

**LRL ISSUE BIBLIOGRAPHY**

**TELEPHONE DEREGULATION**

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252527 SEJ83D1094

**Long Distance Demand: A Point-to-Point Model.**

Pacey, P.L.

Southern Economic Journal, Vol.49, No.4, April 1983, P. 1094-1107, Bibliog. 14, Journal.

Technological developments and deregulation have brought changes into the telecommunications industry. A model of the demand for telephone usage is developed. An increase in price results in lowered usage. In a competitive market business will move to the lowest price carrier.

Descriptors: Demand; Modeling; Communication Systems; Technology; Deregulation; Telecommunications; Modeling; Competition; 1391; 0239; 0403; 0433; 0188; 1004; 0239; 0498

252397 PUF83D1415

**Telephone: It Will Never Be the Same.**

Larkin, E.P.

Public Utilities Fortnightly, Vol.111, No.8, April 14, 1983, P. 15-18., Journal.

Present telephone systems remain half regulated and half unregulated, leaving the industry in jeopardy. The fear is that the unregulated half will be able to capture the most profitable part of the industry leaving the regulated half of the industry only unprofitable areas. Those officials charged with regulatory responsibilities will have to exercise careful planning and wisdom to help the regulated sector survive.

Descriptors: Telecommunications; Public Utilities; Deregulation; Evaluation; Regulation; 1004; 2047; 0188; 0249; 0188

250182 BWE83E1629

**Cutting Through the Delays in Cable Franchising.**

Anon

Business Week, No.2790, May 16, 1983, P. 29., Journal.

The Cable Telecommunications Act of 1983 is before Congress. It would create a national policy for governing city cable franchises. If the bill passes, cable will become available to more homes sooner.

Descriptors: Cable Television; Legislation; Congress; Municipal Government; Policy; Franchise; Deregulation; 1189; 0188; 0916; 0504; 0251; 0178; 0188

249702 VIT83E0418

**Regulation-Free Telecommunications.**

Fowler, M.S.

Vital Speeches of the Day, Vol.49, No.14, May 1, 1983, P. 418-420., Journal.

Regulation in the telecommunications market is explored. The advantages of a regulation-free telecommunications market place are presented. The conceptual and practical flaws of regulation are causing a move toward regulation-free

telecommunications.

Descriptors: Telecommunications; Regulation; Deregulation; Competition; 1004; 0188; 0188; 0498

245416 NEW83C2148

**The Art of Buying Long-Distance Service.**

Hall, D.

New England Business, Vol.5, No.5, March 21, 1983, P. 48-51., Journal.

One of the side effects of the deregulation of AT&T is the proliferation of companies which specialize in long distance phone calls, and promise to save the customer up to sixty per cent of the price the Bell System would charge. The wide variety of these companies and the services they offer can be very confusing, and many companies are holding off on a decision to switch to one of the other common carriers (OCC) as they are called. Before a company decides to subscribe to an OCC service, it should investigate fully not only the services and charges available, but also it should make a careful study of its own phone habits to determine which system would be best suited to its particular needs.

Descriptors: Telecommunications; Competition; Analysis; Deregulation; 1004; 0498; 0779; 0188

244357 FBR83C2846

**For A Good Time, Call...**

Brown, P.B.; Rohmann, L.

Forbes, Vol.131, No.7, March 28, 1983, P. 46., Journal.

When the Federal Communications Commission (FCC) ordered the Bell operating companies to give up their enhanced service numbers (such as Dial-a-Joke or Sportsphone) it intended to encourage free enterprise. A lottery was held to dispose of over twenty vacant phone lines in New York created by the ruling, and one of the services picked in the lottery provides a lewd, graphic tape recorded message which changed daily. Although the FCC probably did not have this type of service in mind when it made the ruling, it is not, apparently, illegal, and although complaints have been received, New York Telephone (which gets up to twenty five thousand dollars a day, revenues from the service) cannot stop the obscene telephone service.

Descriptors: Telecommunications; FCC; Free Enterprise; Competition; Deregulation; New York; 1004; 0840; 0179; 0498; 0188; 1872

240994 FBR83B28&amp;3

**Free-For-All.**

Briggs, J.A.

Forbes, Vol.131, No.5, Feb. 28, 1983, P. 103., Journal.

The international telex business is undergoing deregulation. Competition will now exist among the three international telex giants: RCA, ITT, and WUI. Another big potential competitor is AT & T.

Descriptors: Deregulation; Telecommunications; Competition; International; 0188; 1004; 0498; 0009

237145 ECN83A2253

**Let the Skies Open.**

Anon

Economist, Vol.286, No.7273, Jan. 22, 1983, P. 53., Journal.

The next step in deregulating British telecommunications is to encourage competition. Business reasons for increasing Direct-Broadcast Satellite (DBS) capacity are given. Competition would increase the development of new technology.

Descriptors: Telecommunications; Competition; Great Britain; Deregulation; Technological Change; 1004; 0498; 0047; 0188; 0405

236818 BWE83B0778

**American Bell Has the Industry Buzzing.**

Anon

Business Week, No.2776, Feb. 7, 1983, P. 78-79., Journal.

American Bell Inc. is American Telephone & Telegraph Co.'s new subsidiary. Its entry into the field of office equipment automation is being carefully scrutinized by competitors and prospective customers. A new system, System 85, has not alarmed competitors or overly impressed customers.

Descriptors: Telecommunications; Subsidiary; Deregulation; Office Equipment; Automation; Competition; Communication Systems; Information Processing; 1004; 0520; 0188; 0884; 0073; 0498; 0403; 0495

236598 BAK83B0070

**The Realities of Telecommunications.**

Streeter, B.

ABA Banking Journal, Vol.75, No.2, Feb. 1983, P. 70-71., Journal.

Telecommunications is a way of bringing bank products to customers, not just a cost function. Telecommunications planning should be incorporated into the long-term strategy of a bank so that cost-effective systems can be developed. Communication systems should be reliable, cost-effective, and management should be aware of technological opportunities.

Descriptors: Banks and Banking; Telecommunications; Deregulation; Technological Change; 0001; 1004; 0188; 0405

234346 ECN83A08252

**Ring in the New.**

Anon

Economist, Vol.286, No.7271, Jan. 8, 1983, P. 25-26., Journal.

The telephone situation in the United States, with the coming 1984 breakup of AT&T, is reviewed. Americans will be able to buy rather than rent equipment. The cost of local service will probably increase.

Descriptors: Telecommunications; United States; Competition; Deregulation; 1004; 0528; 0498; 0188

234267 ECN82L18761

**American Bell: Bathroom Brawl.**

Anon

Economist, Vol.285, No.7268, Dec. 18, 1982, P. 76., Journal.

Because of deregulation, the conservative corporation of American Bell finds itself having to compete with small gimmicky and large, discount type operations. The main product of American Bell is now telephones. In the future, information processing technology is expected to provide the main product line.

Descriptors: Deregulation; Telecommunications; Technological Change; Economic Conditions; Economics; Economist; 0188; 1004; 0405; 1450; 0677; 2058

234239 ECN82L18371

**Dial-A-Discount.**

Anon

Economist, Vol.285, No.7268, Dec. 18, 1982, P. 37., Journal.

Within the next year, discount calling between the United States and England may be a reality. The American deregulation of rates causes MCI Telecommunications to seek partnership with the British phone firm. English callers could save up to one-fifth of their long distance calling costs.

Descriptors: England; United States; Telecommunications; Technology; Economics; Cost; 0155; 0528; 1004; 0433; 0677; 0716

233566 BAR83A1743

**Up and Down Wall Street.**

Abelson, A.

Barron's, Vol.63, No.3, Jan. 17, 1983, P. 43., Journal.

MCI has managed to take away a large share of Bell Telephone's long-distance business. But the division and deregulation of Bell may threaten MCI. Although MCI has shown itself to be a resourceful company, its stock may be affected by Bell's increased competitiveness.

Descriptors: Telecommunications; Industry Analysis; Stock; Competition; Deregulation; 1004; 0661; 0045; 0498; 0188

231081 BWE82K2966

**General Telephone of California: Trying to Disconnect a Bad Image.**

Anon

Business Week, No.2767, Nov. 29, 1982, P. 66-67., Journal.

General Telephone Co. of California is trying to shake off the image it acquired in the 1970s of being the worst telephone company in the country. Under new management since 1979, the company is attempting to update outmoded equipment and improve service. A rate increase would provide the revenue to accomplish some of this, but disenchanted customers are in opposition.

Descriptors: California; Telecommunications; Utilities; Image; Management; Equipment; Service Department; Rates; Regulatory Agencies; Customer Service; Competition; Deregulation; 1190; 1004; 0623; 1634; 0605; 0509; 0316; 1073; 2079; 0567; 0498; 0188

230727 BAK80B0090

**Deregulation: This Will Be the Year.**

Streeter, B.

ABA Banking Journal, Vol.72, No.2, Feb. 1980, P. 90., Journal.

Banks wonder if 1980 will be the year of deregulation. Involved are the giant and closely interwoven data communications and data processing industries. The government is slowly moving toward deregulation of the telecommunications industry. The role of Congress and effects of legislation are difficult to assess accurately.

Descriptors: Deregulation; Banks and Banking; Finance; Telecommunications; Congress; 0188; 0001; 0164; 1004; 0916

229827 PUF82J1430

**Valuing AT&T's Transferred Assets: A Proposal.**

Baughcum, A.; McGowan, J.U.

Public Utilities Fortnightly, Vol.110, No.8, Oct. 14, 1982, P. 30-35., Journal.

Sale or transfer prices of customer purchases of telephone equipment must be valued. Telephone companies should be able to set prices for equipment already in place. Value should be

subtracted from rate base when equipment is transferred. This should become the maximum price of new equipment offered which is embedded. The proposal would advance deregulation. Consumers are protected while regulatory proceedings are avoided.

Descriptors: Telecommunications; Communication Systems; Assets; 1004; 0403; 0070

229825 PUF82J1417

**Deregulation and Divestiture in a Changing Telecommunications Industry.**

Johnson, B.; Thomas, S.D.

Public Utilities Fortnightly, Vol.110, No.8, Oct. 14, 1982, P. 17-22, Bibliog. 9, Journal.

State regulatory agencies must keep telephone costs down. Issues are created by commission inquiries. Prices must be kept low going from a regulated to a deregulated state. Principal issues are discussed. Telephone utilities are affected by rate of depreciation. Deregulation of the telecommunications industry is taking place more quickly.

Descriptors: Deregulation; Natural Resources; Telecommunications; 0188; 0858; 1004

229503 NAB81K0046

**The Delights of Deregulation.**

Thoryn, M.

Nation's Business, Vol.69, No.11, Nov. 1981, P. 46-48., Journal.

With a few exceptions, Ronald Reagan's Government policy of deregulation seems to be a boon to many businesses. The airline deregulation is allowing smaller lines to survive, by attracting customers with lower prices. The oil price decontrol, bus line price deregulation in Florida, and telecommunication decontrol are all having salutary effects in those businesses. Efforts are now underway by Congress to deregulate the banking business.

Descriptors: Deregulation; Banks and Banking; Telecommunications; Oil Industry; Government Policy; Business; Congress; Florida; 0188; 0001; 1004; 0024; 0859; 0971; 0916; 1558

227273 BAK81A0070

**New Players to Push for More Competition.**

Streeter, B.

ABA Banking Journal, Vol.73, No.1, Jan. 1981, P. 70-75., Journal.

Telephone companies are to be prevented from using monies generated from their monopoly service to subsidize their unrestricted markets. This Federal Communication Commission (FCC) decision is being appealed because it is felt that the FCC has no right to make such a decision. This also is based on the fact that data processing is to be regarded as incidental to communications. One aspect of this deregulation would be higher prices from Bell. Many banks are becoming involved by moving into the data processing and communications area.

Descriptors: Banks and Banking; Telecommunications; Deregulation; Finance; FCC; 0001; 1004; 0188; 0164; 0840

223622 REM81C0012

**The Telecommunications/Electronics/Computer Industry.**

Ellinghaus, W.M.

Research Management, Vol.24, No.2, March 1981, P. 12-14., Journal.

In the past, the telecommunications industry was basically in a regulated monopoly system. It will now be both partially regulated and deregulated. The Bell System will enter the deregulated market of enhanced services through subsidiaries. In spite of the problems accompanying this change, a continued interest in innovation will characterize the industry; these include: continued investments in research and development, good managerial communication and support of the same, and the creation of a positive work environment.

Descriptors: Telecommunications; Computer; Electronic Industry; Regulation; Research and Development; Management Policy; Deregulation; 1004; 0497; 0295; 0188; 0446; 0933; 0188

216885 RG082A0024

**Telecommunications.**

Geller, H.

Regulation, Vol.6, No.1, Jan./Feb. 1982, P. 24-26., Journal.

The regulatory record of the United States Reagan administration in the area of telecommunications is evaluated. Performance is varied. The FCC has a particularly mixed record. The settlement of the AT&T case is a plus. The telephone area is headed in the right direction.

Descriptors: Telecommunications; United States; Government Regulation; FCC; Evaluation; Deregulation; 1004; 0528; 0188; 0840; 0249; 0188

Vital Speeches, Vol.48, No.12, April 1, 1982, P. 368-371., Journal.

Illinois Bell is not just a telephone company. It is a telecommunications company. The emerging technology will change the information business. Deregulation by the government and an increase in competition will bring new changes in the industry. The recent court case, effective January 1, 1983, orders the Bell System to divest itself of local companies.

Descriptors: Telecommunications; Technology; Technological Change; Information Systems; Information Technology; Speech; Illinois; 1004; 0433; 0405; 0213; 0213; 2193; 1632

209713 TMA82C0071

**Department Organization - Forces for Change.**

Farrell, J.W.

Traffic Management, Vol.21, No.3, March 1982, P. 71-74., Journal.

A recent Kearney: Management Consultants Organization study examined how eighteen economic factors will cause organizational changes in the physical distribution departments at major companies. The majority of respondents stated that changes in corporate strategy will alter organization structure, that distribution costs will increase faster than manufacturing costs and that advances in computer and telecommunications technology is one of the largest factors affecting structure. Other economic areas examined include deregulation, rising labor costs, increasing demand for customer service and increased government regulations. Factors impeding the growth of physical distribution include management resistance to change, stereotyping of physical distribution professionals and the domination of the company by either a manufacturing or marketing function.

Descriptors: Survey; Distribution; Physical Distribution; Organization Structure; Economic Conditions; United States; Organization; 0368; 0680; 1960; 0453; 1450; 0528; 0576

212361 VIT82D0368

**A New Illinois Bell in the Age of Information.**

n, J.A.

207449 PUF82C0424

**The 1982 Consent Decree and the Future of the Telephone Industry.**

Chessler, D.

Public Utilities Fortnightly, Vol.109, No.5, March 4, 1982, P. 24-30., Journal.

The 1982 consent decree between AT&T and the United States Justice Department settled a seven-year antitrust case and will reshape the company into a high technology competitive segment and a low technology monopolized segment. The effects of the consent decree on the public utility segment of the divided AT&T are focused upon. Access pricing beginning in 1984 will lower local service rates and there is little reason to expect that interstate access rates will differ, even though the FCC has the authority to regulate interstate operations. Interstate toll rates will rise as there will no longer be any other means to make up the loss in revenue. Problems for the transition period include asset transfer accounting, determination of an accurate rate base, settlements on customer premises equipment and sharing of joint operations of switches and other equipment between AT&T and the Bell companies. Bell Telephone Laboratories will cease research for the Bell operating companies after 1987; because of the resulting massive loss of revenue, Bell Labs would have to cutback basic research and development, thus inhibiting or drastically slowing the development of innovative services and technology, allowing Bell competitors an unfair advantage and making all United States electronic firms less competitive worldwide. Many other future implications in the areas of rate setting, research and development and reorganization of the telecommunications industry are discussed.

Descriptors: Antitrust Laws; Monopolies; Telecommunications; Utilities; United States; Public Utilities; Deregulation; FCC; Rate Setting; Research and Development; Competition; Competitive Advantage; 0016; 0016; 1004; 0623; 0528; 2047; 0188; 0840; 1073; 0446; 0498; 1289

207262 MED82A0056

**Ma Bell's Dramatic New Look.**

Gay, U.

Marketing & Media Decisions, Vol.17, No.1, Jan. 1982, P. 56-57, 98+., Journal.

AT and T is on the verge of deregulation. Major changes are about to take place. Bell is conducting a major advertising campaign to explain the changes to the consumer.

Descriptors: Advertising; Advertising Campaigns; Deregulation; Telecommunications; 0061; 0061; 0188; 1004

205743 PUF82A2135

**Economic Regulation and Technological Change: A Review of the Literature.**

Khanna, S.K.

Public Utilities Fortnightly, Vol.109, No.2, Jan. 21, 1982, P. 35-44., Journal.

The relationship between economic regulation and technological change, as published in the theoretical and empirical literature, is reviewed. Popularly known as deregulation, much has been written on its impact on transportation and other industries, but little on its effect on technological change. The theoretical literature suggests that regulated industries would adopt technological innovations to improve rate of return; few empirical studies support the theory. In reality, it is difficult for a regulated industry to make any move; future rates of service would rise if the facilities and technology slowly became obsolete, yet high current rates result if the regulated industry puts in changes immediately. The regulatory agencies influence this decision heavily. The empirical literature is reviewed at length, using selected industries in transportation and telecommunications.

Descriptors: Review; Regulated Industry; Technological Change; Deregulation; 2110; 2078; 0405; 0188

205035 FBR82A04M4

**Telecommunications.**

Curtis, C.E.

Forbes, Vol.129, No.1, Jan. 4, 1982, P. 234-235., Journal.

AT&T will be deregulated in January, 1982. Although they will lose their rental industry, they will be able to sell many markets and not be subject to regulation. Telecommunications is rated by profitability and growth.

Descriptors: Ratings; Profitability; Telecommunications; Deregulation; 2460; 0972; 1004; 0188

203698 PUF81L1729

**The Scope of Regulation in the Competitive Telephone Equipment Market.**

Blair, R.D.

Public Utilities Fortnightly, Vol.108, No.13, Dec. 17, 1981, P. 29-34., Journal.

Beginning in 1982, subsidiaries of regulated telephone companies and interconnect (customer-owned equipment) companies will be able to compete freely in the telephone equipment market, a change long resisted by telephone utilities. The FCC deregulation scheme provides for anti-monopoly safeguards. However, since telephone companies have also been regulated on the state level, some state regulatory agencies have opposed the FCC decision since other telephone services cannot be subsidized by the utility because their margin of profit will drop due to competition. A dialog between a state regulator and a communications professor explores the implications of deregulation. State regulation of subsidiaries and avoidance of regulatory constraints are among issues discussed.

Descriptors: Utilities; Telecommunications; Regulation; Regulated Industry; Competition; Equipment; Deregulation; FCC; Communication Industry; United States; State Government; Subsidies; 0623; 1004; 0188; 2078; 0498; 0509; 0188; 0840; 0012; 0528; 0752; 0304

202629 FOR81L2878

**What's Ahead for AT&T's Competitors.**

Uttal, B.

Fortune, Vol.104, No.13, Dec. 28, 1981, P. 78,87+, Journal.

In accordance with FCC dictates, American Telephone & Telegraph Company (AT&T), must set up a separate, unregulated subsidiary by 1983. Marketing and product plans for the subsidiary - dubbed Baby Bell - are already well underway with many telecommunication innovations under final approval. Competitors violently oppose the FCC decree, predicting a foreseeable intrusion and eventual takeover of their specialized markets. Yet, some companies, most notably those involved with phone servicing equipment, will benefit from the deregulation. The change will also force an even greater integration of computer and communications technology. Ultimately, the battle will occur between AT&T and a few prime competitors in the consumer and business markets. AT&T's future marketing strategy is analyzed, and it is clear that the company intends to become a viable competitor in all fields.

Descriptors: Telecommunications; Equipment; Industrial Marketing; Competition; FCC; Regulation; 1004; 0509; 0925; 0498; 0840; 0188

198685 IDW81K0240

**Where the Hot Jobs Are.**

Moskal, B.S.

Industry Week, Vol.211, No.3, Nov. 2, 1981, P. 40-44.

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New and potential positions in the fields of computers, energy, telecommunications, human resources and international finance offer attractive salaries and benefits as well as the opportunity for upward mobility and new career opportunities to the executive with the right credentials. Government policies have created a great demand for experienced engineers with project and managerial experience in the defense industry. Deregulation of banks, insurance companies and other financial services created a need for competent management to produce profits for the organization. Banking salaries have increased up to twenty-five per cent in an effort to hold or attract management talent. For the experienced executive, it may not be unusual to command salaries of up to \$350,000 plus benefits. Recruiting is being done in local markets for lower-level jobs, although high-level positions get nationwide searches.

Descriptors: Job Advancement; Job Hunting; Job Search; Executive; Executive Compensation; Salary; Benefits; Recruitment; 0454; 0891; 1705; 0157; 0158; 0444; 1057; 0266

198125 BWE81J26631

**Ma Bell Is Not Off the Hook Yet.**

Anon

Business Week, No.2711, Oct. 26, 1981, P. 63., Journal.

American Telephone and Telegraph Company is urging the United States government to deregulate it. Recent setbacks in this regard are examined. Competition before deregulation poses a problem for the company.

Descriptors: Telecommunications; Deregulation; United States ; Competition; Regulation; 1004; 0188; 0528; 0498; 0188

196432 BWE81J0582

**Communications - Dialing Locally - Without AT&T.**

Anon

Business Week, No.2708, Oct. 5, 1981, P. 102,106., Journal.

The deregulation of the communications industry has generated competition for American Telephone and Telegraph Company. Smaller companies can link up computers for communications. The new technology can make use of cable television lines. The costs of local service have increased. There is a market for alternative telephone service.

Descriptors: Communication; Communication Industry; Communication Systems; Technology; Technological Change; Telecommunications; Deregulation; Competition; 0011; 0012; 0403; 0433; 0405; 1004; 0188; 0498

182336 OFF81A0117

**TWO AREAS OF CONCERN: EDUCATION AND DEREGULATION.**

WOODY, M.

OFFICE, VOL.93, NO.1, JAN. 1981, P. 117., JOURNAL.

TELECOMMUNICATIONS VENDORS ARE TRYING TO SELL THEIR PRODUCTS TO CONSUMERS BEFORE DEREGULATION OCCURS IN THE INDUSTRY. USERS SHOULD BE WELL INFORMED. THE PRODUCTS AND INFORMATION ARE EXPANDING AT A FAST RATE. OFFICE MANAGERS SHOULD SUBSCRIBE TO A PUBLICATION TO KEEP UP TO DATE ON INDUSTRY DEVELOPMENTS.

Descriptors: TELECOMMUNICATIONS; TECHNOLOGY; TECHNOLOGICAL CHANGE; SALES; SALESMEN; OFFICE; OFFICE EQUIPMENT; CONSUMER INFORMATION; 1004; 0433; 0405; 0557; 0323; 0822; 0884; 0679

180881 IDW80L0852

**TELECOMMUNICATIONS: AN INDUSTRY AT A CROSSROADS.**

MUCH, M.

INDUSTRY WEEK, VOL.207, NO.5, DEC. 8, 1980,P. 52-56,58., JOURNAL.

THE FCC AND COURT DECISIONS HAVE CREATED COMPETITION FOR THE AMERICAN TELEPHONE AND TELEGRAPH CO. (AT&T). DEREGULATION IS FORCING AT&T TO BEGIN REORGANIZATION. SPECIALIZED CARRIERS, LIKE MCI, PLUG INTO AT&T, BUT PROVIDE CHEAPER SERVICE. LONG-DISTANCE CALLS ARE GROWING YEARLY, AND MCI HAS TAKEN A GOOD CHUNK OF THE GROWTH. DIVERSIFICATION GIVES AT&T HOPE TO FACE DEREGULATION IN A STRONGER POSITION.

Descriptors: TELECOMMUNICATIONS; UNITED STATES; MONOPOLIES; COURT DECISION; COMPETITION; FCC; 1004; 0528; 0016; 1028; 0498 ; 0840

180370 BWE80L2262

**DEREGULATION ROILS THE TELEX MARKET.**

ANON

BUSINESS WEEK, NO.2668, DEC. 22, 1980, P. 62,66+., JOURNAL.

WESTERN UNION TELEGRAPH CO. IS FINDING IT HARD TO COMPETE BECAUSE OF NEW DEREGULATION MOVES BY THE FEDERAL COMMUNICATIONS COMMISSION (FCC). A LONG LASTING MARKET BALANCE HAS BEEN UPSET BY THE FCC'S EFFORTS TO ENCOURAGE TELEX COMPETITION. WESTERN UNION IS FIGHTING THE FCC IN ORDER TO EXPAND ITS INTERCONNECTIONS WITH THE INTERNATIONAL CARRIERS.

Descriptors: COMMUNICATION; COMMUNICATION INDUSTRY; TELECOMMUNICATIONS; UNITED STATES; DEREGULATION; GOVERNMENT REGULATION; FCC; 0011; 0012; 1004; 0528; 0188; 0188; 0840

167070 SEJ80A0777

**REGULATORY BOUNDARIES AND EFFICIENT RESOURCE ALLOCATIONS IN THE PRODUCTION AND TRANSPORTATION OF A SINGLE GOOD.**

STRAND, S.H.

SOUTHERN ECONOMIC JOURNAL, VOL.46, NO.3, JAN. 1980,P. 777-791, BIBLIOG. 14 JOURNAL

A MAJOR REASON OFFERED FOR THE REGULATION OF PUBLIC UTILITIES AND TELECOMMUNICATIONS IS THAT ECONOMIES OF SCALE IN THESE INDUSTRIES PRECLUDE COMPETITIVE BEHAVIOR. HOWEVER,

RECENT STUDIES INDICATE THAT THE EMERGING COST STRUCTURES ASSOCIATED WITH TRANSPORTATION AND PRODUCTION ACTIVITIES MIGHT MAKE DEREGULATION BENEFICIAL. THIS 'BOUNDARY PROBLEM' IS ANALYZED IN A THEORETICAL CONTEXT.

Descriptors: GOVERNMENT REGULATION; EFFICIENCY; RESOURCE ALLOCATION; PRODUCTION; TRANSPORTATION; COST EFFECTIVENESS; COMPETITION; ECONOMIC THEORY; MARGINAL COST; UTILITIES; TELECOMMUNICATIONS; 0188; 0662; 0641; 0463; 0274; 0129; 0498; 0306; 0563; 0623; 1004

165644 MAB79L0026

**THE ENVIRONMENT OF THE 1980S.**

KOEHN, H.; LONG, R.H.

MAGAZINE OF BANK ADMINISTRATION, VOL.55, NO.12, DEC. 1979,P. 26-29.

TWO NOTED FUTURISTS LOOK AT THE TRENDS AND EVENTS THAT WILL INFLUENCE BANKING IN THE FIRST HALF OF THE 1980S. DURING THE NEXT FIVE YEARS BANKS WILL MOVE TOWARD REDUCING CLERICAL TASKS, UTILIZING MORE TELECOMMUNICATION SYSTEMS AND DO-IT-YOURSELF TECHNOLOGY AND ESTABLISHING A NATIONAL BANKING SYSTEM. THESE EVENTS WILL BE PROMPTED BY ENERGY SHORTAGES, IMPROVED TECHNOLOGY, DEMOGRAPHIC TRENDS AND GENERAL DEREGULATION OF THE MARKETPLACE.

Descriptors: BANK SERVICES; BANKS AND BANKING; DEMOGRAPHICS; ECONOMICS; ENERGY; FINANCE; FINANCIAL INSTITUTION; FORECASTING ; MANAGEMENT; 0769; 0001; 1015; 0677; 0039; 0164; 0695; 0174; 0605

160993 III79I0303

**THE REVOLUTION IN TELECOMMUNICATIONS FINANCE.**

DIZARD, J.

INSTITUTIONAL INVESTOR, INTERNATIONAL EDITION, SEPT. 1979,P. 303-313+.

FINANCING OF THE WIDELY EXPANDING TELECOMMUNICATION INDUSTRY IS A MAJOR CHALLENGE FOR CORPORATE FINANCE OFFICERS. SOME BANKS ARE INVESTIGATING THE LEASING OF SOME EQUIPMENT. NEW TOOLS FOR FINANCING WILL BE EXPLORED TO WORK THROUGH THE EXPANSION PERIOD.

Descriptors: BANKS AND BANKING; BONDS; CAPITALIZATION; COMPETITION; DEREGULATION; FINANCE; INNOVATION; LOAN; MANAGEMENT; NEW PRODUCT; RISK; TELECOMMUNICATIONS; 0001; 0004; 0867; 0498; 0188; 0164; 0926; 0611; 0605; 0455; 0559; 1004



159754 FBR79J1586

**A LOT OF ASSETS, BUT SO WHAT?**

GALLUCCIO, N.

FORBES, VOL.124, NO.8, OCT. 15, 1979, P. 86-87.

SOUTHERN PACIFIC CO. RAILROAD CHAIRMAN BENJAMIN BIAGGINI IS OPTIMISTIC DESPITE POOR RETURN ON EQUITY. HE HOPES DEREGULATION WILL ALLOW RATES INCREASES AND IS EXPECTING SUCCESSFUL NONRAIL OPERATIONS SUCH AS MICROWAVE TELECOMMUNICATIONS. PIPELINES ARE A BRIGHT SPOT WITH TWENTY-EIGHT MILLION DOLLARS IN OPERATING INCOME LAST YEAR, ALONG WITH RICH LANDHOLDINGS VALUED AT OVER A BILLION DOLLARS, BUT INVESTORS ARE DISENCHANTED WITH THE RECENT SP RECORD.

Descriptors: ASSETS; DEREGULATION; DIVERSIFICATION; ECONOMICS; MANAGEMENT; MANAGER PROFILE; NATURAL RESOURCES; RAILROADS; REAL ESTATE; RETURN ON INVESTMENT; TAX SHELTER; TELECOMMUNICATIONS; 0070; 0188; 0734; 0677; 0605; 0883; 0858; 0294; 0449; 0537; 0270; 1004

117117 CHA76K0047

**THE REGULATION OF TELECOMMUNICATIONS: PANDORA'S TELEPHONE BOX.**

WAVERMAN, L.

CHALLENGE, VOL.19, NO.5, NOV/DEC 1976, P. 47-48.

THE FCC HAS BEGUN TO DEREGULATE THE TELECOMMUNICATIONS INDUSTRY BUT HAS BEEN CHALLENGED BY THE LEGISLATURE AND THE JUSTICE DEPARTMENT. PRESENT REGULATIONS RESTRICT AT&T'S COMPETITIVE RESPONSES WHILE ALLOWING OTHER FIRMS TO PROVIDE PRIVATE LINE SERVICES.

Descriptors: COMMUNICATION INDUSTRY; ELECTRICAL EQUIPMENT INDUSTRY; ECONOMICS; DEREGULATION; MONOPOLIES; GOVERNMENT REGULATION; FCC; 0012; 0793; 0677; 0188; 0016; 0188; 0840

1278301 DATABASE: LRI File 150

**The capital recovery implications of telecommunications deregulation.**

Ragland, Bernard G.; Wolfenbarger, Robert J.  
Pub. Util. Fort. 112 25-32 July 7 1983

JURISDICTION: United States

GEOGRAPHIC CODE: NNUS SIC CODE: 4800; 3661

DESCRIPTORS: telephone-economic aspects; depreciation allowances-law and legislation

IDENTIFIERS: deregulation-telecommunication

1277746 DATABASE: MI File 47

**The evolution of US West. (How US Justice Department broke AT&T apart)**

Purdy, Penelope  
Colorado Business v10 p62(4) July 1983

CODEN: COBUDK

illustration; map

SIC CODE: 9222; 7392; 7392; 7392; 7392; 7392

CAPTIONS: US West's region covers 14 western states.

NAMED PEOPLE: MacAllister, Jack-management

DESCRIPTORS: United States. Department of Justice-cases; American Telephone and Telegraph Co.-cases; antitrust law-cases; USWest-management; Mountain Bell-management; Pacific Northwest Bell-management; Northwestern Bell-management

IDENTIFIERS: deregulation-cases

1275823 DATABASE: MI File 47

**Why your phone bills will soar.**

Taylor, Ronald A.  
US News and World Report v95 p58(1) Aug 8 1983

CODEN: XNWRA

illustration; table

SIC CODE: 3661; 9631; 3661

CAPTIONS: Playing catch-up. (yearly phone rate increases)

DESCRIPTORS: telephone-rates; United States. Federal Communications Commission-rules and regulations; American Telephone and Telegraph Co.-cases

IDENTIFIERS: deregulation-telephone

1275223 DATABASE: TI File 148

**Surviving deregulation.**

Telephone Engineer & Management v87 p94(1) June 15 1983

illustration; photograph

SIC CODE: 4811

DESCRIPTORS: Virginia Independent Telephone Association-conferences and congresses; telephone-conferences and congresses

1275212 DATABASE: TI File 148

**Reins eased on customer gear deregulation.**

Telephone Engineer & Management v87 p17(1) June 15 1983

SIC CODE: 4811

DESCRIPTORS: telephone-rules and regulations

1275208 DATABASE: TI File 148

**The impact of AT&T's reorganization.**

McDonald, John C.  
Data Communications v12 p223(4) May 1983

SIC CODE: 4811

DESCRIPTORS: telecommunication policy-public opinion; American Telephone and Telegraph Co.-forecasts; telephone-forecasts

IDENTIFIERS: deregulation-telecommunication

1274957 DATABASE: TI File 148

**Armed with experience, independents take on the challenge of competition.**

Greenberg, Michelle  
Telephony v205 p66(2) July 4 1983

illustration; photograph

SIC CODE: 4811

DESCRIPTORS: Wisconsin Telephone Association-conferences and congresses; telephone-conferences and congresses

IDENTIFIERS: deregulation-telecommunication

1274770 DATABASE: TI File 148

**Managers face challenges in new industry created by deregulation and divestiture. (telecommunication)**

Selwyn, Lee  
Communications News v20 p66D(2) July 1983

illustration; portrait

SIC CODE: 4800

NAMED PEOPLE: Selwyn, Lee-addresses, essays, lectures  
DESCRIPTORS: telecommunication equipment industry-management; corporate divestiture-communication systems

IDENTIFIERS: deregulation-telecommunication; deregulation-telephone

1274706 DATABASE: TI File 148

Chase takes telecom matters into own hands for total do-it-themselves approach. (Chase installs and maintains its own telecommunication system)

Communications News v20 p36(1) July 1983

SIC CODE: 3661

DESCRIPTORS: Chase Manhattan Corp.-communication systems; banks and banking-communication systems; telephone systems-usage

IDENTIFIERS: deregulation-telecommunication

1273793 DATABASE: TI File 148

Does CPE mean continuous pain to the end user? (customer premises equipment marketing) (column)

Bigelow, Robert P.

Infosystems v30 p94(2) Jan 1983

ARTICLE TYPE: column

SIC CODE: 3661

DESCRIPTORS: United States. Federal Communications Commission-rules and regulations; telephone supplies industry-cases; telephone-cases

IDENTIFIERS: deregulation-telephone

1273792 DATABASE: TI File 148

American Bell rings in a new era. (mixed expectations for American Bell Inc.)

Block, Victor

Infosystems v30 p90(2) Jan 1983

illustration; portrait

American Bell is new subsidiary of AT&T. It offers more services at cheaper prices and deregulation has brought it into the competitive data processing and datacomm markets.

SIC CODE: 3661

NAMED PEOPLE: McGill, Archie J.-evaluation; Mathison, Stuart-evaluation; Barbera, Salvatore J.-management

DESCRIPTORS: American Bell Inc.-management; AIS-Net 1000-communication systems; data transmission systems-marketing; telephone-services

IDENTIFIERS: deregulation-telephone

1273316 DATABASE: TI File 148

Judge bars AT&T logo, patent plan.

Richter, M.J.

Electronic News v29 p1(2) July 11 1983

SIC CODE: 3661; 4811

DESCRIPTORS: American Telephone and Telegraph Co.-management; telephone-rules and regulations; telecommunication-rules and regulations

IDENTIFIERS: deregulation-telecommunication

1266948 DATABASE: TI File 148

**Fitch Investors Service announces rating actions for Lumbermen's Investment Corp., Brunswick Corp., and others.**

PR Newswire NYPR97 Aug 23 1983

full text

GEOGRAPHIC LOCATION: Ontario; Massachusetts; South Carolina  
NEW YORK, Aug. 23 /PRNewswire/ -- Fitch Investors Service, Inc.

has announced the following rating actions for Tuesday, Aug. 23 --

Fitch has renewed the Fitch-1 (highest grade) rating assigned to

Lumbermen's Investment Corporation's commercial paper. The corporation has recorded significantly increased earnings in its mortgage banking and land development operations for the first six months of 1983. In addition, the corporation's commercial paper program is supported by a bond of indemnity issued by Aetna Casualty and Surety Company guaranteeing timely payment of up to \$40 million of the corporation's outstanding commercial paper.

/CONTACT -- Robert P. Vogel of Fitch at 212-668-8334/

Fitch announced today that it has confirmed its "AA" rating on

outstanding U.S. pay debentures of the Province of Ontario, Canada. Economically, Ontario manufacturing represents about half of national GNP and unemployment rates are still below national average despite current recession. Debenture sales have financed Ontario Hydro program which is substantial. Hydro debt is self-supporting and provincial debt is below average for provinces.

Fitch announced that it has confirmed its "A-" rating on Commonwealth of Massachusetts outstanding general obligation bonds. Commonwealth has survived the impact of proposition 2 1/2 reasonably well with a fiscal 1983 general fund surplus estimated at \$43 million. High technology employment has been strong with state unemployment lower than national rates. The continuing postponement of any meaningful solution to more than \$3.5 billion unfunded pension liabilities, however, precludes any revision of the present "A-" rating.

Fitch announced that it has confirmed its "AAA" rating in the

general obligation bonds of the State of South Carolina.

Among the credit factors warranting the highest rating are the

protections offered by the state's constitution and statutes. Prompt response to adverse economic effects on revenues continues to ensure sound financial conditions. The economy of the state has become diversified since WWII, and substantial capital investment continues, with over \$3.5 billion coming from foreign countries. Large military installations in the Charleston area add to economic stability.

/CONTACT -- Bill McCarthy or Art Hausker of Fitch at 212-668-8323

and 8322, respectively/

Fitch has reaffirmed its F-2 rating on the commercial paper

issued by Brunswick Corporation. The company has

decentralized its operations and has undertaken a cost cutting program. A strong recovery in earning is occurring this year. Brunswick, with headquarters in Skokie, Ill., is a manufacturer of technical, marine power, and recreational products.

/CONTACT -- John Walsh of Fitch at 212-668-8338/

Fitch confirmed the "AAA" rating on the \$100 million 7.80 percent

mortgage backed bonds dated Oct. 1, 1989 of Great Western Savings, a federal savings and loan association. The rating reflects the strong collateral backing of the bonds consisting of high quality mortgages. The current value of the collateral greatly exceeds the minimum requirement of 150 percent of the face value of outstanding bonds. Great Western Savings is the third largest savings and loan association in California and in the United States with over \$17 billion in assets after therecent merger with United Savings and Loan Association, a subsidiary of Financial Federation, Inc. which merged with Great Western's parent, Great Western Financial Corporation. After reporting operating losses in 1981 and 1982 Great Western Savings has reported profits in 1983 reflecting lower interest costs and higher lending fees.

/CONTACT -- Donald B. McLellan of Fitch at 212-668-8330/

Fitch announced today that it is maintaining its "F-1" commercial

paper rating and "AA" senior long-term debt rating on Sears Roebuck Acceptance Corp. ("SRAC"). The maintenance of these ratings reflects the stature and financial strength of the parent company, Sears Roebuck & Co., and also takes into consideration SRAC's excellent liquidity and stable financial ratios and capital structure.

Sears Roebuck Acceptance, headquartered in Wilmington, Del., is

a wholly owned consolidated subsidiary of Sears Roebuck and is engaged in purchasing short-term notes and revolving charge account balances from the parent company.

/CONTACT -- Chris Eakins of Fitch at 212-668-8331/

Fitch confirmed its "AA+" rating on the first mortgage bonds of

the Rochester Telephone Corporation and raised the rating on the company's sinking fund debentures from "A+" to "AA-". The ratings apply to \$136 million first mortgage bonds and \$6.7 million sinking fund debentures. Rochester Telephone is the largest unaffiliated company in the independent telephone industry. Through a subsidiary, it provides competitive telecommunications equipment and services throughout the United States. The company's headquarters are in Rochester, N.Y. The ratings reflect exceptional financial strength and a management philosophy that allows the company to take advantage of the opportunities offered by deregulation.

Fitch confirmed its "A+" rating on Mississippi Power Company's

first mortgage bonds and collateralized pollution control

bonds and the "A-" rating on the company's preferred stock. The rating covers \$221 million first mortgage bonds and \$52 million preferred stock. The company is an operating subsidiary of The Southern Company. Its executive offices are in Gulfport, Miss. Fitch maintained its ratings despite unfavorable regulatory developments in the state. The rating agency took into consideration Mississippi Power's declining capital requirements and growing capital self-sufficiency as well as the assured revenue flow from day of completion for certain future projects.

Fitch confirmed its "AA" rating on the first mortgage bonds of

Gulf Power Company and the "A" rating on Gulf's preferred stock. The ratings apply to \$291 million first mortgage bonds, \$89 million collateralized pollution control bonds and \$77 million preferred stock. Gulf is a subsidiary of The Southern Company. Its executive offices are in Pensacola, Fla. Despite adverse rate decisions, the company achieved in 1982 a 29 percent gain in net income, the highest return on equity since 1978 and the strongest interest protection since 1978. Infusion of over \$1 billion of revenues from sale of capacity during the next 12 years will greatly enhance Gulf Power's profitability and its ability to continue construction of electric facilities.

/CONTACT -- Walter Behrens of Fitch at 212-668-8452/

GEOGRAPHIC CODE: NNCNEON; NNUSMA; NNUSUSC SIC CODE: 6531; 6162; 3949; 3599; 6000; 6120; 6146; 3661; 3661; 4911

TICKER SYMBOL: BC; S; GWF

DESCRIPTORS: Lumbermen's Investment Corp.-securities; Ontario-securities; Massachusetts-securities; South Carolina-securities; Brunswick Corp.-securities; Great Western Savings-securities; Sears Roebuck Acceptance Corp.-securities; Rochester Telephone Corp.-securities; Mississippi Power Co.-securities; Gulf Power Co.-securities; land companies-securities; mortgage banks-securities; sporting goods industry-securities; marine machinery industry-securities; banks and banking-securities; building and loan associations-securities; commercial finance companies-securities; telephone-securities; telecommunication equipment industry-securities; electric utilities-securities

1264162 DATABASE: NNI File 111

Economic scene: competition vs. research. (column)

Baumol, William J.

New York Times v132 p28(N) pD2(L) Aug 31 1983

CODEN: NYTIA

col 1 013 col in.

illustration

EDITION: Wed

ARTICLE TYPE: column

SIC CODE: 7391; 7391

DESCRIPTORS: competition-economic aspects; corporations-social policy; research, industrial-economic aspects; International Business Machines Corp.-research; American Telephone and Telegraph Co.-research

IDENTIFIERS: deregulation-economic aspects

1263513 DATABASE: NNI File 111

The scramble to rewire America for long distance: A.T. & T. is defending its turf as competitors build networks.

Pollack, Andrew

New York Times v132 Section 3 pF1(N) pF1(L) Aug 21 1983

CODEN: NYTIA

col 2 075 col in.

illustration; table

EDITION: Sun

SIC CODE: 4800; 3661

CAPTIONS: The big players in long distance.

NAMED PEOPLE: Tanenbaum, Morris-forecasts; Leddon, Charles D.-forecasts; Self, Robert-forecasts; Carter, Edward W.-forecasts

DESCRIPTORS: CSX Corp.-planning; MCI Communications Corp.-planning; telephone-forecasts; telephone lines-forecasts

IDENTIFIERS: deregulation-telecommunication; long-distance telephone service-forecasts

1263506 DATABASE: NNI File 111

Long distance mom and pop style. (Ameritel)

Pollack, Andrew

New York Times v132 Section 3 pF19(N) p19(L) Aug 21 1983

CODEN: NYTIA

col 4 009 col in.

EDITION: Sun

ARTICLE TYPE: biography

SIC CODE: 7392; 7392; 4800; 3661; 7392

NAMED PEOPLE: Fisher-Keller, James E.-management

DESCRIPTORS: Ameritel-management; Contra Costa County, California-communication systems; telephone-industries

IDENTIFIERS: deregulation-telecommunication; long-distance telephone service-management

1263500 DATABASE: NNI File 111

**Investing: picking Bell stocks after the break-up; Wall Street once favored A.T.&T. but now it's keen on the regional companies. (column)**

Lueck, Thomas J.

New York Times v132 Section 3 pF10(N) pF10(L) Aug 21 1983

CODEN: NYTIA

col 2 020 col in.

EDITION: Sun

ARTICLE TYPE: column

SIC CODE: 4800; 4800

DESCRIPTORS: Nynex-forecasts; American Telephone and Telegraph Co.-securities; Pacific Telesis Group-forecasts; Bell South-forecasts; telecommunication-securities

IDENTIFIERS: deregulation-telecommunication

1262605 DATABASE: NNI File 111

**Ma Bell's last child gets a name. (Pacific Telephone and Telegraph Co.)**

New York Times v132 p34(N) pD6(L) Aug 9 1983

CODEN: NYTIA

col 2 010 col in.

illustration; map

EDITION: Tue

SIC CODE: 4800; 7392

CAPTIONS: New identities for the seven regional phone companies.

NAMED PEOPLE: Guinn, Donald E.-management

DESCRIPTORS: Pacific Telephone and Telegraph Co.-names; Pacific Telesis Group-names

IDENTIFIERS: deregulation-telecommunication

1255666 DATABASE: TI File 148

**Is phone service threatened by a weak U.S. economy?**

Greenberg, Michelle

Telephony v204 p72(2) June 20 1983

SIC CODE: 4811

DESCRIPTORS: telephone-economic aspects

IDENTIFIERS: deregulation-telecommunication

1253301 DATABASE: TI File 148

**Moving out into the no man's land between telephone and cable. (supplying data-transmission services)**

Broadcasting v104 p109(3) June 13 1983

SIC CODE: 4811

DESCRIPTORS: telecommunication-services

IDENTIFIERS: deregulation-telecommunication

**Getting down to brass tacks on cable deregulation.**

Broadcasting v104 p41(2) June 13 1983

SIC CODE: 4899

DESCRIPTORS: American Telephone and Telegraph Co.-political activity; National Cable Television Association-political activity

IDENTIFIERS: deregulation-cable television

1252071 DATABASE: NNI File 111

**New services are tailored for AT&T holders by firms to handle post-spinoff decisions. (column)**

Winans, R. Foster

Wall Street Journal Section 2 p49(W) p51(E) July 21 1983

CODEN: WSJOAF

col 3 018 col in.

EDITION: Thu

ARTICLE TYPE: column

SIC CODE: 3661; 3661; 6211; 6000

DESCRIPTORS: American Telephone and Telegraph Co.-securities; telephone-securities; Merrill Lynch Pierce, Fenner and Smith Inc.-services; brokers-services; financial institutions-services; investments-services

IDENTIFIERS: deregulation-telephone

1253292 DATABASE: TI File 148

1249167 DATABASE: TI File 148

**General Datacomm Industries earnings.**

PR Newswire NYPR109 July 28 1983

illustration; table

DANBURY, Conn., July 28 /PRNewswire/ -- Charles P. Johnson,

chairman of the board of General Datacomm Industries, Inc., a manufacturer of data transmission equipment, including multiplexers, modems, and network management systems, today announced the results of operations for the third quarter and nine months ended June 30, 1983. Sales for the quarter increased 27 percent to \$21,408,000 from \$16,862,000 a year ago.

Net income for the quarter was \$1,151,000 or \$.16 per share as

compared to the break-even level reported a year ago. The third quarter 1983 earnings include the year-to-date impact of lowering the estimated effective income tax rate from a provision of 10 percent to a benefit of 20 percent. Average shares outstanding during the quarter were 6,985,000 versus 6,703,000 outstanding a year ago.

Nine months sales increased 43 percent to \$60,256,000 from

\$42,120,000 a year ago. Year-to-date net income increased to \$1,686,000 from a loss of \$1,274,000 a year ago. Earnings per share were \$.24 as compared to a loss of \$.19 last year, based on 6,938,000 shares outstanding during the first nine months of this year as compared to 6,687,000 shares outstanding a year ago.

Third quarter results show a marked improvement when compared

with last year's results and a continuation of the upward trend which began in the third quarter of fiscal 1982. Sales for the quarter reached a record high, nine percent greater than the previous record achieved in the second quarter of this year.

In sharp contrast to losses for the first nine months of 1982,

1983 results have improved to \$.16 per share for the present quarter and \$.24 for the first nine months.

Order input in the third quarter also reached a record high,

18 percent greater than the previous record set in the second quarter. As in the second quarter, General Datacomm's business systems sales contributed more than half of these bookings and the company is continuing the major commitment it has made to this market segment.

General Datacomm's new product line, introduced over the last two

years, has found strong acceptance in the market. The company has signed two three-year contracts to supply high and low speed Datacomm modems to Bell Canada and the other members of the Transcanada Telephone System. The company estimates that total revenues from the contract will be over \$10 million per year.

During the quarter, the company began production shipments

of Gen-Net, its first entry in the medium and large

statistical multiplexer/network concentrator equipment market. Orders for the Datacomm 9600QP, the company's new low-cost, high performance multipoint modem, have grown dramatically and have far exceeded initial estimates.

The company also began shipments of the NMS 2020, the only data

set currently available that can provide both local area data distribution and diagnostics. First shipments of the NMS 2020 went to a major computer supplier which is using this product in its internal corporate network.

In June, the company introduced a software package which enables

its Netcon-5 network management system to provide complete control of digital networks. Netcon-5 is now the only system on the market that offers complete management capabilities for local area, digital and analog networks.

In July, the company announced a key change in its management

team -- the election of Dr. John C. W. Taylor, formerly of Northern Telecomm, Ltd., as president and chief operating officer. Charles P. Johnson, who was president and chairman of the board, will remain as chairman of the board and chief executive officer. Dr. Taylor will assume responsibility for the company's operations while Mr. Johnson focuses on strategic planning and the new business opportunities created by recent far-reaching telecommunications industry changes.

General Datacomm has now experienced six successive quarters of

improved sales and results of operations. This upward trend, combined with the general economic recovery, the new opportunities created by deregulation, and the strong addition to the company's management group, places the company in a position to return to its traditional high-growth pattern.

**(Consolidated)**

Three months ended June 30	1983	19-
82		
Sales	\$21,408,000	-
\$16,862,000		
Operating income	1,772,000	-
105,000		
Income (loss) before income taxes	811,000	-
(895,000)		
Net income	\$ 1,151,000(A)	-
\$ --		
Earnings per share	\$.16(A)	-
--		
Average number of common and common		

equivalent shares outstanding	6,985,000	6-
,703,000		

Nine months ended June 30 1983 1-

982

Sales \$60,256,000 -

\$42,120,000

Operating income (loss) 4,531,000 -

(1,120,000)

Income (loss) before income taxes 1,406,000 -

(3,330,000)

Net income (loss) \$ 1,686,000 -

\$(1,274,000)

Earnings (loss) per share \$.24 -

\$(.19)

Average number of common and common

equivalent shares outstanding 6,938,000 -

6,687,000

(A) -- Includes approximately \$178,000 or \$.03 per share related

to a year to date change in the effective tax rate from a provision of 10 percent to a benefit of 20 percent.

/CONTACT -- Robert S. Smith of General Datacomm Industries at 203-797-0711/

SIC CODE: 3573; 7374

TICKER SYMBOL: GDC

CAPTIONS: (General Datacomm Industries earnings.)

DESCRIPTORS: General Datacomm Industries Inc.-finance; telecommunications-finance; computer industry-finance; electronic data processing-finance

1246568 DATABASE: TI File 148

**Self-rule urged for phone carriers.**

PR Newswire NYPR95 July 5 1983

full text

WASHINGTON, - D.C., July 1 /PRNewswire/ -- A system of voluntary

standards should be instituted to apply to the public telephone network under deregulation, as opposed to Government regulation, according to The Institute of Electrical and Electronics Engineers, Inc. (IEEE) Committee on Communications & Information Policy (CCIP). In the past, telephone common carriers relied on American Telephone & Telegraph for system interface and system performance standards, according to CCIP Chairman Alan F. Culbertson, Culbertson Communications, Inc., Palo Alto, Calif.

The CCIP endorsed in principle, Culbertson said, a report of a

CCIP Subcommittee on Network Standards Under Deregulation, established late last year to determine how competing technologies might be chosen by competing companies in the new, unregulated marketplace. The Subcommittee is headed by Raymond M. Alden, vice chairman, United Telecommunications, Inc., Kansas City, Mo.

The CCIP takes the position that "the American tradition of

voluntary standards, developed and applied in industry, by

all who have the knowledge, interest, resources, and initiative to participate should be reaffirmed." The CCIP also agreed: "The arrangements which have existed among the carriers, working among themselves and with equipment suppliers which resulted in de facto standards because of the widespread influence of the Bell System, should be replaced by an open process patterned after that used by industry associations and professional societies following the guidelines of the American National Standards Institute." Finally, the CCIP takes the position that an appropriate industry association should be formed which might address telephone network standards.

The CCIP is a joint committee of the IEEE Technical Activities Board and the IEEE United States Activities Board. The IEEE is the world's largest technical professional organization having some 234,000 members in more than 120 countries.

/CONTACT -- Pender M. McCarter of IEEE at 202-785-0017/

SIC CODE: 4800

DESCRIPTORS: American National Standards Institute-standards; telephone systems-standards; Institute of Electrical and Electronics Engineers. Subcommittee on Network Standards under Deregulation-reports

IDENTIFIERS: deregulation-telecommunication

1246497 DATABASE: NNI File 111

**Experts contend AT&T breakup likely to be late.**

Brown, Merrill

Washington Post v106 pA1 July 3 1983

col 5 030 col in.

illustration; photograph

EDITION: Sun

SIC CODE: 7392; 3661; 4800

DESCRIPTORS: American Telephone and Telegraph Co.-management; telephone-rates

IDENTIFIERS: deregulation-telecommunication

1245816 DATABASE: NNI File 111

**Court modifies A.T. & T. breakup.**

Pollack, Andrew

New York Times v132 p27(N) pD3(L) July 29 1983

CODEN: NYTIA

col 1 015 col in.

EDITION: Fri

SIC CODE: 4800; 4800

NAMED PEOPLE: Greene, Harold H.-cases

DESCRIPTORS: American Telephone and Telegraph Co.-cases; telecommunication-cases; antitrust law-cases

IDENTIFIERS: deregulation-telecommunication



1245814 DATABASE: NNI File 111

**Congress bid to ease rises in phone rates.**

Shribman, David

New York Times v132 p27(N) pD3(L) July 29 1983

CODEN: NYTIA

col 2 010 col in.

illustration; portrait

EDITION: Fri

SIC CODE: 3661; 4900; 4800

NAMED PEOPLE: Fowler, Mark-economic policy

DESCRIPTORS: telephone-law and legislation; public utilities-law and legislation

IDENTIFIERS: deregulation-telecommunication

1244838 DATABASE: NNI File 111

**Struggling to make the breakup work: the divestiture has been tough for A.T.&T.. Its marketing unit has little to sell and now Ma Bell is Bell no more.**

Pollack, Andrew

New York Times v132 Section 3 pF1(N) pF1(L) July 17 1983

CODEN: NYTIA

col 2 058 col in.

illustration; graph; graph; table

EDITION: Sun

SIC CODE: 7392; 4800; 7392; 3661; 7392; 3661; 4800; 7392; 7392; 3661; 7392

CAPTIONS: Problems for the new A.T.&amp;T.; Problems in the switchboard business.; A.T.&amp;T. at a glance.

DESCRIPTORS: American Telephone and Telegraph Co.-management; telecommunication-management; telephone-management; telephone-private branch exchanges; trade-marks-cases; antitrust law-cases; American Bell Inc.-management; Western Electric Company Inc.-management; telecommunication equipment industry-management

IDENTIFIERS: deregulation-telecommunication

1239836 DATABASE: LRI File 150

**Telephone: it will never be the same.**

Larkin, Edward P.

Pub. Util. Fort. 111 15-18 April 14 1983

JURISDICTION: United States

GEOGRAPHIC CODE: NNUS SIC CODE: 3661; 4800; 4800

DESCRIPTORS: telephone-law and legislation; telecommunication-law and legislation

IDENTIFIERS: deregulation-telecommunication

1235844 DATABASE: TI File 148

**Building cable; careful approach cuts costs.**

Bisbee, Frank D., III

Telephone Engineer &amp; Management v87 p60(4) April 15 1983

illustration; photograph

Cable is an overlooked but crucial item in a communication systems. Architects and building owners now have different options open to them due to deregulation. Here, a case is made for plenum over PVC cable. Plenum offers fire resistance, high transmission rate, and flexibility.

SIC CODE: 3661

DESCRIPTORS: telephone switching systems, electronic-electric wiring; telecommunication systems-electric wiring

1235821 DATABASE: TI File 148

**House unit probes revamped telecom pricing. (prospects for universal service)**

Telephone Engineer &amp; Management v87 p20(3) April 15 1983

SIC CODE: 4811

DESCRIPTORS: telephone-rates

IDENTIFIERS: deregulation-telecommunication policy

1235819 DATABASE: TI File 148

**Pacific calm, but Mid-Atlantic BOC storm brews.**

Telephone Engineer &amp; Management v87 p18(2) May 1 1983

SIC CODE: 4811

DESCRIPTORS: Pacific Telephone and Telegraph Co.-cases; American Telephone and Telegraph Co.-cases

IDENTIFIERS: deregulation-telecommunication

1235817 DATABASE: TI File 148

**AT&T reveals divestiture plans in filing.**

Telephone Engineer &amp; Management v87 p17(2) April 1 1983

SIC CODE: 4811

DESCRIPTORS: American Telephone and Telegraph Co.-management

IDENTIFIERS: deregulation-telecommunication

1235770 DATABASE: MI File 47

**Baby Bell's teething pains.**

Pauly, David

Newsweek v101 p55(1) June 20 1983

CODEN: NSWKA

illustration; portrait

SIC CODE: 7392; 7392; 3661; 7392; 3661; 7392

NAMED PEOPLE: McGill, Archie J.-retirement; Tobias, Randall J.-management

DESCRIPTORS: American Telephone and Telegraph Co.-management

; American Bell Inc.-management; telephone-management

IDENTIFIERS: deregulation-telephone

1235457 DATABASE: TI File 148

**Judge Greene approves AT&T LATA boundaries. (local access and transport area)**

Telephony v204 p18(1) May 2 1983

SIC CODE: 4811

DESCRIPTORS: American Telephone and Telegraph Co.-services

IDENTIFIERS: deregulation-telecommunication

1235414 DATABASE: TI File 148

**AT&T defends terms of reorganization plan.**

Block, Victor

Telephony v204 p13(1) June 6 1983

SIC CODE: 4811

DESCRIPTORS: American Telephone and Telegraph Co.-cases

IDENTIFIERS: deregulation-telecommunication

1233293 DATABASE: TI File 148

**Bell independents plan standards org.**

Electronic News v29 p66(1) May 2 1983

SIC CODE: 3661

DESCRIPTORS: telephone-standards; American Bell Inc.-standards; United States. Federal Communications Commission-rules and regulations

IDENTIFIERS: deregulation-telephone

1233233 DATABASE: TI File 148

**Seek comment on Bell plan to dereg. installed base.**

Richter, M.J.

Electronic News v29 p1(2) May 2 1983

SIC CODE: 3661

DESCRIPTORS: United States. Federal Communications Commission-investigations; American Telephone and Telegraph Co.-management

IDENTIFIERS: deregulation-telephone

1233210 DATABASE: TI File 148

**Com users warned Bell can rise again.**

Barbetta, Frank

Electronic News v29 p1(2) June 6 1983

illustration; portrait

SIC CODE: 4811; 3661

DESCRIPTORS: American Telephone and Telegraph Co.-marketing; telephone-marketing; telecommunication-marketing

IDENTIFIERS: deregulation-telecommunication

1233209 DATABASE: TI File 148

**BOCs wary of patent, logo bars.**

Richter, M.J.

Electronic News v29 p1(2) June 6 1983

SIC CODE: 3661; 4811

DESCRIPTORS: American Telephone and Telegraph Co.-management; telephone-management; telecommunication-management; telecommunication equipment industry-management

IDENTIFIERS: deregulation-telecommunication

1233207 DATABASE: TI File 148

**AT&T splits American Bell: AIS head resigns as role of unregulated unit is diluted.**

Barbetta, Frank

Electronic News v29 p1(2) June 13 1983

illustration; portrait

AT&T has restructured its American Bell subsidiary by turning over to Western Electric its Consumer Products unit. The Advanced Information Systems division president, Archie McGill has resigned due to his disagreement with the restructuring.

SIC CODE: 4800; 3661

NAMED PEOPLE: McGill, Archie-retirement

DESCRIPTORS: American Bell Inc.-management; American Bell Inc. Advanced Information Systems Div.-officials and employees; Western Electric Company Inc.-management; telecommunication-management; telephone supplies industry-management

IDENTIFIERS: deregulation-telecommunication

1232570 DATABASE: MI File 47

**Push-button boom: soaring telephone sales draw a crowd.**

Nossiter, Daniel D.

Barrons v63 p13(3) June 6 1983

CODEN: BRNSA

illustration; photograph

SIC CODE: 3661; 7392

NAMED PEOPLE: Reichenstein, Victor-management

DESCRIPTORS: telephone supplies industry-finance; Webcor Electronics Inc.-finance; Comdial Corp.-finance; Dynascan Corp.-finance; American Telephone and Telegraph Co.-finance; GTE Corp.-finance; telecommunication policy-economic aspects

IDENTIFIERS: deregulation-telecommunication policy

1232563 DATABASE: MI File 47

**Ring out the old: the "new AT&T" is better designed for the needs of the times. (editorial)**

Bleiberg, Robert M.

Barrons v63 p9(1) June 13 1983

CODEN: BRNSA

ARTICLE TYPE: editorial

SIC CODE: 4800; 3661

DESCRIPTORS: telephone-planning; American Telephone and Telegraph Co.-planning

IDENTIFIERS: deregulation-telecommunication

1232091 DATABASE: TI File 148

**More obstacles placed in way of S. 66. (cable deregulation)**

Broadcasting v104 p66(2) May 16 1983

SIC CODE: 4899

DESCRIPTORS: cable television-law and legislation; National League of Cities-political activity; American Telephone and Telegraph Co.-political activity

IDENTIFIERS: deregulation-broadcasting

1226278 DATABASE: TI File 148

**Proposals announced for relaxing government overregulation in New York State.**

PR Newswire NYPR54 June 29 1983

illustration; table

GEOGRAPHIC LOCATION: New York (State)

ALBANY, N.Y., June 29 /PRNewswire/ -- The first round of proposals

for easing the expensive burden of government overregulation in New York State was announced today by the New York State Bar Association's Policy Board on Regulatory Reform.

The Regulatory Reform Board's recommendations include partial or

complete delicensing of ten occupations and professions, simplifying wage and tax reporting requirements for businesses, easing filing burdens on new businesses and deregulating certain docks.

"Our goal is to weed out regulations that are clearly unnecessary

or overly burdensome," said Barbara Berger Opatowsky, Chair of the Regulatory Reform Board and President of the Better Business Bureau of Metropolitan New York. "We do not seek to eliminate regulations vital to public health, safety or welfare."

Opatowsky said that to be considered for repeal or

simplification, a regulation had to meet certain criteria.

"For example, does the regulation create an unnecessary barrier

for entry into a new business, occupation, profession or other economic activity? Does the regulation create an unnecessary burden on businesses or individuals? Does it lack a clear public benefit? Are scarce government resources being used to enforce the regulation?" Opatowsky said.

Following are the Regulatory Reform Board's initial recommendations:

**Occupational Licensing**

New York State regulates entry to approximately 350 occupations

and businesses. The Departments of Education and State account for one-third of the regulated titles. The Regulatory Reform Board recommends the partial or complete delicensing of ten occupations licensed by these departments: Massage, Animal Health Technology, Landscape Architect, Occupational Therapist, Occupational Therapist Assistant, Physical Therapist Assistant, Barber Apprentice, Hairdresser Trainee, Steamship Ticket Agent, and Billiard and Pocket Billiard Rooms.

The Board recommends deregulating these occupations either

because they present no significant physical, health or economic risk to the consumer; or, in some cases, because they are adequately supervised by a licensed professional. All the titles, except for Occupational Therapist, are recommended for complete delicensing. For insurance reasons, Occupational Therapists should be voluntarily certified.

**Business Reporting Requirements**

According to Opatowsky, businesses in New York State are confronted with an enormous volume of paperwork. Even small

employers (those with semi-annual withholdings of \$600 or more) are required to file at least 26 state forms each year for wage and tax reporting purposes alone. Larger businesses must file up to 52 different yearly wage and tax reports. New businesses are also subject to a variety of reporting requirements, mainly to determine their tax liability.

The Regulatory Reform Board recommends eliminating certain state

reporting requirements and cutting back others in order to reduce the cost to both small and large businesses.

The board also recommends establishing one "short form" for all

new or acquired businesses, a uniform time schedule for all new business filing requirements, and other actions by the state to ease the reporting burden of new businesses.

**Docks**

The Regulatory Reform Board proposes the total deregulation of

docks and other landing places currently regulated by the Department of Environmental Conservation, in order to shift departmental resources to more vital concerns. It concludes that no useful purpose is served by the DEC's continued regulation of docks supported by open-work structures. This proposal was submitted earlier this year in draft form to the Legislature. It was recently approved by both houses and is now awaiting the Governor's signature.

The Policy Board on Regulatory Reform was created in 1982 to

implement recommendations resulting from a two-year study by a special Action Unit of the New York State Bar Association. In its report, issued in April 1982, the Action Unit concluded that "an independent comprehensive review should be made of all state regulatory requirements, and those that are obsolete, unnecessary or duplicative or that impose burdens that are unjustified by their benefits, should be eliminated." The NYSBA's policy-making House of Delegates subsequently adopted this position.

The Regulatory Reform Board is currently reviewing other areas

for possible deregulation. It has sought suggestions for additional topics from legislators, state agency staff, businesses and public interest groups. The board has been assisted by the Albany Law School's Government Law Center, directed by Langdon Marsh, and by other consultants.

The Board's members include both lawyers and non-lawyers, representing a broad range of interests from throughout the state (see list below).

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GEOGRAPHIC CODE: NNUSLNY SIC CODE: 7392  
CAPTIONS: New York State Bar Association Policy Board on  
Regulatory Reform.  
NAMED PEOPLE: Opatowsky, Barbara Berger-management-industry  
and state-New York (State)  
DESCRIPTORS: New York (State). Bar Association. Policy Board  
on Regulatory Reform-reports  
IDENTIFIERS: deregulation-New York (State)

1224047 DATABASE: TI File 148

International Communications Association speaker Theodore F. Brophy.

PR Newswire NYPR70 May 31 1983

full text

ANAHEIM, Calif., May 31 /PRNewswire/ -- Deregulation, the most

important political event to impact telecommunications in the last 30 years, has produced a variety of critical issues that must be resolved in the very near future, Theodore F. Brophy, chairman and chief executive officer of GTE Corp., said today.

It is imperative that customers, telephone companies and equipment suppliers reach equitable solutions to these major problems, Brophy said. "Now is not the time to exploit visible differences. Rather, we must search together for those sometimes hidden elements that will lead to compromise and solution," he declared.

Brophy's call for "a new partnership" between the users and the

providers of telecommunications products and services came in the keynote address at the four-day annual convention of the International Communications Association which began this morning. Attending the meeting were some 900 executives who manage the telecommunications facilities in most of the nation's large companies and in many government agencies.

#### DEREGULATION CAUSING DISRUPTIONS AND OPPORTUNITIES

"I think it is already obvious to all of us that the change we

are going through will, necessarily, result in some uncertainties, some disruptions and some discomfort," the GTE executive said. However, he added, this change also creates great opportunities for both users and providers to build on a foundation that is the best telecommunications system in the world and "enter into a new era of diverse services and products that will make a great contribution to our national productivity."

The process of deregulation in telecommunications has been

inspired in part by changing technology and in part by a growing political philosophy to encourage competition and do away with the regulated monopoly environment in which telephone companies have long operated, Brophy said.

It is important to be sensitive to the critical issues remaining to be resolved in the deregulation of telecommunications and to take an active role in supporting "those steps that will best protect the interests of all the public," he told the convention audience.

#### CITES MAJOR ISSUE OF "ACCESS CHARGES"

The GTE chairman dealt at some length with the pressing need to

settle the issue of "access charges," the payments which customers and long-distance companies will make for the privilege of connecting local telephone-company facilities with the long-distance networks. The issue is of great importance because the access-charge plan set forth by the Federal Communications Commission calls for "a substantial redistribution" of costs by charging customers a fee for using

the local telephone network to connect to the long-distance network, he said. The fee would be a fixed amount not related to the customer's usage.

In addition, the long-distance companies would pay the local

telephone companies an interconnection charge based on usage.

It is the FCC's position that the amount charged to local customers for the availability of access to intercity service has been too low while the per-minutes time charge to long-distance callers has been too high. The FCC's new access charge plan is designed to correct that situation.

#### URGES END TO "ARTIFICIAL PRICING"

"I believe the FCC is correct in its general thrust to remove

price distortions from the system," Brophy said. "The failure to do so could encourage large users to bypass the local exchange network and build duplicate facilities in a wasteful effort to avoid the impact of the price distortions. Any system that, through artificial pricing, encourages a bypass of the local exchange network could, over a period of time, have a devastating impact on the public, particularly those segments who have no choice but to use the local network."

"The relatively modest increases in local service charges are a

necessary price to pay if we wish multiple entry into intercity service to produce the benefits of true competition," the GTE chairman said.

#### OTHER CRITICAL ISSUES DESCRIBED

Brophy also called for resolution of several other critical

issues stemming from the "irreversible" trend from regulation to competition in the telephone business. They included:

-- The need for Congress to determine which aspects of the

telecommunications industry are to be regulated by the federal government and which are to be regulated by the states. This jurisdictional issue will have to be reconciled with the 1982 court-approved consent decree which settled the Department of Justice's eight-year-old antitrust lawsuit against the American Telephone and Telegraph Company.

-- The need to create a deregulated environment in which effective competition can grow, thus preventing a return to monopoly or establishment of a new regulatory structure. "There is no precedent for deregulating a regulated industry in which one entity (AT&T) has had so significant a position," Brophy said.

-- The breakup of the Bell System will create the need for an

entity responsible for the network planning required to assure restoral of the telecommunications network in times of

national disasters and the continuity of communications essential to national security and emergency preparedness. The prompt establishment of such an entity deserves your support, he said.

-- With deregulation, the compatibility and interconnectability

of communications systems may become an important issue for customers and operators of such systems. Users should seek to assure the broadest possible consistency in interconnection standards to achieve the greatest flexibility and freedom of choice, Brophy stated.

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SIC CODE: 4800; 3661; 4800

TICKER SYMBOL: GTE

NAMED PEOPLE: Brophy, Theodore F.-addresses, essays, lectures

DESCRIPTORS: International Communications Association-conferences and congresses; GTE Corp.-officials and employees; telecommunication-conferences and congresses; telephone-officials and employees

IDENTIFIERS: deregulation-telecommunication

1218592 DATABASE: NNI File 111

Senate votes to set policy on cable TV; bill would allow industry to expand, limit local control.

Pagano, Penny

Los Angeles Times v102 Section I p1 June 15 1983

col 6 020 col in.

EDITION: Wed

SIC CODE: 4833; 4833

DESCRIPTORS: cable television-law and legislation; American Telephone and Telegraph Co.-political activity; National Cable Television Association-political activity

IDENTIFIERS: deregulation-cable television

\*1218542 DATABASE: NNI File 111

PUC feels the heat as utility rate pleas rise.

Keppel, Bruce; Bry, Barbara

Los Angeles Times v102 Section V p1 June 12 1983

col 5 074 col in.

illustration; chart

EDITION: Sun

GEOGRAPHIC LOCATION: California

GEOGRAPHIC CODE: NNUSWCA SIC CODE: 7392; 9600; 7392; 4900; 4900; 7392; 7392; 3661; 1311; 1629

CAPTIONS: How the Public Utilities Commission works.

NAMED PEOPLE: Grimes, Leonard M., Jr.-management; Grew, Priscilla C.-management

DESCRIPTORS: California. Public Utilities Commission-management; independent regulatory commissions-management; public utilities-rates; telephone-rates; gas, natural-prices; electric power-prices; atomic power-plants-finance; water-power electric plants-finance; Pacific Gas and Electric Co.-rates; Southern California Edison Co.-rates; American

Telephone and Telegraph Co.-rates

IDENTIFIERS: deregulation-public utilities

1214227 DATABASE: TI File 148

Bank telecommunications in the age of deregulation.

Levine, Henry D.

Bankers Magazine v166 p26(6) March-April 1983

Deregulation of the telecommunications industry has a major impact on the banking industry, which is already developing a wide range of communications networks to deliver services. The antitrust suit against AT&T and the deregulatory actions of the FCC have allowed more competition in the field. Also, the Federal Reserve Board is increasingly allowing banks to enter the data processing and transmission field. Citicorp is a leader in this area, having applied in 1979 to offer electronic funds transfers, home banking and other related services through a system wholly owned by the BHC.

SIC CODE: 6711; 4800; 9631

DESCRIPTORS: banks and banking-communication systems; telecommunication-rules and regulations; American Telephone and Telegraph Co.-cases; United States. Federal Communications Commission-rules and regulations; Citicorp-services

IDENTIFIERS: deregulation-telecommunication policy

1213836 DATABASE: TI File 148

Is there life after divestiture for the BOCs?

Anderson, Howard

Telephone Engineer & Management v87 p68(2) March 15 1983

illustration; table

The Yankee Group forecasts that the former Bell Operating Companies will look beyond Western Electric for CPE. Their distinct advantage after divestiture is direct access to customers. Two possible lucrative areas for expansion are: least-cost routing service and distribution for direct-broadcast satellite systems.

SIC CODE: 4811

CAPTIONS: Customer premise equipment: Bell vs. ex-Bell.

DESCRIPTORS: American Telephone and Telegraph Co.-marketing; Yankee Group-surveys

IDENTIFIERS: deregulation-telecommunication

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13. Pollack, Andrew, "Struggling to Make the Breakup Work: The Diverstire Has Been Tough for AT&T...Its Marketing Unit Has Little to Sell and Now Ma Bell is Bell No More," New York Times, July 17, 1983, V.132, Section 3, 1.
14. Shribman, David, "Congress Bid to Ease Rises in Phone Rates," New York Times, July 29, 1983, V.132, Section 3, 27.
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