



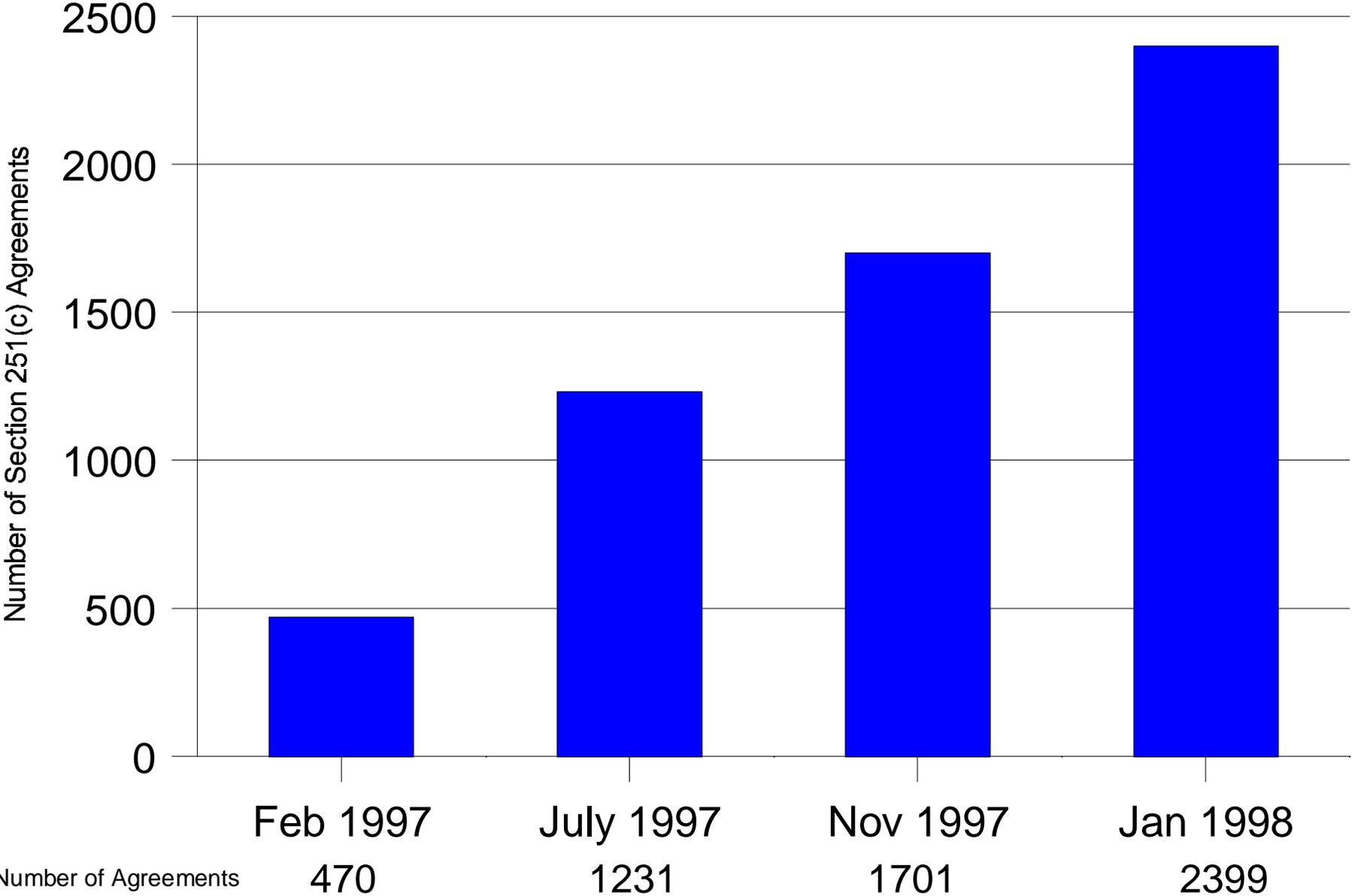
## LOCAL TELEPHONE MARKETS ARE OPEN TO COMPETITION FACT SHEET

- USTA's local telephone company members have signed more than 2,400 interconnection agreements. This total is up from 1,700 reported in October, 1997.
- The Regional Bell Operating Companies and GTE have spent more than \$4 billion opening their markets to new competitors. This does not take into account the money spent by the more than 1,000 other local telephone companies.
- The Bells and GTE are processing more than 8,000 competitive orders daily, most of which are orders to switch business customers.
- These companies have dedicated more than 8,000 new or reassigned employees to servicing new competitors.
- The Bells and GTE have lost more than 1.5 million telephone lines to new competitors. Most of these are business customers. The revenue associated with these lost lines is very significant.
- Evidence shows major long distance companies like MCI and MFS with fiber loops into multi-purpose buildings are bypassing residential customers and only offering local telephone service to businesses within these buildings. USTA has even seen maps where these same fiber loops go right by affluent residential buildings and yet not one resident has been offered competitive local service.

*The following data demonstrates significant progression toward facilities-based competition which was intended by Congress when it passed the 1996 Telecommunications Act:*

- The Bell Companies and GTE have sold over 140,000 loops to competitors.
- The Bell Companies alone have sold more than 480,000 interconnection trunks to competitors.
- USTA's members have established more than 1,600 collocation points with competitors.
- While certainly not a requirement of the Telecom Act, USTA's own member companies are even competing with one another: Citizens Telecom and U S WEST subsidiary MediaOne are competing for customers in BellSouth's traditional service area; ALLTEL is now offering one-stop shopping in Jacksonville, Florida also in BellSouth's service area; Illinois Consolidated is an aggressive competitor to Ameritech; Aliant and Frontier telephone companies are competing with U S WEST; and Southwestern Bell Telephone Company is beginning to offer customers in Texas an alternative to GTE.

# LEC Growth of Interconnection Agreements



Source: United States Telephone Association