATION OF PROPRIETARY INFORMATION

- 1) One Diskette containing ESSX^R study data files of:
FLS.WK1 - FLORIDA SMALL ESSX
FLM.WK1 - FLORIDA MEDIUM ESSX
FLL.WK1 - FLORIDA LARGE ESSX

The proprietary data in these files are columns "C" (Demand associated with customers within 2.5 miles of our central office), "D" (Loop revenue associated with customers within 2.5 miles of our C.O.), "E" (Demand associated with customers > 2.5 miles of our central office), and "F" (Loop revenue associated with customers > 2.5 miles of our C.O.).

- For the ESSX^R study data files of:
FLSPOOL.WK1
FLMPOOL.WK1
FLLPOOL.WK1

The proprietary data are columns "D" (Total demand in that mileage band) and "E" (Total loop revenue associated with the demand in that mileage band).

(IV)
**DISKETTES CONTAINING NON RECURRING INSIDE WIRE STUDIES
& RECURRING INSIDE WIRE STUDIES**

STAFF'S 25TH REQUEST FOR PRODUCTION OF DOCUMENTS, ITEM 243

JUSTIFICATION FOR CONFIDENTIALITY REQUEST

This material contains market demand information useful to competitors of Inside Wiring services, such as electrical contractors and independent telephone wiring vendors. Studies of market demand and market share information are useful to competitors of Inside Wiring in the establishment of their pricing strategies. Thus, public disclosure of this information would impair the competitive business, and/or unregulated operations of Southern Bell. As such, this information is classified as confidential business information pursuant to Section 364.183, Florida Statutes, and is exempt from the Open Records Act.

The following is an index of material found in Staff's 25th Request for Production of Documents, Item 243 designated by Southern Bell as proprietary and confidential.

1) One Diskette containing the Non-recurring Inside Wire Study. The proprietary information on this diskette is located in data file SHZSB.WK1, column "E" (Demand); and in data file SHZSCB.WK1, column "E" (Demand).

2) One Diskette containing the Recurring Inside Wire Studies. the proprietary information on this diskette is located in data file SCB.WK1, columns "E" (Residential SEQ1X Demand) and "G" (Business SEQ1X demand); and data file SB.WK1, columns "G" (WMR demand), "H" (WMR demand adjusted), "I" (WMQ demand), and "J" (Residential & Business combined SEQ1X demand).

(V)
ESSX^R SERVICE DEMAND ANALYSIS
STAFF'S 25TH REQUEST FOR PRODUCTION OF DOCUMENTS, ITEM 243

JUSTIFICATION FOR CONFIDENTIALITY REQUEST

This material contains price elasticity information, market share information, and market demand information useful to competitors of ESSX^R services, such as PBX and key system vendors. Price elasticity, market demand information, and market share

information are useful to competitors of ESSX^R in the establishment of their pricing strategies. Thus, public disclosure of this information would impair the competitive business operations of Southern Bell. As such, this information is classified as confidential business information pursuant to Section 364.183, Florida Statutes, and is exempt from the Open Records Act.

LOCATION OF PROPRIETARY INFORMATION
ESSX^R SERVICE DEMAND ANALYSIS - FLORIDA

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FO1B25Z 3	Line 20, 22
4	Line 6
5	Graph labels
7	Lines 11, 13, 26
9	Graph
15	Graph average page axis
16	Lines 3, 4, 6, 9, 15, 16
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18	Line 6
20	Line 3
21	Graph points and station lines axis
22	Graph station line and mileage band axis
23	Graph X & Y axis
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25	Line 14
26	Line 1
27	Graph X & Y axis
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45	Lines 4-6, Columns B, C, F, G
45	Lines 17-47, Columns A-B
47	Lines 1-3, Columns A, B, E, F
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(VI)
DEMAND ANALYSIS: INSIDE WIRE MONTHLY PLANS
AND NON-RECURRING INSIDE WIRE

STAFF'S 25TH REQUEST FOR PRODUCTION OF DOCUMENTS, ITEM 243

JUSTIFICATION FOR CONFIDENTIALITY REQUEST

This material contains price elasticity, market demand, and market share information useful to competitors of Inside Wiring services, such as electrical contractors and independent telephone wiring vendors. Price elasticity, market demand information, and market share information are useful to competitors of Inside Wiring in the establishment of their pricing strategies. Thus, public disclosure of this information would impair the competitive business, and/or unregulated operations of Southern Bell. As such, this information is classified as confidential business information pursuant to Section 364.183, Florida Statutes, and is exempt from the Open Records Act.

LOCATION OF PROPRIETARY INFORMATION

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111	Lines (10-13, 22-25, 34-37, 46-49) Columns A-H
112	Lines (9-12, 20-23, 31-34, 42-45) Columns A-H
113	Lines 8-11
114	Lines (9-11, 19-21, 29-31, 39-41) Columns A-H
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149, 151	Graphs
153-162	Columns A-D, F-H
163-175	Columns A, C, E-G
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183-186	Columns A, B
188	Lines 35-41, Columns A, B, E, F
188	Lines 44-49, Columns A-B
189	Columns A, B
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190	Lines 36-57, Column D
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228	Lines 6-10
228	Lines 16-48, Columns C & D
230	Lines 6-10
230	Lines 16-50, Columns C & D
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	263	Lines 5-9
	263	Lines 16-51, Columns C & D
	265	Lines 5-9
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	267	Lines 5-9
	267	Lines 16-51, Columns C & D
	269	Lines 5-9
	269	Lines 16-51, Columns C & D
	271	Lines 5-12
272-275		Graphs

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	285	Lines 40-49, Columns B-C
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	287	Lines 32-57, Column D
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	293	Lines 6-60, Columns B-C
	294	Line 12
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	296	Lines 24-27, Columns B, C, F, G
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	309	Columns B & C
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	310	Lines 31-59, Column D
	311	Column D
	312	Lines 15-28, Columns B, C, F, G
	312	Lines 31-54, Columns B-C
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	314	Lines 19-60, Column D
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	341	Lines 13-60, Column D
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	351	Line 17, Columns B-C
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	353	Lines 1-10, Columns B-D
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	358	Line 6, Columns A & B
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