

ORIGINAL

Legal Department

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040467-TL

April 6, 2004

Mrs. Blanca S. Bayó
Division of the Commission Clerk and
Administrative Services
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

RECEIVED - FPSC
04 APR - 6 PM 4: 24
COMMISSION
CLERK

undocketed

**Re: Florida Public Service Commission Audit Document/Record
Request Florida Sales Review**

Dear Ms. Bayó:

On March 29, 2004, BellSouth Telecommunications, Inc. filed its Request for Specified Confidential Classification for certain information provided in connection with Staff's request. Today, BellSouth is filing Revised Attachments A, B and C to that Request for Specified Confidential Classification. We ask that you file these revised attachments in the captioned matter.

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 to the parties shown on the attached Certificate of Service.

Sincerely,

RECEIVED & FILED

th

FPSC-BUREAU OF RECORDS

Nancy B. White
Nancy B. White (PA)

AUS _____
CAF _____
CMP Enclosures
COM _____
CTR _____
ECR _____
GCL cc: All Parties of Record
OPC _____
MMS _____
SEC _____
OTH *Comp records*

This request for confidentiality was filed by or on behalf of a telecommunications company for undocketed Confidential Document No. 04326-04. No ruling is required unless the material is subject to a request per 119.07, FS. Your division director must obtain written permission from the EXD/Tech for you to access the confidential material.

(See 04029-04)

DOCUMENT NUMBER-DATE

04325 APR-6 08

FPSC-COMMISSION CLERK

ATTACHMENT A

**BellSouth Telecommunications, Inc.
Florida Public Service Commission/
Audit Document/Record Request
Florida Sales Review
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**REQUEST FOR CONFIDENTIAL CLASSIFICATION OF BELLSOUTH'S
RESPONSE TO FLORIDA PUBLIC SERVICE COMMISSIONS
AUDIT DOCUMENT/RECORD REQUEST FLORIDA
SALES REVIEW**

Explanation of Proprietary Information

1. This information contains business information related to competitive interests of BellSouth that is proprietary to BellSouth. Specifically this information reflects information associated with vendor contracts and vendor specific pricing negotiated by BellSouth. Disclosure of this data would impair the competitive business interests of BellSouth and would impair BellSouth's ability to contract for goods and/or services on favorable terms. Consequently, this information should be classified as proprietary, confidential business information pursuant to Section 364.183(3)(d), Florida Statutes and is exempt from the Open Records Act.
2. The subject information includes methods, practices and procedures developed and used by BellSouth in training its sales personnel. This material is proprietary and confidential business information used by BellSouth in conducting its business and not commonly known by or available to the public. Furthermore, this information has been prepared at great cost to BellSouth, and therefore, others should not be permitted to gain the benefit from not having to develop these instructions and materials themselves. Those practices and procedures are not publicly disclosed, and were developed by BellSouth only by expending a great deal of time and money. Accordingly, this information constitutes confidential business information pursuant to Section 364.183(3)(e), and is exempt from the Open Records Act.

**BellSouth Telecommunications, Inc.
Florida Public Service Commission/
Audit Document/Record Request
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Explanation of Proprietary Information

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