



**R. Reed Harrison III**  
Vice President  
Local Infrastructure & Access Management  
Regional Operations

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Certified Mail-Return Receipt

March 11, 1996

**Mr. Thomas W. White**  
President  
GTE Telephone Operations  
600 Hidden Ridge, HQE04H14  
Irving, Texas 75015-2092

Re: Telecommunications Act of 1996

Dear Tom,

AT&T requests the commencement of negotiations under Section 252 of the Telecommunications Act of 1996 for the states of Arizona, California, Florida, Hawaii, Illinois, Indiana, Iowa, Michigan, Minnesota, Missouri, Nebraska, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Texas, Virginia, Washington and Wisconsin. This request includes all interconnection issues enumerated in Sections 251 and 252, including prices and terms for network elements used for the origination and completion of interexchange services traffic. My expectation is that our companies can come to a mutually acceptable arrangement through negotiations as envisioned by the Act.

I propose that our negotiations for all of these states include all GTE telephone companies including CONTEL, and be held on a combined basis and at a corporate level. To begin this process, I suggest that we convene a small Senior Management Team (3-4 individuals per company) for an initial meeting on March 28, 1996, in Berkeley Heights, New Jersey. The team members should be prepared and empowered to conduct full negotiations under the Act for all of the states. I anticipate that your team members will also bring with them the information necessary to begin full negotiations.

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We realize there are a significant number of issues to resolve. We are confident that with a concerted and cooperative spirit, we can resolve these issues in a mutually agreeable manner. Our companies have worked together in the past to provide world-class service to customers and we hope to enhance and expand this relationship into all telecommunications markets through these teaming efforts.

If there are questions, if my proposed date is not possible, or if GTE would be ready and able to meet earlier than March 28, please contact me at 908-771-2700.

Sincerely,

A handwritten signature in black ink that reads "R. Reed Harrison III". The signature is written in a cursive style with a horizontal line underneath the name.

R. Reed Harrison III  
Vice President -  
Local Infrastructure & Access Management Regional Operations

AGPL 001555

000236

Copy to:

GTE

M. B. Esstman  
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AT&T

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