SIDNEY J. LHITE, dR.
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Southern Bell Telephone and Telegraph Company 150 South Monroe Street Suite 400
Tallahassee, Florida 32301
(404) 529-5094

November 16, 1992

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,
Sidney fo White, fo.
Enclosures
cc: All Parties of Record
A. M. Lombardo
H. R. Anthony
R. D. Lackey

## CERTIFICATE OF SERVICE

 Docket NO. 920260-TLI HEREBY CERTIFY that a copy of the foregoing has been furnished by United States Mail this 16th day of November, 1992 to:

Robin Norton
Division of Communications Florida Public Svc Commission 101 East Gaines Street Tallahassee, FL 32399-0866

Angela Green
Division of Legal Services Florida Public SvC Commission 101 East Gaines Street Tallahassee, FI 32399-0863

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atty for the Florida Hotel and
Motel Association
C. Everett Boyd, Jr.

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305 South Gadsen Street Tallahassee, FL 32302


BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Comprehensive Review of ( the Revenue Requirements and Rate, Stabilization Plan of Southern ) Bell Telephone and Telegraph ) Company (Formerly FPSC Docket ) Number 880069-TL)

Docket No. 920260-TL
Filed: November 16, 1992

SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY'S REQUEST FOR CONFIDENTIAI 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(4), Florida Administrative Code, and files its Request for Confidential Classification for certain information contained in documents being provided in response to Staff's Second Request for Production of Documents dated June 1, 1992.

1. Southern Bell is filing its Request for Confidential Classification for portions of documents produced for Staff which contain, among other things, customer-specific information, vendor-specific information, strategic market analyses and other information, information on competitive services, including intraLATA toll market analyses, and other strategic and business planning information.
2. Southern Bell has appended to this Request for Confidential Classification as Attachment $A$ a listing showing the location in the documents of the information designated by Southern Bell as confidential as well as the required correlation with the specific justification for confidential classification.
3. Appended hereto in a package designated as Attachment B are two edited copies of the documents with the confidential information deleted.
4. Attached as Attachment $C$ is a sealed package containing copies of the documents 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. With respect to the portions of documents produced for Staff and specifically referenced in Attachment $A$ as including vendor-specific information, this information is entitled to confidential classification on the basis that it is information reflecting vendor-specific features and pricing negotiated by Southern Bell. Public disclosure of this information would impair Southern Bell's ability to contract for goods and/or services on favorable terms. Also, Southern Bell enters into non-disclosure agreements with its vendors in order to give assurances that the details of specific contractual information and other vendor-specific information are not publicly disclosed. Pursuant to §§ $364.183(3)$ and (3)(d), Florida Statutes, such information is specifically entitled to classification as proprietary confidential business information which is exempt from the inspection and examination provisions of § 119.07(1), Florida statutes.
6. With respect to the portions of documents produced for Staff and specifically referenced in Attachment $A$ as including proprietary cost information relating to certain Company
services, this information is entitled to confidential classification on the basis that the public disclosure of this information would provide Southern Bell's competitors with an advantage in that they would know the price or rate below which Southern Bell could not provide the service or services referenced in the documents, some of which are competitive services. Southern Bell is not able to obtain its competitors' costs to provide their services; therefore, it would be inequitable and unfair for Southern Bell's competitors to have access to Southern Bell's cost information. In addition, this information is valuable, is used by Southern Bell in conducting its business, and Southern Bell strives to keep it secret. Therefore, such information is a trade secret which should be classified as proprietary confidential business information pursuant to §§ $364.183(3)(\mathrm{a})$ and (3)(e), Florida Statutes, and exempt from the inspection and examination provisions of § 119.07(1), Florida Statutes.
7. With respect to the portions of documents produced for Staff and specifically referenced in Attachment $A$ as including information relating to new services or capabilities that Southern Bell's vendors plan to use or offer in the future, this information is entitled to confidential classification on the basis that Southern Bell's vendors would be reluctant to provide this information to Southern Bell in order for Southern Bell to begin its network and marketing plans if such vendors knew this information would be made available publicly to their

Competitors. Southern Bell enters into non-disclosure agreements with its vendors in order to give assurances that the details of vendor-specific features and capabilities are not publicly disclosed. If Southern Bell's vendors were to be fearful that their proprietary feature-related and pricing information were subject to inadvertent public disclosure, these vendors would be less willing to share such crucial information with Southern Bell which is necessary for the Company's network planning efforts. Thus, public disclosure could impair Southern Bell's ability to contract for goods and/or services with its vendors on favorable terms. Consequently, this information is proprietary confidential business information under §§ 364.183(3) and (3)(d), Florida Statutes.
8. With respect to the portions of the documents produced for Staff and specifically referenced in Attachment A as including market demand information in the form of projected units and/or for revenues for competitive services, this information is entitled to confidential classification on the basis that if this information were give to competitors, they would know how much growth Southern Bell expects in a particular service, thus telling the competitors they, too, should begin offering these services. This information is valuable and is used by Southern Bell in conducting its business, and Southern Bell strives to keep it secret. Therefore, such information is a trade secret which should be classified as proprietary confidential business information pursuant to § $364.183(3)(\mathrm{a})$,

Florida statutes. In addition, this information represents internal research pertaining to competitive services performed by Southern Bell and which should not be compelled to be given free of charge to entities which compete with Southern Bell. Southern Bell compiled and developed this information in order to assist in analyzing the respective subject information. The information relates to the Company's competitive interests, the disclosure of which could harm Southern Bell's competitive business. Consequently, the information is also specifically deemed to be proprietary confidential business information pursuant to § 364.183(3)(e), Florida Statutes, and therefore exempt from the inspection and examination provisions of § 119.07(1), Florida Statutes.
9. With respect to the portions of the documents produced for Staff and specifically referenced in Attachment $A$ as including information reflecting Southern Bell's market analyses and strategy, this information is entitled to confidential classification on the basis that Southern Bell's competitors could use this information to gain valuable insights into Southern Bell's perception of relevant markets and to develop their own competing market strategies with which to thwart Southern Bell's competitive efforts in these markets. Thus, the disclosure of this information relating to the Company's competitive interests to Southern Bell's competitors would impair Southern Bell's ability to compete. Consequently, this information is specifically deemed to be proprietary confidential
business information under § 364.183(3)(e), Florida Statues. In addition, this information is valuable, is used by Southern Bell in conducting its business, and Southern Bell strives to keep it secret. Therefore, it is a trade secret which is specifically classified as proprietary confidential business information pursuant to § $364.183(3)(a)$, Florida statutes, and therefore exempt from the inspection and examination provisions of $\S$ 119.07(1), Florida Statutes.
10. With respect to the portions of the documents produced for Staff and specifically referenced in Attachment A as including information reflecting where, when, and how much network facilities Southern Bell intends to place, competitors who offer services could use this information to determine where anticipated demand exists and therefore could conceivably "beat" Southern Bell to the market based on the Company's own data. Also, this information would be useful to Southern Bell's competitors in determining Southern Bell's perception of potential market opportunities based on the nature of the network facilities planned for particular areas. Thus, the disclosure of this information to Southern Bell's competitors would impair Southern Bell's ability to compete. In addition, this information is valuable, is used by Southern Bell in conducting its business, and Southern Bell strives to keep it secret. Therefore, it is a trade secret which is specifically classified as proprietary confidential business information pursuant to § 364.183(a), Florida Statutes.
11. With respect to the portions of the documents produced for Staff and specifically referenced in Attachment $A$ as including information reflecting research projects performed by Southern Bell regarding the demographics or other market indices of particular areas, although the primary research material used to develop this information may be a matter of public record or available from the original sources of such information, Southern Bell has expended time, money, and effort to compile, analyze, and present the information in the manner contained in the subject documents. Southern Bell's competitors should not be given this free market research. If a competitor wants to know the demographic characteristics relating to particular services or areas, it should have to conduct its own studies at its own expense. Consequently, this information is clearly information of a competitive nature, the disclosure of which could harm Southern Bell's competitive business. Section 364.183(3)(e), Florida Statutes, specifically provides that this information is proprietary confidential business information exempt from the inspection and examination provisions of $\S 119.07(1)$, Florida Statutes.
12. With respect to the portions of the documents produced for Staff and specifically referenced in Attachment A as including customer-specific information, the Commission has always zealously protected customer-specific information in order to protect the customer's legitimate privacy interests, and Southern Bell has a duty to protect its customers' proprietary
information from public disclosure. Consequently, the customer-specific information contained in the subject documents should be classified as proprietary confidential business information.
13. 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 16th day of November, 1992.

## SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY


c/o Marshall M. Criser 400-150 South Monroe Street Tallahassee, Florida 32301 (305) 530-5555


Attachment A Page 1 of 35

FPSC DOCKET 920260-TL
FPSC STAFF'S 2ND PRODUCTION OF DOCUMENTS

LOCATION OF THE PROPRIETARY INFORMATION

The following information identified by page and line numbers is considered confidential and proprietary:

PAGE NO.
F01A05Z00123 00124
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F01A01201973
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02008
02009 02016
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LINE NOS./COL. NO.
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6-7, Cols. B-G
6, 10, Cols. B-G 1
7,11,13,17,19,23, Cols. B-N; 1
25, 29, Col. N
7, 11, 13, 17, 19, 23, 25, 29, Cols. B-N
7, 11, 13, 17, 19, 23, 25, 29, Cols. B-N
7, 11, 13, 17, 19, 23, 25, 29, 1 Cols. B-N
7, 11, 13, 17, 19, 23, 25, 29, 1 Cols. B-N
7, 11, 13, 17, 19, 23, 25, 29, 1 Cols. B-N
7, 11, Cols. B-H
1
8-17, 19, Cols. 1-13
3
1-10, 12, All Cols. A-M 3
7-17, Cols. A-M
3
7-16, 18, All Cols. A \& B 3
16 \& 17
16, 23-25 1
$4-6,23 \quad 1$
3-5, 8-10 1
$19 \& 20$ 3
3-26 1
2-9 1
6-11 3
10 3
7 7 3
34-37 3
5 1
$3,22-231$
1

REASON*

PAGE NO.
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| $15-17$ | 1 |
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| $11-13$ | 1 |
| 35 | 1 |
| 23 | 1 |
| $15-21$ | 1 |
| 12 | 3 |
| $31-32$ | 3 |
| $13 \& 23$ | 1 |
| 3 | 3 |
| $1-3,17-23,27$ | 1 |
| $22-24$ | 1 |
| $1-3$ | 1 |
| 6 | 1 |
| 10 | 1 |
| $6-8$ | 3 |
| $8-10$ | 3 |
| $6-10,12-16,18-22$, | $24-28$, |

6-10, 12-16, 18-22, 24-28, 30-34, 36-40
7, 11, 13, 17, 19, 23, 25, 29
$6,10,12,16,18,22,24,28,30,34$
36,39,40
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11-13
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## REASON*

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02282 02283 02285 02286 02287 02288 02289 02294 02298 02300 02301 02304
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37 7
$1-2,6,12,15-16$
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8, 37
4-6, 9-11, 14-16, 19-21, 24-26
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10-15, 19-29, 32-33, 35, 38, 40
2-3, 7-8, 10-14, 16, 28-31
9-10, 26
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4,7 3

23-29, 38-40 3,7
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12-14
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4-20, 27-34 7
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30,31 8
$10-12,14,16,20-21,24,25, \quad 8$
$27-28,30-32,34-37,38,39$
11-16, 19-23
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2-4 2
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13, 15, 17-18 2
39-43 2
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2-18
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2-3, 5-9, 11, 15, 20, 22-24
1-4, 7 3
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19-20, 33, 351
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$2-16,21-45$ 2
5-36, 41-50 2
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8, 22-29 3
1 3
1-4, 25-26, 283
5-13, 22-25 2
2-3 6
13-17, 18-38
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10-11, 14-15, 18-19, 26-27, 3
30-31, 33
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9-27, Cols. B-N
8-26, Cols. B-N
9-27, Cols. B-N
8-26, Cols. B-N
10-14
2-16 3
$1-3,8-10,14-16,20-22,26-28$,
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18-19, 24-25, 29-30
1-3, 7-9, 12-14, 18-20,
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22-24 (All Cols. A \& B);
5-6, 11, 16-17, 21, 26-27
1-3, 7-9, 15-17, 21-23
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(All Cols. A \& B); 5-6, 11-14, 19-20, 25-29
22-30, Col. C; 33-36
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13-30, 36-39 3
$3-6,8-12,14-18,32-40 \quad 3$
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17-20
5-6, 9-10, Cols. B-D 1
5-6, 9-10, Cols. B-F 1
1 8
1 8
3-11, 18-22, 24-32 3
1-14 3
2-4, Col. A; 6-9, 1
10-12, Cols. A \& B); 14-17;
18-20, Cols. A \& B); 22-27
14-34
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2-41 3
3-4; 6, 8 (Cols. A-F); 1
15-20, 22-28 (All Cols. A-G)
5-8, Cols. A\&B;
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10-15, Cols. A-E;
20, 22, Cols. A-F
13, 15, 23-28
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$14,17-29 \quad 3$
$2-6,8-11,13-18,24-273$

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32-36 3
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29-31
5-14; 15-35 Cols. A-C; 36-38 3
Cols. A\&B
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17-21, Cols. A-F;
23; 33, Cols. A-E
8, Cols. A-F; 16,
3
Cols. A-E; 19, 22
9, Cols. A-E
3
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$2-15,18-40 \quad 3$
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3-16
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18-23, Cols. A-G 3
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16, Cols. A-F; 22, Cols. A-F; 26-27, 30
11-15
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23-43 3
3-4, Col. A; 6-8;
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26, Cols. A \& B
2, Cols. A\&B; 6-9; 1
11-12, Col. B
37-38
34, 37-38
3
10-20 3
3-6, 18-20 1
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30-34 3
$1-5,9,28-35 \quad 3$
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PAGE NO.
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22, 28, 31, 32
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4-6, 31-32
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3
36-38
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21-24 3
13 1
2-4, 8, 10, 16, 22 (All 1
Col. A); 14, 20 (Col. B)
3, Col. A; 13-15,
Col. B
8, Col. B; 9-10, 1
Col. A
10, 12, 13, Cols. A-E 1
$16-22,24-33$
1-7, 11-13, 16-17 3
12 1
16 3
15-20 3
4, 15, Cols. A-F; 1
21-25, Cols. B-F; 281
3-7, Cols. B-M 1
3-7, Cols. B-M
1
$6-18,24-36$ All 1
Cols. A-X
Entire graph 1
3-7, 10-14, Cols. B-M 1
6-18, 24-36, All Cols. 1
A-X
Entire graph 1
6-18, 24-36, All 1
Cols. A-X
6-18, 24-36, All 1
Cols. A-X
6-18, 24-36, All 1
Cols. A-X
6-18, 24-36, All 1
Cols. A-X
Entire graph1

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F01A01202951 02953 02954 02955 02957 02963 02964 02967 02969 02970 02971 02972 02974 03975 02977 02978 02980 02981 02983 02984 02993 02994 02995 02996 02997 03002 03003 03005 03006 03007 03008 03009 03010 03013 03014 03015 03016 03017 03021 03022 03023 03024 03025

LINE NOS./COL. NO.
3, Cols. A\&B, 4, Col. A 1
2, 8-13, 15-17, 21-25, 27-29, 377
4-10 3
18-25 7
19-20 5
8, 12, 14, 18, 22-27, 30-33 1
6-7, 9-10 1
$9-10$ 7
2-3 7
23-25 1
34-40 7
3 1
$1-9$ 7
$1-9$ 7
31-33 1
17-18 3
6-11, 15-32, 36-45 3
1
9, 13, 15, 19, 23-28, 31-36 5

6-7, 10
24,1
24-26
3
13-17, 26-31 3
10-13, 15-18, 20-24 3
15-16, 32-37
3
6-11 3
$14-22,303$
8-11, 14-17, 18-45 3
$1-3$ 5
$15,17-19,21,24-25,38-43 \quad 3$
1-2 3
4-10 5
3-4, 11-14, 16-19, 21-25, 31-36 5
21-23 6
5, 11, 27-38 5
4-10 3
13-14, 19-23 5
4-7, 9-12, 14-21 3
2, 7, 21-22 3
7-13 3
$1-8,13,17,22,36-415$
3-6 3
19-21, 27-29 3
$4-7,9-12,14-18 \quad 3$

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LINE NOS./COL. NO.
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7, 27-30
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4-7, 9-12, 14-18
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7-8, 17-19
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19, 22, 29-30, 32
9-11, 13, 15, 17
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$2-3,5-9,11,15,20,22-24$
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8, 10-14, 22-25
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9
2
18-20, 34-38
9
17-18
18-45
11-30
3, 5
Entire graph
Entire graph 1
9-13
8-11
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5-10, 12-20 3
Entire graph 1
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3, 8
7-29
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LINE NOS./COL. NO.
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10, 15 ..... 3
10-14, 25-26 ..... 3
9, 11, 15-19, 21-34, 36-39 ..... 3
1-14, 16-38, 40-48 ..... 3
Whole graph ..... 3
4-50 ..... 3
4-30 ..... 3
4-31 ..... 3
1-42 ..... 3
1-10, 11-13 Cols. A,B,C ..... 3
1-34 ..... 3
1-35 ..... 3
1-35 ..... 3
1-36 ..... 3
1-19 ..... 3
2-10 ..... 3
3-4, 6-10 ..... 3
3-4, 6-8 ..... 3
Entire graph ..... 1
Entire graph ..... 1
Entire graph ..... 1
11-16 ..... 3
Entire graph ..... 1
Entire graph ..... 1
9-11 ..... 3
2-23 ..... 3
2-22 ..... 3
3-6, 8-16 ..... 3
3-6, 8-12 ..... 3
4-8 ..... 3
7-9, 14-16 ..... 3
Lines 6, 13-16, Col. A; ..... 3
Entire Col. B; Line ..... 17
3-10 ..... 3
2-5 ..... 3
4-6, 10, 13-16 ..... 3
3, 4, 6-9, 11-16 ..... 3
5-8, 10-12 ..... 3
Lines 5-32, Cols. B-J, ..... 1
Line 34 , Cols. B-J
Lines 5-32, Cols. B-J; ..... 1
Line 34 , Col. B-J
7-9, 26-28, 35-37, 43-49 ..... 7

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LINE NOS./COL. NO.
21,28, 36-39
REASON*
$4-7,20-25,28-29,32-35 \quad 7$
6-11, 24-26, 28-29, 40-41 3
7-10
32-33 3
$16,27,33-35 \quad 7$
5, 11, 22, $29 \quad 5$
Entire graph 1
Entire graph 1
Col. A 4
27, 28, 29 1
6-7 1
14-15, 20-23, 35-36, 39, 40 1
$1-12,16-18$ 1
$5,7,11-16 \quad 1$
3-44 1
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Entire page - delete, 1-14 1
26-30, 37-43 1
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Entire page - delete, 1-36 1
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Entire page - delete, 1-41 1
Entire page - delete, 1-22 1
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8-11, 16-18 1
2-4 1
15-20 1
2-4, 9-11, 14-18 1
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3-27 1
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LINE NOS./COL. NO.
REASON*
3-9, 14-25
8-16
Lines 4-6, Cols. C-F 1
Lines 3-5, Cols. B-E; Lines 7-8, 1 Cols. C\&K; Lines 12-13, Cols. C\&K
Line 1, Col. B; Line 4, Cols. B-D;
Line 5, Col.B; Line 6, Col. C;
Line 7, Col. B-C; Line 8, Col. B;
Line 9, Cols. B-D; Line 10 , Col. B-C; Line 11, Col. B; Line 12, Cols. B-D; Line 13, Cols. B-D;
Line 14, Col. B; Line 15, Cols. B-D;
Line 16, Col. B-D; Line 17, Col. B;
Line 18, Cols. B-D; Line 19,
Col. B-D; Line 20, Col. B;
Line 21, Cols. B-D; Line 22, Col. B-D; Line 24, Cols. B-D;
Line 25, Col. B-D;
Line 3-5, Col. A; Line 7, 1 Cols. A\&B; Line 8, col. A;
Line 9, Cols. A-B; Lines 11-13, Col. A; Lines 15-17, Cols. A-B;
Lines 20-22, Col. A; Lines 24-26, Cols. A-B
Line 2, 5, 8, 11, 14, 17, 20, 23, 1 Col. A, Line 3, Col. B;
Line 4, 7, 10, 13, 16, 19, 22, 25, Cols. A-B
5-7
5, 19-21, 33-45, Cols. B \& C
5, 19-21, Cols. B \& C
5, 19-21, Cols. B \& C
$6,8,10$
7, 9, 11
7, 9, 12
7, 10, 20
$7,10,20 \quad 1$
7-8, 18 1
7, 10, 20 1
7, 10, 20 1
10 1
7, 10, 201
$7,10,20,301$

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LINE NOS./COL. NO.
REASON*
7, 10, 20
11
Line 6, Cols. A-B; Line 7, Col. C; Line 8, Cols. D-E
Line 1, Cols. D-E; Line 2, Col. B; 1
Line 3, Cols. B-C; Line 4, Col. A;
Line 5, Col. B
Line 1, Col. E; Line 2, Cols. A,D,E; Line 3, col. C, D;
Line 5, Col. C; Line 6, Cols. D, E;
Line 7, Cols. A, B; Line, Cols. D, E
Line 1, Cols. A, B, I, J, K, M;
Line 2, Cols. C,D,E,F,G,H;
Line 3, Col. L
Line 1, Col. D; Line 2, Col. B; 1
Line 3, Col. L
Entire graph
2, 3
Entire page - delete 1
Line 4, Cols., C-D; Line 10-20, Cols. A-D
2-30, Cols. A-E
Entire page - delete 1
2-3; 4-26 Cols. A-F 1
3-22, Cols. A-F
Entire table, handwritten notes 1 included
Entire table 1
Entire page 1
Entire table 1
Entire page 1
Entire page 1
Entire page 1
Entire page 1
1-20
1-20
1-20
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2, 6-17
2, 6-17 1
2, 5-17
3-5 Cols. A-E 1
3-5 Cols. C-E; 8-15, Col. C; 1
13-14 Cols. C \& K

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LINE NOS./COL. NO.
REASON*
2 Col. B; 4 Cols. B-D; Col. A; 1
7 Col. B-C; 8 Col. A; 10 Col. B-C;
11 Cols. A-B; 13 Cols. B-D;
14 Col. B; 16 Cols. B-D; 17 Col. B;
19 Col. B-D; 20 Col. B; 22 Col. B-D;
23 Col. B; 25 Cols. B-D;
Entire page - delete
1
6-36
1
6-12, 4-36
1
Entire page - delete 1
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1
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Entire page - delete 1
6-37
1
5-36 1
5-36 1
6-37 1
5-36
1
5-36 1
Tables A \& B 1
Tables A \& B 1
Tables A \& B 1
Tables A \& B 1
Tables A \& B 1
Tables A \& B 1
Col. B 1
Cols. B-L 1
Cols. B-G, I-L 1
Entire table 1
Entire table 1
Entire table 1
Entire table 1
Entire table 1
Entire table 1
3-5, 7-9, 11-13 1
$3-5,8-10,12-151$
3, 4-5,8-10, 13-16
3-4, Col. A-D; 5, Col. B-D;
8-10, Col. B-D; 13-16, Col. B-D
3-4 Cols. A-D; 7-10, Col. B-D; 1
12-16, Col. B-D
3, Col. A-D; 4-5, Col. B-D; 1
11-15, Col. B-D
3-4, Col. A-D, L; 6-14, Col. B-D 1

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LINE NOS./COL. NO.
REASON*
3-4, Col. A-D, L; 6-14, Col, B-D; 1
3-4, Col. A-D, L; 6-14, Col B-D; 1
12-14 Cols. B-K
3, Col. A-D, L; 4, Col. A-D; 1
6-14, Col. B-D; 12-14 Cols. B-L
3, Col. A-D, L; 4, Col A-D, L 1
3,16, Col. D 1
1-40, Cols. A-O
1
2-20, 22-40, Cols. A-O 1
2-32, Cols. A-E 1
3-24, Cols. F-O; 1
26-34, Cols. F-O;
2, Cols. A-E, H, N-O; 1
3, Col. H, M-O; 4, Cols. H, M-N;
5, Cols. H, M-O;
6-16, Cols. F-O;
16A, Cols. M, O;
17, Cols. M-O;
18-26, Cols. F-O;
27, Cols. F, G, I-O;
29-32, Cols. F-O
2-34, Col. H; 3-18, 29,30, 1
Col. N; 3-13, Col. 0
2, Cols. A-E, H; 3-36, Col. H; 1
4-23, Col. N; 4-13, Col. O
2-36; Col. H; 4-20,29,31,32, 1
Col. N; 4-13, Col. 0
2-36, Col. H;
4-20, 31, 32, Col. N;
4-13, Col. 0
2, Cols. A-E, H;
1
2-36, Col. H;
7-13, Cols. C-G;
7-13, Cols. I-L;
5-23, Col. N;
5-13, Col. O
2-36; Col. H; 4-20, 29,31,32, 1
Col. N; 4-13, Col. O 1
2, Cols. A-E, H; 1
7-13, Cols. C-L;
3-5, 15-36, Col. H;
4-23, Col. N;
4-13, Col. O
2-36, Col. H;
4-20, Col. N;
4-13, Col. O

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LINE NOS./COL. NO.
4-6, Cols. B-E
2, Cols. A-E;
3-5, Cols. B-E;
7-33, Cols. C-E;
2, Cols. N-O
2, Cols. A-E;
3-5, Cols. B-E;
7-33, Cols. B-E:
2, Cols. A-E;
3-5, Cols. B-E;
7-33, Cols. C-E;
3, Cols. B-E;
4, Cols. B-L;
5, 8-10, 14-18, 22, Cols. C-E
3, Cols. B-E;
4, Cols. B-E;
6-14, Cols. C-E;
3, 4, Cols. B-E;
5, 10, 14-18, 22, Cols. C-E
3, 4, Cols. B-E;
6-14, Cols. B-E;
3, 4, Cols. B-E;
5, Cols. C-E;
10, Cols. C-E;
14-18, Cols. C-E;
22, Cols. C-E;
Cols. C-E
3, 4, Cols. B-E;
6-14, Cols. C-E
3-4, Cols. B-E;
5, Cols. B-D;
7-10, Cols. C-E;
14-18, Cols. C-E;
22, Cols. C-E;
3, 4, Cols. B-E; 1
7-15, Cols. C-E
3-5, Cols. B-E;
13-17, 21, Cols. C-E
3, 4, Cols. B-E
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4, Cols. B-L;
7-15, Cols. C-L;
18-22

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LINE NOS./COL. NO.
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5-6, 8-9, 11-12, 14-15,
17-18, 20-21, 23-24, 26-27,
29-30, 32-33, 35-36, Col. B; 11-12, 20-21, 23-24, Col. C
5-6, 8-9, 11-12, 14-15, 1 17-18, 20-21, 23-24, 26-27, 29-30, 32-33, Col. B
5-7, Cols. B-F
8-18, Cols. B-E;
1
11-12, Col. F;
9, Col. G
7, 10, 12, Cols. A-G
All Numbers
All Numbers ..... 1
5-6, 8-14, Cols. B-G ..... 1
1-6, 8, Col. D; ..... 1

5,6,8, Cols. B-C;
4-6, 8, Col. E
9,13,15,17, Cols. B-E; 1
22-30, Col. B
4, Cols. F-K;
5, Cols. B-D;
6-8, Cols. H-I
4, Cols. B-C;
5, Col. B
3-5, 11-17 (numbers only) 1
4,10 , Col. B
1-2 (numbers only);

5, Col. I;
6, Cols. N;
14-15, (all numbers) 17-18
13, 15, (Graph numbers only) 7
Figure B.
16 (number only), Col. A 7
$4,6,8$ 2
4, 7 2
3-4, Cols. A-B, D-G; 7
5-13, Cols. A-G;
14, Cols. A, D, F;
15-17, Cols. A, C, D, F;
18-20, Cols. A, C-F
1; 4-5, Cols. A-B, D-G;
6-14, Cols. A-G;
15 Cols. A, D, F;
16-18, Cols. A, C, D, F;
19-21, Cols. A, C, D, F
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LINE NOS./COL. NO.
5, Col. H;
6-14, Cols. A-H;
15, Cols. A, D, F;
16-21, Cols. A, C, D, F
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4-10, Col. B-F
Col. 1
27-30, 34-38
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15-16, 21-25, 33-34
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Col. 1-7
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Segment 1-4
Segment 1-4
Col. 1-3, Segment 4 all
18-22, 35-36
Florida South Sector
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9, 11
Col. 1-7
Col. 1-7
Col. 1
Col. 1-3
13,16,19
31-32
39-44
7-9, 11-13, 23-26, 28-31, 34
7-26, Col. 1-6
7-26, Col. 1-6
7-26, Col. 1-6
7-26, Col. 1-6
7-26, Col. 1-6
7-26, Col. 1-6
7-26, Col. 1-6
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LINE NOS./COL. NO.
REASON*
9-10, 13-14, 20-22, 32-33 3
$1-32$ (Cols. A\&B) 3
17-26, 28-29, 31-32 3
22-24 3
19-20, 23 3
Col. 1-3 all, 32-36, 38,40, 1
45-47, 49-54
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4, 8-9, 11-15, 21-23, 26, 29-31 3
37-39, 42-50, 54-57
5-8, 11, 29-30, 42-43, 46-49 3
51-53, 56
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48-50
$4-8,10-13,15-23,25,29-31 \quad 3$
$6-10,18,25-30,33-39,46-47$, 3
49, 56-58
13-19, 21-24, 26, 28-30, 34, 39, 3 41-46, 48, 56-58
$6-7,15,17,19,24-25,31 ; 42,3$
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55-57
7, 10-11, 15, 22, 25-33 3
39-43, 55-57 3
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Cols. 2-7
Cols. $2-7$-10
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Cols. 1-2, line segment 41
Col. D 23-25, 53-54 3
15, 32-52
37, 51, 54
16-17
Cols. 1-7 all 1
Cols. 1-7 all
Col. 1
Col. 1-3
20-23, Cols. A-G
11-12
29
Col. 4 all
Col. 4 all
Col. 6 and 7 all

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06802
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LINE NOS./COL. NO.
Col. 6 and 7 all 1
Col. 10 all
Col. 10 all 1
Col. 10 all 1
Col. 8 all 1
Col. 7 all 1
Col. 7 all 1
Col. 7 all
Col. 7 all 1
Cols. 1-6, Items \#3-6, 13-16 2
28
Cols. 2-6 all 1
Cols. 2-7 all 1
Cols. 2-6 all 1
Cols. 2-6 all 1
35-38 3
29-32
19-20, 24-30, 35, 37-39, 42-46, 3,4
49-50
16-17, 21-27, 31-34, 37-39, 43-44
$6,8-15,17,20-25,31-33 \quad 3,4$
3-4, 6-12, 14-16, 18-23, 27-28, 30, 36-42, 44-50
$5-12$, $14-15,18-22,26-29,31-35,3,4$ 37-45
5-6, 8, 11-15, 18-19, 23-26, 3,4
32-36, 38-44, 48-49
13, 16-23, 25, 36-38
3
7, 10, 19, 24, 28-29, 31
$8,12-13,15,29-30,32-34,36$, 3
38, 43-44, 46
$5,7,13-14,17-18,22,31,42 \quad 3$
$3,5,9-10,13-14,18,26-27$
7
Col. 7 all 1
Col. 7 1
13-15, 23-25 3
Lines 1-8, Col. 14
Lines 1-6, Col. $1 \quad 4$
Lines 1-8, Col. 14
Lines $1-10$, Col. 14
Lines 1-11, Col. $1 \quad 4$
Lines 1-8, Col. 14
Lines 1-7, Col. 1
Col. 8 1
Col. 8 1

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LINE NOS./COL. NO.
REASON*

Col. 8

1

Col. 8
1
Col. 8
1
Col. 8
1
Col. 8
1
26-27 1
15-17 5
20-21, 33, 38
25-27, 31-34
1,3
33
$19-20,30-33,35,38$
31-33, 38
1

33-34
1,3
$\begin{array}{r}8 \\ \hline-\quad 8\end{array}$
34-36, 39-41
1
3-9, 12
10-11, 27-29, 33-35
4, 7-12, 21, 23, 27
1,3
39-40 3

Items 1a-c, 2a-c, 3a-c, 4a-c
Items 1a-c, 2a-c 1
$1 a-1$
Items 1a-b, 2a-c
1
3, 6-8
Items $1 \& 2$
Items 1 \& 2
Cols. 2-6 1
Cols. 2-8 all 1
Cols. 2-8 all 1
40-41
4
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
7-8, 15, 19-20 3
Cols. $10 \& 111$
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
11-12, 21-25 3
Cols. 9-10 all 1
Cols. 2-8 all
Cols. 2-8 all
1
Cols. 2-8 all 1

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LINE NOS./COL. NO.
Cols. 2-8 all
Cols. 2-8 all
10-12, 14-15
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
10-12, 14-17, 21, 23, 26, 29-30, 37-38, 48-50, 52
Cols. 9-10
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
10, 12, 15-16
Cols. 9 \& 10
51
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all 1

8, 10
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
10, 14-15, 18, 20, 22, 24, 25 3
Col. 10
1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
7-11
3
Col. 11 1
Cols. 2-8 all
1
Cols. 2-8 all 1

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07109
LINE NOS./COL. NO.
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
12, 14-16 ..... 3
Col. 10 ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
13, 20-21 ..... 3
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
11, 16, 19, 23-27, 29-33, 35 ..... 3
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
9, 11, 13 ..... 3
Cols. 10, 11 ..... 1
Cols. 10, 11 ..... 1
6-7, 10-11 ..... 3
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
13, 19, 21-22, 24-25, 27, 45, 47 ..... 3
14, 18, 20-24, 26, 43, 44 ..... 3
3-4 ..... 1
Col. 10 ..... 1
Cols. 10 \& 11 ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
Cols. 2-8 all ..... 1
11, 17, 22-25, 27-29 ..... 3
8, 12, 15-21 ..... 3
Col. 10 ..... 1REASON*

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LINE NOS./COL. NO.
5, 7-8, 11, 12
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
10-11, 13-15, 18-20, 22-26, 29-30
Col. 10
Col. 11
Cols. 2-8 all 1
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
12
Cols. 2-8 all
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
10, 13-16 3
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
8-10, 12
4-7, 9
Cols. $2-8$ all
Cols. 2-8 all
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
$10-11,15-20,22,263$
Item 6a, Col. $8 \quad 1$
Col. 10 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
$14,20,22-24 \quad 3$
Cols. 2-8 all 1
Cols. 2-8 all 1

3

1
REASON*
3 1 1






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LINE NOS./COL. NO.
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
10
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
Cols. 2-8 all
$9-12,14,18-193$
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
8 3
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 all 1
Cols. 2-8 1
5-6 3
6 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
11-14, 163
Cols. 2-8 1
Cols. 2-8 1

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1
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1

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F01A01207290 07291
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LINE NOS./COL. NO.
REASON*
Cols. 2-8
1
Cols. 2-8
13
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
1

Cols. 2-8
1
1
Cols. 2-8 1
9, 15-16, 18-21, 23
3
3-4, 10-15
3
Cols. 2-8
1
Cols. 2-8
1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
8-9, 11, 13-16 3
7-10 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
$8-10,17,22-24 \quad 3$
Col. 11 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
7-8 3
Col. 10 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
9, 11, 16-17, 213
Col. 10 1
$4-5,13,15-18,21-23,30,32-34$, 3
36-39, 41-42
3, 5-8, 19
3
Cols. 2-8 1
Cols. 2-8 1

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LINE NOS./COL. NO.
Cols. 2-8
REASON*

Cols. 2-8
1
8
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8

Cols. 1
Cols. 2-8 1
Cols. 2-8 1
10-13, 15-17, 20, 22-24
3
Col. 10
1
Cols. 2-8
1
Cols. 2-8 I
Cols. 2-8 1
Cols. 2-8 1

5,7 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
11-13, 15, 17-18, 21-23, 26-30, 3
$33-34,37,41,43$
Cols. $10 \& 11$ 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
7-8, 10-12, 21-22 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
8 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1

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LINE NOS./COL. NO.
7-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
5, 8, 11-13, 15
Cols. 2-8
Cols. 2-8
Cols. 2-8
1

Cols. 2-8
1
Cols. 2-8
1
1
Cols. 2-8 1
6-7 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
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Cols. 2-8 1
Cols. 2-8 1
5-7
Cols. 2-8 1
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8 1
5-6, 9-10, 123
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
5-6 3

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07501
07502
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LINE NOS./COL. NO.
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
3-4
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8 1
Cols. 2-8 1
4-7, 13, 19-21, 24, 26-27, 293
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2 . -1
Cols. 2-8
Cols. 2-8 1
Cols. 2-8 1
9-10, 12-15, 17-19, 21-22, 27
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
7-8, 14-15 3
Cols. 2-8 1
Cols. 2-8
Cols. 2-8 1
Cols. 2-8
Cols. 2-8
Cols. 2-8
113
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8
Cols. 2-8
Cols. 2-8
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Cols. 2-8
Cols. 2-8 1
Cols. 2-8
Cols. 2-8 1

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IINE NOS./COL. NO.
REASON*
Cols. 2-8
1
Cols. 2-8
1
Line 9
3
Cols. 2-8 1
Cols. 2-8
1
Cols. 2-8
1
Cols. 2-8
1
Cols. 2-8
1
Cols. 2-8 1

Cols. 2-8 1

Cols. 2-8 1
Cols. 2-81

Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
9 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
4-6 3
Col. 14 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
$4-5$ 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8
1
8, 10-13 3

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LINE NOS./COL. NO.
Cols. 2-8
REASON*

Cols. 2-8 1
Cols. 2-8
Cols. 2-8
8, 10-11
$\square 3$
Cols. 2-8 1
Cols. 2-8
Cols. 2-8
Cols. 2-8
Cols. 2-8
6-7, 12-13 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
6-8 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
6-7, 18 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
12-14 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
11-13 3
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
3-5, 7-10, 16-18, 22-23, 25-27 3

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LINE NOS./COL. NO.
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9-11, 17-19, 21-22
Col. 12
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13, 15-17, 193
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Cols. 2-8 1
11, 14-15, 17-18, 20-21, 25-27 3
Cols. 2-8 1
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Cols. 2-8 1
Cols. 2-8 1
11-14 3
Cols. 2-8 1
Cols. 2-8 1
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Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
7-8, 10-11, 18 3
Cols. 2-8 1
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REASON*

Cols. 2-8

8-9, 12-13, 15
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Cols. 2-8
Cols. 2-8
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5-7, 14-15, 17-19
3
Cols. 2-8
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3-4, 10 3
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8-12, 14-16 3
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5-7, 10
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Cols. 2-8 1
Cols. 2-8 1
7-8, 14-15, 17-18 3
Col. 12 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
Cols. 2-8 1
\(6-7,12-13,153\)
Col. 12 1
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REASON*
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Cols. 2-8 1
Cols. 2-8
1
Cols. 2-8 1
3-4, 6 3
11, 18-19, 34-35 3
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11-12, 17-19, 21-22, 36, \(38 \quad 3\)
\(10-11 \quad 6\)6

\section*{EXPLANATION OF PROPRIETARY DESIGNATION}
1. This information reflects vendor specific pricing negotiated by Southern Bell. Public disclosure of this information would impair Southern Bell's ability to contract for goods and/or services on favorable terms. Pursuant to Section 364.183, Florida Statutes such information is classified as proprietary, confidential business information which is exempt from the Open Records Act.
2. This information reflects Southern Bell's cost to provide certain services. The public disclosure of this information would provide Southern Bell's competitors with an advantage in that they would know the price or rate below which Southern Bell could not provide the service. Southern Bell is not able to obtain its competitor's cost to provide service, therefore, it would be inequitable and unfair for Southern Bell's competitors to have access to Southern Bell's cost information. In addition, this information is valuable, it is used by Southern Bell in conducting its business and Southern Bell strives to keep it secret. Therefore, such information is a trade secret which should be classified as proprietary, confidential business information pursuant to Section 364.183, Florida Statutes and is exempt from the Open Records Act.
3. This information reflects new services or capabilities a vendor plans to use or offer in the future. Vendors would be reluctant to provide this information to Southern Bell so that Southern Bell can begin its network and marketing plans if a vendor knew this information would be made available to its competitors. Thus, public disclosure would impair Southern Bell's ability to contract for goods, services and/or equipment and is therefore proprietary under Section 364.183, Florida Statutes.
4. This information reflects projected units and/or for revenues for competitive services and, therefore, demand for certain Southern Bell services. If this information were given to a competitor he would know how much growth Southern Bell expects in a particular service, thus telling the competitor he too should begin offering these services. This information is valuable, and is used by Southern Bell in conducting its business and Southern Bell strives to keep it secret. Therefore, such information is a trade secret which should be classified as proprietary, confidential business information pursuant to Section 364.183, Florida Statutes. In addition, this information represents research performed by Southern Bell which should not be given free of charge to entities which compete with Southern Bell. Southern Bell compiled and developed this information in order to assist it in analyzing this subject information in order to assist it in analyzing this subject matter. Southern Bell's competitors should not be allowed to benefit from research performed at Southern Bell's expense.
5. This information reflects Southern Bell's market strategy. Southern Bell's competitors can use this information to develop their own market strategy with which to thwart Southern Bell's effort in this market. Thus, the disclosure of this information to Southern Bell's competitors would impair Southern Bell's ability to compete. In addition, this information is valuable, it is used by Southern Bell in conducting its business and Southern Bell strives to keep it secret. Therefore, it is a trade secret which should be classified as proprietary, confidential business information exempt from the Open Records Act pursuant to Section 364.183 Florida Statutes.
6. This information reflects where, when and how much digital and/or fiber optic facilities Southern Bell intends to place. Competitors who offer fiber and/or digital based services can use this information to "beat" Southern Bell to the market. Thus, the disclosure of this information to Southern Bell's competitors would impair Southern Bell's ability to compete. In addition, this information is valuable, it is used by Southern Bell in conducting its business and Southern Bell strives to keep it secret. Therefore, it is a trade secret which should be classified as proprietary, confidential business information exempt from the Open Records Act pursuant to Section 364.183, Florida Statutes.
7. This information reflects a research project performed by Southern Bell regarding the demographics of a particular area. Although the research material used to develop this information is a matter of public record, Southern Bell has expended time, money and effort to compile the information and present it in this fashion. Southern Bell's competitors should not be given this free research. If a competitor wants to know the demographic characteristics of a particular area it should have to conduct its own study at its own expense.
8. This information reflects customer specific information. The Commission has always zealously protected customer specific information in order to protect the customer's privacy and prevent a competitor of the customer from obtaining an unfair advantage.```


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