

PUBLIC COMMUNICATIONS OF AMERICA, INC.



SUPPLY - Public Pay Phone Dealer

September 20, 1990

nelwutc.ltr

Chairman Sharon Nelson
WUTC
Chandler Plaza Bldg.
1300 S. Evergreen Pk Dr. SW
Olympia, WA 98504

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REF: UT900726

Dear Chairman Nelson:

I had the opportunity and pleasure of briefly meeting with you and Mr. Heller, early this year to discuss my company, Public Communications of America, Inc. (PCA), and also to share with you the challenges we faced as a private pay phone provider in the state of Washington. At that time I indicated to you that our financial survival was based on a modest surcharge for long distance usage on our phones, and even at that, any appreciable return in this industry would involve justifiable revenue sharing from both AT&T and US West. I also suggested that our industry, through the Northwest Payphone Association and your staff, work together in developing regulations for the betterment of the end consumer.

It appears from the first reading of the proposed changes (UT-900726) that your staff has acted totally without input from our industry and has promulgated a most devastating and onerous set of rules. Without question, if these amendments passed as written, my company and most of the small business people in this industry would not survive.

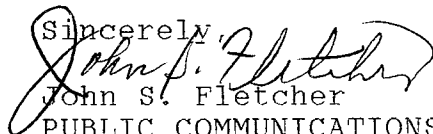
Currently, PCA has an installed base of approximately 150 pay telephones located throughout the western Washington area. Since our inception in late 1988 our total profit from operations has been less than \$20,000. Additionally, I have personally invested over \$100,000 in the business and have personal liability exposure in excess of \$300,000. PCA has no health benefits, no employee insurance and during this time I've taken no salary or reimbursement from PCA. I can assure you if these proposed rules pass I personally stand to loose in excess of \$400,000.

I don't believe the Washington legislature in passing HB 2526 intended nor directed your commission to regulate our industry out of business.

I, and I'm sure members of the Northwest Payphone Association would be pleased to work with your staff to develop a fair and equitably set of guidelines.

Please give us this consideration in this most vital issue.

Sincerely,


John S. Fletcher

PUBLIC COMMUNICATIONS OF AMERICA

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