

BST  
YELLOW PAGES  
AREA #3  
DOCKET NO. 920260-TL  
TEST PERIOD ENDED 12/31/92  
NOVEMBER 12, 1993

**CONFIDENTIAL**

DOCUMENT NUMBER-DATE

00055 JAN -3 8

FPSC-RECORDS/REPORTING

AUDIT PROCEDURES

OBJ.	PROCEDURE	DONE BY	DATE	W/P REF.
D 1	Read CAM as it relates to BAPCO	RW	7/30/93	
A 2	Obtain a copy of BAPCO organization chart	RW	8-2-93	376
D 3	Review Part CFR Part 32.27 to determine how it applies to yellow page activity	RW	7/30/93	
A 4	Review the functions of the departments of BAPCO	RW		078
B 5	Review the financial statements of BAPCO to determine its profitability for the years 1989, 1990, and 1991. '92	RW	9/30/93	008, 051, 05 077, 119
A 6	Review the current contract(s) between BAPCO and Southern Bell/South Central Bell (now BellSouth Telecommunications, Inc.)	RW	10/29/93	001
C 7	Review advertising rates for the last three years (1989-1991) to determine the rate of increase per year.	RW	10/29/93	005
C 8	Obtain a copy of publication from Yellow Page Publishers Association and review advertising rates of other companies compared to BAPCO.	RW	8/20/93	0.9
B,D 9	Review the financial statements of Graphics Holding Company, L.M. Berry, TechSouth, and BellSouth Marketing Programs, EIS	RW	10/29/93	016, 052, 98
B,D 10	Review the contracts between BAPCO and Graphics Holding Company, L.M. Berry, TechSouth, and BellSouth Marketing Programs	RW	10/29/93	001
B,D 11	Review the affiliated charges between BAPCO and Graphics Holding Company, L.M. Berry, TechSouth, and BellSouth Marketing Programs to determine compliance with Part 32.27, CFR.	RW	10/8/93	027, 053, 075, 0121
E 12	Review BAPCO involvement in electronic yellow page activity including any BAPCO or BellSouth strategic plans or projections of electronic yellow page service.	RW	6/4/93	056-058
E 13	Determine the effect on the above-the-line revenue stream of BAPCO due to the introduction of electronic yellow pages.	RW	6/4/93	056-058

OBJ.	PROCEDURE	DONE BY	DATE	W/P REF
F 14	Evaluate current research efforts performed by BAPCO.	<i>lw</i>	<u>10/22/93</u>	022 NOTES
F 15	Determine how these research efforts are funded.	<i>lw</i>	<u>10/24/93</u>	022 NOTES
D 16	Review C&L attestation workpapers related to BAPCO to find any problem areas.	<i>lw</i>	<u>5/7/93</u>	NOTES
D 17	Review any internal audits and workpapers related to BAPCO.	<i>lw</i>	<u>5/7/93</u>	024 NOTES
18	Review Tennessee's comments regarding Parts 32 and 64.	<i>lw</i>	<u>10/15/93</u>	
19	Obtain any studies regarding yellow pages conducted by the nine state commissions.	<i>lw</i>	<u>10/15/93</u>	

Southern Bell Tel. & Tel. Co.  
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Audit  
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TD

**Request:** Provide the most current contracts between BAPCO and affiliates. Include the contract attachment including the publishing rights fees for all states related to BAPCO.

**Response:** Attached is the publishing agreement between BAPCO and SBT which includes the publishing fee for Florida.

STEVENS GRAPHICS  
TECH CONSULT

**PROPRIETARY**



# PROPRIETARY

AGREEMENT

BETWEEN

SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY

AND

BELLSOUTH ADVERTISING & PUBLISHING CORPORATION

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Covering Directory Operations

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Dated as of December 30, 1983

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THIS AGREEMENT, dated as of December 30, 1983, between the SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY, a corporation organized under the laws of the State of New York (hereinafter called the "Telephone Company"), and the BELL-SOUTH ADVERTISING & PUBLISHING CORPORATION, a corporation organized under the laws of the State of Georgia (hereinafter called "BAPCO"),

WITNESSETH:

WHEREAS, the Telephone Company is engaged in the business of providing communications services, mainly local and toll telephone service, within the States of Florida, Georgia, North Carolina and South Carolina;

WHEREAS, BAPCO is engaged in the publishing and advertising business, which includes publishing and delivering telephone directories for telephone companies; and

WHEREAS, the Telephone Company and BAPCO are desirous of setting forth the terms and conditions under which BAPCO will publish and deliver telephone directories for use by the Telephone Company in providing communications services in the aforementioned States.

NOW, THEREFORE, in consideration of the premises and of the covenants and agreements herein set forth, the parties mutually agree as follows:

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## SECTION I

### General

1.01 Subject to the terms and conditions hereinafter set forth, the Telephone Company hereby grants to BAPCO, during the term of this Agreement, the "exclusive right" to publish telephone directories (alphabetical and classified) for all telephone exchanges in which the Telephone Company provides communications services in the States of Florida, Georgia, North Carolina and South Carolina, including the right to sell directory advertising in, compile, print and deliver such directories.

## SECTION II

### Principal Responsibilities of the Parties

2.01 BAPCO RESPONSIBILITIES - Effective on and after January 1, 1984 (hereinafter in this Agreement referred to as the "Transition Date") BAPCO will take over and assume the responsibility for publishing telephone directories presently being published by the Telephone Company, including the sale of directory advertising in, the compilation, printing and delivery of, directories covered by this Agreement and the handling of advertiser complaints and adjustments relating thereto, all as more particularly set forth hereafter. Except as provided by Sections 3.05, 3.06, 3.09 and 9.01, infra, BAPCO will be responsible for all costs and expenses relating to such responsibilities.

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2.02 TELEPHONE COMPANY RESPONSIBILITIES - On and after the Transition Date the Telephone Company will be responsible for providing those functions necessary to permit BAPCO to perform its responsibilities hereunder, including furnishing subscriber listing data, directory delivery information and other data, information and materials necessary for BAPCO to carry out its responsibilities as set forth in Section 2.01, supra. The Telephone Company will also be responsible for billing and collecting of directory advertising charges for advertising published in directories covered by this Agreement and for the operation of foreign directory center(s). Except as provided by Section 9.01, infra, the Telephone Company shall bear all of the costs and expenses relating to the functions and responsibilities assumed by it in this Section 2.02.

## SECTION III

### Compilation, Printing, and Delivery of Directories

3.01 DIRECTORIES - Telephone directories to be compiled, printed and delivered by BAPCO under this Agreement are those being published by the Telephone Company on the Transition Date and any telephone directories for any new or different exchanges which the Telephone Company or BAPCO may add after such date. Attached hereto as Exhibit 1 is a list by states

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of the directories currently being published by the Telephone Company, including the names of the principal cities, towns, communities and exchanges served by each directory. As to certain directories, there are also included the names of independent telephone company exchanges for which alphabetical listings are provided pursuant to reciprocal arrangements between the Telephone Company and such independent telephone companies.

3.02 PUBLISHING SCHEDULES - BAPCO agrees to publish the directories included on said Exhibit 1 approximately once every twelve (12) months or at such other intervals as are presently scheduled, or as may be requested by the Telephone Company. New directory publishing schedules will be agreed upon by the parties with sufficient lead time to allow for planning.

3.03 SUBSCRIBER LISTING DATA - The Telephone Company will provide BAPCO subscriber listing data for all new, changed and disconnected telephone subscriber listing activity, along with data for each foreign listing to be published in a directory covered by this Agreement. Such listing data shall be provided in a form and in accordance with schedules to be mutually agreed upon from time to time by the parties, and shall be used by BAPCO solely to publish directories covered by this Agreement. Such listing data provided hereunder shall be

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treated as confidential information by BAPCO, its employees, agents and subcontractors. Such data relating to business listings shall include the primary yellow pages (classified sections) classification, along with any information initiated by salespersons relating to changes in either residential or business listings.

3.04 DESIGN, FORMAT AND SCOPE OF ALPHABETICAL SECTIONS OF DIRECTORIES - The Alphabetical sections of each directory to be published hereunder shall contain the Telephone Company's subscribers' listings arranged in accordance with the listing practices, specifications and designs for such directories in effect on the Transition Date. Any changes in the scope of a directory or any substantial change in such practices, specifications or designs shall be as mutually agreed upon by the parties hereto. The parties hereto will cooperate toward arriving at such designs, formats and scopes of the alphabetical sections of directories to be published hereunder as will satisfy the calling patterns of telephone subscribers and continue to provide good telephone number service, keeping in mind the need to conserve paper, labor and other resources involved in the publication of directories covered by this Agreement.

3.05 CUSTOMER GUIDE AND CIVIC PAGES - The Telephone Company shall be responsible for and agrees to furnish (in

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accordance with publishing schedules) all text, copy matter and illustrations required to compile the customer guide and civic pages of the directories covered by this Agreement, the final form thereof to be provided in camera-ready copy. The number of customer guide and civic pages in a particular directory shall not, in the aggregate, exceed thirty-two (32) pages (subject to the provisions of Section 3.12 infra).

3.06 DIRECTORY COVERS - The design of generic directory covers for directories to be published hereunder each year shall be the joint responsibility of BAPCO and each State Public Relations Department working through the Telephone Company's liaison group provided for in Section 10.01, infra; provided, however, that (a) the expenses related to submitting the subject matter of generic covers shall remain that of the Telephone Company and (b) the responsibility and expenses for layout, format, preparation of camera-ready copy, color separations, plating, presswork, cover stock and binding related to generic covers shall be that of BAPCO. The design and format of directory covers for separately bound classified sections of such directories (the yellow pages), including expenses related thereto shall be the sole responsibility of BAPCO. At the Telephone Company's request, custom directory covers shall be substituted for generic covers, provided that the

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Telephone Company shall reimburse BAPCO for preparing camera-ready mechanicals, color separations, printing plates, proofing and press makeready.

3.07 PAPER STOCK - Directories published hereunder shall be printed on directory paper stock which conforms to generally accepted industry standards.

3.08 DIRECTORY PRINT ORDER - The Telephone Company shall provide information in accordance with agreed schedules to enable BAPCO to determine the print order quantities required for (a) initial delivery of directories (determined pursuant to the Telephone Company's policy in effect on the Transition Date), (b) replacement of directories (c) growth requirements and (d) requirements for the foreign directory center(s) to be operated in accordance with Section 5.01 infra. It shall be the responsibility of BAPCO, based on the information furnished by the Telephone Company, to determine the total print order for a particular directory issue.

3.09 DIRECTORY DELIVERY - The Telephone Company shall provide subscriber delivery information and data in accordance with mutually agreed formats and schedules. Delivery of directories required by this Agreement to subscribers of the Telephone Company (initial and interim) shall be the responsibility of BAPCO, except that with respect to public and semipublic telephone locations it shall be responsible for



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only the initial delivery to such locations; provided, however, (a) that upon mutual agreement of the parties, the Telephone Company will assume the responsibility for the initial delivery of directories to certain public and semipublic telephone locations, such deliveries to be at the cost of BAPCO. The decision as to which semipublic and public telephone locations shall be equipped with directory facilities and directories shall be made by the Telephone Company. BAPCO shall effect hand delivery of the number of directories required to be delivered to the residential and business addresses of subscribers of the Telephone Company, except where mail deliveries are agreed to by the parties. In order to effect mail deliveries to certain of the subscribers of the Telephone Company, BAPCO will utilize mail labels to be furnished by the Telephone Company in accordance with schedules mutually agreed upon and in a form which complies with postal laws and/or regulations applicable to such mail deliveries. The parties to this Agreement acknowledge that hand delivery of directories, provided for above, will be subcontracted by BAPCO which requires solicitation of personnel to effect such delivery. At the request of BAPCO, the Telephone Company agrees (subject to availability and any legal prohibitions) to include as a bill insert a form of solicitation for persons desiring to be engaged by the delivery subcontractors for

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making such hand deliveries of directories covered by this Agreement. Such inserts, to be provided by and at the expense of BAPCO, will be included in only one customer billing prior to the hand delivery of a directory.

3.10 WAREHOUSING DIRECTORIES - Published directories not delivered initially are to be commercially warehoused for the purpose of interim or replacement delivery. It shall be the responsibility of BAPCO to provide such warehousing space at its expense. Directories remaining in storage in such warehouses following their useful life shall be removed at the expense of BAPCO.

3.11 STOCKING FOREIGN DIRECTORY CENTER(S) - At the time of initial delivery of directories covered by this Agreement, BAPCO will arrange for delivery of directories to be sold to the Telephone Company to stock its foreign directory center(s), the price of which will be determined by BAPCO based on additional copy costs (presswork, binding, paper, cover, shipping and applicable taxes).

3.12 ADDITIONAL COSTS AND EXPENSES - In the event that changes relating to design, format, scoping, customer guides, directory covers, or delivery of alphabetical sections of directories or additions thereto, other than to the extent provided for in this Agreement, are made at the specific request of the Telephone Company, any increase in costs for

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making such changes or additions shall be borne by the Telephone Company.

## SECTION IV

### Sale of Directory Advertising

4.01 BAPCO RESPONSIBILITY - All functions involved in the sale of directory advertising to be published in directories covered by this Agreement shall be the responsibility of BAPCO. For purposes of carrying out these responsibilities, BAPCO shall have the right to contact subscribers of the Telephone Company and any and all other interested parties for the purpose of soliciting and receiving agreements or orders from said parties for placing advertising in such directories. Such agreements or orders shall be solicited in the name of BAPCO on forms agreed to by the parties. BAPCO agrees to include, in the form of the agreement or order for placing advertising in such directories, the benefit of the limitation of liability provision contained therein to the Telephone Company.

4.02 ASSIGNMENT OF AGREEMENTS OR ORDERS FOR SOLICITING DIRECTORY ADVERTISING - Effective as of the Transition Date all agreements or orders theretofore entered into by the Telephone Company with subscribers or other persons, firms or corporations for the placing of directory advertising in directories covered by this Agreement shall be assigned to

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BAPCO. The parties to this Agreement recognize that until a sufficient number of the BAPCO forms of agreements or orders for soliciting directory advertising can be printed and prepared for use by BAPCO salespersons, it may be necessary for a period after the Transition Date for BAPCO to continue using the agreement or order forms of the Telephone Company, revised to either substitute BAPCO therein for the Telephone Company as the contracting party or to authorize salespersons of BAPCO to execute such agreements or orders on behalf of the Telephone Company. In any event, the Telephone Company agrees (if necessary) to assign such agreements or orders to BAPCO upon its request.

4.03 ADVERTISING RATES - The rates applicable to items of directory advertising in the directories shall be determined by BAPCO.

## SECTION V

### Existing Service Contracts

5.01 ASSIGNMENT - The Telephone Company agrees to assign to BAPCO all service contracts relating to its directory operations that remain in effect on the Transition Date, including, but not limited to, contracts for (a) the composition, printing and delivery of directories and (b) operation of warehouses; provided, however, that the contracts of the Telephone Company relating to the operation of foreign directory

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center(s) shall not be assigned to BAPCO, but shall continue to be operated by and at the expense of the Telephone Company.

5.02 BAPCO RESPONSIBILITY - BAPCO agrees to assume the Telephone Company's responsibility for all service contracts assigned to it by the Telephone Company effective on the Transition Date.

## SECTION VI

### Billing and Collection of Directory Advertising Charges

6.01 ADVERTISING CHARGES - BAPCO shall have the responsibility for computing the charges for directory advertising published in directories covered by this Agreement and shall forward such information to the Telephone Company for billing and collection purposes in the form and in accordance with schedules mutually agreed upon.

6.02 BILLING AND COLLECTION - The Telephone Company shall have the responsibility for maintaining accounts and billing for advertising charges in such directories and to use its best efforts to effect collection and payment thereof. Accounts deemed uncollectible by the Telephone Company after reasonable efforts have been made to collect such accounts in accordance with the Telephone Company's established collection procedures, shall be referred to BAPCO for final handling. The Telephone Company shall provide information to advertisers

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regarding the status of their accounts generally, i.e., payments, credits, balances, etc.

6.03 ADVERTISING COMPLAINTS, CLAIMS AND DISPUTES - Advertiser complaints, claims and disputes shall be referred to BAPCO for final handling in accordance with procedures established by the parties. BAPCO agrees to make prompt investigation of such complaints, claims and disputes and advise the Telephone Company of the disposition thereof, including the amount of adjustment, if any, which may have been agreed upon.

## SECTION VII

### Basis of Settlement - Transfer of Assets and Division of Advertising Revenues

7.01 TRANSFER OF DIRECTORY ASSETS - As of the Transition Date the Telephone Company agrees to transfer and convey to BAPCO in accordance with the Conveyance Agreement to be entered into between the parties (a) certain tangible personal property at book value, consisting of office furniture and fixtures, official telephone communications equipment (presently used in its directory operations) and leasehold improvements, (b) certain intangible property represented by working capital, prepaid directory expenses (Account 132), and other prepayments, and (c) certain associated liabilities such as deferred taxes, unamortized investment credit and depreciation reserves. In consideration of the Telephone Company's

transfer of such assets and liabilities in accordance with the Conveyance Agreement, BAPCO agrees, as of the Transition Date, to issue to the Telephone Company shares of its common capital stock having a value equal to the book value of the transferred assets less the associated liabilities assumed by BAPCO.<sup>1/</sup>

7.02 DIVISION OF DIRECTORY ADVERTISING REVENUES - Directory advertising revenues to be billed and collected by the Telephone Company as provided in Section VI, supra, shall include National Yellow Pages Advertising<sup>2/</sup> for which selling commissions are allowed to Authorized Selling Representatives of NYPSA and to other sales agencies pursuant to agreements entered into with BAPCO and Local Advertising<sup>3/</sup> for which no selling commissions are allowed. The parties to this Agreement acknowledge that all National Yellow Pages Advertising and some Local Advertising are "issue billed," which means that one bill for all directory advertising ordered to be published by an advertiser in a particular issue of a directory (alphabetical and classified sections) is issued at the time of publication of such direc-

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<sup>1/</sup> As further consideration, BAPCO will assume all expenses relating to North Carolina and South Carolina intangible assets until such time as all such assets are transferred to BAPCO in accordance with the Conveyance Agreement.

<sup>2/</sup> Defined in the Publishers Guidelines of the National Yellow Pages Service Association ("NYPSA").

<sup>3/</sup> Defined for purposes of this Agreement as directory advertising other than National Yellow Pages Advertising.

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tory and is due and payable in full within thirty (30) days hereafter; and that all "issue billed" revenues are recognized by the parties to be earned over the life of a particular directory.

(a) Commencing on the 16th calendar day of January, 1984, and continuing on the 16th calendar day of each month thereafter (unless the 16th is not a business day, then on the next business day following the 16th) during the term of this Agreement, the Telephone Company shall remit to BAPCO (i) the amount of revenues for Local Advertising which are "issue billed" during the preceding month for advertising published in both the alphabetical and classified sections of the directories covered by this Agreement and (ii) the amount of revenues for National Yellow Pages Advertising which are "issue billed" during the preceding month for advertising published in both the alphabetical and classified sections of the directories covered by this Agreement, less the amounts of applicable selling commissions, the aggregate amount to be remitted each month pursuant to subparagraphs (i) and (ii), supra, being referred to in this Section 7.02 as "Issue Billed Revenues."<sup>4/</sup> Commencing on the 16th calendar day of February, 1984, and continuing on the 16th calendar day of each month

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<sup>4/</sup> Issue Billed Revenues, which are to be remitted by the Telephone Company to BAPCO on January 16, 1984, shall not, however, include amounts thereof recognized as 1983 revenues.



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thereafter (unless the 16th is not a business day, then on the next business day following the 16th) during the term of this Agreement, BAPCO will remit to the Telephone Company an amount equal to a percentage of the Issue Billed Revenues which are recognized as earned revenues by BAPCO for the preceding calendar month, the percentage thereof being the percentage more particularly set forth on Exhibits 2A, 2B, 2C and 2D attached hereto.

(b) Commencing on the 16th calendar day of January, 1984, and continuing on the 16th calendar day of each month thereafter (unless the 16th is not a business day, then on the next business day following the 16th) during the term of this Agreement, the Telephone Company shall also remit to BAPCO the amount of revenues billed for the preceding month for all Local Advertising (except those that are Issued Billed Revenues as hereinabove defined and except the amount of Local Advertising revenues recognized as 1983 revenues) published in both the alphabetical and classified sections of the directories covered by this Agreement, less a percentage thereof to be retained by the Telephone Company as more particularly set forth on Exhibits 2A, 2B, 2C and 2D, supra. Adjustments to the amount of directory advertising revenues to be divided between BAPCO and the Telephone Company under this Section 7.02 shall be made on a monthly basis, taking into account

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uncollectible revenues (bad debt expenses) and adjustments for claims. Such adjustments for uncollectible revenues and for claims shall be divided between the parties based on the percentages set forth on Exhibits 2A, 2B, 2C and 2D, supra.

7.03 ADVERTISING BY TELEPHONE COMPANY - BAPCO agrees to allow the equivalent of one full page display advertising (excluding cover and premium space, but including color), five custom trademarks with associated listings in the classified section of each directory and a feature bold listing and number in the alphabetical section of each directory covered by this Agreement to the Telephone Company without cost. The cost of any advertising in any such directory in addition to the aforementioned allowance shall be borne by the Telephone Company.

#### SECTION VIII

Trade Names, Trademarks  
and Service Marks; Grant of License;  
Ownership of Copyrights to Directories

8.01 TRADEMARKS, TRADE NAMES AND SERVICE MARKS; GRANT OF LICENSE - The Telephone Company hereby grants an exclusive license to BAPCO (with no right to sublicense) for use of the trademarks, tradenames and service marks more particularly described and illustrated on Exhibit 3 attached hereto (hereinafter referred to in this Section VIII as the "Marks") for use by BAPCO in publishing directories covered by this Agree-

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ment. The term of such license (hereinafter referred to as the "License") shall, subject to the remaining provisions of this Section VIII, be coextensive with the term of this Agreement and shall remain in effect until cancelled as provided in Section 10.04, infra, or under the provisions of Section 8.02 infra. It is understood by the parties that certain of the Marks described and illustrated on Exhibit 3 have been assigned to the BellSouth Corporation, the parent company of both the Telephone Company and BAPCO. Therefore, it is expressly agreed that all references in this Section 8.01 and Section 8.02, which reference ownership rights by the Telephone Company, good will of the Telephone Company associated with the Marks, and the Telephone Company's rights to inspect and control the nature and quality of goods and services provided under the Marks shall, where appropriate, be construed to refer to the corresponding ownership of, and rights in, the BellSouth Corporation in such Marks. Nothing in this agreement shall be construed as a limitation on the right of BAPCO to engage in the business of publishing directories for exchanges for which regulated telephone service is provided by other operating telephone companies; provided, however, that it is expressly agreed that no license granted hereby shall be construed to extend to BAPCO the right to make any use of the Marks on any directories published for telephone exchanges operated by parties other than the Telephone Company.

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8.02 CONTROL OF MARKS - It is expressly understood between the parties that the Telephone Company retains full ownership of the Marks and that all use of the Marks by BAPCO, and the good will generated thereby, shall inure to the benefit of the Telephone Company. BAPCO agrees to use the Marks only on or in the directories to be published by BAPCO pursuant to this Agreement and/or any amendment or supplement that may be agreed to by the parties; provided, however, that BAPCO may use the Marks as a part of or in connection with the solicitation of directory advertising to be published in such directories (both local and national advertising), including but not limited to (a) agreements or orders from advertisers for placing items of advertising in such directories, (b) advertising in different media including, but not limited to, newspapers, magazines, radio, television, trade journals, billboards or other visible or audible means of advertising, and, of course, advertising within such directories covered by this Agreement. BAPCO agrees to maintain the nature and quality of directories to be published pursuant to this Agreement, recognizing that the Telephone Company has established considerable good will with its subscribers and other users in that directories heretofore published by it are (insofar as possible) accurate and correct with respect to the information contained therein, including the names, telephone

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numbers, addresses and other information relating to the Telephone Company's subscribers and advertisers. The Telephone Company expressly reserves the right to inspect the nature and quality of the directories to be published and provided by BAPCO under the Marks in order to ensure that the nature and quality is as aforesaid for the sole purpose of maintaining in full force and effect the Telephone Company's rights to and in the Marks, and in the good will associated therewith, under the applicable trademark laws. The Telephone Company shall have the right to insist that BAPCO maintain the nature and quality of such directories published and provided under the Marks as described above. Upon BAPCO's failure, after ninety (90) days written notice from the Telephone Company that BAPCO is not maintaining the nature or quality of one or more directories provided hereunder, to take action toward resolving such complaint and advising the Telephone Company in writing of its plans to do so, the License granted under Sections 8.01, supra, and this Section 8.02 for the use of the Marks may be terminated as to such directory or directories, effective with the next scheduled publication of such directory or directories. The License granted hereunder for the use of the Marks shall remain in force and effect with respect to the remaining directories published hereunder as to which there is no such complaint by the Telephone Company. All of the terms

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and conditions of this License are subject to the terms and conditions of (a) an Agreement between American Telephone and Telegraph Company and American Information Technologies Corporation, Bell Atlantic Corporation, BellSouth Corporation, Cincinnati Bell Inc., NYNEX Corporation, Pacific Telesis Group, Southern New England Telephone Company, Southwestern Bell Corporation and U S WEST, Inc. (hereinafter referred to as the "AT&T Assignees") Concerning Trademarks, Trade Names and Service Marks, effective December 31, 1983; (b) a Supplemental Agreement Concerning Tradenames, Trade Names and Service Marks entered into among the AT&T Assignees effective December 31, 1983, regarding their use of the assigned trademarks, trade names and service marks; and (c) a Trademark, Trade Name and Service Mark Graphics Standards Agreement entered into among the AT&T Assignees effective December 31, 1983. To the extent that any of the provisions of this License conflict with any of the terms of such other agreements, such term of this License shall be superseded by the term or terms of the other agreements.

8.03 OWNERSHIP OF COPYRIGHTS TO DIRECTORIES - It is the intent and belief of the parties that BAPCO will be the author of any original works of authorship embodied in the telephone directories (alphabetical and classified sections) published pursuant to this Agreement, under the provisions of Title 17

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of the United States Code (the Copyright Act of 1976). It is expressly agreed by the parties that any work of authorship created by the Telephone Company, or any contribution made by the Telephone Company to any original work of authorship embodied in the directories published pursuant to this Agreement, shall be deemed a work for hire of which BAPCO shall be the author. To the extent that any work of authorship or contribution to a work of authorship by the Telephone Company embodied in the directories published pursuant to this Agreement falls outside the class of works which may be expressly designated as a work for hire under Section 101 of Title 17, this Agreement shall act as a covenant by the Telephone Company to assign to BAPCO any copyrights to such works or contributions to such directories. The Telephone Company hereby grants to BAPCO a license to copy previous editions of such directories for which the Telephone Company owns copyrights, as may be necessary for BAPCO to publish the directories covered by this Agreement. The responsibility for initiating legal or other action for copyright infringement of directories to be published by BAPCO pursuant to this Agreement shall rest with BAPCO and the Telephone Company agrees to provide cooperation, including the making of its employees reasonably available to BAPCO in connection with any litiga-

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tion to which BAPCO is a party concerning copyrights to such directories.

It is contemplated that such suits may also involve issues which affect the interests of the Telephone Company. Accordingly, it is agreed that the Telephone Company retains the right to participate in and/or approve any settlements with respect to any such claims or litigation to the extent that its interests (whether equitable or legal) are involved or affected. The parties shall promptly notify each other of any such claims or suits against either party or which either party may or plans to assert against third parties.

## SECTION IX

### Indemnification

9.01 BAPCO agrees to indemnify and save the Telephone Company harmless from all claims, demands, losses, or suits for injuries, death or damage and from all losses, expenses or claims of any sort which may arise out of or result from the acts of BAPCO (whether active or passive) in the sale, compilation, printing and delivery of directories covered by this Agreement (including errors, mistakes or omissions in compiling, printing and publishing such directories) and shall defend, on behalf of the Telephone Company, any such suit brought against the Telephone Company for any injury, death or damage and shall reimburse the Telephone Company for reasonable attorneys' fees and for all other expenses incurred by the Telephone Company in connection with or as a result of any such claim or suit; provided, however, that the foregoing



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agreement of BAPCO shall not apply to the extent that errors, mistakes or omissions in such published directories or the delivery of such directories are caused by the negligence of the Telephone Company in providing subscriber listing data and/or directory delivery information to BAPCO, or failure to comply with the provisions of this Agreement.

## SECTION X

### Miscellaneous

10.01 BAPCO shall maintain complete and accurate records of all amounts billable to and payments made by and to the Telephone Company hereunder in accordance with standard recognized accounting practices. BAPCO shall retain such records for at least three (3) years from the date of final payment for services furnished pursuant to this Agreement and maintain reasonable billing detail for the time specified. BAPCO agrees to provide reasonable supporting documentation concerning any disputed amount of invoice to the Telephone Company for such services within thirty (30) days after receipt of written notification of such dispute. BAPCO further agrees that the Telephone Company shall have the right through its accredited representatives to inspect and audit such records during normal business hours. This right to audit shall be limited to validating the accuracy of BAPCO's resources utilized and associated charges to the Telephone Company. If the Telephone Company requests an audit, BAPCO

will make available the pertinent utilization records and files.

10.02 At the request of BAPCO, the Telephone Company will provide a reasonable amount of information or copy for use as "filler" in the directories covered by this Agreement, such information or copy not to be in the nature of or constitute advertising of products or services provided by the Telephone Company.

10.03 The Telephone Company and BAPCO will each establish a headquarters liaison staff organization to be responsible for coordinating the responsibilities of the parties to this Agreement. Such staff organization will also have the responsibility for administering this Agreement as between the Telephone Company and BAPCO.

10.04 BAPCO agrees to abide by the applicable parts of the Nondiscrimination Compliance Agreement attached hereto as Exhibit 4.

10.05 This Agreement is being executed and delivered in the State of Georgia, and to the extent permitted by law, all matters relating to the making, execution, interpretation, performance and enforcement of this Agreement shall be governed by the laws of the State of Georgia.

10.06 This Agreement shall be effective as of January 1, 1984 and shall remain in effect until cancelled by fifteen (15) months' written notice from either party to the other.

10.07 This Agreement may not be assigned in whole or in part by BAPCO without the prior written consent of the Telephone Company.

# PROPRIETARY

10.08 The section headings contained in this Agreement are for reference purposes only and shall not affect in any way the meaning or interpretation hereof.

10.09 This Agreement may be executed simultaneously in counterparts, each of which shall be deemed an original, and it shall not be necessary in making proof of this Agreement to produce or account for more than one counterpart.

IN WITNESS WHEREOF, each of the parties has caused this Agreement to be duly executed for and on its behalf as of the day and year first above written.

Attest:

*3157111*  
Donald F. Craugh  
Secretary

SOUTHERN BELL TELEPHONE  
AND TELEGRAPH COMPANY

By: B. F. Skinner  
President

Attest:

Louis G. ...  
Secretary

BELLSOUTH ADVERTISING &  
PUBLISHING CORPORATION

By: L. A. ...  
President

Attachments (Exhibits 1, 2A, 2B, 2C, 2D, 3 and 4)

EXHIBIT 1 to Agreement  
 Between BAPCO and Telephone  
 Company Covering Directory  
 Operations Dated as of  
 December 30, 1983

# PROPRIETARY

AGREEMENT BETWEEN SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY  
 AND BELLSOUTH ADVERTISING & PUBLISHING CORPORATION

EXHIBIT 1

ALPHABETICAL LIST OF DIRECTORIES - BY STATE

FLORIDA

Directory Identification Number Directory Title Order of Appearance Of Listing Sections*	Type and Number of Columns*
12056 Belle Glade	W3
Pahokee	W3
Yellow Pages	YP3
12066 Boca Raton (WP Only)	W4
Delray Beach	PU4
Pompano	PU4
12064 Boca Raton Spc. WP (Delivery to Deerfield Bch Only)	SP4
Delray Bch WP	PU4
Pompano Bch WP	PU4
ft. Ldle WP	PU4
12067 Boca Raton YP Only	YP4
12065 Boca Raton	SL4
Streamline Alpha Only for: Foreign Distribution	
12096 Bronson	W4C
Archer	PU4C
Williston	XP4
Cedar Key	W4C
Chiefland	W4C
Cross City	W4C
Old Town	W4C
Trenton	W4C
Yellow Pages	YP3

\*NOTE: Explanation may be found on Page 39.

**PROPRIETARY**

FLORIDA

ITEM NO. 3-001  
ATTACHMENT  
PAGE 29 OF 80

Brooksville	12102	W3
Week1 Wachee (Merged) Yellow Pages		YP3
<hr/>		
Chipley	12136	W3
Graceville		W3
Sunny Hills		W3
Vernon		W3
Yellow Pages		YP3
<hr/>		
Cocoa	12159	W4C
Cocoa Beach		W4C
Yellow Pages		YP4
<hr/>		
Cocoa Bch (WP & YP) (For delivery to Cocoa Bch Cust. only)	12160	SP4C
Cocoa (WP & YP)		I4C
Melbourne (WP)		I4C
<hr/>		
Daytona Beach	12194	W4C
Bunnell		W4C
Flagler Bch		W4C
Palm Coast		W4C
Yellow Pages		YP4
<hr/>		
Deland	12205	W4C
DeLeon Springs		W4C
DeBary		W4C
Deltona		W4C
Orange City		XW4C
Pierson		W4C
Crescent City		XW4C
Yellow Pages		YP4
<hr/>		
Delray Beach	12217	W4
Boynton Beach		W4
Yellow Pages		YP4
Boca Raton		PU4
Deerfield Bch		
<hr/>		
Delray Bch Special (Cover: Boynton Bch.) (For Delivery to Boynton Bch. Customers Only)	12216	SP4C
Boynton Beach		SP4
Delray Beach		SP4

FLORIDA PROPRIETARY

Dunnellon	12228	W3
Yankeetown		W3
Yellow Pages		YP3
Ocala		Y3
Fernandina Beach	12251	W4
Yulee		W4
Yellow Pages		YP3
Florida Keys	12257	W3
North Key Largo		W3
Key Largo		W3
Islamorada		W3
Marathon		W3
Big Pine Key		W3
Sugarloaf Key		W3
Yellow Pages		YP4
Ft. Lauderdale (White Pages Only)	12261	W4
Hollywood		PU4
Pompano Beach		PU4
Deerfield Beach		PU4
Ft. Lauderdale	12262	YP4
Streamline WP only for foreign distribution.	12260	SL4
Ft. Pierce	12285	W4C
Port St. Lucie		PU4C
Jensen Beach		YP4
Yellow Pages		YP4
Gainesville	12308	W4C
Archer		W4C
Bronson		W4C
Hawthorne		W4C
Keystone Height		W4C
Micanopy		W4C
Newberry		W4C
Yellow Pages		YP4
Alachua		X4C
Fort White		X4C
Brooker		X4C
Waldo		X4C
Melrose		X4C
Starke		X4C

# PROPRIETARY

FLORIDA

ITEM NO. 3-001  
ATTACHMENT  
PAGE 31 OF 80

12319		
Green Cove Springs		W4
Middleburg		W4C
Orange Park		W4C
Penny Farms		W4C
Yellow Pages		YP4
Jacksonville MP		I4
<hr/>		
12320		
Green Cove Springs Spc (Cover: Orange Park) (For delivery to Orange Park customers only)		SP4
Orange Park		SP4
Middleburg		SP4
Green Cove Sprg		SP4
Maxville		SP4
Penny Farms		SP4
Jacksonville		SP4
<hr/>		
12354		
Havana		W3
Quincy		
Greensboro		X3
Bretna		
Yellow Pages		YP3
<hr/>		
12377		
Hobe Sound		W4
Jupiter-Tequesta		W4
Port St. Lucie		PU4
Jensen Beach		
Stuart		PU4
Yellow Pages		YP4
West Palm Bch		I4
<hr/>		
12387		
Hollywood (White Pages Only)		W4
Ft. Ldie.		PU4
North Dade		PU4
<hr/>		
12388		
Hollywood (Yellow Pages Only)		YP4
<hr/>		
12386		
Hollywood Streamline (White Pages only for foreign distribution)		SL4
<hr/>		
12400		
Homestead		W4
Yellow Pages		YP4
Miami Alpha		I4

**PROPRIETARY**

FLORIDA

Jacksonville	12423	W4
Yellow Pages		YP4
Baldwin		W4
Ft. George Isl.		W4
Jacksonville Bch		PU4
Mandarin		W4
Maxville		W4
Middleburg		PU4
Orange Park		PU4
Jacksonville Beach	12434	W4
Yellow Pages		YP4
Jacksonville WP		I4
Jacksonville YP		IYP4
Arlington	12025	NH3
Jacksonville Neighborhood White & Yellow		
Southside	12628	NH3
Jacksonville Neighborhood White & Yellow		
Northside	12651	NH3
Jacksonville Neighborhood White & Yellow Pages		
Westside	12947	NH3
Jacksonville Neighborhood White & Yellow Pages		
Jay	12446	W4C
Milton		I4C
Munson		I4C
Pace		I4C
Yellow Pages		YP3
Key West	12457	W3
Sugarloaf Key		W3
Big Pine Key		W3
Yellow Pages		YP4



FLORIDA

**PROPRIETARY**

Lake City	12480	W3
Yellow Pages		YP3
Melbourne	12580	W4C
Yellow Pages		YP4
Cocoa Beach		PU4C
Sebastian		PU4C
Miami WP Only	12600	W4
Miami YP Only	12601	YP4
Volume I & II		
Coral Gables-South Miami	12620	NH3
Miami Neighborhoods		
Hialeah-Miami Springs	12360	NH3
Miami Neighborhood		
Kendall	12450	NH3
Miami Neighborhood		
Miami Spanish	12605	NH3
Miami Neighborhood		
Perrine	12722	NH3
Miami Neighborhood		
North Dade	12645	NH3
Miami Neighborhood		

FLORIDA PROPRIETARY

12598	Miami Special	SP4
	Miami White Pgs	I4
	Homestead MP	I4
	Homestead YP	I4
	(For delivery to Perrine Customer)	
12599	Miami Special	SP4
	Miami White Pgs	I4
	(For delivery to North Dade Customers)	
12607	Milton	
	Holly-Navarre	W4C
	Munson	W4C
	Pace	W4C
	Jay	PU4C
	Yellow Pages	YP3
12641	New Smyrna Beach	W3
	Oak Hill	
	Yellow Pages	YP3
12677	Orlando	W4
	Oviedo	W4C
	Lake Buena Vista	X4C
	Apoka-Windermere	
	Winter Garden	X4C
	Winter Park	X4C
	Yellow Pages	YP4
12730	Pine Castle	NH3
	Orlando Neighborhood	
12731	Pine Hills	NH3
	Orlando Neighborhood	
12689	Palatka	W3
	Pamona Park	W3
	Melaka	W3
	Crescent City	X3
	Florahome	X3
	Hastings	X3
	Interlachen	X3
	Yellow Pages	YP3

FLORIDA

# PROPRIETARY

12701		
Panama City.		W4C
Lynn Haven		W4C
Panama City Bch		W4C
Youngstown-Fountain		W4C
Tyndall Air Force Base		X4C
Yellow Pages		YP4
<hr/>		
12713		
Pensacola		W4
Cantonment		W4C
Gulf Breeze		W4C
Pace		W4C
Yellow Pages		YP4
<hr/>		
12253		
Ferry Pass		NH3
Pensacola Neighborhood		
<hr/>		
12935		
Marrington		NH3
Pensacola Neighborhood		
<hr/>		
12748		
Pompano Beach (White Pages Only)		W4
Boca Raton-Deerfield Bch Ft. Ldle		PU4 PU4
<hr/>		
12749		
Pompano Beach (Yellow Pages Only)		YP4
<hr/>		
12747		
Pompano Bch Straline (White Pages Only) (For foreign distribution)		SL4
<hr/>		
12785		
St. Augustine		W3
Yellow Pages		YP4
<hr/>		
12809		
Sanford		W4C
DeBary-Deltona		W4C
Geneva		W4C
Oviedo		W4C
Yellow Pages		YP4
Winter Park		X4C

Sanford Spc.	12810	SP4C
White & Yellow DeBary-Deltona Orange City Deland-Deleon Yellow Pages (For delivery to DeBary-Deltona subscribers only)		W4C  W4C YP4
Stuart	12857	W4C
Hobe Sound WP Port St. Lucie-Jensen Beach Yellow Pages		I4C W4C YP4
Titusville	12906	W4C
Yellow Pages		YP4
Vero Beach	12930	W4C
Sebastian Yellow Pages		W4C YP4
Vero Beach Spc (For delivery to Sebastian Customers only)	12931	SP4C
Sebastian Yellow Pages Melbourne		W4C YP4 W4C
West Palm Bch	12942	YP4 W4
Boynton Bch Jupiter- Tequesta WP Yellow Pages		I4C  =
Lake Worth	12516	NH3
West Palm Beach Neighborhood		
Palm Beaches-North	12690	NH3
West Palm Beach Neighborhood		

**PROPRIETARY**

GEORGIA

Directory Identification Number Directory Title Order of Appearance Of Listing Sections	Type and Number of Columns
13070 Albany	W3
Leesburg	W3
Yellow Pgs. (merged)	YP4
Baconton	PU3
Leary	PU3
Newton	PU3
Sylvester	PU3
13110 Alpharetta (merged)	W4
Roswell (merged)	W4
Yellow Pgs. (merged)	YP4
13130 Americus	W3
Smithville	W3
Lake Blackshear	X3
Leslie	X3
Plains	X3
Yellow Pgs (merged)	YP3
Americus-Smithville	
13150 Arlington	W3
Leary	W3
Yellow Pgs. (merged)	YP3
Albany	PU3
13170 Athens	W3
Bogart	W3
Watkinsville	W3
Yellow Pgs. (merged)	YP4
Carlton	X3
Colbert	X3
Comer	X3
Crawford-Lexington	X3
Danielsville	X3
Ila	X3
Maxeys	X3
Winterville	X3

GEORGIA

13189  
 Greater Atlanta White Pages  
 (29 merged Exchanges)

W4

For Delivery to Atlanta and  
 Suburban Customers

Acworth  
 Alpharetta  
 Atlanta  
 Austell  
 Buford  
 Chamblee  
 Conyers  
 Dallas  
 Douglasville  
 Duluth  
 Fairburn-Union City  
 Fayetteville  
 Hampton  
 Jonesboro  
 Lawrenceville  
 Lithonia  
 Loganville  
 Marietta  
 McDonough  
 Norcross  
 Palmetto  
 Panola  
 Powder Springs  
 Roswell  
 Smyrna  
 Stockbridge  
 Stone Mountain  
 Tucker  
 Woodstock

**PROPRIETARY**

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13190	
Atlanta Yellow Pages (merged)	YP4
Chamblee	YP4
Duluth	YP4
Lithonia	YP4
Norcross	YP4
Panola	YP4
Stone Mountain	YP4
Tucker	YP4

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13210	
Augusta-N. Augusta, S.C. (merged)	W4
Hephzibah	W4
Bath, S.C.	PU4
Harlem-Applying	PU3
Yellow Pgs. (merged)	
Augusta-Hephzibah	YP4
N. Augusta, S.C.	

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13230	
Austell (merged)	W4
Douglasville (merged)	W4
Powder Springs (merged)	W4
Yellow Pgs. (merged)	YP4

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GEORGIA PROPRIETARY

Bainbridge	13250	W3
Yellow Pages		YP3
Attapulcus		IX3
<hr/>		
Barnesville	13270	W3
Yellow Pages		YP3
<hr/>		
Baxley	13290	W3
Hazlehurst		W3
Lumber City		W3
Yellow Pages		YP3
<hr/>		
Blackshear	13310	W3
Patterson		X3
Waycross		PU3
Yellow Pages		YP3
Blackshear		
<hr/>		
Bowdon	13390	W3
Yellow Pages		YP3
Bremen		PU3
Carrollton		PU3
Roopville		PU3
<hr/>		
Bremen	13410	W3
Buchanan		W3
Tallapoosa		W3
Temple		W3
Yellow Pages		YP3
Bowdon		PU3
Carrollton		PU3
Roopville		PU3
Villa Rica		PU3
Cedartown		PU3
<hr/>		
Brunswick (merged)	13430	W3
Jekyll Island (merged)		W3
St. Simons Island (merged)		W3
Sea Island (merged)		W3
Yellow Pgs. (merged)		YP4
<hr/>		
Buckhead	13448	NH3
Yellow Pages		NH3

GEORGIA **PROPRIETARY**

Calhoun	13540	W3
Adairsville		W3
Yellow Pages		YP3
Cartersville		PU3
Kingston		PU3
Rome		PU3
Camilla	13560	W3
Baconton		W3
Newton		W3
Yellow Pgs. (merged)		YP3
Albany		PU3
Pelham		PU3
Carrollton	13600	W3
Roopville		W3
Yellow Pages		YP3
Bowdon		PU3
Bremen		PU3
Franklin		PU3
Temple		PU3
Villa Rica		PU3
Cartersville	13620	W3
Kingston		W3
Yellow Pages		YP3
Acworth		PU3
Adairsville		PU3
Rome		PU3
(Maintain separate Acworth alphabetical type for the Cartersville Directory.)		
Cedartown	13640	W3
Yellow Pages		YP3
Buchanan		PU3
Cave Spring		PU3
Rockmart		PU3
Rome		PU3
Chamblee-Doraville	13669	NH3
Yellow Pages		NH3
Claxton	13700	W3
Yellow Pages		YP3



GEORGIA **PROPRIETARY**

Cochran	13740	W3
Yellow Pages		YP3
Colquitt	13760	W3
Yellow Pages		YP3
Columbus-Phenix City Ala. (merged)	13780	W4
Phenix City		W4
Cusseta		W4
Yellow Pgs. (merged)		YP4
Columbus-Phenix City		
Cusseta		
Conyers	13840	W4
Yellow Pages		YP4
Covington W.P.		PU3
(Maintain separate Covington W.P. listing type for the Conyers Directory.)		
Cordele	13860	W3
Warwick		X3
Yellow Pages		YP3
Cordele		
Covington	13900	W3
Social Circle		W3
Yellow Pages		YP3
Conyers		PU3
(Maintain separate Conyers White Pages type for the Covington Directory.)		
Cumming	13920	W3
Yellow Pages		YP3
Dallas	13980	W4
Yellow Pages		YP4

GEORGIA

**PROPRIETARY**

14035		
Decatur-Avondale		NH3
Decatur		
Avondale		
Yellow Pages		NH3
<hr/>		
14090		
Dublin		W3
Yellow Pages		YP3
(six (6) merged exchanges)		
Cadwell		X3
Cedar Grove		X3
Chester		X3
Dexter		X3
Dudley		X3
Rentz		X3
Montrose		X3
<hr/>		
14110		
Eastman		W3
Yellow Pages		YP3
<hr/>		
14130		
Eatonton		W3
Monticello		W3
Yellow Pgs. (merged)		YP3
<hr/>		
14150		
Elberton		W3
Yellow Pages		YP3
Royston		PU3
<hr/>		
14190		
Fairburn		W4
Palmetto (merged)		
Yellow Pages (merged)		YP4
<hr/>		
14265		
Forest Park		NH3
Yellow Pages		NH3
<hr/>		
14270		
Forsyth		W3
Yellow Pages		YP3
<hr/>		
14290		
Fort Valley		W3
Yellow Pages		YP3
<hr/>		

GEORGIA

# PROPRIETARY

14310	
Gainesville (merged)	W3
Clermont (merged)	W3
Flowery Branch (merged)	W3
Lula (merged)	W3
Yellow Pages (merged)	YP4
14340	
Grantville	W3
Luthersville	W3
Senola	W3
Yellow Pages	YP3
Greenville	PU3
Griffin	PU3
Hogansville	PU3
Newnan	PU3
14380	
Greensboro	W3
Yellow Pages	YP3
Maxeys	X3
Union Point	X3
White Plains	X3
14400	
Greenville	W3
Gay	W3
Woodbury	W3
Yellow Pages	YP3
Concord	PU3
Hogansville	PU3
LaGrange	PU3
Luthersville	PU3
Pine Mountain	PU3
14420	
Griffin	W3
Yellow Pages	YP4
Concord	PU3
Hampton	PU3
McDonough	PU3
Senola	PU3
Zebulon	PU3
(Maintain separate McDonough alphabetical type for the Griffin directory)	
14440	
Hamilton	W3
Pine Mountain	W3
Yellow Pages	YP4
Greenville	PU3
LaGrange	PU3
Maverly Hall	X3

GEORGIA

**PROPRIETARY**

14460		
Harlem (merged)		W3
Appling (merged)		W3
Yellow Pages		YP3
Augusta-N. Augusta.		
S.C. (merged)		PU4
Thomson		PU3
<hr/>		
14540		
Hogansville		W3
Franklin		W3
Yellow Pages		YP3
Grantville		PU3
Greenville		PU3
LaGrange		PU3
Newman		PU3
Roopville		PU3
<hr/>		
14580		
Jackson		W3
Yellow Pages		YP3
<hr/>		
14640		
Jesup		W3
Odum		X3
Scriven		X3
Yellow Pages		YP3
Jesup		
14660		
<hr/>		
Jonesboro (merged)		W4
Fayetteville (merged)		
Stockbridge (merged)		
Yellow Pages (merged)		YP4
<hr/>		
14700		
LaGrange		W3
Yellow Pages		YP3
Franklin		PU3
Greenville		PU3
Hogansville		PU3
Pine Mountain		PU3
<hr/>		
14720		
Lawrenceville (merged)		W4
Buford (merged)		
Loganville (merged)		
Yellow Pages (merged)		YP4
<hr/>		

14760		
Louiseville		W3
Gibson		W3
Madley		W3
Wrens		W3
Yellow Pages		YP3
Swainsboro		PU3
Bartow		X3
Midville		X3
<hr/>		
14800		
Lumpkin		W3
Richland		W3
Yellow Pages (merged)		YP3
<hr/>		
14820		
Lyons (merged)		W3
Johnson Corner (merged)		W3
Vidalia (merged)		W3
Yellow Pages (merged)		YP3
Lyons		
Johnson Corner		
<hr/>		
14840		
Macon		W4
Yellow Pages		YP4
Byron-Centerville		X4
Gray		X4
Haddock		X4
Lizella		X4
Warner Robins		PU4
<hr/>		
14860		
Madison		W3
Rutledge		W3
Yellow Pgs. (merged)		YP3
<hr/>		
14900		
Marietta		W4
Marietta-Smyrna-Woodstock		
Acworth (merged)		
Yellow Pages		YP4
<hr/>		
14907		
Martinez-Evans-Grovetown Community		C03
Yellow Pages		C03
<hr/>		
14920		
McDonough (merged)		W4
Hampton (merged)		
Locust Grove (merged)		
Yellow Pgs. (merged)		YP4
Griffin W. P.		
(Maintain separate Griffin alphabetical type for the McDonough Directory.)		
<hr/>		

GEORGIA

# PROPRIETARY

Millen	15010	W3
Yellow Pages		YP3
<hr/>		
Newnan	15110	W3
Yellow Pages		YP3
Franklin		PU3
Grantville		PU3
Luthersville		PU3
Senola		PU3
<hr/>		
Pelham	15130	W3
Yellow Pages		YP3
Baconton		PU3
Camilla		PU3
<hr/>		
Rockmart	15230	W3
Yellow Pages		YP3
Cedartown		PU3
<hr/>		
Rome	15250	W3
Cave Spring		W3
Yellow Pages		YP4
Adairsville		PU3
Cedartown		PU3
Kingston		PU3
<hr/>		
Royston	15270	W3
Yellow Pages		YP3
Elberton		PU3
<hr/>		
Sandersville (merged)	15290	W3
Tennille (merged)		W3
Davisboro		X3
Yellow Pages		YP3
Sandersville		
Tennille		
<hr/>		
Sandy Springs-Dunwoody	15293	NH3
Sandy Springs		
Dunwoody		
Yellow Pages		NH3
<hr/>		
Savannah	15310	W4
Pooler		W4
Tybee Island		W4
Yellow Pgs. (merged)		YP4

GEORGIA

**PROPRIET.**

Smyrna	15330	W4
Marietta-Smyrna-Woodstock-Acworth (merged)		
Yellow Pages		YP4
Southside Savannah	15346	NH3
Yellow Pages		NH3
Sparks	15350	W3
Adel		X3
Yellow Pages		YP3
Sparks		
Sparta	15370	W3
Yellow Pages		YP3
Swainsboro	15450	W3
Yellow Pages		YP3
Wadley		PU3
Adrian		X3
Kite		X3
Lexsy		X3
Midville		X3
Oak Park		X3
Twin City		X3
Sylvester	15490	W3
Yellow Pages		YP3
Albany		PU3
Thomasville	15550	W3
Yellow Pages		YP3
Barwick		X3
Boston		X3
Coolidge		X3
Meigs		X3
Ochlochnee		X3
Pavo		
Thomson	15570	W3
Yellow Pages		YP3
Marion-Appling		PU3
Warrenton		PU3

GEORGIA **PROPRIETARY**

15590		
Tifton		W3
Lenox		X3
Omega		X3
Yellow Pages		YP3
Tifton		
15613		
Toco Hills		NH3
Yellow Pages		NH3
Tucker-Lilburn		NH3
Yellow Pages		NH3
15650		
Valdosta (merged)		W3
Lake Park (merged)		W3
Yellow Pages (merged)		YP4
15670		
Vidalia (merged)		W3
Lyons (merged)		W3
Johnson Corner (merged)		W3
Yellow Pages		YP3
Vidalia		
15710		
Villa Rica		W3
Yellow Pages		YP3
Carrollton		PU3
Temple		PU3
15730		
Warner Robins		W4
Yellow Pages		YP4
Macon		PU4
Byron-Centerville		XPU4
Perry		X4
15750		
Warrenton		W3
Yellow Pages		YP3
Thomson		PU3
15790		
Waycross		W3
Blackshear		PU3
Yellow Pages		YP3
Waycross		
15810		
Waynesboro		W3
Sardis		W3
Yellow Pages		YP3



GEORGIA

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Woodstock	15870	
Acworth		W4
Marietta-Smyrna-Woodstock- Acworth (merged)		
Yellow Pages		YP4
Canton M.P.		X3
Cartersville M.P.		PU3
(Maintain separate Acworth alphabetical type for the Cartersville directory.)		
<hr/>		
Wrightsville	15890	
Yellow Pages		W3
		YP3
<hr/>		
Zebulon	15910	
Concord		W3
Yellow Pages		W3
Griffin		YP3
Woodbury		PU3
		PU3
<hr/>		

NORTH CAROLINA

**PROPRIETARY**

Directory Identification Number Directory Title Order of Appearance Of Listing Sections	Type and Number of Columns
53038	
*Apex-Cary (PB)	C4
*Yellow Pages	YP4
Raleigh (merged)	WP4
Angier	X3
Clayton	X4
Fuquay Varina	X3
Research Triangle	X2
Wake Forest	X4
Raleigh (YP)	YP4
53040	
*Arden (PB)	C4
*Yellow Pages	YP4
Asheville	WP4
Barnardsville	X3
Enka	C4
Fairview	C4
Leicester	C4
Swannanoa Valley	C4
Weaverville	X4
Asheville (merged)	YP4
Hendersonville	PU3
53065	
*Asheville	C4
Arden	C4
Barnardsville	X3
Enka-Candler	C4
Fairview	C4
Leicester	C4
Swannanoa Valley (Black Mtn-Montreat, Ridgecrest & Swannanoa)	C4
Weaverville	X4
*Asheville (merged) (YP)	YP4
53083	
*Belmont-Mt. Holly	C3
*Yellow Pages	YP3
Charlotte	PU4
Gastonia	I3
Bessemer City	I3
Cramerton, Lowell, McAdenville, Ranlo	I3
Stanley	I3

53102	Boone	Blowing Rock Sugar Grove-Katauga Yellow Pages	C3 C3 X3 YPS
53138	Burgaw	Atkinson Castle Hayne Yellow Pages	C3 C3 I3 YPS
53157	Burlington	Anderson Kimesville Saxapahaw Yellow Pages Gibsonville Mebane Prospect Hill Yanceyville	C3 C3 C3 C3 YPS X3 X3 X3 X3
53212	Chapel Hill	Research Triangle Park Yellow Pages	C3 X2 YPS
53231	Charlotte	Yellow Pages Belmont-Mt. Holly Harrisburg Lake Wylie Hemby Bridge-Indian Trill-Matthews Pineville Waxhaw	C4 YPS X3 X3 X4 X3 X3 X3
53249	Cherryville	Yellow Pages Lincolnton Shelby	C3 YPS I3 I3
54045	East Mecklenburg (NH)	Yellow Pages	C3 YPS
53415	Castmont	Rowland Yellow Pages	C3 C3 YPS

# PROPRIETARY

NORTH CAROLINA

53466		
*Garner (PB)		C4
*Yellow Pages		YP4
Raleigh (merged)		WP4
Angier		X3
Clayton		X4
Fuquay-Varina		X3
Research Triangle		X2
Wake Forest		X4
Raleigh (YP)		YP4
<hr/>		
53470		
*Gastonia		C3
Bessemer City		C3
Cramerton-Lowell-		
McAdenville-Ranlo		C3
Stanley		C3
*Yellow Pages		YP4
Belmont-Mt. Holly		I3
Kings Mountain		I3
<hr/>		
53507		
*Goldsboro		C3
(including Dudley)		
Grantham		C3
*Yellow Pages		YP3
Mt. Olive		I3
Fremont		X3
Moss Hill		X3
<hr/>		
53544		
*Greensboro		C4
Julian		C4
Monticello		C4
Summerfield		C4
*Yellow Pages		YP4
High Point		X4
Liberty		X4
Randleman		X4
<hr/>		
53581		
*Hamlet		C3
Ellerbe		X3
*Yellow Pages		YP3
<hr/>		
53618		
*Haywood County		C3
Bethel		C3
Canton		C3
Clyde		C3
Maggie Valley		C3
Waynesville		C3
*Yellow Pages		YP3
<hr/>		
53655		
*Hendersonville		C3
Arden-Fletcher		I4
Lake Lure		I3
Saluda		X3
*Yellow Pages		YP3

NORTH CAROLINA

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53766		
*Kings Mountain		C3
Grover		C3
*Yellow Pages		YP3
Bessemer City		I3
Gastonia		I3
Shelby		I3
<hr/>		
53793		
*Knightdale-Wendell-Zebulon (PB)		C4
*Yellow Pages		YP4
Raleigh (merged)		PU4
Angier		X3
Clayton		X4
Fuquay Varina		X3
Research Triangle		X2
Wake Forest		X4
Raleigh (YP)		YP4
<hr/>		
53820		
*Laurinburg		C3
Gibson		C3
Laurel Hill		X3
Maxton		X3
Wagram		X3
*Yellow Pages		YP3
<hr/>		
53858		
*Lenoir		C3
Granite Falls		X3
*Yellow Pages		YP3
<hr/>		
53894		
*Lincolnton		C3
Denver		C3
*Yellow Pages		YP3
Cherryville		I3
Maiden		I3
Newton-Conover		I3
<hr/>		
53913		
*Locust		C3
*Yellow Pages		YP3
<hr/>		
53950		
*Lumberton		C3
(Lumberton, Fairmont, Pembroke, Rowland merged)		
*Yellow Pages		YP3
<hr/>		
53987		
*Maiden		C3
*Yellow Pages		YP3
Catawba-Sherrills Ford		X3
Claremont		I3
Denver		I3
Lincolnton		I3
Newton-Conover		I3

NORTH CAROLINA

**PROPRIETARY**

*Morganton	54136	C3
Valdese		X3
*Yellow Pages		YP3
<hr/>		
*Mt. Olive	54173	C3
*Yellow Pages		YP3
Goldsboro-Dudley		I3
Granham		I3
<hr/>		
*Newton-Conover	54228	C3
Claremont		C3
*Yellow Pages		YP3
Catawba-Sherrills Ford		X3
Denver		I3
Hickory-Mtn. View		X3
Lincolnton		I3
Malden		I3
<hr/>		
*North Mecklenburg (PB)	54240	C4
Cornellus-Davidson-Huntersville		
*Yellow Pages		YP4
Charlotte		PU4
Charlotte (YP)		YP4
<hr/>		
*Northwest Mecklenburg (NBHD)	54241	C3
*Yellow Pages		YP3
<hr/>		
*Pembroke (PB)	54282	C3
*Yellow Pages		YP3
(Lumberton merged)		PU3
Lumberton (YP)		YP3
<hr/>		
*Pleasure Island (PB)	54294	C3
(Carolina Beach, Ft. Fisher, Hanby Beach, Kure Beach, Wilmington Beach)		
*Yellow Pages		YP4
Wilmington		PU3
Acme		PU3
Atkinson		PU3
Bolton		PU3
Burgaw		PU3
Castle Hayne		PU3
Oak Island		PU3
Scotts Hill		PU3
Southport		PU3
Wrightsville Beach		PU3
Wilmington (merged) (YP)		YP4

NORTH CAROLINA

# PROPRIETARY

54301		
*Raleigh	(Raleigh, Apex, Garner, Knightdale merged)	
Angier		X3
Clayton		X4
Fuquay-Varina		X3
Research Triangle		X2
Wake Forest		X4
*Yellow Pages		YP4
54338		
*Reidsville		C3
Ruffin		C3
*Yellow Pages		YP3
Eden		X3
54412		
*Rutherford County		C3
Caroleen	(Ellenboro, Forest City, Rutherfordton Spindale merged)	
*Yellow Pages		YP3
Lake Lure		C3
Rutherford County	(For Lake Lure Subscribers- Contains Hendersonville Alpha)	SP3
54430		
*Salisbury		C3
Cleveland		C3
Eastern Rowan (Faith, Gold Hill, Rockwell, Granite Quarry)		X3
China Grove-Landis		X3
*Yellow Pages		YP3
54468		
*Selma		C3
Smithfield		X3
Princeton		X3
*Yellow Pages		YP3
54486		
*Shelby		C3
Lattimore		C3
Laundale		C3
*Yellow Pages		YP3
Cherryville-Waco		I3
Kings Mountain		I3
Grover		I3
54535		
*South Mecklenburg (NBHD)		C3
*Yellow Pages		YP3

54561	Southport-Oak Island (Caswell Beach, Long Beach, Yaudon Beach) Yellow Pages Wilmington Acme Bolton Castle Hayne Pleasure Island (Carolina Beach, Fort Fisher, Handy Beach, Kure Beach, Wilmington Beach) Scotts Hill Wrightsville	C3 C3 YPS PUS PUS PUS PUS PUS PUS PUS PUS
54536	Southwest Mecklenburg (MHD) Yellow Pages	C3 YPS
54580	Spruce Pine Newland Yellow Pages Bakersville Banner Elk-Beech Mtn.	C3 C3 YPS X3 X3
54616	Statesville Trouman Harmony-New Hope-Union Grove Taylorville Stony Point Yellow Pages	C3 C3 X3 X3 I3 I3 YPS
54630	Swannanoa Valley (PB) (Black Mtn.-Montreat, Ridgecrest, Swannanoa) Yellow Pages Ashville Arden Barnardsville Enka Fairview Lester Meadwell Asheville (merged)	C4 YPA PUS PUS PUS PUS X3 PUS PUS PUS PUS PUS X4 YPA
54690	Taylorville Stony Point Bethlehem Statesville Trouman Harmony-New Hope-Union Grove Yellow Pages	C3 C3 X3 X3 I3 I3 X3 YPS

**PROPRIETARY** NORTH CAROLINA



NORTH CAROLINA

**PROPRIETARY**

\*Wilmington 54907

Acme	C3
Bolton	C3
Castle Hayne	C3
Pleasure Island	C3
Scotts Hill	C3
Wrightsville Beach	C3
*Yellow Pages	YP4
Atkinson	I3
Burgaw	I3
Oak Island	I3
Southport	I3

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54943

\*Winston-Salem

*Yellow Pages	YP4
Advance	X3
Kernersville	X3
Oldtown System (King, Lewisville, Quaker Gap, Rural Hall, Stanleyville)	X3
Walkertown	X4

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SOUTH CAROLINA

**PROPRIETARY**

Directory Identification Number Directory Title Order of Appearance Of Listing Sections	Type and Number of Columns
66022 *Aiken	C3
Bath	C3
Grantteville	C3
New Ellenton	C3
*Yellow Pages	YP4
North Augusta (pure & minus call guide pages)	PU4
66034 *Allendale	C3
*Yellow Pages	YP3
Barnwell	PU3
Fairfax	X3
66046 *Anderson	C4
*Yellow Pages	YP4
Belton	PU4
Honea Path	PU4
Pelzer	PU4
Pendleton	PU4
Starr-Iva	X3
Williamston	PU4
66045 Anderson Alpha Only (for delivery to Pendleton)	A4
66058 *Barnwell	C3
Samberg	C3
Blackville	C3
Denmark	C3
*Yellow Pages	YP3
Allendale	PU3
Ehrhardt	X3
Olar	X3
Orangeburg	PU3
Williston	X3
66070 *Batesburg-Leesville	C3
*Yellow Pages	YP3
Pond Branch	X3
Ridge Spring	X3

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SOUTH CAROLINA

*Belton	66094	C4
Honea Path		C4
*Yellow Pages		YP3
Anderson		PU4
Due West		X4
Pelzer		PU4
Williamston		PU4
<hr/>		
*Bennettsville	66106	C3
Blenheim		C3
Cllo		C3
McColl		C3
*Yellow Pages		YP3
Cheraw		C3
<hr/>		
*Blacksburg	66118	C3
*Yellow Pages		YP3
Gaffney		C3
Grover, NC		PU3
Hickory Grove		PU3
(*Include with Gastonia, NC Traffic Reprint, deliver to Grover, NC)		
<hr/>		
*Boiling Springs (NBHD)	66125	NH3
*Yellow Pages		YP3
<hr/>		
*Camden	66142	C3
*Yellow Pages		YP3
<hr/>		
*Cayce-West Columbia (NBHD)	66144	NH3
*Yellow Pages		YP3
<hr/>		
*Chapin	66148	C3
Little Mtn. (North & South)		C3
*Yellow Pages		YP3
Newberry		PU3
Prosperity		PU3
<hr/>		
*Charleston	66154	C4
Folly Beach		C4
Isle of Palms		C4
Mount Pleasant		C4
Sullivan's Island		C4
*Yellow Pages		YP4
Hollywood		X4
Summerville		PU4

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SOUTH CAROLINA

*Cheraw	66166	C3
*Yellow Pages		YP3
Bennettsville		PU3
Blenheim		PU3
Chesterfield		X3
Clio		PU3
McColl		PU3
*Clinton	66190	C3
Joanna		C3
*Yellow Pages		YP3
Laurens-Laurens Rural		X3
*Columbia PBX		P2
*Columbia Alpha	66213	A4
(for delivery to		
Chapin subscribers)		
*Columbia	66214	C4
Eastover		C4
*Yellow Pages		YP4
Chapin		PU3
Lexington		X4
*Columbia Northeast (NBHD)	66216	NH3
*Yellow Pages		YP3
*Darlington	66238	C4
Society Hill		C4
*Yellow Pages		C3
Hartsville		PU4
Florence		PU4
*Dillon	66250	C3
Lake View		C3
Latta		C3
*Yellow Pages		YP3
*Easley	66262	C4
Liberty		C4
Pickens		C4
Six Mile		C4
*Yellow Pages		YP3
Greenville		PU4
Seneca		PU4
Central		PU4
Clemson		PU4
Pendleton		PU4
Salem		PU4
Walhalla		PU4
Westminster		PU4

*Edgefield	66274	C3
Johnston		C3
*Yellow Pages		YP3
Ridge Spring		X3
<hr/>		
*Edisto Island	66280	C3
*Yellow Pages		YP3
<hr/>		
*Florence	66298	C4
Timmonsville		C4
*Yellow Pages		C4
Darlington		PU4
Hartsville		PU4
Marion		PU4
Pamplico		X4
<hr/>		
*Fountain Inn	66310	C4
*Yellow Pages		YP4
Greenville		PU4
Simpsonville		X4
<hr/>		
*Gaffney	66322	C3
*Yellow Pages		YP3
Blacksburg		PU3
<hr/>		
*Greenville	66358	C4
*Yellow Pages		YP4
Blue Ridge		PU4
Easley		PU4
Fountain Inn		PU4
Greer		PU4
Piedmont		PU4
Simpsonville		X4
Travelers Rest		PU4
<hr/>		
*Greenville Alpha (delivered to Piedmont subscribers)	66357	A4
<hr/>		
*Greer	66382	C4
Blue Ridge		C4
*Yellow Pages		YP3
Greenville		PU4
Lyman		PU3

SOUTH CAROLINA **PROPRIETARY**

*Hartsville	66418	C4
*Yellow Pages Darlington Florence		YP3 PU4
*James Island-Folly Beach (NBHD) (merged type)	66449	NH3
*Yellow Pages		YP3
*Lyman	66562	C4
*Yellow Pages Blue Ridge Greer Spartanburg		YP3 PU4 PU4 PU4
*Marion	66574	C4
*Yellow Pages Florence Mullins Nichols		YP3 PU4 PU4 PU4
*Mount Pleasant-Sullivans Island- Isle Of Palms & Vicinity (merged type) (NBHD)	66598	NH3
*Yellow Pages		YP3
*Mullins	66610	C4
Nichols *Yellow Pages Floyds Marion		C4 YP3 X3 PU4
*Newberry	66634	C3
Prosperity *Yellow Pages Little Mountain Whitmire		C3 YP3 PU3 PU3
*North Augusta-Augusta (merged type)	66650	C4
Beech Island Nephtzibah, GA *Yellow Pages Aiken (minus call guide pages) Bath Graniteville Harlem, GA		C4 PU4 YP4 PU4 PU4 PU4 PU3

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## SOUTH CAROLINA

66651 North Augusta Alpha (for delivery to Bath subscribers)	A4
66655 *North Charleston- Hanahan-Goose Creek (merged type) and Vicinity (NBHD)	NH3
*Yellow Pages	YP3
66682 *Orangeburg	C3
*Yellow Pages	YP3
Bamberg	PU3
Bowman	X3
66707 *Rock Hill (for York subscribers)	A3
66711 *St. Andrews-Irmo (NBHD)	NH3
*Yellow Pages	YP3
66718 *St. George	C3
Harleyville	X3
*Yellow Pages	YP3
66766 *Seneca	C4
Central	C4
Clemson	C4
Centrex	C4
Pendleton	C4
Salem	C4
Walhalla	C4
Westminster	C4
*Yellow Pages	YP4
Liberty	PU4
Pickens	PU4
Six Mile	PU4
66790 *Spartanburg	C4
Cowpens	C4
Pacolet	C4
*Yellow Pages	YP4
Chesnee	X3
Inman	X3
Jonesville	PU3
Lyman	PU4
Woodruff	X3

# PROPRIETARY

SOUTH CAROLINA

66796		
*Springfield-Salley		C3
*Yellow Pages		YP3
Wagener		X3
<hr/>		
66802		
*Summerville		C4
*Yellow Pages		YP4
Charleston		C4
<hr/>		
66849		
*Travelers Rest Alpha		A4
(for delivery to Blue Ridge)		
<hr/>		
66850		
*Travelers Rest Slater Marietta		C4
*Yellow Pages		YP3
Blue Ridge		PU4
Greenville		PU4
<hr/>		
66862		
*Union		C3
Jonesville		C3
Pacolet		PU4
Lockhart		X3
*Yellow Pages		YP3
<hr/>		
66871		
*Wade Hampton (NBHD)		NH3
*Yellow Pages		YP3
<hr/>		
66900		
*West of the Ashley (NBHD)		NH3
*Yellow Pages		YP3
<hr/>		
66910		
*Whitmire		C3
*Yellow Pages		YP3
Newberry		PU3
<hr/>		
66922		
*Williamston		C4
Peizer		C4
Piedmont		C4
*Yellow Pages		YP3
Anderson		PU4
Belton		PU4



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SOUTH CAROLINA

*York	66958	
		C3
Clover		C3
Hickory Grove		C3
Lake Mylie		C4
Sharon		C3
*Yellow Pages		TP3
(Include with Gastonia NC Traffic Reprint)		

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## EXPLANATION OF HEADINGS AND CODES

**DIRECTORY** - the primary name of each directory with its associated identification number is listed in alphabetical order. Following the name of each primary directory, the sections are listed in the order of their appearance in the directory.

**TYPE AND NUMBER OF COLUMNS** - the codes for designating the type of directory and the number of columns per page are shown as follows:

(a) White Pages - make up three 15 pica width columns:

W3 - primary to Yellow Pages  
I3 - interlocked  
PU3 - pick up  
X3 - independent  
SP3 - special edition  
CD3 - community  
CDN3 - community - neighborhood

(b) White Pages - normally three 15 pica width columns compressed to make up four 15 pica columns:

W4C - primary to Yellow Pages  
I4C - interlocked  
PU4C - pick-up  
X4C - independent  
SP4C - special edition

(c) White Pages - make up four 12 pica width columns:

W4 - primary to Yellow Pages  
I4 - interlocked  
PU4 - pick-up  
X4 - independent  
SP4 - special edition  
CD4 - community  
SL4 - streamlined

(d) White Pages - make up two 15 pica width columns:

P2 - Official PBX

(e) Yellow Pages:

YP2 - two columns  
YP3 - three columns  
YP4 - four columns  
SYP4 - special edition, 4 columns  
YPN3 - community - neighborhood

NOTE: Generally, the number of columns in the White Pages is the same as in the Yellow Pages. However, there are exceptions, such as three column White Pages with four column Yellow Pages and four column White Pages with three column Yellow Pages.

(f) **Combination Directory** - one directory having White & Yellow Pages as opposed to separately bound editions.

(g) **Piggyback Directory** - a primary directory for a selected portion of a larger directory area - where the primary business classification is also compiled in the larger directory.

The "I" and "PU" codes are used to indicate mechanical processes involved in printing and are defined as follows:

**I (Interlocked Listing Section)**. A printing term used to describe the inclusion of a complete printed section, White or Yellow, which is primary to another directory and is an uninterrupted press run obtained at the time the same section is printed for the primary directory. The majority of cases are interlocked White Pages sections; however, there are a few instances where both White and Yellow Pages are interlocked.

**PROPRIETARY**

PU (Pick Up Listing Section). A term used to describe the inclusion of secondary exchange listings in the directory. The printing of the secondary exchange listings may or may not be in production. This method offers flexibility in selecting only the listings and sequence of lists desired.

**PROPRIETARY**

EXHIBIT 2A to Agreement  
Between BAPCO and Telephone  
Company Covering Directory  
Operations Dated as of  
December 30, 1983

DIVISION OF DIRECTORY ADVERTISING REVENUES  
FROM DIRECTORIES PUBLISHED BY BAPCO  
FOR THE TELEPHONE COMPANY  
IN THE STATE OF FLORIDA  
(Hereinafter in this Exhibit 2A referred to as the  
"Florida Directory Advertising Revenues")

1. The percentage of Issue Billed Revenues (including adjustments made pursuant to Section 7.02 of this Agreement) to be remitted by BAPCO to the Telephone Company, referred to in subparagraph (a) of Section 7.02 of this Agreement each month, commencing on February 16, 1984, shall be 54.25 %.
2. The percentage of Local Advertising revenues (including adjustments made pursuant to Section 7.02 of this Agreement) to be retained by the Telephone Company, referred to in subparagraph (b) of Section 7.02 of this Agreement each month, commencing on January 16, 1984, shall be 54.25 %.

Notwithstanding the above percentages relating to Florida Directory Advertising Revenues, to the extent that payments in accordance with such provisions are in conflict with Section 364.037, Florida Statutes (the "Florida Statutes"), it is understood that the provisions of the Florida Statutes shall prevail.

# PROPRIETARY

EXHIBIT 3 to Agreement  
Between BAPCO and Telephone  
Company Covering Directory  
Operations Dated as of  
December 30, 1983

### Exhibit 3

Description of Trademarks, Trade Names and Service Marks referred to in Section VIII of the Agreement between Southern Bell Telephone and Telegraph Company and BellSouth Advertising & Publishing Corporation.

- 1. The Bell logo-


The Bell logo, as depicted in Number 2 below, may be used in conjunction with other names; provided, however, its use is in keeping with Service Mark Graphics Standards Agreement referred to in Section VIII of the foregoing.

- 6.



- 2.  Southern Bell

- 7. GOLD PAGES

- 3.   
Southern Bell  
Yellow Pages

- 8.



- 4.   
Southern Bell  
Yellow Pages  
(Paginas Amarillas)

- 9.



- 5.   
Yellow Pages

- 10.



EXHIBIT 4 to Agreement Between BAPCO and  
Telephone Company Covering Directory  
Operations Dated as of December 30, 1983

**PROPRIETARY**

**NONDISCRIMINATION COMPLIANCE AGREEMENT**

Contractors shall comply with the applicable provisions of the following: Exec. Order No. 11246, Exec. Order No. 11625, Section 8 of the Small Business Act as amended, Railroad Revitalization and Regulatory Reform Act of 1976, Exec. Order No. 11701, Exec. Order No. 11758, Exec. Order No. 12138 Section 503 of the Rehabilitation Act of 1973 as amended by PL93-516, Vietnam Era Veteran's Readjustment Assistance Act of 1974 and the rules, regulations and relevant Orders of the Secretary of Labor pertaining to the Executive Orders and Statutes listed above.

For contracts of or which aggregate to \$2,500 or more annually, the following table describes the clauses which are included in the contract.

1. Inclusion of the Equal Employment clause in all contracts and orders;
2. Certification of non-segregated facilities;
3. Certification that an affirmative action program has been developed and is being followed;
4. Certification that an annual Employers Information Report (EEO-1 Standard Form 100) is being followed;
5. Inclusion of the "Utilization of Minority and Women's Business Enterprises" clause in all contracts and orders;
6. Inclusion of the "Minority and Women's Business Subcontracting Program" clause in all contracts and orders;
7. Inclusion of the "Listing of Employment Openings" clause in all contracts and orders;
8. Inclusion of the "Employment of the Handicapped" clause in all contracts and orders

\$2,500 to \$10,000	\$10,000 to \$50,000	\$50,000 or more
8	1,2,5,6,7,8	1,2,3*,4*,5,6,7,8.

1. Equal Employment Opportunity Provisions

In accordance with Exec. Order No. 11246, dated September 24, 1965 and Part 60-1 of Title 41 of the codes of Federal

Regulations (Public Contracts and Property Management, Office of Federal Contract Compliance, Obligations of Contracts and Subcontractors), as may be amended from time to time, the parties incorporate herein by this reference the regulations and contract clauses required by those provisions to be made a part of Government contracts and subcontracts.

## 2. Certification of Non-segregated Facilities

The Contractor certifies that it does not and will not maintain any facilities it provides for its employees in a segregated manner or permit its employees to perform their services at any location under its control where segregated facilities are maintained and that it will obtain a similar certification prior to the award of any nonexempt subcontract.

## 3. Certification of Affirmative Action Program

The Contractor affirms that it has developed and is maintaining an affirmative action plan as required by Part 60-2 of Title 41 of the Code of Federal Regulations.

## 4. Certification of Filing of Employers Information Reports

The Contractor agrees to file annually on or before the 31st day of March complete and accurate reports on Standard Form 100 (EEO-1) or such forms as may be promulgated in its place.

## 5. Utilization of Minority and Women's Business Enterprises

(a) It is the policy of the Government and us, as a Government contractor, that minority and women's business enterprises shall have the maximum practicable opportunity to participate in the performance of contracts.

(b) The Contractor agrees to use his or her best efforts to carry out this policy in the award of his or her subcontracts to the fullest extent consistent with the efficient performance of this contract. As used in this contract, the term "minority or women's business enterprise" means a business at least 50 percent of which is owned by minority or women group members or in case of publicly owned businesses, at least 51 percent of the stock of which is owned by minority or women group members. For purposes of this definition, minority group members are American Blacks, Hispanics, Asians, Pacific Islanders, American Indians and Alaskan Natives. Contractors may rely on written representation by subcontractors regarding their status as minority or women's business enterprises in lieu of an independent investigation.

# PROPRIETARY

## 6. Minority and Women's Business Enterprises Subcontracting Program

(a) The Contractor agrees to establish and conduct a program which will enable minority and women's business enterprises (as defined in paragraph 5 above) to be considered fairly as subcontractors and suppliers under the contract. In this connection, the Contractor shall:

(1) Designate a liaison officer who will administer the Contractor's minority and women's business enterprises program;

(2) Provide adequate and timely consideration of the potentialities of known minority and women's business enterprises in all "make-or-buy" decisions;

(3) Assure that known minority and women's business enterprises will have an equitable opportunity to compete for subcontracts, particularly by arranging solicitations, time for the preparation of bids, quantities, specifications, and delivery schedules so as to facilitate the participation of minority and women's business enterprises;

(4) Maintain records showing (i) procedures which have been adopted to comply with the policies set forth in this clause, including the establishment of a source list of minority and women's business enterprises, (ii) awards to minority and women's business enterprises on the source list, and (iii) specific efforts to identify and award contracts to minority and women's business enterprises;

(5) Include the Utilization of Minority and Women's Business Enterprises clause in subcontracts which offer substantial minority and women's business enterprises subcontracting opportunities;

(6) Cooperate with the Government's Contracting Officer for us in any studies and surveys of the Contractor's minority and women's business enterprises procedures and practices that the Contracting Officer may from time to time conduct;

(7) Submit periodic reports of subcontracting to known minority and women's business enterprises with respect to the records referred to in subparagraph (4) above, in such form and manner and at such time (not more often than quarterly) as the Government's Contracting Officer for us may prescribe.



# PROPRIETARY

(b) The Contractor further agrees to insert, in any sub-contract hereunder which may exceed \$500,000 (or in the case of WBE, \$1,000,000 in the case of contracts for the construction of any public facility and which offer substantial subcontracting possibilities) provisions which shall conform substantially to the language of this agreement, including this paragraph (b) and to notify the Contracting Officer of the names of such subcontractors.

## 7. List of Employment Openings for Veterans

In accordance with Exec. Order 11701, dated January 24, 1973, and Part 60-250 of Title 41 of the Code of Federated Regulations, as it may be amended from time to time, the parties incorporate herein by this reference the regulations and contract clauses required by those provisions to be made a part of Government contracts and subcontracts.

## 8. Employment of the Handicapped

In accordance with Exec. Order 11758, dated January 15, 1974, and Part 60-741 of Title 41 of the Code of Federal Regulations as may be amended from time to time, the parties incorporate herein by this reference the regulations and contract clauses required by those provisions to be made a part of Government contracts and subcontracts.

# PROPRIETARY

## AMENDMENT AGREEMENT

THIS AGREEMENT, dated June 11, 1985, between SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY, a corporation organized under the laws of the State of Georgia (formerly of the State of New York) (hereinafter called the "Telephone Company"), and BELLSOUTH ADVERTISING & PUBLISHING CORPORATION, a corporation organized under the laws of the State of Georgia (hereinafter called "BAPCO").

### W I T N E S S E T H:

WHEREAS, the Telephone Company and BAPCO entered into an agreement dated as of December 30, 1983, covering directory operations with respect to the publishing and delivering of telephone directories for use by the Telephone Company in the States of Florida, Georgia, North Carolina and South Carolina, which agreement was amended by an Amendment Agreement dated December 19, 1984 (hereinafter referred to as the "Directory Operations Agreement as Amended"); and

WHEREAS, the Telephone Company and BAPCO desire to further amend the Directory Operations Agreement as Amended to provide a change in the percentage for the division of directory advertising revenues from directories published by BAPCO for the Telephone Company

# PROPRIETARY

in the State of Georgia as set forth in Exhibit 2B thereto.

NOW, THEREFORE, the Telephone Company and BAPCO agree that the Directory Operations Agreement as Amended is hereby further amended, effective July 1, 1985, by amending Exhibit 2B thereto to change the percentage of Issue Billed Revenues set forth in paragraph 1 of said Exhibit, which represent earned revenues for July 1985 and each month thereafter, and the percentage of Local Advertising Revenues set forth in paragraph 2 of said Exhibit, which represent revenues billed for July 1985 and each month thereafter, from 38.08% to 45.26%, respectively.

WITNESS the signatures of each of the parties to this Amendment Agreement as of the date first above written.

SOUTHERN BELL TELEPHONE  
AND TELEGRAPH COMPANY

Attest:

*[Signature]*  
ASSISTANT Secretary

By *[Signature]*  
Vice President-Georgia

BELLSOUTH ADVERTISING &  
PUBLISHING CORPORATION

Attest:

*[Signature]*  
Secretary

By *[Signature]*  
President

**PROPRIETARY**

AMENDMENT AGREEMENT

THIS AGREEMENT, dated December 19, 1984 between SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY, a corporation organized under the laws of the State of Georgia (formerly of the State of New York) (hereinafter called the "Telephone Company"), and BELL SOUTH ADVERTISING & PUBLISHING CORPORATION, a corporation organized under the laws of the State of Georgia (hereinafter called "BAPCO").

W I T N E S S E T H:

WHEREAS, the Telephone Company and BAPCO entered into an agreement dated as of December 30, 1983 covering directory operations with respect to the publishing and delivering of telephone directories for use by the Telephone Company in the States of Florida, Georgia, North Carolina and South Carolina (hereinafter referred to as the "Directory Operations Agreement");

WHEREAS, the Telephone Company and BAPCO desire to amend the Directory Operations Agreement to make clear that the parties did not intend for BAPCO to maintain an inventory of directories published thereunder from which it would sell to the Telephone Company directories for use in the Telephone Company's foreign directory operations.

NOW, THEREFORE, the Telephone Company and BAPCO agree that Section 3.11 of the Directory Operations Agreement is hereby amended, effective as of January 1, 1984, by deleting said Section 3.11 and substituting in its place the following:

3.11 STOCKING FOREIGN DIRECTORY CENTER(S) - BAPCO agrees to act as agent for the Telephone Company for purposes of stocking foreign directory center(s) to be operated by the Telephone Company with directories to be published under this agreement (the "Foreign Directories"), including (1) arranging for the printing of Foreign Directories and their delivery by the printer to foreign directory center(s) and (2) the payment to the printer on behalf of the Telephone Company for Foreign Directories copy costs (press work, binding, paper, cover, shipping and applicable taxes) for which the Telephone Company agrees to reimburse BAPCO; provided, however, that where feasible, arrangements will be made for the printer to bill the Telephone Company and the Telephone Company to make direct payment to the printer for Foreign Directories copy costs. Foreign Directories provided for hereunder shall at all times be deemed to be the property of the Telephone Company. WITNESS the signatures of each of the parties to this

Amendment Agreement as of the date first above written.

SOUTHERN BELL TELEPHONE AND TELEPHONE AND TELEGRAPH COMPANY

By: *Ronald B. Stever*  
Vice President-Marketing 7/11

Attest:  
*Fyynn W. Jones*  
Secretary

**PROPRIETARY**

BELLSOUTH ADVERTISING & PUBLISHING CORPORATION

By: *L. A. Zyl*  
President

Attest:  
*Christine L. Pasewick*  
Secretary

# PROPRIETARY

## ASSIGNMENT AGREEMENT

This agreement entered into between SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY (the "Telephone Company"), BELLSOUTH ADVERTISING & PUBLISHING CORPORATION ("BAPCO") and STEVENS GRAPHICS, INC. ("Stevens Graphics") as of December 31, 1983.

WITNESSETH:

WHEREAS, the Telephone Company, through its agent, Western Electric Company, Incorporated ("Western"), entered into an agreement with Ruralist Press, Inc. (AT 579 D) dated March 5, 1974, for the printing of telephone directories to be published by the Telephone Company for subscriber use in its operations in the States of Florida, Georgia, North Carolina and South Carolina, which agreement, as subsequently amended, was assigned to Stevens Graphics, Inc. on December 27, 1982, and which thereafter was last amended on December 16, 1983 (Amendment No. 29) (hereinafter referred to as the "Directory Printing Agreement as Amended"), and

WHEREAS, Western has notified both the Telephone Company and Stevens Graphics that, commencing January 1, 1984, it will no longer act as agent for the Telephone Company with regard to the Directory Printing Agreement as Amended; and

# PROPRIETARY

WHEREAS, the Telephone Company and BAPCO have entered into an agreement dated as of December 30, 1983 covering directory operations, which, among other things, provides that, commencing January 1, 1984, BAPCO will take over and assume the responsibility for all matters relating to the printing and publishing of telephone directories (both alphabetical and classified) to be used by the Telephone Company in its operations in the above mentioned States, including the expense thereof (hereinafter referred to as the "Agreement Covering Directory Operations"); and

WHEREAS, the Telephone Company and BAPCO have also agreed in the Agreement Covering Directory Operations that the Directory Printing Agreement as Amended will be assigned by the Telephone Company to BAPCO, effective as of January 1, 1984.

NOW, THEREFORE, the parties to this agreement agree as follows:

1. The Telephone Company hereby assigns the Directory Printing Agreement as Amended to BAPCO, effective as of January 1, 1984.

2. BAPCO agrees, effective as of January 1, 1984, to assume all of the duties, responsibilities and obligations of the Telephone Company provided for under the Directory Printing Agreement as Amended.

3. Stevens Graphics concurs in the assignment of the Directory Printing Agreement as Amended from the Telephone

# PROPRIETARY

Company to BAPCO, effective as of January 1, 1984.

WITNESS the signatures of each of the parties to this Assignment Agreement as of the date first above written.

Attest:

SOUTHERN BELL TELEPHONE AND  
TELEGRAPH COMPANY

\_\_\_\_\_  
Secretary

By \_\_\_\_\_

Attest:

BELLSOUTH ADVERTISING & PUBLISHING  
CORPORATION

\_\_\_\_\_  
Secretary

By \_\_\_\_\_

President

Attest:

STEVENS GRAPHICS, INC.

\_\_\_\_\_  
Secretary

By \_\_\_\_\_

Group Vice President



Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Amended Response to  
Date: 10-26-92  
Item No. 3-002  
Page 1 of 1

**Request:** Provide a copy to the worksheets used by Southern Bell monthly during 1991 for computing the split in directory revenues between Southern Bell and BAPCO.

**Response:** The Company amends its January 11, 1993 response as follows:

Attached are the 1991 (monthly) worksheets used by SBT to compute the split in directory revenues between SBT-FL and BAPCO. This material constitutes confidential proprietary business information and is the subject of a "Notice of Intent to Request Specified Confidential Classification."

The Company objects to providing the worksheets used by BST to compute the split in directory revenues in the other 8 states on the grounds that this information is neither relevant nor reasonably calculated to lead to the discovery of admissible evidence related to (1) yellow page revenues subject to regulation in Florida (2) transactions or cost allocations between Southern Bell and any affiliated company or (3) ensuring that Southern Bell's ratepayers do not subsidize Southern Bell's or its affiliates' unregulated activities.

**Date Provided:** February 10, 1993

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

10 30

=====  
Settlement Month: JANUARY 1991 Site: ATLANTA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectibles Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	912,015.98

Prepared By Debra Oaks

Correct [Signature]

Tel. No. 391-2086 Date 2-6-91

Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: FEBRUARY 1991 Site: ATLANTA

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	929,254.28

Prepared By John Oabe  
Tel. No. 391-2086 Date 3-7-91

Correct John Oabe  
Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

=====	
Settlement Month: MARCH 1991	Site: ATLANTA
=====	
Due: 5th Workday Following Settlement Month	
Payment Due: 16th Calendar Day Of The Month	
=====	
1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	A
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	B
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	939,741.26
=====	

Prepared by John Oabe  
Tel. No. 391-2086 Date 4-5-91

Correct [Signature]  
Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: APRIL 1991 Site: ATLANTA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month  
=====

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	B
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
B. Total Due OTC (Lines 4+5-6+7A+7B+7C)	929,235.79

Prepared By John Oakes  
Tel. No. 563 391-2086 Date 5-6-91

Correct Mandy Nave  
Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: MAY 1991 Site: ATLANTA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	933,030.76

Prepared By John Oakes  
Tel. No. 3412080 Date 6/6/91

Correct Mandy North  
Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: JULY 1991 Site: ATLANTA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

=====  
1. Earned NYPS Issue Billed Revenues  
BAPCO-4001 Line 1 Plus Line 1a

-----  
2. Earned Local issue Billed Revenues  
Form 4151-LYP Summary-Line 5

-----  
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)

-----  
4. Line 1 X State Rev. Sharing Factor 0.4526

-----  
5. Line 2 X State Rev. Sharing Factor 0.4526

-----  
OTC's Share Of NYPS Uncollectible  
Line 3 X State Rev. Sharing Factor 0.4526

-----  
7. Special Payment To OTC

-----  
7A. 0.00

-----  
7B. 0.00

-----  
7C. 0.00

-----  
8. Total Due OTC (Lines 4+5-6+7A+7B+7C) 992,380.42  
=====

Prepared by Debra Oakes

Tel. No. 391-2086 Date 8-6-91

Correct Mandy Nott

Approved Leslie D. Trett  
Pay Grade 6 Or Higher  
for OPERATIONS MANAGER

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: JUNE 1991 Site: ATLANTA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	975,957.20

Prepared By: Delma Oates  
Tel. No. 391-2086 Date 7-8-91

Correct: Mandy Noyce  
Approved: [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY



SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: AUGUST 1991 Site: ATLANTA

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	1,000,226.62

Prepared By John Oakes  
Tel. No. 391-2086 Date 9-6-91

Correct Mandy [Signature]  
Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: SEPTEMBER 1991 Site: ATLANTA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	1,002,071.87

Prepared By Debra Oakes

Correct Mandy West

Tel. No. 391-2086 Date 10-7-91

Approved [Signature]

Pay Grade 6 Or Higher

PROPRIETARY

# PROPRIETARY

Prepared by John Ochoa Date 301-2086 11-6-91  
 Approved [Signature] Correct [Signature] Pay Grade 6 Or Higher

13. Total Due BAPCO: Lines 1+4+5-7-8+9+10+11A+B-12A+B	7,641,970.64
12B.	0.00
12A.	0.00
12. Special Revenue/Adjustment Due SBT/SCB--See Below	
11B.	0.00
11A.	0.00
11. Special Revenue/Adjustment Due BAPCO--See Below	
10. State Sales Tax on Directory Advertising	0.00
9. Directory Yellow Pages Other Revenue	
8. Uncollectible Directory Advertising Revenue	
7. Line 6 X BAPCO Sharing Factor of 0.5474	0.00
6. Collection Fees	0.00
5. Line 3 X BAPCO Sharing Factor of 0.5474	
4. Line 2 X BAPCO Sharing Factor of 0.5474	
3. Local Yellow Pages Billed Revenue--Current Month	
2. Local White Pages Billed Revenue--Current Month	
1. Billed LYPs Directory--Issue Billed 4151-LYPs--Summary--Lines 2 and 3	

Due: 5th workday following Settlement Month  
 Settlement Month: OCTOBER 1991 Site: ATLANTA

SOUTHERN BELL  
 OTC Worksheet For  
 Settlement of Directory  
 Advertising Revenue  
 PC-4410-M3-1 (10-90)

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

=====  
Settlement Month: NOVEMBER Site: ATLANTA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	1,019,386.04

Prepared by John Oabe  
Tel. No. 391-2086 Date 12.6.91

Correct Mandy Nash  
Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-441(U)-WS-4  
(10-90)

Settlement Month: DECEMBER 1991 Site: ATLANTA

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local Issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4526	
5. Line 2 X State Rev. Sharing Factor 0.4526	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4526	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	980,026.94

Prepared By Debra Oakes  
Tel. No. 391-2086 Date 1-7-92

Correct [Signature]  
Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

-----  
nt Month: JANUARY 1991 Site: CHARLOTTE  
-----

Workday Following Settlement Month  
Due: 16th Calendar Day Of The Month

A B

-----  
1 NYPS Issue Billed Revenues  
-4001 Line 1 Plus Line 1a

-----  
1 Local issue Billed Revenues  
4151-LYP Summary-Line 5

-----  
Uncollectible (Form BAPCO-4001 Line 2)

-----  
1 State Rev. Sharing Factor 0.4250

-----  
2 X State Rev. Sharing Factor 0.4250

-----  
Share Of NYPS Uncollectible  
3 X State Rev. Sharing Factor 0.4250

-----  
a1 Payment To OTC

-----  
0.00

-----  
0.00

-----  
0.00

-----  
Due OTC (Lines 4+5-6+7A+7B+7C)

-----  
477,368.23  
-----

By Jessie Dellinger

Corrected Benj. Raber

704-378-8748 Date 2-6-91

Approved [Signature]

Pay Grade 6 Or Higher

PROPRIETARY

ERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

Settlement Month: FEBRUARY 1991 Site: CHARLOTTE

5th Workday Following Settlement Month  
Settlement Due: 16th Calendar Day Of The Month A B

Earned NYPS Issue Billed Revenues  
BAPCO-4001 Line 1 Plus Line 1a

Earned Local issue Billed Revenues  
Form 4151-LYP Summary-Line 5

NYPS Uncollectible (Form BAPCO-4001 Line 2)

4. Line 1 X State Rev. Sharing Factor 0.4250

5. Line 2 X State Rev. Sharing Factor 0.4250

6. OTC's Share Of NYPS Uncollectible  
Line 3 X State Rev. Sharing Factor 0.4250

7. Special Payment To OTC

7A.

7B. PROPRIETARY 0.00

7C. 0.00

8. Total Due OTC (Lines 4+5-6+7A+7B+7C) 615,369.47

98

Prepared By Jessie Dellinger

Corrected By Bruce R. [Signature]

Tel. No. 704-378-8748 Date 3-6-91

Approved [Signature]

Pay Grade 6 Or Higher

PC-4410-US-4  
(10-90)

SOUTHERN BELL TEL.

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

Settlement Month: MARCH 1991 Site: CHARLOTTE

Due Date: 5th Workday Following Settlement Month  
Payment Due: 15th Calendar Day Of The Month

A B

Earned NYPS Issue Billed Revenues  
BAPCO-4001 Line 1 Plus Line 1a

Earned Local Issue Billed Revenues  
Form 4151-LYP Summary-Line 5

NY Uncollectible (Form BAPCO-4001 Line 2)

Line 1 X State Rev. Sharing Factor 0.4250

Line 2 X State Rev. Sharing Factor 0.4250

OTC's Share Of NYPS Uncollectible  
Line 3 X State Rev. Sharing Factor 0.4250

Special Payment To OTC

0.00

Total Due OTC (Lines 4+5-6+7A+7B+7C) 570,729.34

Prepared By *Jessie Dellinger* Corrected By *Barbara*

File No. *704-378-8748* Date *4-4-91*

Approved *[Signature]*  
Pay Grade 6 Or Higher

PROPRIETARY



PC-4410-45-1  
(10-90)

SN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

Settlement Month: APRIL 1991 Site: CHARLOTTE

1st Workday Following Settlement Month  
Settlement Due: 16th Calendar Day Of The Month

A B

Net NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
Net Local Issue Billed Revenues NYPS-4151-LYP Summary-Line 5	
NYPS Uncollectible (Form BAPCO-4001 Line 2)	
Line 1 X State Rev. Sharing Factor 0.4250	
Line 2 Y State Rev. Sharing Factor 0.4250	
Line 3 Z State Rev. Sharing Factor 0.4250	
Special Payment To OTC	
	0.00
	0.00
Total Due OTC (Lines 4+5-6+7A+7B+7C)	563,196.43

Prepared By: Jessie Dellinger Corrected By: [Signature]  
No. 704-378-8748 Date 5-6-91 Approved: [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-MS-4  
(10-90)

Settlement Month: MAY 1991 Site: CHARLOTTE

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local Issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4250	
5. Line 2 X State Rev. Sharing Factor 0.4250	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4250	
7. Special Payment To OTC	
7A.	0.00
7B.	
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	564,763.52

Prepared By \_\_\_\_\_ Correct \_\_\_\_\_

Tel. No. \_\_\_\_\_ Date \_\_\_\_\_ Approved \_\_\_\_\_  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Months: JUNE 1991 Site: CHARLOTTE

Due Date: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a		
Earned Local Issue Billed Revenues Form 4151-LYP Summary-Line 5		
NYPS Uncollectible (Form BAPCO-4001 Line 2)		
Line 1 X State Rev. Sharing Factor 0.4250		
Line 2 X State Rev. Sharing Factor 0.4250		
OTC Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4250		
Special Payment To OTC		
		0.00
		0.00
Total Due OTC (Lines 4+5+6+7A+7B+7C)		568,282.26

Prepared By Jessie Dellinger  
104-  
i. No. 378-8748 Date 7-5-91

Corrected By [Signature]  
Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

===== Settlement Month: -- JULY 1991 Site: CHARLOTTE =====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4250	
5. Line 2 X State Rev. Sharing Factor 0.4250	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4250	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	369,000.64

Prepared By Jessie Dellinger  
Tel. No. 704-378-8748 Date 8-6-91

Correct Bau Rabera  
Approved Sherry Duncan for DCH  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

Settlement Month: AUGUST 1991 Site: CHARLOTTE

15th Workday Following Settlement Month  
Due Date: 16th Calendar Day Of The Month

A B

Estimated NYPS Issue Billed Revenues  
BAPCO-4001 Line 1 Plus Line 1a

Estimated Local Issue Billed Revenues  
Form 4151-LYP Summary-Line 5

NYPS Uncollectible (Form BAPCO-4001 Line 2)

Line 1 X State Rev. Sharing Factor 0.4250

Line 2 X State Rev. Sharing Factor 0.4250

Company's Share Of NYPS Uncollectible  
Line 3 X State Rev. Sharing Factor 0.4250

Special Payment To OTC

**PROPRIETARY**

0.00

104

0.00

Total Due OTC (Lines 4+5-6+7A+7B+7C)

563,618.53

Prepared By Jessie Dellinger

Correct [Signature]

No. 704-378-8748 Date 9-6-91

Approved [Signature]

Pay Grade 6 Or Higher

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: SEPTEMBER 1991 Site: CHARLOTTE

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues  
BAPCO-4001 Line 1 Plus Line 1a

2. Earned Local issue Billed Revenues  
Form 4151-LYP Summary-Line 5

3. NYPS Uncollectible (Form BAPCO-4001 Line 2)

4. Line 1 X State Rev. Sharing Factor 0.4250

5. Line 2 X State Rev. Sharing Factor 0.4250

6. OTC's Share Of NYPS Uncollectible  
Line 3 X State Rev. Sharing Factor 0.4250

7. Special Payment To OTC

7A.

7B.

7C.

PROPRIETARY

0.00

0.00

8. Total Due OTC (Lines 4+5-6+7A+7B+7C)

560,448.47

105

Prepared By Jessie Dellinger

Correct Baumgardner

Tel. No. 704-378-8748 Date 10-4-91

Approved [Signature]

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: OCTOBER 1991 Site: CHARLOTTE  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month  
=====

A B

1. Earned NYPS Issue Billed Revenues  
BAPCO-4001 Line 1 Plus Line 1a

2. Earned Local issue Billed Revenues  
Form 4151-LYP Summary-Line 5

3. NYPS Uncollectible (Form BAPCO-4001 Line 2)

4. Line 1 X State Rev. Sharing Factor 0.4250

5. Line 2 X State Rev. Sharing Factor 0.4250

6. OTC's Share Of NYPS Uncollectible  
Line 3 X State Rev. Sharing Factor 0.4250

7. Special Payment To OTC

7A.

7B.

0.00

7C.

0.00

8. Total Due OTC (Lines 4+5-6+7A+7B+7C)

572,534.34  
=====

PROPRIETARY

Prepared By Jessie Dellinger

Corrected Ben Palmer

Tel. No. 704-378-8748 Date 11-5-91

Approved [Signature]

BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

nt Month: NOVEMBER 1991 Site: CHARLOTTE

Workday Following Settlement Month  
Due: 16th Calendar Day Of The Month

A B

nd NYPs Issue Billed Revenues  
-4001 Line 1 Plus Line 1a

nd Local issue Billed Revenues  
4151-LYP Summary-Line 5

Uncollectible (Form BAPCO-4001 Line 2)

1 X State Rev. Sharing Factor 0.4250

2 X State Rev. Sharing Factor 0.4250

's Share Of NYPs Uncollectible  
3 X State Rev. Sharing Factor 0.4250

cial Payment To OTC

*Handwritten scribbles and markings across the table rows.*

0.00

otal Due OTC (Lines 4+5-6+7A+7B+7C)

589,356.25

red By

*Jessie Dellinger*

Corrected

*Ben Polera*

No. 704-378-8748

Date

12-5-91

Approved

Pay Grade 6 Or Higher



SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)



Settlement Month: DECEMBER 1991 Site: CHARLOTTE

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues  
BAPCO-4001-Line 1 Plus Line 1a

2. Earned Local Issue Billed Revenues  
Form 4151-LYP Summary-Line 5

3. NYPS Uncollectible (Form BAPCO-4001 Line 2)

4. Line 1 X State Rev. Sharing Factor 0.4250

5. Line 2 X State Rev. Sharing Factor 0.4250

6. OTC's Share Of NYPS Uncollectible  
Line 3 X State Rev. Sharing Factor 0.4250

7. Special Payment To OTC

7A.

7B.

7C.

8. Total Due OTC (Lines 4+5-6+7A+7B+7C)

597,740.95

Prepared By

Jessie Dellinger

Corrected

[Signature]

No. 704-378-8748 Date 1-7-92

Approved

[Signature]

Pay Grade 6 Or Higher

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: JANUARY 1991 Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	229,715.16

Prepared By Harriet Frye

Tel. No. 803-733-5057 Date 2-5-91

Correct Joyce Shumpert  
Approved James E. Jordan  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: FEBRUARY 1991 Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 18th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local Issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4601 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	245,412.93

Prepared By Harriet Dye

Correct Patty Martin

Tel. No. 202-733-557 Date 3-7-91

Approved Jim Goddard

Pay Grade 6 Or Higher

AROUND THE TABLE

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: MARCH 1991 Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	258,692.45

Prepared By Harriet L. Lye  
Tel. No. 803-733-5057 Date 4-3-91

Correct Patty Martin  
Approved \_\_\_\_\_  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: APRIL 1991                      Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A                      B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	254,767.85

Prepared By Hannif J. J. J.

Correct \_\_\_\_\_

Tel. No. 803-733-5057 Date 5-3-91

Approved \_\_\_\_\_

Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

CTC Worksheet For  
Settlement Of Directors  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-4S-1  
(10-90)

Settlement Month: MAY 1992 Site: COLUMBIA

Due: 5th Workday Following Settlement Month  
Payment Due: 15th Calendar Day Of The Month A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local Issue Billed Revenues Form 4151-LIT Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 3)	
4. Line 1 X State Rev. Sharing Factor 0.4100	
5. Line 2 X State Rev. Sharing Factor 0.4100	
6. CTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4100	
7. Special Payment To CTC	
7A.	0.00
7B.	
7C.	0.00
8. Total Due CTC (Lines 4+5-6+7A+7B+7C)	256,256.67

Prepared By Annist Iye

Checked Patty Martin <sup>256,256.67</sup>

Vol. No. 803-79-5057 Date

Approved Janis Foster  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: JUNE 1991 Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month  
=====

	A	B
1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a		
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5		
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)		
4. Line 1 X State Rev. Sharing Factor 0.4160		
5. Line 2 X State Rev. Sharing Factor 0.4160		
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160		
7. Special Payment To OTC		
7A.		
7B.		0.00
7C.		0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)		256,654.20

Prepared By Hanniel Iyze

Tel. No. 803-733-5057 Date 7-8-91

Correct Patty Martin  
Approved James A. ...  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: JULY 1991 Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	258,233.46

Prepared By Hannit Euge

Correct Patty Morrison

Tel. No. 803-733-5057 Date 8-5-91

Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY



SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: AUGUST 1991 Site: COLUMBIA

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A

B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	256,546.00

Prepared By Suzanne Martin

Correct Betty Vining

Tel. No. 803 733 5058 Date 9/6/91

Approved [Signature]  
Pay Grade 6 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: SEPTEMBER 1991 Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	263,791.18

Prepared By Harriet Faye

Correct \_\_\_\_\_

Tel. No. 803-733-5077 Date 10-4-91

Approved \_\_\_\_\_

Pay Grade 8 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPOC

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: OCTOBER 1991 Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 18th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPOC-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPOC-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	265,554.36

Prepared By Harris Ely

Correct Patty Martine

Tel. No. 803.733.5057 Date 11-5-91

Approved [Signature]  
Pay Grade 8 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

=====  
Settlement Month: NOVEMBER 1991 Site: COLUMBIA  
=====

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local Issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.4160	
5. Line 2 X State Rev. Sharing Factor 0.4160	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160	
7. Special Payment To OTC	
7A.	
7B.	
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	271,316.87

Prepared By Hannet Dye  
Tel. No. 809-733-5057 Date 12-5-91

Correct Way Skaper  
Approved James Gooden  
Pay Grade 8 Or Higher

PROPRIETARY

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO.

PC-4410-WS-4  
(10-90)

Settlement Month: DECEMBER 1991 Site: COLUMBIA

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

	A	B
1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a		
2. Earned Local Issue Billed Revenues Form 4151-LYP Summary-Line 5		
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)		
4. Line 1 X State Rev. Sharing Factor 0.4160		
5. Line 2 X State Rev. Sharing Factor 0.4160		
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.4160		
7. Special Payment To OTC		
7A.		
7B.		0.00
7C.		0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)		270,309.18

Prepared By Harriet Inye  
Tel. No. 803-733-5057 Date 1-7-92

Correct Patty Martin  
Approved \_\_\_\_\_  
Pay Grade 6 Or Higher

PROPRIETARY

Directory Revenues - Jan. 1991

- 2 A/C 5230.4
- 3 A/C 5230.9
- 4 A/C 6622.1

A/C 5230.5 - Rev. Journal

	<u>Col. 1</u>	<u>Col. 4</u>	<u>Total</u>
7 North			
8 South			
9 SE			
10 - Total			

NYPS

12 North
13 South
14 SE
15 -

16 Total Col. 4  
 17 NYPS  
 18

**PROPRIETARY**

PC-4410-WS-4  
 (10-90)

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

=====	
Settlement Month: JANUARY 1991	Site: JACKSONVILLE
=====	
Due: 5th Workday Following Settlement Month	
Payment Due: 18th Calendar Day Of The Month	A                      B
=====	
1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4161-LYP Summary-Line 5	
-----	
NYPS Uncollectible (Form BAPCO-4001 Line 2)	
-----	
3. Line 1 X State Rev. Sharing Factor 0.5425	
-----	
4. Line 2 X State Rev. Sharing Factor 0.5425	
-----	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	
=====	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	702,994.43
=====	

Prepared By Doris Gorte  
 Tel. No. (904) 350-6224 Date 2-7-91

Correct D Rasmussen  
 Approved W Kelly  
 Pay Grade 6 Or Higher

PC-4410-WS-4  
 (10-90)

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

Settlement Month: JANUARY 1991 Site: MIAMI

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 3	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.5425	
5. Line 2 X State Rev. Sharing Factor 0.5425	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	
7. Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	509,216.17

Prepared By Sharon Sims

Correct \_\_\_\_\_

Tel. No. 305-263-2708 Date 2-6-91

Approved [Signature]

Pay Grade 6 Or Higher

**PROPRIETARY**



FC-4410-WS-4  
 (10-90)

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

=====  
 Settlement Month: JANUARY 1991 Site: FORT LAUDERDALE  
 =====

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 3	176,068.49
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	213,177.02
4. Line 1 X State Rev. Sharing Factor 0.5425	533,977.49
5. Line 2 X State Rev. Sharing Factor 0.5425	95,517.16
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	115,648.53
7. Special Payment To OTC	
7A.	2,931.34
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	516,777.46

Prepared By Sharon Sims

Correct \_\_\_\_\_

Tel. No. 305-263-2708 Date 2-6-91

Approved [Signature]  
 Pay Grade 6 Or Higher

**PROPRIETARY**

PC-4410-WS-4  
 (10-90)

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

=====  
 Settlement Month: JANUARY 1991 Site: FORT LAUDERDALE  
 =====

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4131-LYP Summary-Line 3	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.5425	
5. Line 2 X State Rev. Sharing Factor 0.5425	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	516,777.46

Prepared By Sharon Sims

Correct \_\_\_\_\_

Tel. No. 305-263-2708 Date 2-6-91

Approved [Signature]  
 Pay Grade 6 Or Higher

**PROPRIETARY**

February 1991

2 A/c 5230.4

3 A/c 5230.9

4 A/c 6622.1

Revenue Journals - A/c 5230.5

	<u>Col. 1</u>	<u>Col. 4</u>	<u>Total</u>
7 North			
8 South			
9 Southeast			
10			

NYPS

12 North			
13 South			
14 Southeast			
15			
16 Col. 4 Total			
17 NYPS			
18 Total			

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

=====  
 Settlement Month: FEBRUARY 1991 Site: JACKSONVILLE  
 =====

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.5425	
5. Line 2 X State Rev. Sharing Factor 0.5425	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	712,761.40

Prepared By Doris Scott

Correct Donna Kwickers

Tel. No. 904 350-6224 Date 3-7-91

Approved W Kelly  
 for Pay Grade 6 Or Higher

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

=====  
 Settlement Month: FEBRUARY 1991 Site: MIAMI  
 =====

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.5425	
5. Line 2 X State Rev. Sharing Factor 0.5425	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	
7. Special Payment To OTC	
7A.	0.00
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	503,953.80

Prepared By Sharon Sims  
 Tel. No. 305-263-2788 Date 3/1/91

Correct \_\_\_\_\_  
 Approved [Signature]  
 Pay Grade 6 Or Higher

**PROPRIETARY**

PC-1410-WS-4  
 (10-90)

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAFCC

=====	
Settlement Month: FEBRUARY 1991	Site: FORT LAUDERDALE
=====	
Due: 5th Workday Following Settlement Month	
Payment Due: 16th Calendar Day Of The Month	A      B
=====	
1. Earned NYPS Issue Billed Revenues BAFCC-4001 Line 1 Plus Line 1a	:
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 3	:
3. NYPS Uncollectible (Form BAFCC-4001 Line 2)	:
4. Line 1 X State Rev. Sharing Factor 0.5425	:
5. Line 2 X State Rev. Sharing Factor 0.5425	:
.. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	:
7. Special Payment To OTC	:
7A.	:
7B.	:
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	628,328.33
=====	

Prepared By Sharon Sims  
 Tel. No. 305-263-2708 Date 3-7-91

Correct \_\_\_\_\_  
 Approved [Signature]  
 Pay Grade 6 Or Higher

**PROPRIETARY**

March, 1991

ITEM NO. 3-002  
PROPRIETARY ATTACHMENT  
PAGE 5 OF 45

2 A/c 5230.4

3 A/c 5230.9

4 A/c 6622.1

Rev. Journals

Col. 1

Col. 4

Total

7 North

8 South

9 Southeast

10 Total

NYPS

12 North

13 South

14 Southeast

15

16 Col. 4 Total

17 NYPS

18 Social

**PROPRIETARY**

PC-4410-WS-4  
(10-90)

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

=====	
Settlement Month: MARCH 1991	Site: JACKSONVILLE
=====	
Due: 5th Workday Following Settlement Month	
Payment Due: 16th Calendar Day Of The Month	
=====	
1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.5425	
5. Line 2 X State Rev. Sharing Factor 0.5425	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	
7. Special Payment To OTC	
7A.	
7B.	
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	755,653.99
=====	

Prepared By Doris Stote

Correct D. Rasmussen

Tel. No. 904-350-6224 Date Apr. 5, 1991

Approved W. Kelly  
Pay Grade 6 Or Higher

**PROPRIETARY**



PC-4410-WS-4  
 (10-90)

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

Settlement Month: MARCH 1991		Site: MIAMI
Due: 5th Workday Following Settlement Month		
Payment Due: 16th Calendar Day Of The Month		A      B
. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a		
. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5		
. NYPS Uncollectible (Form BAPCO-4001 Line 2)		
. Line 1 X State Rev. Sharing Factor 0.5425		
. Line 2 X State Rev. Sharing Factor 0.5425		
. C's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425		
. Special Payment To OTC		
		0.00
<b>Total Due OTC (Lines 4+5-6+7A+7B+7C)</b>		<b>508,853.38</b>

Prepared By Sharon Sims  
 S. No. 305263-2708 Date 4-4-91

Correct \_\_\_\_\_  
 Approved \_\_\_\_\_  
 Pay Grade 6 Or Higher

**PROPRIETARY**

July, 1991

- 2 A/c 5230.4000
- 3 A/c 5230.9000
- 4 A/c 22.1000

Revenue Journals - A/c 5230.5

	<u>Col. 1</u>	<u>Col. 4</u>	<u>Total</u>
7 North			
8 South			
9 Southeast			
10			
<hr/>			
	<u>NYPS</u>		
12 North			
13 South			
14 Southeast			
15			
16	Total Col. 4		
17	less NYPS		
18			

**PROPRIETARY**

PC-4410-WS-4  
 (10-90)

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

Settlement Month: JULY 1991 Site: JACKSONVILLE

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	
4. Line 1 X State Rev. Sharing Factor 0.5425	
5. Line 2 X State Rev. Sharing Factor 0.5425	
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	
7. Special Payment To OTC	
7A.	
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	815,567.14

Prepared By Doris Gaste

Correct Wanna Ricketts

Tel. No. (904) 350-6224 Date: Aug 6, 1991

Approved W. Kelly  
 Pay Grade 6 Or Higher

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

Settlement Month: JULY 1991 Site: MIAMI

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	518,444.15

Prepared By *Allen Saw*  
 Tel. No. 263-2710 Date 8-6-91

Correct \_\_\_\_\_  
 Approved *B. Olson*  
 Pay Grade 6 Or Higher

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

=====  
 Settlement Month: MARCH 1991 Site: FT. LAUDERDALE  
 =====

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

	A	B
1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a		[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5		[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)		[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425		[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425		[REDACTED]
6 JTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425		[REDACTED]
7. Special Payment To OTC		
7A.		0.00
7B.		[REDACTED]
7C.		0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)		627,546.15

Prepared By Sharon Sims

Correct \_\_\_\_\_

Tel. No. 305 263-278 Date 4-4-91

Approved \_\_\_\_\_  
 Pay Grade 6 Or Higher

**PROPRIETARY**

April, 1991

2 A/c 5230.4 [REDACTED]

3 A/c 5230.9 [REDACTED]

4 A/c 6622.1 [REDACTED]

Revenue Journals A/c 5230.5

6 Total [REDACTED]

Col. 1

Col. 4

Total

8 North [REDACTED]

9 South [REDACTED]

10 SE [REDACTED]

11 Total [REDACTED]

NYPS

13 North [REDACTED]

14 South [REDACTED]

15 SE [REDACTED]

16 [REDACTED]

17 Total Col. 4 [REDACTED]

18 less NYPS [REDACTED]

19 [REDACTED]

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: APRIL 1991 Site: JACKSONVILLE

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local Issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	0.00
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	779,495.90

Prepared By Doris Goote

Correct DR [Signature]

Tel. No. 904 350-6224 Date May 7, 1991

Approved [Signature]  
Pay Grade 6 Or Higher

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

Settlement Month: APRIL 1991 Site: MIAMI

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	0.00
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	515,380.73

Prepared By Sharon D. Singh  
 Tel. No. 305 263-2708 Date 5-6-91

Correct \_\_\_\_\_  
 Approved [Signature]  
 Pay Grade 6 Or Higher

**PROPRIETARY**



SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

Settlement Month: APRIL 1991 Site: FORT LAUDERDALE

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	0.00
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	653,697.01

Prepared By Sharon Sims  
 Tel. No. 305 263-2708 Date 5-10-91

Correct YB  
 Approved [Signature]  
 Pay Grade 6 Or Higher

**PROPRIETARY**

May, 1991

2 A/C 5230.4000

[REDACTED]

3 A/C 5230.9000

[REDACTED]

4 A/C 6622.1000

[REDACTED]

Revenue Journals - A/C 5230.5000.

	<u>Col. 1</u>	<u>Col. 4</u>	<u>Total</u>
7 North	[REDACTED]	[REDACTED]	[REDACTED]
8 South	[REDACTED]	[REDACTED]	[REDACTED]
9 Southwest	[REDACTED]	[REDACTED]	[REDACTED]
10	[REDACTED]	[REDACTED]	[REDACTED]

NYPS

12 North

[REDACTED]

13 South

[REDACTED]

14 SE

[REDACTED]

15

[REDACTED]

14  
17  
18

Total Col. 4

[REDACTED]

Less NYPS

[REDACTED]

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **MAY 1991** Site: **JACKSONVILLE**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
. Special Payment To OTC	
7A.	0.00
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	784,529.28

Prepared By Doris Grate  
Tel. No. 904 350-6224 Date 6-6-91

Correct Donna L. Ricketts  
Approved [Signature]  
Pay Grade 6 or Higher

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

Settlement Month: **MAY 1991** Site: **JACKSONVILLE**

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
. Special Payment To OTC	
7A.	0.00
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	784,529.28

Prepared By Doris Geste  
 Tel. No. 904 350-6224 Date 6-6-91

Correct Wanda L. Ricketts  
 Approved [Signature]  
 Pay Grade 6 Or Higher

**PROPRIETARY**



**Southern Bell**  
A BELLSOUTH Company

ITEM NO. 3-002  
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SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **MAY 1991** Site: **MIAMI**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A

B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
.. Special Payment To OTC	
7A.	0.00
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	520,223.54

Prepared By Sharox Sims

Correct \_\_\_\_\_

Tel. No. 305-263-2708 Date 6-6-91

Approved [Signature]  
Pay Grade 6 Or Higher

**PROPRIETARY**



**Southern Bell**  
A BELLSOUTH Company

ITEM NO. 3-002  
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SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month:	MAY 1991	Site:	FORT LAUDERDALE
Due: 5th Workday Following Settlement Month			
Payment Due: 16th Calendar Day Of The Month		A	B
1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a			[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5			[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)			[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425			[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425			[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425			[REDACTED]
7. Special Payment To OTC			
7A.			0.00
7B.			[REDACTED]
7C.			0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)			667,436.89

Prepared By Sharon Sims

Correct \_\_\_\_\_

Tel. No. 305.232-2708 Date 6-7-91

Approved B. O. [Signature]  
Pay: Grade 6 Or Higher

**PROPRIETARY**

June, 1991

2 A/c 5230.4000 [REDACTED]  
3 A/c 5230.9000 [REDACTED]

4 A/c 6622.1000 [REDACTED]

Revenue Journals - A/c 5230.5000

	<u>Col. 1</u>	<u>Col. 4</u>	<u>Total</u>
7 North	[REDACTED]	[REDACTED]	[REDACTED]
8 South	[REDACTED]	[REDACTED]	[REDACTED]
9 Southeast	[REDACTED]	[REDACTED]	[REDACTED]
10	[REDACTED]	[REDACTED]	[REDACTED]

NYPS

12 North	[REDACTED]
13 South	[REDACTED]
14 Southeast	[REDACTED]
15	[REDACTED]

16 Total Col. 4 [REDACTED]  
17 Less NYPS [REDACTED]  
18 [REDACTED]

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

Settlement Month: JUNE 1991 Site: JACKSONVILLE

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	805,004.44

Prepared By Doris Gorte  
 Tel. No. 904 350-6224 Date July 8, 1991

Correct Donna Richetto  
 Approved W. Kelly  
 Pay Grade 6 Or Higher

**PROPRIETARY**



SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-410-WS-4  
(10-90)

Settlement Month: JUNE 1991 Site: MIAMI

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	[REDACTED]
7A.	[REDACTED]
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	516,572.29

Prepared By Sharon Sims  
Tel. No. 305 263-2708 Date 7-8-91

Correct \_\_\_\_\_  
Approved [Signature]  
Pay Grade 6 Or Higher

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

Settlement Month: JUNE 1991 Site: FT. LAUDERDALE

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	A	B	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5			[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)			[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425			[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425			[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425			[REDACTED]
7. Special Payment To OTC			[REDACTED]
7A.			[REDACTED]
7B.			[REDACTED]
7C.			0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)			672,938.40

Prepared By Sharon Sims  
 Tel. No. 305 263-2708 Date 7-8-91

Correct \_\_\_\_\_  
 Approved [Signature]  
 Pay Grade 6 Or Higher

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: JULY 1991

Site: FT. LAUDERDALE

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A

B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	669,874.25

Prepared By *Cecilia Sand*

Correct \_\_\_\_\_

Tel. No. 263-2710 Date 8-6-91

Approved *B. Olsen*  
Pay Grade 6 Or Higher

**PROPRIETARY**

Aug., 1991

2 Alc 5230.4000 [REDACTED]

3 Alc 5230.9000 [REDACTED]

4 Alc 6622.1000 [REDACTED]

Revenue Journal - Alc 5230.5000

	Col. 1	Col. 4	Total
7 North	[REDACTED]	[REDACTED]	[REDACTED]
8 South	[REDACTED]	[REDACTED]	[REDACTED]
9 Southwest	[REDACTED]	[REDACTED]	[REDACTED]
10	[REDACTED]	[REDACTED]	[REDACTED]

NYPS

12 North [REDACTED]

13 South [REDACTED]

14 SE [REDACTED]

15 [REDACTED]

16 Total Col. 4 [REDACTED]

17 [REDACTED]

18 [REDACTED]

11

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: AUGUST 1991 Site: JACKSONVILLE

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	[REDACTED]
7A.	[REDACTED]
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	691,228.11

Prepared By Doris Forte  
Tel. No 904 350-6224 Date Sept. 9, 1991

Correct Donna Rickels  
Approved W Kelly  
Pay Grade 6 Or Higher

**PROPRIETARY**



**Southern Bell**  
A BELL SOUTH Company

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PROPRIETARY ATTACHMENT  
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SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **AUGUST 1991** Site: **MIAMI**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	520,389.60

Prepared By Sharon Sims  
Tel. No. 305-263-2708 Date 9-9-91

Correct \_\_\_\_\_  
Approved [Signature]  
Pay Grade 6 Or Higher

**PROPRIETARY**



**Southern Bell**  
A BELL SOUTH Company

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SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **AUGUST 1991** Site: **FT. LAUDERDALE**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

**A**      **B**

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	672,406.57

Prepared By Sharon Sims

Tel. No. 305-263-2708 Date 9-9-91

Correct \_\_\_\_\_

Approved [Signature]  
Pay Grade 6 Or Higher

**PROPRIETARY**

September, 1991

2 A/c 5230.4000 [REDACTED]

3 A/c 5230.9000 [REDACTED]

4 A/c 6622.1000 [REDACTED]

Revenue Journals - A/c 5230.5000

	Col. 1	Col. 4	Total
7 North	[REDACTED]	[REDACTED]	[REDACTED]
8 South	[REDACTED]	[REDACTED]	[REDACTED]
9 Southwest	[REDACTED]	[REDACTED]	[REDACTED]
0	[REDACTED]	[REDACTED]	[REDACTED]

NYPS

12 North [REDACTED]

13 South [REDACTED]

14 Southwest [REDACTED]

15 [REDACTED]

16 Total Col. 4 [REDACTED]

17 [REDACTED]

18 [REDACTED]



SOTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

Settlement Month: SEPTEMBER 1991 Site: JACKSONVILLE

Due: 5th Workday Following Settlement Month  
 Payment Due: 15th Calendar Day Of The Month

	A	B
1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a		[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5		[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)		[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425		[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425		[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425		[REDACTED]
7. Special Payment To OTC		
7A.		0.00
7B.		0.00
7C.		0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)		843,349.80

Prepared By Doris Gorte  
 Tel. No. (904) 350-6224 Date Oct. 7, 1991

Correct Donna Rickett  
 Approved W. Wells  
 Pay Grade 6 Or Higher

**PROPRIETARY**



**Southern Bell**  
A BELL SOUTH Company

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SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-W5-4  
(10-90)

Settlement Month: **SEPTEMBER 1991** Site: **MIAMI**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	528,217.48

Prepared By Shawn Sims  
Tel. No. 305 263-2708 Date 10/7/91

Correct \_\_\_\_\_  
Approved [Signature]  
Pay Grade 6 Or Higher

**PROPRIETARY**



**Southern Bell**  
A BELL SOUTH Company

ITEM NO. 3-002  
PROPRIETARY ATTACHMENT  
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SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **SEPTEMBER 1991** Site: **FT. LAUDERDALE**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	656,348.05

Prepared By Sharon Sims  
Tel. No. 305 263-2708 Date 10/7/90

Correct \_\_\_\_\_  
Approved [Signature]  
Pay Grade 6 or Higher

**PROPRIETARY**

October, 1991

A/c 5230.4000 [REDACTED]

A/c 5230.9000 [REDACTED]

A/c 6622.1000 [REDACTED]

A/c 5230.5000 - Revenue Journals

Col. 1

Col. 4

Total

North [REDACTED]

South [REDACTED]

Southeast [REDACTED]

NYPS

North [REDACTED]

South [REDACTED]

Southeast [REDACTED]

Total Col. 4 [REDACTED]

Less NYPS [REDACTED]

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-W6-4  
 (10-90)

Settlement Month: OCTOBER 1991 Site: JACKSONVILLE

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	690,274.87

Prepared By Doris Gootie  
 Tel. No. 904 350-6224 Date 11-7-91

Correct Eugene E. Dore  
 Approved [Signature]  
 Pay Grade 6 or H39J



**Southern Bell**  
A BELL SOUTH Company

ITEM NO. 3-882  
PROPRIETARY ATTACHMENT  
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SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **OCTOBER 1991** Site: **MIAMI**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A

B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	600,829.39

Prepared By Sharon Sims

Correct \_\_\_\_\_

Tel. No. 305 263-2788 Date 11/16/91

Approved [Signature]  
Pay Grade 6 Or Higher



SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: OCTOBER 1991 Site: FT. LAUDERDALE

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	[REDACTED]
7A.	[REDACTED]
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	607,724.72

Prepared By Sharon Sims  
Tel. No. 305263-2708 Date 11/6/91

Correct \_\_\_\_\_  
Approved YBols  
Pay Grade 6 Or Higher

November, 1991

2 Alc. 5230.4000 [REDACTED] SALE of [REDACTED] 11/15/91  
 3 Alc. 5230.9000 [REDACTED] OTHER [REDACTED] REVENUE

4 Alc. 6622.1000 [REDACTED]

Alc. 5230.5000 - Revenue Journals *Revenue Journals*

	Col. 1	Col. 4	Total
7 North	[REDACTED]	[REDACTED]	[REDACTED]
8 South	[REDACTED]	[REDACTED]	[REDACTED]
9 Southeast	[REDACTED]	[REDACTED]	[REDACTED]
10	[REDACTED]	[REDACTED]	[REDACTED]

NYPS

(1,951,815 x 1.15) unc  
for 11/15/91 - 11/15/91

12 North [REDACTED]  
 13 South [REDACTED]  
 14 Southeast [REDACTED]  
 15 [REDACTED]

16 Total Col. 4 [REDACTED]  
 17 less NYPS [REDACTED]  
 18 [REDACTED]



SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: NOVEMBER 1991 Site: JACKSONVILLE

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	[REDACTED]
7A.	[REDACTED]
7B.	[REDACTED]
7C.	[REDACTED]
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	807,427.10

Prepared By Doris J. Garte  
Tel. No. 904 350-6224 Date 12-6-91

Correct D. R. [Signature]  
Approved W. Kelly  
Pay Grade 6 Or Higher



**Southern Bell**  
A BELL SOUTH Company

ITEM NO. 3-002  
PROPRIETARY ATTACHMENT  
PAGE 44 OF 49

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **NOVEMBER 1991** Site: **MIAMI**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	593,783.58

Prepared By Sharon Sims  
Tel. No. 305 263-2708 Date 12/6/91

Correct [Signature]  
Approved [Signature]  
Pay Grade 6 or Higher

**PROPRIETARY**



**Southern Bell**  
A BELL SOUTH Company

ITEM NO. 3-002  
PROPRIETARY ATTACHMENT  
PAGE 45 OF 49

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **NOVEMBER 1991** Site: **FT. LAUDERDALE**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	[REDACTED]
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	677,989.44

Prepared By Sharon Sims  
Tel. No. 305 263-2708 Date 12/6/91

Correct \_\_\_\_\_  
Approved [Signature]  
Pay Grade 6 Or Higher

December, 1991

2 A/c 5230.4000 [REDACTED]  
3 A/c 5230.9000 [REDACTED]  
4 A/c 6622.1000 [REDACTED]

A/c 5230.5000 - Revenue Journals

	Col. 1	Col. 4	Total
7 North	[REDACTED]	[REDACTED]	[REDACTED]
8 South	[REDACTED]	[REDACTED]	[REDACTED]
9 Southeast	[REDACTED]	[REDACTED]	[REDACTED]
10	[REDACTED]	[REDACTED]	[REDACTED]

NYPS

12 North	[REDACTED]
13 South	[REDACTED]
14 Southeast	[REDACTED]
15	[REDACTED]

16 Total Col. 4 [REDACTED]  
17 less NYPS [REDACTED]  
18 [REDACTED]

**PROPRIETARY**

SOUTHERN BELL

OTC Worksheet For  
 Settlement Of Directory  
 Advertising Revenues And  
 Payment To Southern Bell/  
 South Central Bell By BAPCO

PC-4410-WS-4  
 (10-90)

Settlement Month: DECEMBER 1991 Site: JACKSONVILLE

Due: 5th Workday Following Settlement Month  
 Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a		[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5		[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)		[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425		[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425		[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425		[REDACTED]
7. Special Payment To OTC		
7A.		[REDACTED]
7B.		0.00
7C.		0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)		862,978.77

Prepared By Doris J. [Signature]  
 Tel. No (904) 350-6224 Date Jan. 7, 1992

Correct [Signature]  
 Approved [Signature]  
 Pay Grade 6 Or Higher



**Southern Bell**  
A BELL SOUTH Company

ITEM NO. 3-002  
PROPRIETARY ATTACHMENT  
PAGE 49 OF 49

SOUTHERN BELL

OTC Worksheet For  
Settlement Of Directory  
Advertising Revenues And  
Payment To Southern Bell/  
South Central Bell By BAPCO

PC-4410-WS-4  
(10-90)

Settlement Month: **DECEMBER 1991** Site: **FT. LAUDERDALE**

Due: 5th Workday Following Settlement Month  
Payment Due: 16th Calendar Day Of The Month

A B

1. Earned NYPS Issue Billed Revenues BAPCO-4001 Line 1 Plus Line 1a	[REDACTED]
2. Earned Local issue Billed Revenues Form 4151-LYP Summary-Line 5	[REDACTED]
3. NYPS Uncollectible (Form BAPCO-4001 Line 2)	[REDACTED]
4. Line 1 X State Rev. Sharing Factor 0.5425	[REDACTED]
5. Line 2 X State Rev. Sharing Factor 0.5425	[REDACTED]
6. OTC's Share Of NYPS Uncollectible Line 3 X State Rev. Sharing Factor 0.5425	[REDACTED]
7. Special Payment To OTC	
7A.	[REDACTED]
7B.	0.00
7C.	0.00
8. Total Due OTC (Lines 4+5-6+7A+7B+7C)	695,995.36

Prepared By Sharon Sims  
Tel. No. 305 263-2708 Date 1/7/92

Correct \_\_\_\_\_  
Approved [Signature]  
Pay Grade 6 Or Higher

**PROPRIETARY**

Southern Bell Tel. & Tel. Co.  
 FPSC Docket No. 920260-TL  
 Audit  
 Date: 10-26-92  
 Item No. 3-006  
 Page 1 of 1

44 & 46 ANSWERS  
 11-1-93

**Request:** Provide the report of allocation factors, by state, for 1990 and 1991, used to apportion BAPCO expenses among the states.

**Response:** As provided in Item No. 3-004, there are four factors BAPCO uses to allocate their expenses to their operations in each state. For Florida, the factors' percentages are:

What: mass  
 14  
 16  
 14  
 17

	<u>1990 (\$)</u>	<u>1991 (\$)</u>
Composite Factor	[REDACTED]	[REDACTED]
White Page Service Orders	[REDACTED]	[REDACTED]
Yellow Page Service Orders	[REDACTED]	[REDACTED]
Total Work Force	[REDACTED]	[REDACTED]

The Company objects to providing this information for states other than Florida on the grounds that this information is neither relevant nor reasonably calculated to lead to the discovery of admissible evidence related to (1) yellow page revenues subject to regulation in Florida (2) transactions or cost allocations between Southern Bell and any affiliated company or (3) ensuring that Southern Bell's ratepayers do not subsidize Southern Bell's or its affiliates' unregulated activities. Southern Bell also objects (a) to the extent that such material is not in its possession, custody or control and (b) on the basis that the entity that would have such information, if any exists, is not subject to the jurisdiction of this commission.

This material constitutes confidential proprietary business information and is the subject of a "Notice of Intent to Request Specified Confidential Classification."

Date Provided: February 10, 1993

**PROPRIETARY**

FLORIDA PUBLIC SERVICE  
COMMISSION

93 MAR -3 AM 11:45

FINANCIAL ANALYSIS DIV

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 10-26-92  
Supplemental Response to  
Item No. 3-007  
Page 1 of 1

**Request:** Provide the computation of the revenue sharing factor to determine the publishing fee for each state. Include supporting workpapers and documentation.

**Response:** The Company supplements is February 10, 1993 response as follows:

Attached is the publishing fee computation for BAPCO Florida.

The Company objects to providing this information for states other than Florida on the grounds that this information is neither relevant nor reasonably calculated to lead to the discovery of admissible evidence related to (1) yellow page revenues subject to regulation in Florida (2) transactions or cost allocations between Southern Bell and any affiliated company or (3) ensuring that Southern Bell's ratepayers do not subsidize Southern Bell's or its affiliates' unregulated activities. Southern Bell also objects (a) to the extent that such material is not in its possession, custody or control and (b) on the basis that the entity that would have such information, if any exists, is not subject to the jurisdiction of this commission.

This material constitutes confidential proprietary business information and is the subject of a "Notice of Intent to Request Specified Confidential Classification."

Date Provided: March 3, 1993



BELLSOUTH ADVERTISING & PUBLISHING CORPORATION  
 FLORIDA  
 PUBLISHING FEE COMPUTATION  
 BASED ON 1984 APPROVED FORECAST

A	B BOC	C BAPCO	D TOTAL	E BOC	F BAPCO
Net Income	\$ 315,527	[REDACTED]	\$ [REDACTED]	322,565	\$ [REDACTED]
Equity	2,113,626	[REDACTED]	[REDACTED]	2,113,626	[REDACTED]
ROE	14.93	[REDACTED]	[REDACTED]	15.26	[REDACTED]
BAPCO Net Income			\$ [REDACTED]		
State Income Tax			[REDACTED]		
Federal Income Tax			[REDACTED]		
Net Operating Income			[REDACTED]		
Operating Expenses			\$ [REDACTED]		
Other Income & Expense			[REDACTED]		
Directory Revenue			[REDACTED]		
Adjustment to Maintain Approved Forecast's Level of Return to BOC			(620)		
BAPCO Net Revenue Share			[REDACTED]		
Total Net Revenue			\$ [REDACTED]		
BAPCO Share			[REDACTED]		
% BAPCO			45.75		
BOC Share			[REDACTED]		
% BOC			54.25		

57,250 x .5 = 28,625

PROPRIETARY

F01K03W 000001

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 ALABAMA  
 PUBLISHING FEE COMPUTATION

A	B	C	D	E	F
	BOC	BAPCO	TOTAL	BOC	BAPCO
Net Income	\$118,580	[REDACTED]	[REDACTED]	\$118,284	[REDACTED]
Equity	\$69,951	[REDACTED]	[REDACTED]	\$69,951	[REDACTED]
ROE	13.63	[REDACTED]	[REDACTED]	13.00	[REDACTED]
<hr/>					
BAPCO Net Income			[REDACTED]		
State Income Tax			[REDACTED]		
Federal Income Tax			[REDACTED]		
Net Operating Income			[REDACTED]		
<hr/>					
Operating Expenses			[REDACTED]		
Other Income & Expenses			[REDACTED]		
Directory Revenue			[REDACTED]		
Adjustment to Maintain Approved Forecast's Level of Return to BOC			[REDACTED]		
BAPCO Net Revenue Share			[REDACTED]		
<hr/>					
Total Georgia Revenue			[REDACTED]		
BAPCO Share			[REDACTED]		
% BAPCO			52.87		
BOC Share			[REDACTED]		
% BOC			47.13		

PROPRIETARY

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
KENTUCKY  
PUBLISHING FEE COMPUTATION

A	B BOC	C BAPCO	D TOTAL	E BOC	F BAPCO
Net Income	\$74,036	[REDACTED]	[REDACTED]	\$73,886	[REDACTED]
Equity	534,147	[REDACTED]	[REDACTED]	534,147	[REDACTED]
ROE	13.86	[REDACTED]	[REDACTED]	13.83	[REDACTED]
BAPCO Net Income			[REDACTED]		
State Income Tax			[REDACTED]		
Federal Income Tax			[REDACTED]		
Net Operating Income			[REDACTED]		
Operating Expenses			[REDACTED]		
Other Income & Expense			[REDACTED]		
Adjustment to maintain Approved Forecast's Level of Return for BOC			(66)		
Directory Revenue			[REDACTED]		
Total Kentucky Revenue			[REDACTED]		
BAPCO Share			53.32		
% BAPCO			[REDACTED]		
BOC Share			[REDACTED]		
% BOC			46.68		

PROPRIETARY

F01K03W 002758

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
GEORGIA  
PUBLISHING FEE COMPUTATION

A	B	C	D	E	F
	BOC	BAPCO	TOTAL	BOC	BAPCO
Net Income	\$194,923	[REDACTED]	[REDACTED]	\$198,878	[REDACTED]
Equity	1,299,457	[REDACTED]	[REDACTED]	1,297,181	[REDACTED]
ROE	15.00	[REDACTED]	[REDACTED]	15.33	[REDACTED]
BAPCO Net Income			[REDACTED]		
State Income Tax			[REDACTED]		
Federal Income Tax			[REDACTED]		
Net Operating Income			[REDACTED]		
Operating Expenses			[REDACTED]		
Other Income & Expenses			[REDACTED]		
Directory Revenue			[REDACTED]		
Total Georgia Revenue			[REDACTED]		
BAPCO Share			[REDACTED]		
% BAPCO			54.74		
BOC Share			[REDACTED]		
% BOC			45.26		

PROPRIETARY

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 LOUISIANA  
 PUBLISHING FEE COMPUTATION

	A	B	C	D	E	F
		BOC	BAPCO	TOTAL	BOC	BAPCO
Net income		\$148,537	[REDACTED]	[REDACTED]	\$150,520	[REDACTED]
Equity		1,162,180	[REDACTED]	[REDACTED]	1,162,180	[REDACTED]
ROE		12.78	[REDACTED]	[REDACTED]	12.98	[REDACTED]
BAPCO Net Income				[REDACTED]		
State Income Tax				[REDACTED]		
Federal Income Tax				[REDACTED]		
Net Operating Income				[REDACTED]		
Operating Expenses				[REDACTED]		
Other income & expense				[REDACTED]		
Directory Revenue				[REDACTED]		
Adjustment to Maintain Approved Forecast's Level of Return to BOC				(353)		
BAPCO Net Revenue Share				[REDACTED]		
Total Georgia Revenue				[REDACTED]		
BAPCO Share				47.10		
BOC Share				[REDACTED]		
% BOC				52.90		

PROPRIETARY

**BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
MISSISSIPPI  
PUBLISHING FEE COMPUTATION**

	<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>E</b>	<b>F</b>
		<b>BOC</b>	<b>BAPCO</b>	<b>TOTAL</b>	<b>BOC</b>	<b>BAPCO</b>
Net Income		488,113	[REDACTED]	[REDACTED]	487,969	[REDACTED]
Equity		588,857	[REDACTED]	[REDACTED]	588,857	[REDACTED]
ROE		16.78	[REDACTED]	[REDACTED]	16.74	[REDACTED]
BAPCO Net Income			[REDACTED]	[REDACTED]		[REDACTED]
State Income Tax			[REDACTED]	[REDACTED]		[REDACTED]
Federal Income Tax			[REDACTED]	[REDACTED]		[REDACTED]
Net Operating Income			[REDACTED]	[REDACTED]		[REDACTED]
<hr/>						
Operating Expenses			[REDACTED]	[REDACTED]		[REDACTED]
Other Income & Expense			[REDACTED]	[REDACTED]		[REDACTED]
Directory Revenue			[REDACTED]	[REDACTED]		[REDACTED]
Adjustment to Maintain Approved Forecast's Level of Return to BOC				(114)		
BAPCO Net Revenue Share			[REDACTED]	[REDACTED]		[REDACTED]
<hr/>						
Total Georgia Revenue			[REDACTED]	[REDACTED]		[REDACTED]
BAPCO Share				52.90		
% BAPCO				[REDACTED]		[REDACTED]
BOC Share				47.10		
% BOC				[REDACTED]		[REDACTED]

**PROPRIETARY**

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 NORTH CAROLINA  
 PUBLISHING FEE COMPUTATION

A	<i>AB</i> BOC	<i>BC</i> BAPCO	<i>CD</i> TOTAL	<i>DE</i> BOC	<i>F</i> BAPCO
Net Income	\$101,220	[REDACTED]	[REDACTED]	\$99,518	[REDACTED]
Equity	734,828	[REDACTED]	[REDACTED]	734,829	[REDACTED]
ROE	13.77	[REDACTED]	[REDACTED]	13.56	[REDACTED]
BAPCO Net Income			[REDACTED]		
State Income Tax			[REDACTED]		
Federal Income Tax			[REDACTED]		
Net Operating Income			[REDACTED]		
Operating Expenses			[REDACTED]		
Other Income & Expense			[REDACTED]		
Directory Revenue			[REDACTED]		
Adjustment to Maintain Approved Forecast's Level of Return to BOC			(41)		
BAPCO Net Revenue Share			[REDACTED]		
Total Georgia Revenue			[REDACTED]		
BAPCO Share			57.50		
% BAPCO			[REDACTED]		
BOC Share			[REDACTED]		
% BOC			42.50		

PROPRIETARY

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SOUTH CAROLINA  
 PUBLISHING FEE COMPUTATION

A	B	C	D	E	F
	BOC	BAPCO	TOTAL	BOC	BAPCO
Net Income	453,938	[REDACTED]	[REDACTED]	452,786	[REDACTED]
Equity	500,021	[REDACTED]	[REDACTED]	500,021	[REDACTED]
ROE	10.79	[REDACTED]	[REDACTED]	10.55	[REDACTED]
BAPCO Net Income			[REDACTED]		
State Income Tax			[REDACTED]		
Federal Income Tax			[REDACTED]		
Net Operating Income			[REDACTED]		
Operating Expenses			[REDACTED]		
Other Income & Expense			[REDACTED]		
Directory Revenue			[REDACTED]		
Adjustment to Maintain Approved Forecast's Level of Return to BOC			(189)		
BAPCO Net Revenue Share			[REDACTED]		
Total Georgia Revenue			[REDACTED]		
BAPCO Share			[REDACTED]		
% BAPCO			58.40		
BOC Share			[REDACTED]		
% BOC			41.60		

PROPRIETARY



**BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
TENNESSEE  
PUBLISHING FEE COMPUTATION**

<b>A</b>	<b>B</b> BOC	<b>C</b> BAPCO	<b>D</b> TOTAL	<b>E</b> BOC	<b>F</b> BAPCO
Net Income	\$137,183			\$135,438	
Equity	854,543			854,543	
ROE	16.05			15.85	
BAPCO Net Income					
State Income Tax					
Federal Income Tax					
Net Operating Income					
Operating Expenses					
Other Income & Expense					
Adjustment to maintain Approved Forecast's Level of Return for BOC			(100)		
Directory Revenue					
Total Tennessee Revenue					
BAPCO Share					
% BAPCO			58.00		
BOC Share					
% BOC			42.00		

**PROPRIETARY**

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 10-26-92  
Amended Response to  
Item No. 3-008  
Page 1 of 1

**Request:** Provide detailed financial statements of BAPCO operations, by state, for 1992 and projected 1992. In lieu of a balance sheet for each state provide equity, prepaid product costs, and fixed assets.

**Response:** In its response of February 10, 1993, the Company provided the 1988 - 1991 and January - November 1992 financial statements for BAPCO - Florida operations but objected to providing the requested information for the other states.

The Company has dropped its objection to providing data for other states and amends this response to provide the 1992 Income Statement, Equity, prepaid product costs and fixed assets for all nine states in the BellSouth Region which is being sent in the overnight mail on July 27, 1993.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided: July 27, 1993**

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 10-26-92  
Item No. 3-008  
Page 1 of 1

**Request:** Provide detailed financial statements of BAPCO operations, by state, for 1992 and projected 1992. In lieu of a balance sheet for each state provide equity, prepaid product costs, and fixed assets.

**Response:** Attached are the 1988 - 1991 and year-to-date November, 1992 financial statements for BAPCO Florida operations. Year-to-date November, 1992 information is being provided in lieu of 1992 projections as per the Company's agreement with Tim Devlin (FPSC staff) on December 18, 1992. The end-of-year financials for the BAPCO Florida operations will be provided when they become available. This information is also responsive to Item 3-029.

~~The Company objects to providing this information for~~  
states other than Florida on the grounds that this information is neither relevant nor reasonably calculated to lead to the discovery of admissible evidence related to (1) yellow page revenues subject to regulation in Florida (2) transactions or cost allocations between Southern Bell and any affiliated company or (3) ensuring that Southern Bell's ratepayers do not subsidize Southern Bell's or its affiliates' unregulated activities. Southern Bell also objects (a) to the extent that such material is not in its possession, custody or control and (b) on the basis that the entity that would have such information, if any exists, is not subject to the jurisdiction of this commission.

This material constitutes confidential proprietary business information and is the subject of a "Notice of Intent to Request Specified Confidential Classification."

Date Provided: February 10, 1993

BAPCO - FLORIDA NET INCOME (\$000)

A	B <u>1988</u>	C <u>1989</u>	D <u>1990</u>	E <u>1991</u>	F Jan - Nov <u>1992</u>
Operating Revenues:					
White Pages					
Yellow Pages					
NIPS Advertising					
Uncollectibles					
<del>  Publishing Fees</del>					
Other Operating Revenue					
Net Operating Revenue					
<del>Other Income</del>					
<del>Total Revenue</del>					
Operating Expenses:					
Local Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Product Support Services					
Total Product Expenses					
Total G&A Expenses					
Total Operating Expenses					
Income Before Income Taxes					
Federal Income Tax					
State Income Tax					
Net Income					

**PROPRIETARY**

PROPERTY OF BELLSOUTH ENTERPRISES  
CONFIDENTIAL AND PROPRIETARY  
SUBJECT TO PROTECTIVE AGREEMENT  
DO NOT COPY

A	B	C	D	E	F
	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992</u>
<u>Florida Operations</u>					
Equity					
Prepaid Product Costs					
<u>Net Fixed Assets</u>					

**PROPRIETARY**

A

B

CA

D

SA

LA

MS

NC

SC

TN

VA

BELMONT ADVERTISING AND PUBLISHING CORPORATION  
2 INCOME STATEMENTS BY STATE

Operating Revenues:  
Webster Pages  
Yellow Pages  
NYTS Advertising  
Unclassified  
Publishing Fee  
Other Operating Revenue

Net Operating Revenue

Other Income

Total Revenue

Operating Expenses:  
Local Sales  
District Mgrs  
Sales Promotion  
Directory Production  
Directory Manufacturing  
Delivery Expense  
Independent Director  
Product Support Services

Total Product Expenses

Total G&A Expenses

Total Operating Expenses

Income Before Income Taxes

Federal Income Tax

State Income Tax

Net Income

31,000.00

PROPRIETARY

PROPRIETARY INFORMATION OF BELMONT ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

Item 3-2

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
FINANCIAL INFORMATION  
\$(000)

FLORIDA PSC DOCKET NO. 92-260  
DATED 06-01-93  
ITEM NO. 3-082  
PAGE 15 OF 16

185

A

B

C

D

E

F

G

H

I

J

K

AMOUNTS AS OF DEC 31, 1992:

FLORIDA

GEORGIA

NORTH  
CAROLINA

SOUTH  
CAROLINA

ALABAMA

KENTUCKY

LOUISIANA

MISSISSIPPI

TENNESSEE

Equity Balance

Fixed Assets (NBV)

Prepaid Product Expenses

9

10

11

12

13

14

PROPRIETARY

FD-1023 002888

NOTE: PROPRIETARY INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 10-26-92  
Item No. 3-012  
Page 1 of 1

**Request:** Provide the BAPCO-Florida financial statement for each month of 1991 including equity, prepaid product costs, and fixed assets.

**Response:** See attached for the 1991 monthly income statements for the BAPCO Florida operations and the BAPCO-FL 1991 equity, fixed assets and prepaid product expenses by month.

This material constitutes confidential proprietary business information and is the subject of a "Notice of Intent to Request Specified Confidential Classification."

**Date Provided:** February 10, 1993



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BAPCO - FLORIDA 1991 NET INCOME

A	B	C	D	E	F	G	H	I	J	K	L	M	N
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOT
Operating Revenues:													
Local WP Advert													
Local YP Advert													
Statewide WP Advert ISSUES													
Uncollectibles													
Publishing Fee													
Other Revenue													
Net Operating Revenue													
Other Income													
Total Revenue													
Total Product Expenses													
Total G&A Expenses													
Total Costs and Exp													
Inc Bef Inc Tax													
Fed Inc Tax													
St Inc Tax													
Net Income													

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BAPCO - FLORIDA \$(000)

A FLORIDA AMOUNTS AS OF:	B Jan-91	C Feb-91	D Mar-91	E Apr-91	F May-91	G Jun-91	H Jul-91	I Aug-91	J Sep-91	K Oct-91	L Nov-91	M Dec-91
--------------------------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------

Equity Balance  
Fixed Assets (NBV)  
Prepaid Product Expenses

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THE BERRY COMPANY  
INCOME STATEMENT  
THOUSANDS

REPORT PERIOD:

DEC 90

	CURRENT MONTH				YEAR-TO-DATE			
	BUDGET	ACTUAL	DIFF	%DIFF	BUDGET	ACTUAL	DIFF	%DIFF
1 REVENUES								
2 Total Operating Revenue (Inc Pub Fees)								
3 Less: Pub Fees								
4 Net Operating Revenue								
5 OPERATING EXPENSES								
6 Cost of Services/Products								
7 Depreciation								
8 Amortization								
9 Selling, General & Admin								
10 Other Operating Expenses								
11 Total Operating Expenses								
12 NET OPERATING INCOME								
13 OTHER INCOME								
14 Equity in Inc (Loss) Unconsol Cos								
15 Misc Non-Operating Inc (Loss)								
16 Total Other Income								
17 INTEREST EXPENSE								
18 INCOME BEFORE INCOME TAXES								
19 INCOME TAXES - FEDERAL								
20 - STATE								
21 INCOME BEFORE EXTRAORDINARY ITEMS, ACCOUNTING CHANGES AND MINORITY INT								
22 EXTRAORDINARY ITEMS - NET								
23 ACCOUNTING CHANGES								
24 MINORITY INTERESTS								
25 NET INCOME (LOSS)								

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ITEM NO. 3-016  
 ATTACHMENT

THE BERRY COMPANY  
BALANCE SHEET  
THOUSANDS

REPORT PERIOD: DEC 90

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	%DIFF	MONTH/MONTH YEAR-TO-DATE
1 ASSETS					
2 CURRENT ASSETS					
3 Cash and Cash Equivalents					
4 Temporary Cash Investments					
5 Accounts and Notes Receivable, Net					
6 Inventories					
7 Net Invest in Sales-Type Leases - Current					
8 Other Current Assets					
9 TOTAL CURRENT ASSETS					
10 INVESTMENTS					
11 Investment in Unconsol Affiliates					
12 Other Investments					
13 Total Investments					
14 FIXED ASSETS					
15 Property, Plant and Equipment					
16 Less: Accumulated Depreciation					
17 Net Fixed Assets					
18 COST OF EQUIP UNDER OPER LEASES, NET OF ACTUAL ACCUM DEPREC OF \$ 0					
19 OTHER ASSETS					
20 Intangible Assets, Net of Actual Accumulated Amortization of \$ 130					
21 Net Invest in Sales-Type Leases - Non-Curr					
22 Other Non-Current Assets					
23 Total Other Assets					
24 TOTAL ASSETS					

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THE BERRY COMPANY  
BALANCE SHEET  
THOUSANDS

DEC 90

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	%DIFF	MONTH/MONTH YEAR-TO-DATE
25 LIABILITIES AND EQUITY					
26 CURRENT LIABILITIES					
27 Debt Maturing within One Year					
28 Accounts Payable					
29 Other Current and Accrued Liabilities					
30 TOTAL CURRENT LIABILITIES					
31 OTHER LONG-TERM DEBT					
32 CAPITAL LEASE OBLIGATIONS					
33 OTHER LIABILITIES					
34 Deferred Income Taxes					
35 Other Non-Current Liabilities					
36 Total Other Liabilities					
37 MINORITY INTERESTS					
38 TOTAL LIABILITIES					
39 STOCKHOLDERS EQUITY					
40 Preferred Stock					
41 Common Stock					
42 Paid-in Capital					
43 Retained Earnings					
44 Accumulated foreign Currency Translations					
45 Total Stockholder's Equity					
46 TOTAL LIABILITIES AND EQUITY					

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THE JERRY COMPANY  
INCOME STATEMENT  
THOUSANDS

DEC 91

REPORT PERIOD:

YEAR-TO-DATE  
BUDGET ACTUAL DIFF DIFF

CURRENT MONTH  
BUDGET ACTUAL DIFF DIFF

79.900 502

1	REVENUES		
2	Total Operating Revenue (Inc Pub fee		
3	Less: Pub fees		
4	Net Operating Revenue		
5	OPERATING EXPENSES		
6	Cost of Services/Products		
7	Depreciation		
8	Amortization		
9	Selling, General & Admin		
10	Other Operating Expenses		
11	Total Operating Expenses		
12	NET OPERATING INCOME		
13	OTHER INCOME		
14	Equity in Inc (Loss) Unconsol Cos		
15	Misc Non-Operating Inc (Loss)		
16	Total Other Income		
17	INTEREST EXPENSE		
18	INCOME BEFORE INCOME TAXES		
19	INCOME TAXES - FEDERAL		
20	- STATE		
21	INCOME BEFORE EXTRAORDINARY ITEMS, ACCOUNTING CHANGES AND MINORITY INT		
22	EXTRAORDINARY ITEMS - NET		
23	ACCOUNTING CHANGES		
24	MINORITY INTERESTS		
25	NET INCOME (LOSS)		

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THE BERRY COMPANY  
BALANCE SHEET  
THOUSANDS

REPORT PERIOD: DEC 91

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL		
	BUDGET	ACTUAL	DIFF	%DIFF	MONTH/MONTH	YEAR-TO-DATE
1 ASSETS						
2 CURRENT ASSETS						
3 Cash and Cash Equivalents						
4 Temporary Cash Investments						
5 Accounts and Notes Receivable, Net						
6 Inventories						
7 Net Invest in Sales-Type Leases - Current						
8 Other Current Assets						
9 TOTAL CURRENT ASSETS						
10 INVESTMENTS						
11 Investment in Unconsol Affiliates						
12 Other Investments						
13 Total Investments						
14 FIXED ASSETS						
15 Property, Plant and Equipment						
16 Less: Accumulated Depreciation						
17 Net Fixed Assets						
18 COST OF EQUIP UNDER OPER LEASES, NET OF ACTUAL ACCUM DEPREC OF \$		0				
19 OTHER ASSETS						
20 Intangible Assets, Net of Actual Accumulated Amortization of \$		525				
21 Net Invest in Sales-Type Leases - Non-Curr						
22 Other Non-Current Assets						
23 Total Other Assets						
24 TOTAL ASSETS						

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THE BERRY COMPANY  
BALANCE SHEET  
THOUSANDS

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	MONTH/MONTH	YEAR-TO-DATE
25 LIABILITIES AND EQUITY					
26 CURRENT LIABILITIES					
27 Debt Maturing within One Year					
28 Accounts Payable					
29 Other Current and Accrued Liabilities					
30 TOTAL CURRENT LIABILITIES					
31 OTHER LONG-TERM DEBT					
32 CAPITAL LEASE OBLIGATIONS					
33 OTHER LIABILITIES					
34 Deferred Income Taxes					
35 Other Non-Current Liabilities					
36 Total Other Liabilities					
37 MINORITY INTERESTS					
38 TOTAL LIABILITIES					
39 STOCKHOLDERS EQUITY					
40 Preferred Stock					
41 Common Stock					
42 Paid-In Capital					
43 Retained Earnings					
44 Accumulated Foreign Currency Translations					
45 Total Stockholder's Equity					
46 TOTAL LIABILITIES AND EQUITY					

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TD

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 10-26-92  
Item No. 3-016  
Page 1 of 1

**Request:** Provide 1990 and 1991 financial statements for L. M. Berry, Stevens Graphics, TechSouth, BellSouth Marketing Programs, and Intelligent Media Services.

**Response:** Attached are the 1990 and 1991 Income Statements and Balance Sheets for Stevens Graphics and TechSouth.

In 1991, Southern Bell had no transactions with BellSouth Marketing Programs and Intelligent Media Services and considers the requested information irrelevant in this proceeding. Southern Bell does have incidental transactions with L. M. Berry, however BSE feels that since these insignificant transactions, which are market priced and are not at issue in this proceeding, the L. M. Berry financials should not be provided.

**PROPRIETARY**

P. 12

GRAPHICS HOLDING CO  
INCOME STATEMENT  
THOUSANDS

REPORT PERIOD:

DEC 90

CURRENT MONTH

YEAR-TO-DATE

	BUDGET	ACTUAL	DIFF	%DIFF	BUDGET	ACTUAL	DIFF	%DIFF
1 REVENUES								
2 Total Operating Revenue (Inc Pub Fees)								
3 Less: Pub Fees								
4 Net Operating Revenue								
5 OPERATING EXPENSES								
6 Cost of Services/Products								
7 Depreciation								
8 Amortization								
9 Selling, General & Admin								
10 Other Operating Expenses								
11 Total Operating Expenses								
12 NET OPERATING INCOME								
13 OTHER INCOME								
14 Equity in Inc (Loss) Unconsol Cos								
15 Misc Non-Operating Inc (Loss)								
16 Total Other Income								
17 INTEREST EXPENSE								
18 INCOME BEFORE INCOME TAXES								
19 INCOME TAXES - FEDERAL								
20 - STATE								
21 INCOME BEFORE EXTRAORDINARY ITEMS, ACCOUNTING CHANGES AND MINORITY INT								
22 EXTRAORDINARY ITEMS - NET								
23 ACCOUNTING CHANGES								
24 MINORITY INTERESTS								
25 NET INCOME (LOSS)								

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NOTE: NET INCOME IS BEFORE MINORITY INTEREST

3-016  
1.2 of 12

GRAPHICS HOLDING CO  
BALANCE SHEET  
THOUSANDS

REPORT PERIOD: DEC 90

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	%DIFF	MONTH/MONTH YEAR-TO-DATE
1 ASSETS					
2 CURRENT ASSETS					
3 Cash and Cash Equivalents					
4 Temporary Cash Investments					
5 Accounts and Notes Receivable, Net					
6 Inventories					
7 Net Invest in Sales-Type Leases - Current					
8 Other Current Assets					
9 TOTAL CURRENT ASSETS					
10 INVESTMENTS					
11 Investment in Unconsol Affiliates					
12 Other Investments					
13 Total Investments					
14 FIXED ASSETS					
15 Property, Plant and Equipment					
16 Less: Accumulated Depreciation					
17 Net Fixed Assets					
18 COST OF EQUIP UNDER OPER LEASES, NET OF ACTUAL ACCUM DEPREC OF \$		0			
19 OTHER ASSETS					
20 Intangible Assets, Net of Actual Accumulated Amortization of \$		0			
21 Net Invest in Sales-Type Leases - Non-Curr					
22 Other Non-Current Assets					
23 Total Other Assets					
24 TOTAL ASSETS					

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GRAPHICS HOLDING CO  
BALANCE SHEET  
THOUSANDS

DEC 90

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL		
	BUDGET	ACTUAL	DIFF	%DIFF	MONTH/MONTH	YEAR-TO-DATE
25	LIABILITIES AND EQUITY					
26	CURRENT LIABILITIES					
27	Debt Maturing within One Year					
28	Accounts Payable					
29	Other Current and Accrued Liabilities					
30	TOTAL CURRENT LIABILITIES					
31	OTHER LONG-TERM DEBT					
32	CAPITAL LEASE OBLIGATIONS					
33	OTHER LIABILITIES					
34	Deferred Income Taxes					
35	Other Non-Current Liabilities					
36	Total Other Liabilities					
37	MINORITY INTERESTS					
38	TOTAL LIABILITIES					
39	STOCKHOLDERS EQUITY					
40	Preferred Stock					
41	Common Stock					
42	Paid-In Capital					
43	Retained Earnings					
44	Accumulated Foreign Currency Translations					
45	Total Stockholder's Equity					
46	TOTAL LIABILITIES AND EQUITY					

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GRAPHICS HOLDING CO  
INCOME STATEMENT  
THOUSANDS

REPORT PERIOD:

DEC 91

CURRENT MONTH

YEAR-TO-DATE

1	REVENUES						
2	Total Operating Revenue (Inc Pub Fees)						
3	Less: Pub Fees						
4	Net Operating Revenue						
5	OPERATING EXPENSES						
6	Cost of Services/Products						
7	Depreciation						
8	Amortization						
9	Selling, General & Admin						
10	Other Operating Expenses						
11	Total Operating Expenses						
12	NET OPERATING INCOME						
13	OTHER INCOME						
14	Equity in Inc (Loss) Unconsol Cos						
15	Misc Non-Operating Inc (Loss)						
16	Total Other Income						
17	INTEREST EXPENSE						
18	INCOME BEFORE INCOME TAXES						
19	INCOME TAXES - FEDERAL						
20	- STATE						
21	INCOME BEFORE EXTRAORDINARY ITEMS, ACCOUNTING CHANGES AND MINORITY INT						
22	EXTRAORDINARY ITEMS - NET						
23	ACCOUNTING CHANGES						
24	MINORITY INTERESTS						
25	NET INCOME (LOSS)						

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1.15 of 12

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GRAPHICS HOLDING CO  
BALANCE SHEET  
THOUSANDS

REPORT PERIOD: DEC 91

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	%DIFF	MONTH/MONTH YEAR-TO-DATE
1 ASSETS					
2 CURRENT ASSETS					
3 Cash and Cash Equivalents					
4 Temporary Cash Investments					
5 Accounts and Notes Receivable, Net					
6 Inventories					
7 Net Invest in Sales-type Leases - Current					
8 Other Current Assets					
9 TOTAL CURRENT ASSETS					
10 INVESTMENTS					
11 Investment in Unconsol Affiliates					
12 Other Investments					
13 Total Investments					
14 FIXED ASSETS					
15 Property, Plant and Equipment					
16 Less: Accumulated Depreciation					
17 Net Fixed Assets					
18 COST OF EQUIP UNDER OPER LEASES, NET OF ACTUAL ACCUM DEPREC OF \$ 0					
19 OTHER ASSETS					
20 Intangible Assets, Net of Actual Accumulated Amortization of \$ 0					
21 Net Invest in Sales-type Leases - Non-Curr					
22 Other Non-Current Assets					
23 Total Other Assets					
24 TOTAL ASSETS					

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PROPRIETARY

1 26 of 12

GRAPHICS HOLDING CO  
BALANCE SHEET  
THOUSANDS

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	MONTH/MONTH	YEAR-TO-DATE
25	LIABILITIES AND EQUITY				
26	CURRENT LIABILITIES				
27	Debt Maturing within One Year				
28	Accounts Payable				
29	Other Current and Accrued Liabilities				
30	TOTAL CURRENT LIABILITIES				
31	OTHER LONG-TERM DEBT				
32	CAPITAL LEASE OBLIGATIONS				
33	OTHER LIABILITIES				
34	Deferred Income Taxes				
35	Other Non-Current Liabilities				
36	Total Other Liabilities				
37	MINORITY INTERESTS				
38	TOTAL LIABILITIES				
39	STOCKHOLDERS EQUITY				
40	Preferred Stock				
41	Common Stock				
42	Paid-in Capital				
43	Retained Earnings				
44	Accumulated Foreign Currency Translations				
45	Total Stockholder's Equity				
46	TOTAL LIABILITIES AND EQUITY				

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**PROPRIETARY**

TECHSOUTH PUB SVCS  
INCOME STATEMENT  
THOUSANDS

DEC 90

CURRENT MONTH

YEAR-TO-DATE

	BUDGET	ACTUAL	DIFF	2011	BUDGET	ACTUAL	DIFF	2011
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								
16								
17								
18								
19								
20								
21								
22								
23								
24								
25								

1 REVENUES

2 Total Operating Revenue (Inc Pub Fees)

3 Less: Pub fees

4 Net Operating Revenue

5 OPERATING EXPENSES

6 Cost of Services/Products

7 Depreciation

8 Amortization

9 Selling, General & Admin

10 Other Operating Expenses

11 Total Operating Expenses

12 NET OPERATING INCOME

13 OTHER INCOME

14 Equity in Inc (Loss) Unconsol Cos

15 Misc Non-Operating Inc (Loss)

16 Total Other Income

17 INTEREST EXPENSE

18 INCOME BEFORE INCOME TAXES

19 INCOME TAXES - FEDERAL

20 - STATE

21 INCOME BEFORE EXTRAORDINARY ITEMS,

ACCOUNTING CHANGES AND MINORITY INT

22 EXTRAORDINARY ITEMS - NET

23 ACCOUNTING CHANGES

24 MINORITY INTERESTS

25 NET INCOME (LOSS)

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TECHSOUTH PUB SVCS  
BALANCE SHEET  
THOUSANDS

REPORT PERIOD: DEC 90

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	MONTH/MONTH	YEAR-TO-DATE
1 ASSETS					
2 CURRENT ASSETS					
3 Cash and Cash Equivalents					
4 Temporary Cash Investments					
5 Accounts and Notes Receivable, Net					
6 Inventories					
7 Net Invest in Sales-Type Leases - Current					
8 Other Current Assets					
9 TOTAL CURRENT ASSETS					
10 INVESTMENTS					
11 Investment in Unconsol Affiliates					
12 Other Investments					
13 Total Investments					
14 FIXED ASSETS					
15 Property, Plant and Equipment					
16 Less: Accumulated Depreciation					
17 Net Fixed Assets					
18 COST OF EQUIP UNDER OPER LEASES, NET OF ACTUAL ACCUM DEPREC OF \$		0			
19 OTHER ASSETS					
20 Intangible Assets, Net of Actual Accumulated Amortization of \$		55			
21 Net Invest in Sales-Type Leases - Non-Curr					
22 Other Non-Current Assets					
23 Total Other Assets					
24 TOTAL ASSETS					

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DEC 90

TECHSOUTH PUB SVCS  
BALANCE SHEET  
THOUSANDS

17 of 12

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	%DIFF	MONTH/MONTH YEAR-TO-DATE
25	LIABILITIES AND EQUITY				
26	CURRENT LIABILITIES				
27	Debt Maturing within One Year				
28	Accounts Payable				
29	Other Current and Accrued Liabilities				
30	TOTAL CURRENT LIABILITIES				
31	OTHER LONG-TERM DEBT				
32	CAPITAL LEASE OBLIGATIONS				
33	OTHER LIABILITIES				
34	Deferred Income Taxes				
35	Other Non-Current Liabilities				
36	Total Other Liabilities				
37	MINORITY INTERESTS				
38	TOTAL LIABILITIES				
39	STOCKHOLDERS EQUITY				
40	Preferred Stock				
41	Common Stock				
42	Paid-in Capital				
43	Retained Earnings				
44	Accumulated Foreign Currency Translations				
45	Total Stockholder's Equity				
46	TOTAL LIABILITIES AND EQUITY				

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TELEVISION PUB SVCS  
IN F U M I S T A I F H I M I  
THIRTHANDS

REPORT PERIOD: DEC 91

	CURRENT MONTH				YEAR-TO DATE			
	BUDGET	ACTUAL	DIFF	%DIFF	BUDGET	ACTUAL	DIFF	%DIFF

1	REVENUES							
2	Total Operating Revenue (Inc Pub Fees)							
3	Less: Pub fees							
4	Net Operating Revenue							
5	OPERATING EXPENSES							
6	Cost of Services/Products							
7	Depreciation							
8	Amortisation							
9	Selling, General & Admin							
10	Other Operating Expenses							
11	Total Operating Expenses							
12	NET OPERATING INCOME							
13	OTHER INCOME							
14	Equity in Inc (Loss) Unconsol Cos							
15	Misc Non-Operating Inc (Loss)							
16	Total Other Income							
17	INTEREST EXPENSE							
18	INCOME BEFORE INCOME TAXES							
19	INCOME TAXES - FEDERAL							
20	- STATE							
21	INCOME BEFORE EXTRAORDINARY ITEMS, ACCOUNTING CHANGES AND MINORITY INT							
22	EXTRAORDINARY ITEMS - NET							
23	ACCOUNTING CHANGES							
24	MINORITY INTERESTS							
25	NET INCOME (LOSS)							

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TECSOUTH PUB SVCS  
BALANCE SHEET  
THOUSANDS

REPORT PERIOD: DEC 91

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	MONTH/MIN	YEAR-TO-DATE
1 ASSETS					
2 CURRENT ASSETS					
3 Cash and Cash Equivalents					
4 Temporary Cash Investments					
5 Accounts and Notes Receivable, Net					
6 Inventories					
7 Net Invest in Sales-Type Leases - Current					
8 Other Current Assets					
9 TOTAL CURRENT ASSETS					
10 INVESTMENTS					
11 Investment in Unconsol Affiliates					
12 Other Investments					
13 Total Investments					
14 FIXED ASSETS					
15 Property, Plant and Equipment					
16 Less: Accumulated Depreciation					
17 Net Fixed Assets					
18 COST OF EQUIP UNDER OPER LEASES, NET OF ACTUAL ACCUM DEPREC OF \$		0			
19 OTHER ASSETS					
20 Intangible Assets, Net of Actual Accumulated Amortization of \$		75			
21 Net Invest in Sales-Type Leases - Non-Curr					
22 Other Non-Current Assets					
23 Total Other Assets					
24 TOTAL ASSETS					

PROPRIETARY

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SUBJECT TO PROTECTIVE AGREEMENT  
DO NOT COPY

BELLSOUTH PUB SVCS  
BALANCE SHEET  
THOUSANDS

	CURRENT MONTH			VARIATION FROM CURRENT MONTH ACTUAL	
	BUDGET	ACTUAL	DIFF	MONTH/MONTH	YEAR-TO-DATE
25	LIABILITIES AND EQUITY				
26	CURRENT LIABILITIES				
27	Debt Maturing within One Year				
28	Accounts Payable				
29	Other Current and Accrued Liabilities				
30	TOTAL CURRENT LIABILITIES				
31	OTHER LONG-TERM DEBT				
32	CAPITAL LEASE OBLIGATIONS				
33	OTHER LIABILITIES				
34	Deferred Income Taxes				
35	Other Non-Current Liabilities				
36	Total Other Liabilities				
37	MINORITY INTERESTS				
38	TOTAL LIABILITIES				
39	STOCKHOLDERS EQUITY				
40	Preferred Stock				
41	Common Stock				
42	Paid-In Capital				
43	Retained Earnings				
44	Accumulated Foreign Currency Translations				
45	Total Stockholder's Equity				
46	TOTAL LIABILITIES AND EQUITY				

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Southern Bell Tel. & Tel. Co.

FPSC Docket No. 920260-TL

Audit

Date: 10-26-92

Item No. 3-018

Page 1 of 1

**Request:** Provide the Directory Subsidiary Team's recommendations and reports presented to Corporate Policy Council in 1983.

**Response:** Attached is the Directory Subsidiary Team's recommendations and reports presented to Corporate Policy Council in 1983.

# PROPRIETARY

## THE DIRECTORY BUSINESS IN A POST-DIVESTITURE ENVIRONMENT

### AGENDA

I. Purpose of the meeting

II. Where we are

III. Consideration for Directory's Future

IV. Details of Directory as a  
Subsidiary

V. Reference and Back-up Data

## **I. PURPOSE OF THE PRESENTATION**

**- To bring the Corporate Policy Council -  
up to date on the Directory Business Plan in the  
areas of:**

**A. Organization**

**B. Timing**

**C. Resources**

**- To recommend the future organization of  
Directory**



## **II. WHERE WE ARE**

**- Current organization**

**- Modification of Final Judgment and Divestiture**

## **CURRENT ORGANIZATION**

**1. Operating Department in South Central and Southern**

**2. 3000 Employees**

**3. \$486.683.000 in Billed Revenues for 1982**

**4. \$1.007.000.000 Projected Billed Revenues for 1986**

**5. All Revenues and Expenses Included in Rate Base for  
Regulatory Purposes**

## MODIFICATION OF FINAL JUDGMENT

VIII. B. Notwithstanding the provisions of section II(D)(3), the separated BOCs shall be permitted to produce, publish, and distribute printed directories which contain advertisements and which list general product and business categories, the service or product providers under these categories, and their names, telephone numbers, and addresses.

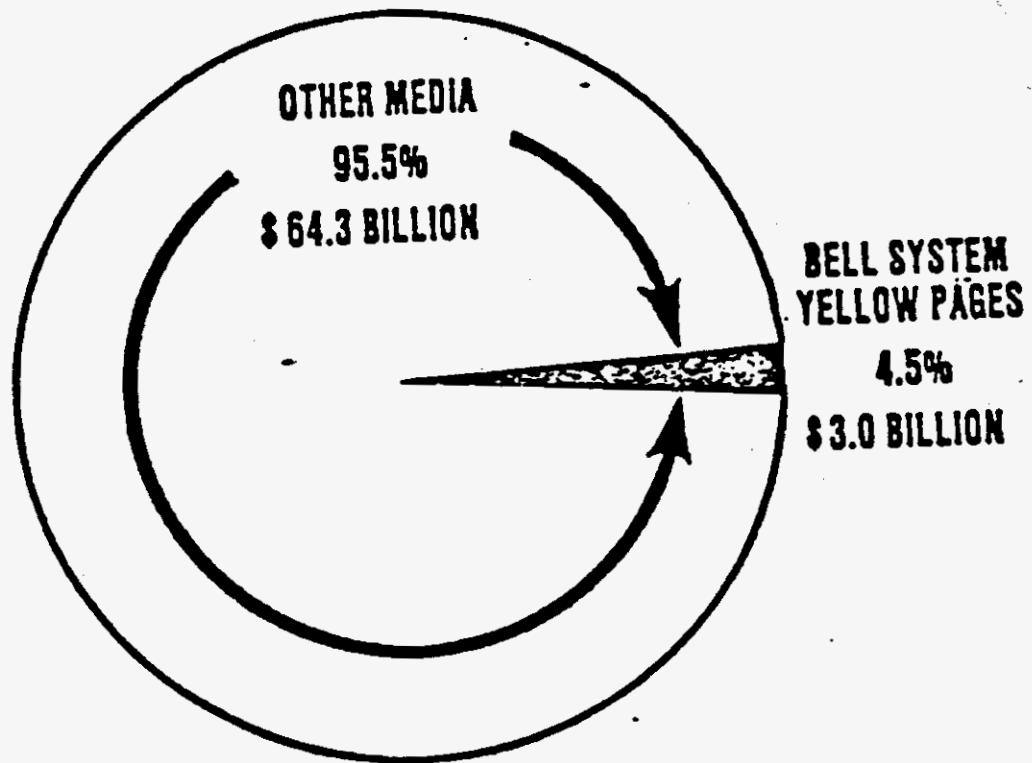
Notwithstanding the provisions of sections I(A)(1), I(A)(2), I(A)(4), all facilities, personnel, systems, and rights to technical information owned by AT&T, its affiliates, or the BOCs which are necessary for the production, publication, and distribution of printed advertising directories shall be transferred to the separated BOCs."

### **III. CONSIDERATIONS FOR DIRECTORY'S FUTURE**

- Current market status**
- Mission and goals**
- Alternatives**
- Benefits**
- Concerns**
- What others do**

# COMPETITION

## 1982 TOTAL ADVERTISING DOLLARS



MARKET SHARE PROFILE

# COMPETITIVE DIRECTORIES

## SOUTH CENTRAL BELL — Past and Present

	<u>1977</u>	<u>1983</u>
Directories	7	54
Publishers	3	18

### First Quarter 1983 Competitive Directories

<u>PUBLISHER</u>	<u>UMBRELLA</u>	<u>TRADITIONAL</u>	<u>NEIGHBORHOOD</u>	<u>BTB</u>	<u>OTHER</u>
Advertising Directory Sales		5			
Community Telephone Cnty. Inc.	1	2			
Continental Marketing		3			
Directory Publishing Inc.		3			
Dannelley, R. K.				1	
Fifth Directories		1			
Mid States Directory Co.	6				
North Publishing		1			
Leland Mast	3	2	7	1	
Lamar Inc.	1				
Metro Publishing		1	3		1
Neighborhood Yellow Pages			1		
Old Heritage Adv. & Publishing	1				
Royal Publishing Co.		1			
Southwestern Directory Co.		2			
St. Bernard Parish	1				
Tele Ad	1				
White Directory Publishers				5	
<b>TOTALS</b>	<b>14</b>	<b>21</b>	<b>11</b>	<b>7</b>	<b>1</b>

TOTAL PUBLISHERS: 18

TOTAL DIRECTORIES: 54

## COMPETITIVE DIRECTORIES Southern Bell - Past and Present

	1976	1983
Directories	0	112
Publishers	0	22

### First Quarter 1983 Competitive Directories

	<u>UMBRELLA</u>	<u>TRADITIONAL</u>	<u>NEIGHBORHOOD</u>	<u>STB</u>	<u>OTHER</u>
Alfisher	2				
Associated Telephone Directory			13		
Community Marketing Corp.					
DMTEL of PASCO, Inc.	1				
Empire of Miami, Inc.					1
Florida's Yellow Pages, Inc.					1
Florida Publishing Co.	1	14			
Florida Mast	3				1
Florida Publishing Inc.					1
Miami En Sus Manos, Inc.					1
Miracle Strip Enterprises, Inc.	1				
Phone Book Inc.			1		
Phone Book Publishers, Inc.			47		
Phone Directory Co.	2				
Past and Evening Times	2				
Sewell & Co.	1				
Southern Directory	1				
Southern States Directory Co.	6				
Southport-Oak Island Octy. Svc.		1			
TRI-TEL Directory	1				
White Directory Publishing Co.			1	1	
Windsor Publications				2	
Yellow Pages Directory Co.	6				
<b>ALS</b>	<b>27</b>	<b>15</b>	<b>62</b>	<b>3</b>	<b>5</b>
<b>TOTAL PUBLISHERS: 22</b>	<b>TOTAL DIRECTORIES: 112</b>				

## POTENTIAL NEW PRODUCTS AND SERVICES TO BE OFFERED BY DIRECTORY

### 1. New Directories

A. Import/Export

B. Business to Business

C. Industry Specific, i.e. Health Care, Construction, etc.

D. Outside Franchised Territory (Similar to GTE Directories Corporation)

### 2. New Publications

A. Newcomer Guide

B. Visitors' Guide

C. Outside Franchised Territory

### 3. New Forms of Advertising

A. Inserts to Directories

B. Supplements - Catalogs, Brochures, etc.

### 4. Data Base Services

A. Mail Lists

### 5. Sales Services

A. Yellow Page Sales Services to Other Telephone Companies

B. Telemarketing Services to Direct Mail and Direct Response Promoters

### 6. Publishing Services

A. Compilation

B. Art

C. Composition



## **THE DIRECTORY MISSION IN A POST-DIVESTITURE ENVIRONMENT**

**Directory will continue to be a leading directory advertising and publishing organization, providing high quality information and related services to multiple market segments. Directory will continue to provide revenue support from traditional local exchange directories and will aggressively introduce new products/enhancements and services to meet corporate financial objectives.**

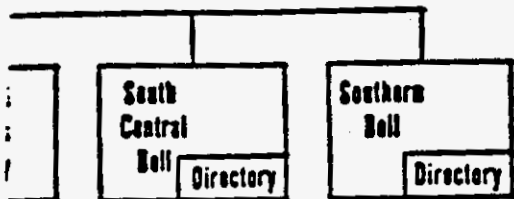
## DIRECTORY GOALS IN A POST-DIVESTITURE ENVIRONMENT

1. Separate Business — Change the perception of Directory from being an integral part of the regulated telecommunications business to that of a highly competitive business.
2. Financial Soundness — Perpetuate the Directory organization as a prosperous and financially sound business.
3. Revenue Support — Through contractual arrangements maintain a reduced level of financial support to the Operating Telephone Companies (OTCs) from traditional local exchange directories.
4. New Product and Service Introduction — Maintain Directory's position as an innovative market leader aggressively pursuing the introduction of profitable enhancements, new products, and services.
5. New Product and Service Revenue — Provide new product and service revenue to the shareholder and protect these revenues from regulatory imputation.
6. Market Share — Position Directory to protect and expand its present market share, to avoid the erosion of market share to other competitors, including AT&T, and to seek penetration into new market segments.
7. Combine Operations — Converge South Central Bell and Southern Bell Directory operations, standards, and systems to achieve operating efficiencies and economies of scale.
8. Corporate Flexibility — Position Directory to be released from MFJ restrictions with the flexibility to engage in any facet of advertising business activity.
9. Perception — Be perceived in the market place as a business of high integrity rendering a valuable public service.

# ORGANIZATIONAL ALTERNATIVES TO ACHIEVE DIRECTOR'S MISSION AND GOALS IN A POST DIVESTITURE ENVIRONMENT

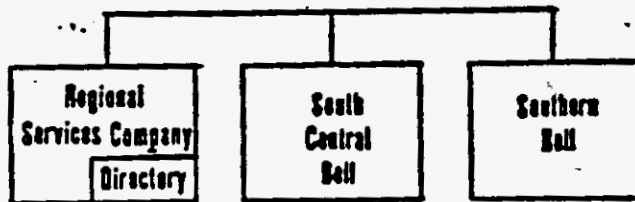
**Option 1**

**Business as Usual**



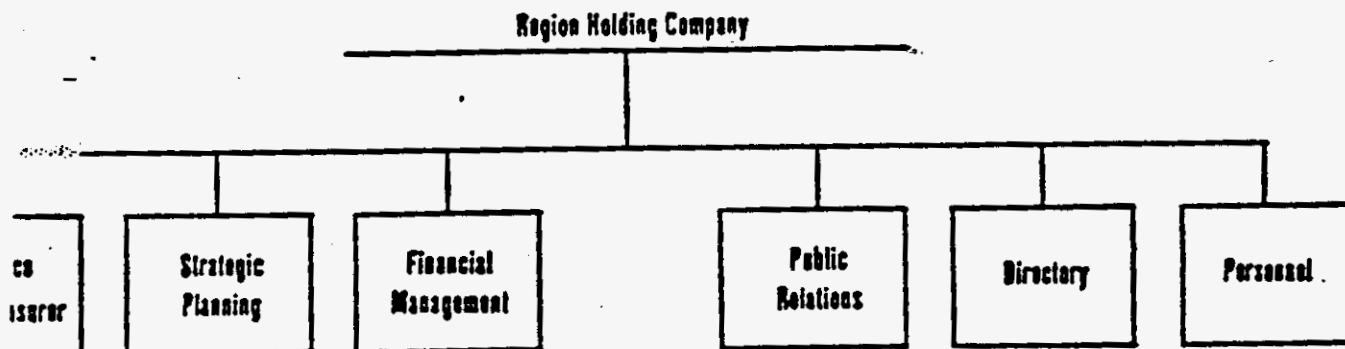
**Option 2**

**Directory in Regional Services Company**



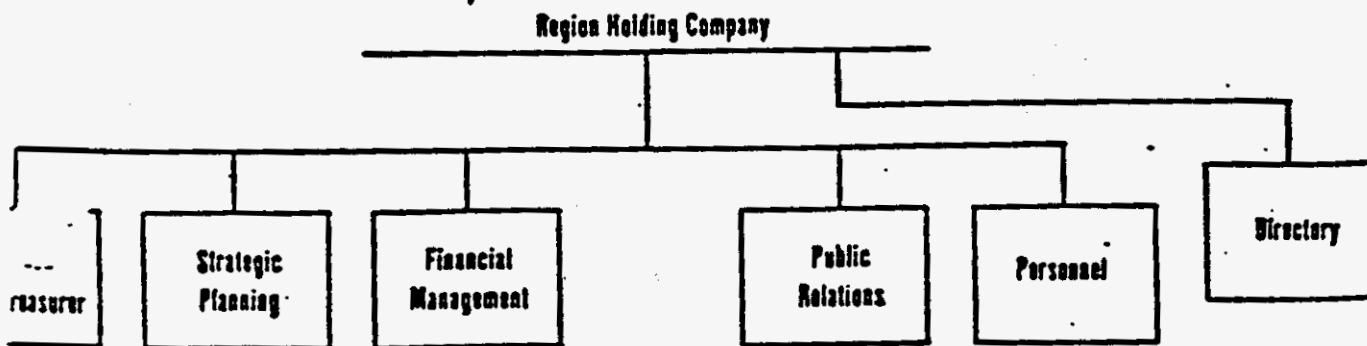
**Option 3**

**Directory as a Division of Region Holding Company**



**Option 4**

**Directory as a Subsidiary of Region Holding Company**



CONFIDENTIAL

**DIRECTORY IN  
 THE OPERATING  
 TELEPHONE COMPANIES  
 OR IN THE REGIONAL  
 SERVICES COMPANY**

**DIRECTORY AS A  
 SUBSIDIARY OF  
 REGION HOLDING COMPANY**

**DIRECTORY AS A  
 DIVISION OF REGION  
 HOLDING COMPANY**

1. Retains status quo

2. Integrated part of a regulated business

3. Weak position for regulatory judicial, and legislative limit on rate base support

4. Involves corporate entity in liability and litigation

5. Met several Directory goals

6. \$956,000 incremental starting expenses in 1983 for a separate accounting system (estimated)

7. \$750,000 on-going incremental expenses beginning in 1984 for separate accounting system (estimated)

1. Best position for protection of new products and services revenues

2. Arisings from parent and affiliates with which it does business

3. Best position for regulatory, judicial, and legislative limit on rate base support

4. Protects parent from liability and litigation

5. Met all Directory goals

6. \$1,700,000 incremental start-up expenses in 1983 (estimated)

7. \$930,000 on-going incremental expenses beginning in 1984 (estimated)

1. Weak position for protection of new products and services revenues

2. Close relationship with Region Holding Company and its affiliates Desk

3. Weak position for regulatory, judicial, and legislative limit on rate base support

4. Involves Region Holding Company in liability and litigation

5. Met several Directory goals

6. \$1,700,000 incremental start-up expenses in 1983 (estimated)

7. \$930,000 on-going incremental expenses beginning in 1984 (estimated)

1 Estimated by Comptroller, Coopers and Lybrand and Directory

## **WHY A SUBSIDIARY?**

- 1. Positions Directory to become more independent of regulatory constraints**
  - Potential limitation of imputed revenues for traditional local exchange products
  - Protection of new product revenues
  - Establishes identity of Directory as a separate line of business
  - Facilitates identification of all expenses
- 2. Potential for improved financial results and return on assets**
  - Limiting imputed revenues
  - New products and services revenues flow to shareholder
  - Possible savings on gross receipts taxes
  - Offers new avenues for potential tax savings
- 3. Positions Directory to be more responsive to competitive environment**
  - Protection of current market share
  - Capability to develop new products and pursue new markets
  - Faster response to new competitive opportunities
- 4. Provides autonomy**
  - Separate and apart from both its parent and the affiliates (OTCs) with which it does business
  - Ability to deal more at "arms-length" with affiliates
  - Limits liability to subsidiary
  - Protects parent from normal directory litigation

## **WHY NOT A DIVISION?**

- 1. Could achieve economies similar to subsidiary from Region-wide operations**
- 2. Could benefit from single management direction and control**
- 3. Would not achieve other goals possible with a subsidiary due to lack of autonomy and lack of distance from Region Holding Company and its affiliates**
  - A. Directory subsidiary would be a separated organization**
  - B. Division operation could be perceived as a "sham" entity**
  - C. Division offers limited protection of non-territorial (new products) revenues**

**Source: Southern Bell Legal and Comptrollers (Tax) Groups**

## **REGULATORY CONCERNS**

**National Association of Regulatory Utility Commissioners -**

**"The profits derived from publishing directory advertising are likely to be lost to the Bell operating companies and their ratepayers if directory advertising operations are conducted at the regional level."  
(Provided to Judge Greene in an Intervening brief)**

**Source: The New York Times, February 22, 1983**

## Operating Telephone Company Regulatory Concerns

1. Changes in current level of rate base support could exist only with the full concurrence of regulators.
2. A Directory subsidiary or division does not significantly enhance the opportunity for acceptance of a revenue or income sharing arrangement on traditional products.
3. A Directory subsidiary does position the Corporation to make a stronger case for achieving judicial and legislative limits to current rate base support. *LIMIT RATE base support*
4. A Directory subsidiary does provide a better way to 'shelter earnings' from new products and services. *SHUTTER NEW PRODUCTS*
5. Due to already sizeable financial impacts of divestiture upon the Operating Telephone Companies (and the regulators), Directory should be transitioned into a separate subsidiary after divestiture (not coincident with divestiture).

Source: South Central Bell and Southern Bell Revenue Requirements Departments



## **LEGAL CONCERNS**

- 1. A subsidiary is preferable to a division.**  
Although a subsidiary would remain an affiliate of the OTCs, it could deal more at arms-length with them than as a division of their common parent.
  
- 2. The less support that the Directory subsidiary has from the Regional Service Company and/or the Operating Telephone Companies, the better.**
  
- 3. To the extent that there is support, and it can be established that these providers are adequately compensated, the problem is minimized.**

**Source: Southern Bell Legal Department**

## **BUSINESS RISKS OF MOVING DIRECTORY OUT OF THE OPERATING TELEPHONE COMPANIES**

### **Disrupts Regulatory Climate**

- **Public Service Commissions (PSCs) could attempt to block transfer of assets**
- **PSCs could refuse to approve contracts between OTCs and Directory**
- **PSCs could impute new products and services revenues by lowering rates of return authorized for OTCs**
- **PSCs could demand off-book adjustments**
- **PSCs could open all books of the region for scrutiny**

### **Possibility of Litigation**

- **Southeast Region Company could be in court over any of items described above**

### **Risks of Legislation**

- **States could seek legislative remedies to any Southeast Region Company legal victories**

**BUSINESS RISKS OF MOVING DIRECTORY  
OUT OF THE OPERATING TELEPHONE COMPANIES**  
(CONTINUED)

**Operations**

- Subsidiary may not achieve satisfactory efficiency improvements
- Subsidiary may not be immediately profitable
- Conversion to new financial systems may distort comparability to past results

**Unknown**

- Judge Greene's concerns
- Media perception of impact

## **ORGANIZATIONAL APPROACHES OF SIMILAR CORPORATIONS**

### **1. General Telephone and Electronics Corporation**

#### **GTE Directories Corporation and subsidiaries**

- 49.6% of 1981 revenues came from non-GTE contracts, i.e. outside of rate base
- Provides a complete telephone directory service
- Clients include all the GTE domestic telephone operating companies and 165 other telephone companies
- 26 of the other telephone companies are foreign concerns
- Approximately 4000 employees and \$485,225,490 in 1981 revenue
- 29 division offices, 8 compilation offices, and 2 printing plants

### **2. Continental Telecom**

#### **Leland Mast**

- 32.8% of 1981 revenues came from non-Continental contracts i.e. outside of rate base
- Provides a complete telephone directory service
- Clients include all the Continental system telephone operating companies and 168 other telephone companies
- Approximately 145 employees and \$45,986,440 in 1981 revenues
- Compilation done at general offices in Lenexa, Kansas

**3. Bell Canada Enterprises, Inc.**

**Tele-Direct Inc. (Publications)**

- Subsidiary of the regulated Bell Canada
- Publishes Bell Canada's telephone directories

**Tele-Direct Inc. (Canada)**

- Subsidiary of Bell Canada Enterprises, Inc.
- Unregulated subsidiary for printing, publishing, and related fields
- Plans to assign Yellow Pages advertising to Tele-Direct (Canada)
- Provides expert advice to regulated company on a fee basis

#### **IV. DETAILS OF DIRECTORY AS A SUBSIDIARY**

**- Operational**

**- Financial**

## **OPERATIONAL DETAILS DIRECTORY AS A SUBSIDIARY OF THE REGION HOLDING COMPANY**

- 1. Composed of all current employees of South Central Bell and Southern Bell Directory Departments.**
  
- 2. Contracts With:**
  - A. Region Holding Company for accounting, treasury, legal, personnel, and public relations.**
  
  - B. Regional Services Company for information systems, administrative service, and real estate.**
  
  - C. Operating Telephone Companies for service order information, billing and collections, delivery information and publishing rights.**
  
  - D. All at fully compensatory rates**
  
- 3. Provides complete Directory services under contract to Operating Telephone Companies (OTCs) for traditional local exchange directories - sales, compilation, publishing, delivery, etc.**
  
- 4. All Directory expenses are removed from OTC operations.**

## MAJOR SERVICES TO BE CONTRACTED WITHIN THE REGION BY DIRECTORY SUBSIDIARY

	OTC	ASC	RHC
Service Orders	✓		
Publishing Rights	✓		
Billing & Collections	✓		
Delivery Address Information	✓		
Telephone Service	✓		
ISO		✓	
House		✓	
Automotive		✓	
Comptrollers			✓
Treasury			✓
Legal			✓
Personnel			✓
Public Relations/Advertising			✓



**ESTIMATED START-UP COSTS IN 1983  
FOR A DIRECTORY SUBSIDIARY**

<b>A</b>	<b>B</b> <u>Total</u>	<b>C</b> <u>Incremental</u>
<b>Salary and expenses for non-Directory Employees</b>		
<b>Salary and expenses for Directory Project Team</b>		
<b>Corporate and General Accounting Expenses</b>		
<b>Systems Development expenses</b>		
<b>General Accounting (forms and reports)</b>		
<b>Billing system settlement procedures</b>		
<b>Training and travel</b>		
<b>Consultants</b>		
<b>Outside Legal Counsel</b>		
<b>Planning</b>		
<b>Graphics</b>		
<b>Marketing Consultant (Name, logo, etc.)</b>		
<b>Business Service Procedures</b>		
<b>Benefits</b>		
<b>Total</b>		
<b>10% margin (relocation, unknowns)</b>		
<b>Grand Total</b>		

**\* Required if Directory remains in regulated operations in order to fully identify and separate Directory's revenues and expenses**

**\* Current South Central and Southern Bell Directory budgets will attempt to absorb this expense**

A

B

**ESTIMATED ON-GOING ANNUAL INCREMENTAL EXPENSES**

**Operation of separate financial/accounting stream**

**Legal and regulatory expenses for defense of contracts in  
rate proceedings**

**Expense for assumption of paper purchasing function**

**Total**

<sup>1</sup> Required if Directory remains in regulated operations in order to fully identify and separate Directory revenues and expenses

<sup>2</sup> Potential savings of \$1,500,000 in current Western Electric Company service fees

1984

**IMPACT OF CURRENTLY ALLOCATED EXPENSES  
ON BUDGET OF DIRECTORY SUBSIDIARY**

Estimated

(\$ 000)

B

A

Benefits

Social Security

Rents

Depreciation

Corporate Operating Expenses

• Service/Association Fees

Accounting Expenses

Billing Expense

Telephone Expense

Commercial Service Order Expense

Total

\*Central Support Organization

The above expenses are currently borne by other segments of the corporation. These items and expenses would be added to the 1984 Directory budget and would be simultaneously reduced from other segments' budgets to equal no net change to Corporate bottom line. Directory margin, however, would be significantly altered. These expenses are included as Directory expenses in following Directory net income examples.

## **FINANCIAL DETAILS**

**Different contractual approaches could  
be used to provide Rate Base Support to  
Operating Telephone Companies**

MUNICIPAL FINANCIAL SUMMARY

A. SIZE RELATIONSHIPS

<u>A</u>	1982 Financial Summary - (\$000 s)	<u>B</u> Directory (Account 523- Uncollectibles)	<u>C</u> % of Total
<u>Total Operating Revenues</u>			
SOU \$5,839,734			
SCB \$4,468,078			
\$10,307,812			
<u>Total Operating Expenses</u>		(Account 649 & estimated allocations)	
SOU \$3,878,224			
SCB \$2,843,057			
\$6,721,281			
<u>Total Operating Revenues</u>			
SOU \$1,961,510			
SCB 1,625,021			
\$3,586,531			
<u>Total Operating Taxes</u>			
SOU \$895,460			
SCB \$712,347			
\$1,607,807			
<u>Operating Income-After Taxes*</u>			
SOU \$1,066,050			
SCB 912,674			
\$1,978,724			

\* Calculation does not include interest expenses

1982  
**B. ESTIMATED DIRECTORY INCOME STATEMENT**  
(\$000 s)

A  
Total Operating Revenues  
SOU  
SCF

B

Total Operating Expenses  
SOU  
SCB

Per \$1.00 Opr Rev.

Total Operating Taxes  
SOU  
SCB

Operating Income — After Taxes  
SOU  
SCB

**C1** ILLUSTRATION OF INCREMENTAL NET INCOME RETURNS  
 2 **PLAN - OTCs-RETAIN OF EVERY \$1.00 OF**  
**REVENUE FROM TRADITIONAL LOCAL EXCHANGE DIRECTORIES**  
**(\$000)**

	1982		1983		1984	
	Traditional	New	Traditional	New	Traditional	New
8 Directory Operating Revenues	[REDACTED]	-	579,087	-	[REDACTED]	[REDACTED]
9 - Net Income	[REDACTED]	-	146,741	-	[REDACTED]	[REDACTED]
10 OTC Income	106,183	-	127,399	-	152,872	-
11 Directory Income	[REDACTED]	-	[REDACTED]	-	[REDACTED]	[REDACTED]
12 Total Directory Income	[REDACTED]	-	[REDACTED]	-	[REDACTED]	[REDACTED]

**C2 ILLUSTRATION OF INCREMENTAL NET INCOME RETURNS**  
**PLAN - OTCs RETAIN FULL**  
 (\$000)

	1982		1983		1984	
	Traditional	New	Traditional	New	Traditional	New
7 Factory Operating Revenues	[REDACTED]	-	[REDACTED]	-	[REDACTED]	[REDACTED]
8 Income	[REDACTED]	-	[REDACTED]	-	[REDACTED]	[REDACTED]
9 TC Income	111.106	-	133.190	-	159.821	-
10 Factory Income	-	-	[REDACTED]	-	[REDACTED]	[REDACTED]
11 Total Directory Income	-	-	[REDACTED]	-	[REDACTED]	[REDACTED]



**C3 ILLUSTRATION OF INCREMENTAL NET INCOME RETURNS  
 OTCs RETAIN ALL TRADITIONAL LOCAL EXCHANGE DIRECTORIES NET INCOME  
 (\$000)**

	1982		1983		1984	
	Traditional	New	Traditional	New	Traditional	New
1 Factory Operating Revenues	[REDACTED]	-	[REDACTED]	-	[REDACTED]	-
8 Income	[REDACTED]	-	[REDACTED]	-	[REDACTED]	-
9 TC Income	111.106	-	146.741	-	180.660	-
(0) Directory Income	-	-	-	-	-	[REDACTED]
Total Directory Income	-	-	-	-	[REDACTED]	[REDACTED]

**C4 ILLUSTRATION OF INCREMENTAL NET INCOME RETURNS  
 "FLORIDA APPROACH" - 1982 BASE AMOUNT GROWN  
 BY CPI - URBAN AND BUSINESS ACCESS LINES  
 (\$000)**

	1982		1983		1984	
	Traditional	New	Traditional	New	Traditional	New
8 Directory Operating Revenues	[REDACTED]	-	[REDACTED]	-	[REDACTED]	[REDACTED]
9 "Income	[REDACTED]	-	[REDACTED]	-	[REDACTED]	[REDACTED]
10 OTC Income	111,106	-	122,017	-	135,195	-
11 Directory Income	-	-	[REDACTED]	-	[REDACTED]	[REDACTED]
12 Total Directory Income	-	-	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

**C5 ILLUSTRATIVE COMPARISON OF NET INCOME RETURN FROM FOUR APPROACHES  
 (\$000)**

	<u>Example</u>	<u>Example</u>	<u>All Traditional Example</u>	<u>Florida Plan Example</u>
<b>32</b> Net Income to OTC	106.183	111.106	111.106	111.106
<b>4</b> Total Income to Directory	[REDACTED]	-	-	-
<b>9</b> Net Income To OTC	127.399	133.190	146.741	122.017
<b>9</b> Total Income To Directory	[REDACTED]	[REDACTED]	-	[REDACTED]
<b>984</b> Net Income to OTC	152.872	159.821	180.660	135.195
<b>11</b> Total Income to Directory	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

## I. IMPLEMENTATION TIMING CONSIDERATIONS

### Operational by 1/1/84

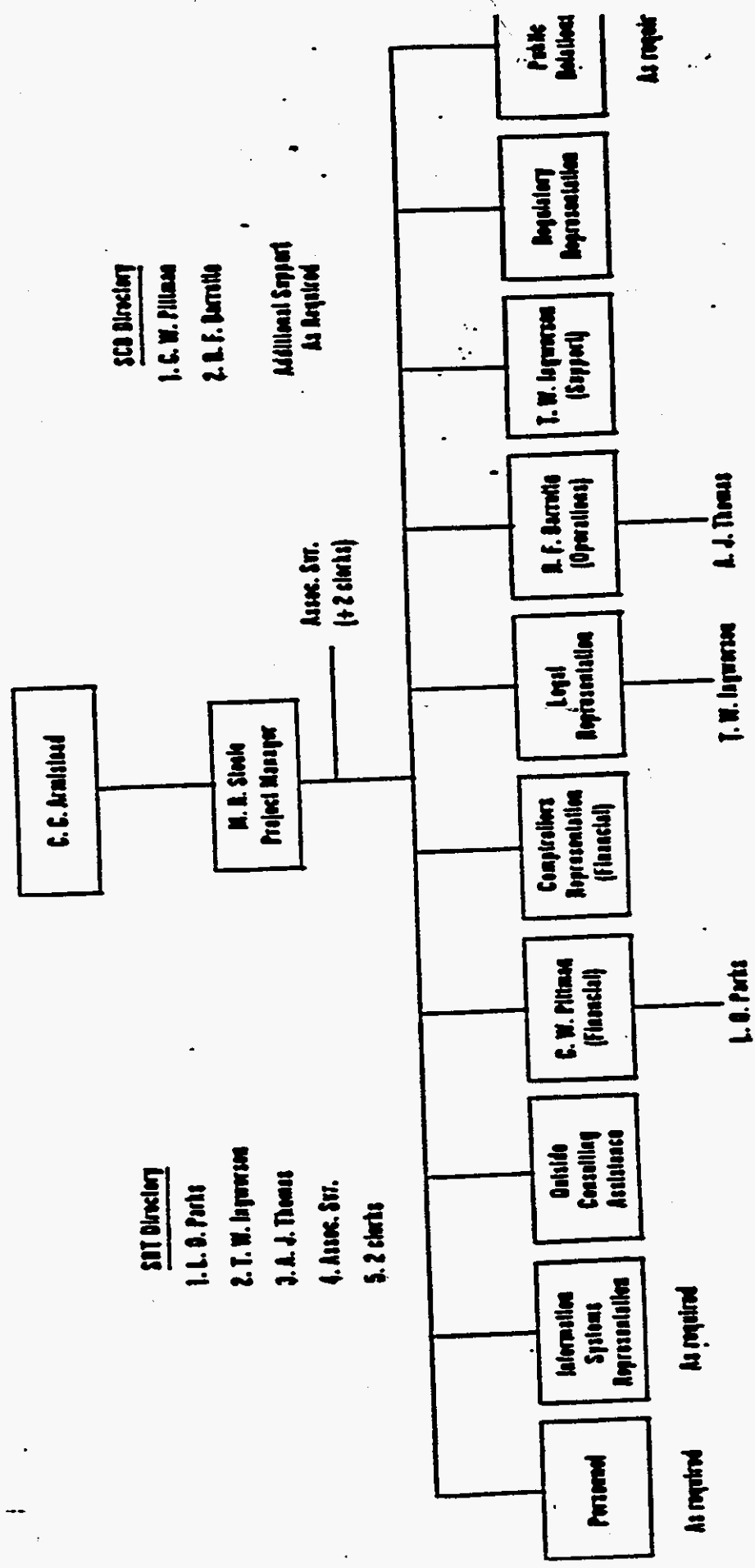
### Operational Later

- |   |   |
|---|---|
| <p>Provides immediate structure to protect new product revenues</p> <p>Includes Directory in divestiture financial impact studies to be presented to regulators in mid-1983</p> <p>Directory is only a small part of a much larger reorganization</p> <p>1. Time is short - need to move ahead immediately in order to accomplish</p> | <p>1. Allows more time to plan and implement</p> <p>2. Limited corporate resources become free to concentrate on other areas of the business for divestiture</p> <p>3. Less incentive to develop and implement new products</p> <p>4. Outside attention focused on Directory as a separate reorganization at a later date may prevent formation</p> |
|---|---|
5. For either schedule, minimize new systems introductions and changes until relationships within the Region become clear

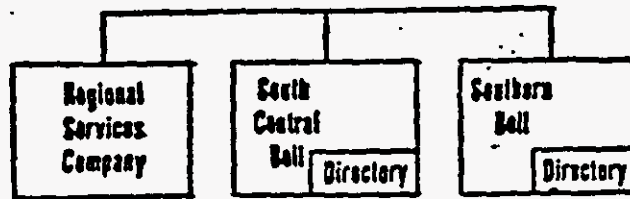
## II. RECOMMENDATION: ESTABLISH SEPARATE SUBSIDIARY EFFECTIVE JANUARY 1, 1984

## V. REFERENCE AND BACK-UP DATA

# Organization for Project Control



**OPTION 1**  
**Business As Usual**

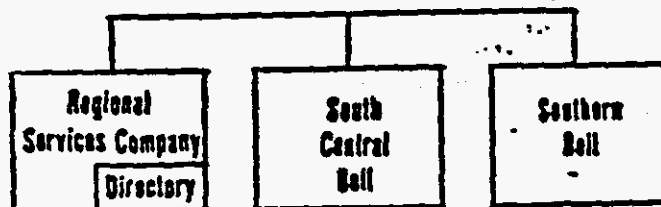


**Achieve Goals?**

	<u>Yes</u>	<u>No</u>
1. Separate Business		✓
2. Financial Soundness	✓	
3. Revenue Support	✓	
4. New Products and Services Introduction		✓
5. New Products and Services Revenue		✓
6. Market Share		✓
7. Combine Operations		✓
8. Corporate Flexibility		✓
9. Perception	✓	

**Option 2**

**Directory in Regional Services Company**

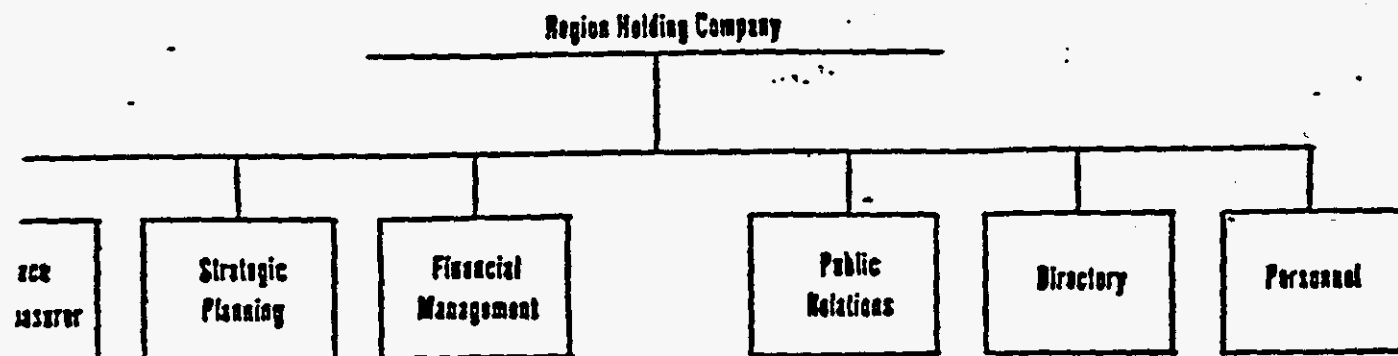


**Achieve Goals?**

	<u>Yes</u>	<u>No</u>
1. Separate Business		✓
2. Financial Soundness	✓	
3. Revenue Support	✓	
4. New Products and Services Introduction		✓
5. New Products and Services Revenue		✓
6. Market Share		✓
7. Combine Operations	✓	
8. Corporate Flexibility		✓
9. Perception	✓	



**Option 3**  
**Directory as a Division of Region Holding Company**

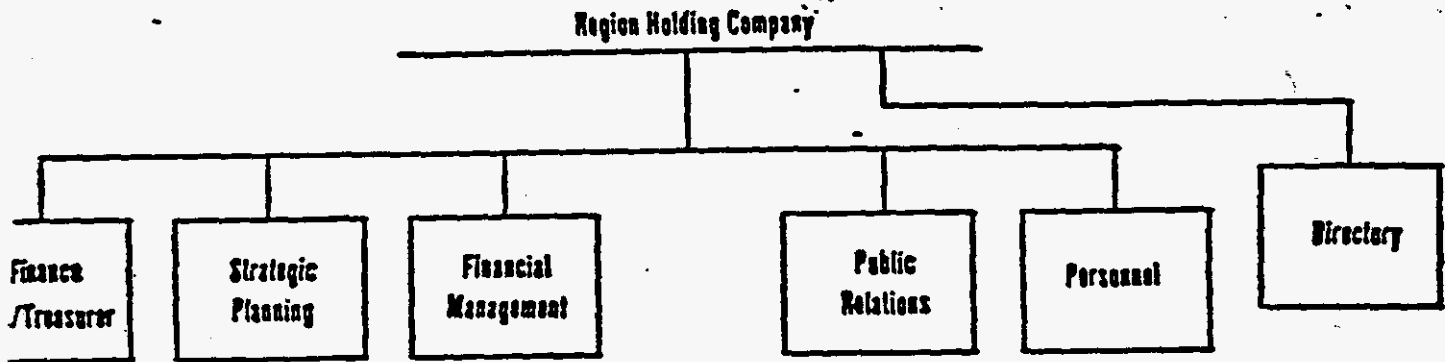


**Achieve Goals?**

	<u>Yes</u>	<u>No</u>
1. Separate Business		✓
2. Financial Soundness	✓	
3. Revenue Support	✓	
4. New Products and Services Introduction		✓
5. New Products and Services Revenue		✓
6. Market Share		✓
7. Combined Operations	✓	
8. Corporate Flexibility		✓
9. Perception	✓	

**Option 4**

**Directory as a Subsidiary of Region Holding Company**



**Achieve Goals?**

	<u>Yes</u>	<u>No</u>
1. Separate Business	✓	
2. Financial Soundness	✓	
3. Revenue Support	✓	
4. New Products and Services Introduction	✓	
5. New Products and Services Revenue	✓	
6. Market Share	✓	
7. Combine Operations	✓	
8. Corporate Flexibility	✓	
9. Perception	✓	

# IMPLEMENTATION AREAS OVERVIEW

## **I. Financial**

- A. Accounting methods, systems, organization**
- B. Treasury function**
- C. Initial capitalization of subsidiary**

## **II. Legal**

### **A. Contracts**

- 1. Divestiture: AT&T, suppliers**
- 2. Southeast Region: OTCs, RSC, RHC**

### **B. Incorporation**

## **III. Regulatory & Public Affairs**

### **A. PSC relations**

- 1. Pre-divestiture communications**
- 2. Review and approval of contracts**
- 3. Jurisdictional strategy**

### **B. Community relations**

- 1. General public**
- 2. Political officials**

### **C. Employees**

## **IV. Operations**

- A. Divestiture-related conversions**
- B. Organization**

## **V. Support**

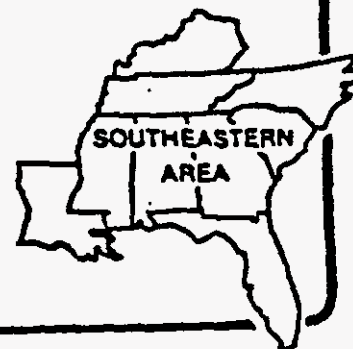
- A. RSC**
- B. RHC**
- C. Others**

## **VI. Corporate Matters**

# RDSC

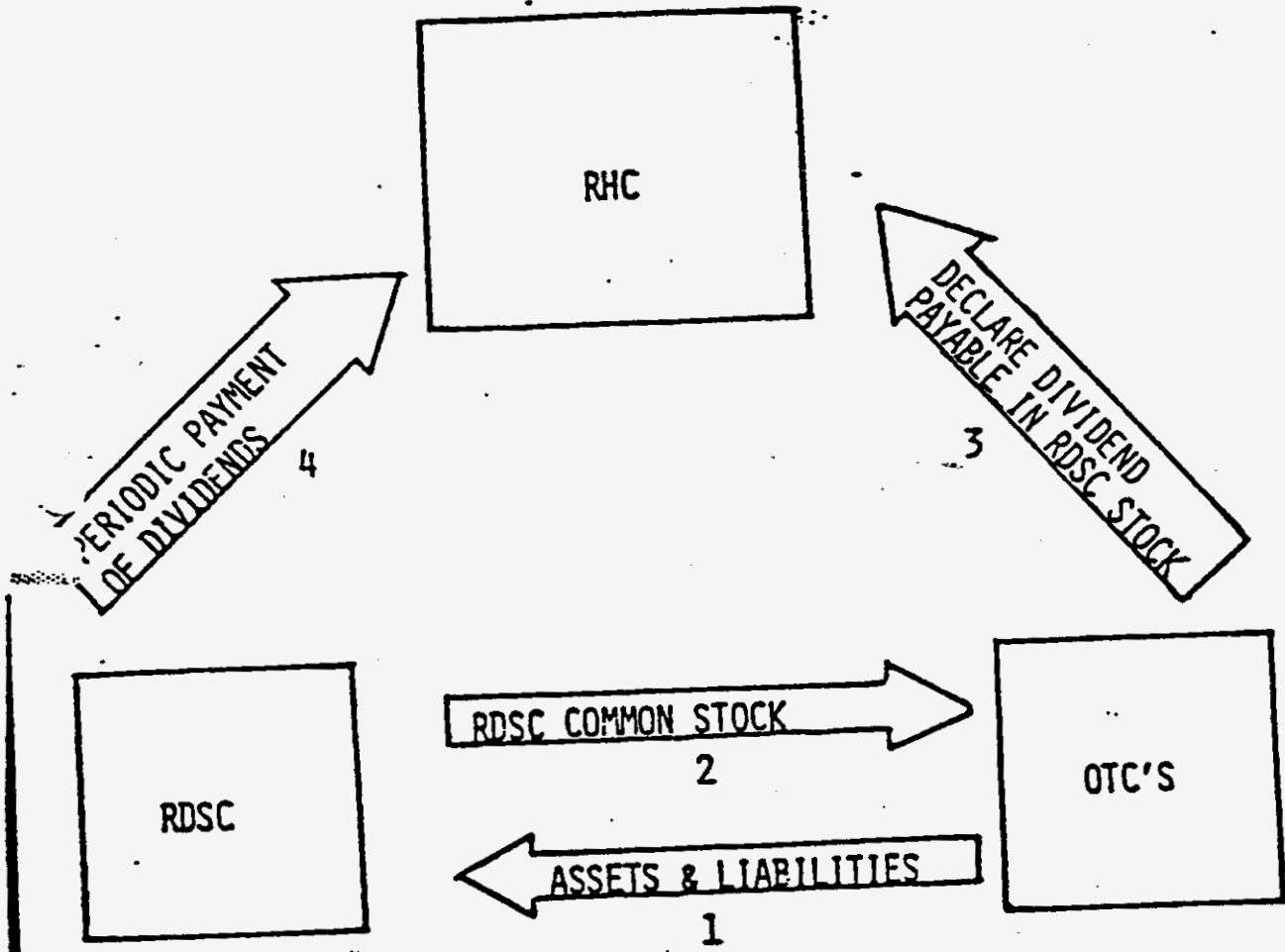
THE REGIONAL DIRECTORY SERVICES CORPORATION  
WILL BE ESTABLISHED JANUARY 1, 1984

- WORK IS ON TARGET
- ADVANCES MADE IN KEY FINANCIAL AREAS:
  - TRANSFER OF ASSETS
  - CONTRACTS BETWEEN RDSC AND AFFILIATED COMPANIES
  - TAXES
- PRIMARY OBJECTIVES INCLUDE:
  - MAXIMIZING RETURN TO SHAREHOLDERS
  - PROTECTING & INCREASING CURRENT DIRECTORY SUPPORT TO THE OTCS
  - REMAINING SENSITIVE TO THE POLITICAL ARENA TO AVOID CREATING INFLAMMATORY CONDITIONS WITH THE PSC'S



# RDSC

## ESTABLISHMENT OF REGIONAL DIRECTORY SERVICES COMPANY



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# RDSC

## CONTRACTUAL AGREEMENTS

### BASIC DIRECTORY SERVICES CONTRACT BETWEEN RDSC AND EACH OTC:

- RDSC WILL
  - (1) SELL, COMPILE, PUBLISH AND DELIVER TRADITIONAL WHITE PAGES & YELLOW PAGES DIRECTORIES
  - (2) PAY ALL RELATED DIRECTORY OPERATIONS EXPENSES
  - (3) HANDLE CUSTOMER COMPLAINTS AND ADJUSTMENTS
  
- OTC WILL
  - (1) PROVIDE SERVICE ORDER DATA
  - (2) BILL AND COLLECT DIRECTORY ADVERTISING
  - (3) RECEIVE A SPECIFIED PERCENTAGE OF DIRECTORY REVENUES

### OTHER CONTRACTS BETWEEN RDSC AND OTC'S/RHC INCLUDE:

- ADMINISTRATIVE AND CORPORATE SUPPORT SERVICES
- SPECIAL DIRECTORY SERVICES, I.E. OPERATOR SERVICES AND OFFICIAL PBX DIRECTORIES
- FULLY COMPENSATORY CHARGES FOR ALL SERVICES

### CONTRACTS DEVELOPED USING EXISTING PRECEDENTS IN THE INDUSTRY AS MODELS

- GTE DIRECTORIES CORPORATION
- LELAND MAST ADVERTISING AND PUBLISHING, INC.
- REUBEN H. DONNELLEY CORPORATION
- L. M. BERRY AND COMPANY



# RDSC

## CONTRACTUAL AGREEMENTS

### % OF REVENUE RETAINED BY OTC

- MAINTAINS THE RETURN ON EQUITY FOR 1984 THE SAME AS IN THE COMMITMENT VIEW OF 1984.
- REMOVES DIRECTORY EXPENSES FROM OTC'S EXCLUDING THOSE RELATED TO SERVICE ORDERS, BILLING, & COLLECTING.
- RECOGNIZES FLORIDA STATUTE ON DIRECTORY ADVERTISING.
- PROVIDES ADEQUATE RETURN TO RDSC OVER PERIOD OF CONTRACT.
- APPLIES ONLY TO TRADITIONAL, LOCAL EXCHANGE DIRECTORIES.
- PROVIDES INCENTIVES FOR RDSC TO INCREASE SALES OF TRADITIONAL PRODUCTS AND ACHIEVE ECONOMIES OF SCALE.
- PROVIDES FOR STANDARD 3 YEAR CONTRACTS TO BE NEGOTIATED WITH EACH OTC WITH GROWTH IN NET INCOME EACH YEAR.

THEREFORE, ANY REGULATORY COMMITMENTS SHOULD BE LIMITED TO THE 3-YEAR PERIOD OF THE CONTRACT.

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# RDSC

## CONTRACTUAL AGREEMENT

A	B RDSC (\$ MILLIONS)	NET INCOME AFTER TAX:		E OTC'S (\$ MILLIONS)	F % INC.
		C % INC.	D % OF SALES		
1983	N/A	-		137.2	
1984				148.1	
1985				179.3	
1986				217.8	

## 1984 RETURN ON EQUITY

MAY 16, 1983 VIEW

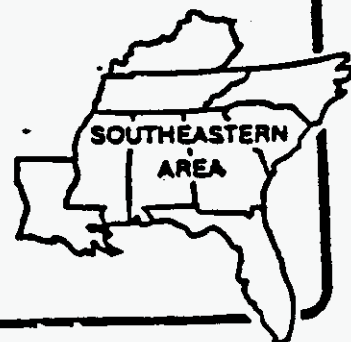
SOUTHERN

SOUTH CENTRAL

14.31%

13.78%

RDSC CONTRACT PROVIDES SAME RETURN TO THE OTC'S ON A COMPOSITE BASIS IN 1984.



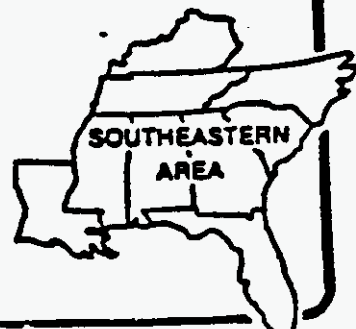


RDSC

TAXES

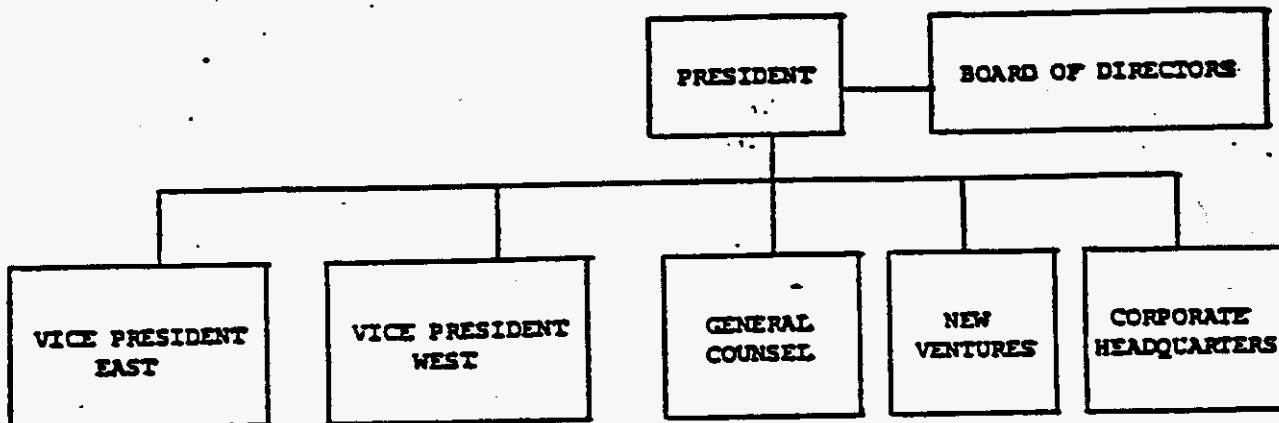
1. CASH BASIS FOR FEDERAL INCOME TAXES
2. STATE GROSS RECEIPTS TAXES

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# RDSC

## REGIONAL DIRECTORY SERVICES COMPANY ORGANIZATIONAL STRUCTURE



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**Conversion**

**Implementation**

**Incorporation on June 1, 1983**

**Conceptual Design**

<b>1. Financial</b>	<ul style="list-style-type: none"> <li>Outline Chart of Accounts</li> <li>Determine Accounting Methods</li> <li>Price Out Draft Contracts</li> <li>Complete pro-formas</li> <li>Develop Draft Contracts</li> <li>Develop Incorporation Documents</li> </ul>	<ul style="list-style-type: none"> <li>Arrange for all Support Functions</li> <li>Prepare Budgeting Procedures</li> <li>Prepare Conversion Procedures</li> <li>Review Final Contracts</li> <li>Prepare Board Resolutions for Transfer of Assets</li> </ul>	<ul style="list-style-type: none"> <li>Develop State-by-State Strategy and Requirements</li> <li>Assist in Development of Draft Contracts</li> <li>Develop Petition Papers on all Directorship Items</li> </ul>	<ul style="list-style-type: none"> <li>Develop State-by-State Strategy and Requirements</li> <li>Assist in Development of Draft Contracts</li> <li>Develop Petition Papers on all Directorship Items</li> </ul>
<b>2. Legal</b>				
<b>3. Regulatory</b>				
<b>4. Operations</b>				
<b>5. Support Functions</b>				
<b>6. Corporate Matters</b>				

FCC REGIONAL AUDIT OF BELLSOUTH  
IN CONJUNCTION WITH  
FLORIDA FSC DOCKET NO. 820260-7L  
REQUEST DATED 10/26/92  
ITEM NO. 3-028  
PAGE 2 OF 2

L. M. Berry Communications recorded by BAFCDz

(1000's) A B C D E F G H I J K L M N TOTAL

1990 Expense  
1991 Expense  
1992 Expense  
1993 Forecast

A/C 5,970

PROPRIETARY

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION. PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 10-26-92  
Amended Response to  
Item No. 3-028  
Page 1 of 1

**Request:** Provide actual payments from BAPCO to L.M. Berry by month for 1990 and 1991 and forecasted amounts for 1992 and 1993.

**Response:** The Company amends its February 10, 1993 response as follows:

Southern Bell objected to this request on the basis that payments from BAPCO to L. M. Berry had no direct or indirect impact on the expenses of BAPCO's Florida operations nor are any of these expenses allocated to Florida since BAPCO does not use L. M. Berry in publishing its Florida directories.

Since that time, the Company has withdrawn its objection to providing the requested information. The monthly payments made by L. M. Berry to BAPCO for 1990 - 1992 and forecasted 1993 are being mailed in overnight mail to the Company's office in Tallahassee, Florida for review by the auditors beginning August 2, 1993.

This material constitutes very sensitive proprietary confidential business information and any notes taken may be the subject of a "Notice of Intent to Request Confidential Classification."

15

Date Provided: July 30, 1993

BELLSOUTH ADVERTISING & PUBLISHING CORPORATION  
BILLING FROM AFFILIATES

A AFFILIATE	B 1990	C 1991
BellSouth Services	\$ [REDACTED]	\$ [REDACTED]
Southern Bell	[REDACTED]	[REDACTED]
South Central Bell	[REDACTED]	[REDACTED]
BellSouth Enterprises	[REDACTED]	[REDACTED]
BellSouth Financial Services	[REDACTED]	[REDACTED]
BellSouth Information Systems	[REDACTED]	[REDACTED]
BellSouth Mobility		
L. M. Berry		[REDACTED] MARKET
Stevens Graphics		[REDACTED]
Sunlink	[REDACTED]	[REDACTED]
TechSouth	[REDACTED]	[REDACTED]
TOTAL	[REDACTED]	[REDACTED]

PROPRIETARY

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 10-26-92  
Item No. 3-027  
Page 1 of 1

**Request:** Provide the amount of charges to BAPCO from each affiliate for 1990.

**Response:** Attached are the 1990 and 1991 billings to BAPCO from affiliates other than those transactions based on market price.

This material constitutes confidential proprietary business information and is the subject of a "Notice of Intent to Request Specified Confidential Classification."

Date Provided: February 10, 1993

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 10-26-92  
Item No. 3-031  
Page 1 of 1

**Request:** Provide BAPCO chart of accounts.

**Response:** Attached is the BAPCO chart of accounts dated January 1, 1993.

This material constitutes confidential proprietary business information and is the subject of a "Notice of Intent to Request Specified Confidential Classification."

**Date Provided:** February 10, 1993



**BELLSOUTH ADVERTISING & PUBLISHING**  
**CHART OF ACCOUNTS**  
**JANUARY 1, 1993**

**ASSETS**

**CURRENT ASSETS**

<b>11100</b>	<b>CASH AND TEMPORARY CASH INVESTMENTS</b>
11110	WORKING FUND ADVANCE ACCOUNTS
11120	CASH IN BANK - C&S
11121	CASH IN BANK - BANKSOUTH
11130	TEMPORARY CASH INVESTMENTS
11140	ADVANCES TO EMPLOYEES - AMEX
11150	ADVANCES TO EMPLOYEES - BAPCO
<b>11200</b>	<b>ACCOUNTS RECEIVABLE-TRADE</b>
11210	INDEPENDENT TELEPHONE COMPANY ACCOUNTS RECEIVABLE
11215	NYPS ACCOUNTS RECEIVABLE
11220	UNAPPLIED PAYMENTS (CR)
11230	CUSTOMER ADVANCE BILLINGS
11250	ALLOWANCE FOR UNCOLLECTIBLES-TRADITIONAL (CR)
11252	ALLOWANCE FOR ADJUSTMENTS-INDEPENDENT DIR (CR)
11253	ALLOWANCE FOR UNCOLLECTIBLES-OTHER (CR)
11255	ALLOWANCE FOR UNCOLLECTIBLES-NYPS (CR)
11270	UNBILLED REVENUE
11272	UNBILLED LOCAL SERVICE
11290	ALLOWANCE FOR ADJUSTMENTS-TRADITIONAL (CR)
11293	ALLOWANCE FOR ADJUSTMENTS-OTHER (CR)
<b>11300</b>	<b>OTHER ACCOUNTS RECEIVABLE</b>
11320	LOANS TO EMPLOYEES
11350	MISCELLANEOUS ACCOUNTS RECEIVABLE
<b>11400</b>	<b>ACCOUNTS RECEIVABLE-AFFILIATES</b>
11401	BELLSOUTH CORPORATION
11404	BELLSOUTH MOBILITY
11410	BELLSOUTH TELECOMMUNICATIONS - PUB FEE
11416	SUNLINK
11418	BELLSOUTH TELECOMMUNICATIONS, INC. - OTHER
11419	BELLSOUTH ENTERPRISES
11422	TECHSOUTH
11426	BELLSOUTH INFORMATION SYSTEMS, INC.
11428	STEVENS GRAPHICS
11431	L. M. BERRY
11450	OTHER AFFILIATES

**PROPRIETARY**

PROPERTY OF BELLSOUTH ENTERPRISE  
CONFIDENTIAL AND PROPRIETARY  
SUBJECT TO PROTECTIVE AGREEMENT  
DO NOT COPY

**BELLSOUTH ADVERTISING & PUBLISHING**  
**CHART OF ACCOUNTS**  
**JANUARY 1, 1993**

11500		<b>INTEREST AND DIVIDENDS RECEIVABLE</b>
	11510	INTEREST RECEIVABLE
	11559	DIVIDENDS RECEIVABLE
11700		<b>PREPAID EXPENSES</b>
	11710	PREPAID RENTS
	11720	PREPAID SALES AND USE TAX
	11740	PREPAID INSURANCE
	11790	PREPAID OTHER
11800		<b>NOTES RECEIVABLE</b>
	11810	NOTES RECEIVABLE-AFFILIATES
	11850	NOTES RECEIVABLE-TRADE
11900		<b>DEFERRED CHARGES AND OTHER CURRENT ASSETS</b>
	11910	DEFERRED CHARGES-OTHER
	11950	OTHER CURRENT ASSETS
12000		<b>PREPAID PRODUCT COSTS</b>
	12100	PREPAID SALES DEPARTMENT
	12101	PREPAID SALES DEPARTMENT-CLEARANCE
	12180	PREPAID SALES AGENCY EXPENSES
	12181	PREPAID SALES AGENCY EXPENSES-CLEARANCE
	12220	NEW PRODUCT - PREPAID PRODUCT COSTS
	12221	PREPAID NEW PRODUCT COSTS-CLEARANCE
	12300	PREPAID SALES PROMOTION
	12301	PREPAID SALES PROMOTION-CLEARANCE
	12410	PREPAID WHITE PAGES PRODUCTION
	12411	PREPAID WHITE PAGES PRODUCTION-CLEARANCE
	12430	PREPAID YELLOW PAGES PRODUCTION
	12431	PREPAID YELLOW PAGES PRODUCTION-CLEARANCE
	12510	PREPAID WHITE PAGES MANUFACTURING
	12511	PREPAID WHITE PAGES MANUFACTURING-CLEARANCE
	12520	PREPAID YELLOW PAGES MANUFACTURING
	12521	PREPAID YELLOW PAGES MANUFACTURING-CLEARANCE
	12540	PREPAID CUSTOMER GUIDE PAGES MANUFACTURING
	12541	PREPAID CUSTOMER GUIDE PAGES MANUFACTURING-CLEARANCE
	12600	PREPAID DIRECTORY DELIVERY
	12601	PREPAID DIRECTORY DELIVERY-CLEARANCE
	12700	PREPAID INDEPENDENT COMPANY DIRECTORY
	12701	PREPAID INDEPENDENT COMPANY DIRECTORY-CLEARANCE
	12800	PREPAID OFFICE FACILITIES
	12801	PREPAID OFFICE FACILITIES-CLEARANCE
	12900	PREPAID PRODUCT SUPPORT SERVICES
	12901	PREPAID PRODUCT SUPPORT SERVICES-CLEARANCE

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**BELLSOUTH ADVERTISING & PUBLISHING**  
**CHART OF ACCOUNTS**  
**JANUARY 1, 1993**

**LONG TERM ASSETS**

<b>13000</b>	<b>INVESTMENTS</b>
	13090 INVESTMENTS-OTHER
<b>15000</b>	<b>PROPERTY, PLANT AND EQUIPMENT</b>
	15005 LAND
	15008 BUILDINGS
	15010 LEASEHOLD IMPROVEMENTS
	15020 OFFICE FURNITURE AND EQUIPMENT
	15022 ARTWORK
	15025 DATA PROCESSING EQUIPMENT
	15040 COMMUNICATIONS EQUIPMENT
	15045 CAPITALIZED LEASES
	15049 OTHER EQUIPMENT
	15058 ACCUMULATED DEPRECIATION-BUILDINGS
	15060 ACCUMULATED AMORTIZATION-LEASEHOLD IMPROVEMENTS
	15070 ACCUMULATED DEPRECIATION-OFFICE FURNITURE AND EQUIPMENT
	15075 ACCUMULATED DEPRECIATION-DATA PROCESSING EQUIPMENT
	15090 ACCUMULATED DEPRECIATION-COMMUNICATIONS EQUIPMENT
	15095 ACCUMULATED AMORTIZATION-CAPITALIZED LEASES
	15099 ACCUMULATED DEPRECIATION-OTHER EQUIPMENT
<b>16000</b>	<b>NOTES RECEIVABLE</b>
	16010 NOTES RECEIVABLE-AFFILIATES
	16050 NOTES RECEIVABLE--TRADE
<b>18000</b>	<b>OTHER NON-CURRENT ASSETS</b>
	18010 PREPAID PENSION ASSET
	18020 OTHER NONCURRENT ASSETS
	18030 CASH SURRENDER VALUE

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**BELLSOUTH ADVERTISING & PUBLISHING**  
**CHART OF ACCOUNTS**  
**JANUARY 1, 1993**

**LIABILITIES**

**CURRENT LIABILITIES**

<b>21100</b>	<b>ACCOUNTS PAYABLE-AFFILIATES</b>
21101	BELLSOUTH CORPORATION
21104	BELLSOUTH MOBILITY
21111	BELLSOUTH TELECOMMUNICATIONS - PUB FEE
21116	SUNLINK
21118	BELLSOUTH TELECOMMUNICATIONS, INC. - OTHER
21119	BELLSOUTH ENTERPRISES
21122	TECHSOUTH
21130	STEVENS GRAPHICS
21131	L. M. BERRY
21133	BELLSOUTH INFORMATION SYSTEMS, INC.
21150	OTHER AFFILIATES
21190	CHECKS IN TRANSIT
<b>21200</b>	<b>ACCOUNTS PAYABLE-OTHER</b>
21210	ACCOUNTS PAYABLE-TRADE
21211	ACCOUNTS PAYABLE-OTHER
21212	ACCOUNTS PAYABLE-NYPS
21217	ACCOUNTS PAYABLE-OUTSTANDING CHECKS-ESCHEAT LIAB.
21218	ACCOUNTS PAYABLE-OUTSTANDING CHECKS-PAYROLL
21219	ACCOUNTS PAYABLE-OUTSTANDING CHECKS-VOUCHERS
21220	ACCRUED EXPENSE-CORPORATE CHARGE CARDS
21222	ADVANCE CLEARINGS
21230	ACCRUED SALARIES AND WAGES
21235	ACCRUED EXPENSE - INDEPENDENT DIRECTORY PUB FEES
21239	ACCRUED EXPENSE-OTHER
21240	BELLSOUTH MGMT SAVINGS PLAN-COMPANY CONTRIBUTIONS
21242	BELLSOUTH NON-MGMT SAVINGS PLAN-COMPANY CONTRIBUTIONS
21244	ACCRUED SERVICE PENSIONS AND DEATH BENEFITS
21245	ACCRUED MTIA AND TIA
21246	COMPENSATED ABSENCE ACCRUAL
21247	ACCRUED TIA
21248	ACCRUED INTEREST
21290	IRS REQUIRED VENDOR WITHHOLDING
<b>21300</b>	<b>DEFERRED CREDITS</b>
21310	DEFERRED REVENUE-ISSUE BILLING-TRADITIONAL
21312	DEFERRED REVENUE-REALTALK & RECIPROCAL
21315	DEFERRED REVENUE-NYPS
21316	DEFERRED UNCOLLECTIBLE WRITE-OFF - NYPS
21320	DEFERRED REVENUE-MONTHLY BILLING-TRADITIONAL
21322	DEFERRED REVENUE-INDEPENDENTS
21330	ADVANCE PAYMENTS-DIRECTORY
21340	ADVANCE PAYMENTS-OTHER

**PROPRIETARY**

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**BELLSOUTH ADVERTISING & PUBLISHING**  
**CHART OF ACCOUNTS**  
**JANUARY 1, 1993**

21400	<b>ACCRUED TAXES OTHER THAN INCOME TAXES</b>
21401	PROPERTY TAX
21404	FICA-EMPLOYER PORTION
21407	FEDERAL UNEMPLOYMENT INSURANCE
21410	STATE UNEMPLOYMENT INSURANCE
21417	SALES AND USE TAX
21418	SALES AND USE TAX PAYABLE-FLORIDA-ADVERTISING
21450	OTHER TAX
21500	<b>EMPLOYEE WITHHOLDINGS</b>
21501	PAYROLL DEDUCTION-FEDERAL INCOME TAX
21502	PAYROLL DEDUCTION-FICA
21503	PAYROLL DEDUCTION-UNION DUES
21504	PAYROLL DEDUCTION-INSURANCE PREMIUMS
21505	PAYROLL DEDUCTION-GROUP LIFE & AD&D INSURANCE
21506	PAYROLL DEDUCTION-EMPLOYEE CREDIT UNION
21507	PAYROLL DEDUCTION-MEDICAL/DENTAL/VISION COVERAGE
21508	PAYROLL DEDUCTION-CITY LICENSE FEES
21509	PAYROLL DEDUCTION-EMPLOYEE CHARITABLE CONTRIBUTIONS
21510	PAYROLL DEDUCTION-U.S. SAVINGS BOND PLAN
21511	PAYROLL DEDUCTION-STATE UNEMPLOYMENT
21512	PAYROLL DEDUCTION-GARNISHMENTS
21513	✓ PAYROLL DEDUCTION-BAPCO PAC (MANAGEMENT)
21514	PAYROLL DEDUCTION-LABOR ORG. PAC (NONMANAGEMENT)
21515	PAYROLL DEDUCTION-BELLSOUTH MANAGEMENT SAVINGS PLAN-BEFORE TAX
21517	PAYROLL DEDUCTION-BELLSOUTH MANAGEMENT SAVINGS PLAN-AFTER TAX
21518	PAYROLL DEDUCTION BELLSOUTH-NON-MANAGEMENT SAVINGS PLAN
21519	PAYROLL DEDUCTION-FAMILY/HEALTH CARE REIMBURSEMENT
21520	PAYROLL DEDUCTION-GA. INCOME TAX
21521	PAYROLL DEDUCTION-S.C. INCOME TAX
21522	PAYROLL DEDUCTION-N.C. INCOME TAX
21523	PAYROLL DEDUCTION-ALA. INCOME TAX
21524	PAYROLL DEDUCTION-MISS. INCOME TAX
21525	PAYROLL DEDUCTION-LA. INCOME TAX
21527	PAYROLL DEDUCTION-KY. INCOME TAX
21540	ADVANTAGE LIFE INSURANCE
21542	PAYROLL DEDUCTION-PIIONEER DUES
21543	PAYROLL DEDUCTION-STAP
21544	PAYROLL DEDUCTION-LONG TERM CARE INSURANCE PLAN
21545	PAYROLL DEDUCTION-KEY MANAGER SPLIT DOLLAR LIFE INSURANCE
21546	PAYROLL DEDUCTION—LONG TERM DISABILITY DEDUCTION
21547	PAYROLL DEDUCTION—FINANCIAL COUNSELING
21550	PAYROLL DEDUCTION-OTHER
21600	<b>INCOME TAXES</b>
21601	FEDERAL INCOME TAXES PAYABLE-CURRENT
21603	ACCUMULATED DEFERRED FEDERAL INCOME TAXES-CURRENT
21650	STATE AND LOCAL INCOME TAXES PAYABLE-CURRENT
21653	ACCUMULATED DEFERRED STATE INCOME TAXES-CURRENT

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21700            21710 DIVIDENDS PAYABLE

21800            **INTERCOMPANY ADVANCES**  
                 21810        INTERCOMPANY ADVANCES-BELLSOUTH ENTERPRISES  
                 21812        INTERCOMPANY ADVANCES-OTHER

21900            **OTHER CURRENT LIABILITIES**  
                 21910        OBLIGATIONS UNDER CAPITALIZED LEASES-CURRENT  
                 21920        MORTGAGES PAYABLE-CURRENT  
                 21930        NOTES PAYABLE-AMOUNTS DUE TO BANKS-CURRENT  
                 21950        OTHER CURRENT LIABILITIES

**LONG TERM LIABILITIES**

22100            **LONG TERM DEBT**  
                 22110        OBLIGATIONS UNDER CAPITALIZED LEASES-LONG TERM  
                 22120        MORTGAGES PAYABLE-LONG TERM  
                 22130        NOTES PAYABLE-AMOUNTS DUE TO BANKS-LONG TERM  
                 22150        OTHER LONG TERM DEBT

23100            **OTHER LONG TERM LIABILITIES**  
                 23110        UNFUNDED PENSION LIABILITY  
                 23120        SUPPLEMENTAL RETIREMENT PLAN-SERP  
                 23130        DEFERRED COMPENSATION PLAN-NQDCP  
                 23140        DEFERRED COMPENSATION PLAN-NQDIP  
                 23190        OTHER LONG-TERM LIABILITIES

26100            **DEFERRED CREDITS**  
                 26110        UNAMORTIZED INVESTMENT CREDITS

**ACCUMULATED DEFERRED INCOME TAXES**  
                 26115        ACCELERATED TAX DEP.-FED. INCOME TAX  
                 26125        ACCELERATED TAX DEP.-STATE INCOME TAX  
                 26140        DEFERRED FEDERAL INCOME TAX-NON-CURRENT  
                 26150        DEFERRED STATE AND LOCAL INCOME TAX-NON-CURRENT

27100            27110 MINORITY INTEREST LIABILITY

**STOCKHOLDERS' EQUITY**

31000            31010 COMMON STOCK

34000            34010 ADDITIONAL PAID IN CAPITAL

35000            35010 RETAINED EARNINGS  
                 35020 DIVIDENDS DECLARED                    PROPERTY OF BELLSOUTH ENTERPRISES

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**REVENUES**

41100                    **DIRECTORY ADVERTISING AND SALES**  
    41110                LOCAL WHITE PAGES ADVERTISING  
    41120                LOCAL YELLOW PAGES ADVERTISING  
    41130                NYPS ADVERTISING  
    41135                NONTRADITIONAL ADVERTISING PRODUCTS  
    41138                INDEPENDENT TELEPHONE COMPANY REVENUES  
    41144                RECIPROCAL AGREEMENT COMMISSIONS  
    41190                OTHER DIRECTORY REVENUE

41300                    **OTHER OPERATING REVENUE**  
    41310                OPERATOR SERVICES-INTERCOMPANY  
    41320                CUSTOM WORK AND SERVICES  
    41370                SALE OF DIRECTORIES  
    41380                INTEREST INCOME FROM RECEIVABLES  
    41390                MISCELLANEOUS OPERATING REVENUE

41600                    **BAD DEBT EXPENSE (DR)**  
    41610                TRADITIONAL DIRECTORIES  
    41620                NATIONAL PRODUCTS  
    41640                NYPS  
    41650                OTHER

41800                    41810                PUBLISHING FEES (DR)

41900                    **ADJUSTMENT EXPENSE (DR)**  
    41950                OTHER

*new product  
delivered more*

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**PRODUCT EXPENDITURES**

51000

**LOCAL SALES**

6.37.140

51110 PREMISE SALESPERSON SALARIES  
51111 PREMISE SALESPERSON COMMISSIONS  
51112 PREMISE SALESPERSON AVERAGE PAY  
51150 PREMISE SALES-CLERICAL WAGES  
51160 PREMISE SALES-SUPERVISION SALARIES  
51175 PREMISE SALES-INCENTIVE AND MOTIVATION  
51180 PREMISE SALES-TRAVEL EXPENSE  
51181 PREMISE SALES-EMPLOYEE MEALS & ENTERTAINMENT  
51182 PREMISE SALES-MOTOR VEHICLE EXPENSE  
51190 PREMISE SALES-OTHER EXPENSES  
  
51210 TELEPHONE SALES-SALESPERSON SALARIES  
51211 TELEPHONE SALES-SALESPERSON COMMISSIONS  
51250 TELEPHONE SALES-CLERICAL WAGES  
51260 TELEPHONE SALES-SUPERVISION SALARIES  
51275 TELEPHONE SALES-INCENTIVES AND MOTIVATION  
51281 TELEPHONE SALES-EMPLOYEE MEALS & ENTERTAINMENT  
51290 TELEPHONE SALES-OTHER EXPENSES  
51295 TELEPHONE SALES-DIRECT MAIL MARKETING  
  
51710 CUSTOMER SERVICE-SALESPERSON SALARIES  
51750 CUSTOMER SERVICE-CLERICAL WAGES  
51760 CUSTOMER SERVICE-SUPERVISION SALARIES  
51781 CUSTOMER SERVICE-EMPLOYEE MEALS & ENTERTAINMENT  
51790 CUSTOMER SERVICE-OTHER EXPENSES  
51898 SALES DEPARTMENT - TRANSFER  
  
51950 SALES AGENCY COORDINATION-NON-MANAGEMENT WAGES  
51960 SALES AGENCY COORDINATION-MANAGEMENT SALARIES  
51970 SALES AGENCY COMMISSIONS *L.m. 6/2/91*  
51975 SALES AGENCY-INCENTIVES AND AWARDS  
51980 SALES AGENCY COORDINATION-TRAVEL EXPENSE  
51981 SALES AGENCY COORDINATION-EMPLOYEE MEALS &  
ENTERTAINMENT  
51990 SALES AGENCY COORDINATION-OTHER EXPENSE  
51998 SALES AGENCY-TRANSFER

79,457.15

79,457.15

52000

**NEW PRODUCT COSTS**

52150 NEW PRODUCT COSTS - CLERICAL WAGES  
52160 NEW PRODUCT COSTS - MANAGEMENT SALARIES  
52170 NEW PRODUCT COSTS - PRODUCT COSTS  
52180 NEW PRODUCT COSTS - TRAVEL  
52181 NEW PRODUCT COSTS - EMPLOYEE MEALS AND ENTERTAINMENT  
52184 NEW PRODUCT COSTS - SALES EXPENSES  
52190 NEW PRODUCT COSTS - OTHER  
52198 NEW PRODUCT COSTS - TRANSFER

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53000

**SALES PROMOTION**

53150 SALES PROMOTION-NON MANAGEMENT WAGES  
53160 SALES PROMOTION-MANAGEMENT SALARIES  
53200 SALES PROMOTION-CUSTOMER APPRECIATION COSTS  
53300 SPECULATIVE COPY  
53500 PROMOTIONAL VISUALS  
53600 DIRECT MAIL PROMOTION  
53981 SALES PROMOTION-EMPLOYEE MEALS AND ENTERTAINMENT  
53990 SALES PROMOTION-OTHER EXPENSES  
53998 SALES PROMOTION-TRANSFER

54000

**DIRECTORY PRODUCTION**

54150 WHITE PAGES PRODUCTION-CLERICAL WAGES  
54160 WHITE PAGES PRODUCTION-SUPERVISION SALARIES  
54181 WHITE PAGES PRODUCTION-EMPLOYEE MEALS & ENTERTAINMENT  
54185 WHITE PAGES PRODUCTION-DATA PROCESSING EXPENSES  
54190 WHITE PAGES PRODUCTION-OTHER EXPENSES  
54197 WHITE PAGES PRODUCTION-BILLED TO OTHERS  
54198 WHITE PAGES PRODUCTION-TRANSFER

54330 YELLOW PAGES PRODUCTION-FINISHED ARTWORK SALARIES  
54350 YELLOW PAGES PRODUCTION-CLERICAL WAGES  
54360 YELLOW PAGES PRODUCTION-SUPERVISION SALARIES  
54381 YELLOW PAGES PRODUCTION-EMPLOYEE MEALS & ENTERTAINMEN  
54385 YELLOW PAGES PRODUCTION-DATA PROCESSING EXPENSES  
54390 YELLOW PAGES PRODUCTION-OTHER EXPENSES  
54397 YELLOW PAGES PRODUCTION-BILLED TO OTHERS  
54398 YELLOW PAGES PRODUCTION-TRANSFER

55000

**DIRECTORY MANUFACTURING EXPENSES**

55124 WHITE PAGES-PHOTOCOMPOSITION EXPENSES  
55127 WHITE PAGES-PAPER EXPENSES-COVER AND TEXT  
55128 WHITE PAGES-MANUFACTURING EXPENSES  
55129 WHITE PAGES-TRANSPORTATION EXPENSES  
55198 WHITE PAGES MANUFACTURING-TRANSFER

55224 YELLOW PAGES-PHOTOCOMPOSITION EXPENSES  
55227 YELLOW PAGES-PAPER EXPENSES-COVER AND TEXT  
55228 YELLOW PAGES-MANUFACTURING EXPENSES  
55229 YELLOW PAGES-TRANSPORTATION EXPENSES  
55250 DIRECTORY MANUFACTURING-BILLED TO OTHERS  
55298 YELLOW PAGES MANUFACTURING-TRANSFER

55427 CUSTOMER GUIDE PAGES-PAPER EXPENSES  
55428 CUSTOMER GUIDE PAGES-MANUFACTURING EXPENSES  
55498 CUSTOMER GUIDE PAGES MANUFACTURING-TRANSFER

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56000

**DELIVERY EXPENSE**

56150 DELIVERY-CLERICAL WAGES  
56160 DELIVERY-SUPERVISION SALARIES  
56180 DELIVERY-TRAVEL EXPENSE  
56181 DELIVERY-EMPLOYEE MEALS & ENTERTAINMENT  
56185 DELIVERY-DATA PROCESSING EXPENSES  
56190 DELIVERY-OTHER EXPENSES  
  
56297 DELIVERY EXPENSE BILLED TO OTHERS  
  
56370 INITIAL DELIVERY  
56372 INTERIM DELIVERY/WAREHOUSE EXPENSES  
56398 DIRECTORY DELIVERY-TRANSFER

59000

**PRODUCT SUPPORT SERVICES**

59150 NON-SALES TRAINING-NON MANAGEMENT WAGES  
59160 NON-SALES TRAINING-MANAGEMENT SALARIES  
59181 NON-SALES TRAINING-EMPLOYEE MEALS & ENTERTAINMENT  
59190 NON-SALES TRAINING-OTHER EXPENSES  
  
59250 SALES TRAINING-NON-MANAGEMENT WAGES  
59260 SALES TRAINING-MANAGEMENT SALARIES  
59280 SALES TRAINING-TRAVEL EXPENSES  
59281 SALES TRAINING-EMPLOYEE MEALS & ENTERTAINMENT  
59290 SALES TRAINING-OTHER EXPENSES  
  
59360 ASSESSMENT-MANAGEMENT SALARIES  
59381 ASSESSMENT-EMPLOYEE MEALS AND ENTERTAINMENT  
59390 ASSESSMENT-OTHER EXPENSES  
  
59450 PRODUCT SUPPORT SERVICES-CLERICAL WAGES  
59460 PRODUCT SUPPORT SERVICES-MANAGEMENT SALARIES  
59480 PRODUCT SUPPORT SERVICES-TRAVEL  
59481 PRODUCT SUPPORT-EMPLOYEE MEALS & ENTERTAINMENT  
59490 PRODUCT SUPPORT SERVICES-OTHER EXPENSES  
  
59710 PUBLICITY-TELEVISION  
59720 PUBLICITY-RADIO  
59730 PUBLICITY-NEWSPAPER  
59740 PUBLICITY-OTHER MEDIA  
  
59998 PRODUCT SUPPORT SERVICES-TRANSFER

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**BELLSOUTH ADVERTISING & PUBLISHING  
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**PRODUCT EXPENDITURE CLEARANCE EXPENSES**

<b>61000</b>	<b>PRODUCT COST CLEARANCES</b>	
61100	PREPAID SALES DEPARTMENT EXPENSES	65,511,067
61180	PREPAID SALES AGENCY EXPENSES	75,357,775
61220	PREPAID PRODUCT COSTS - NEW PRODUCTS	1,673,018
61300	PREPAID SALES PROMOTION EXPENSES	3,453,761
61410	PREPAID WHITE PAGES PRODUCTION EXPENSES	8,377,685
61430	PREPAID YELLOW PAGES PRODUCTION EXPENSES	41,816,326
		<u>30,192,011</u>
61510	PREPAID WHITE PAGES MANUFACTURING EXPENSES	49,805,366
61520	PREPAID YELLOW PAGES MANUFACTURING EXPENSES	83,279,264
61540	PREPAID CUSTOMER GUIDE PAGES MANUFACTURING EXPENSES	2,997,582
		<u>136,084,630</u>
61600	PREPAID DIRECTORY DELIVERY EXPENSES	23,254,40
61700	PREPAID INDEPENDENT COMPANY DIRECTORY EXPENSES	707,25
61900	PREPAID PRODUCT SUPPORT SERVICES EXPENSES	30,200,52

*5/21/93*

*WHITE PAGES = 58,183,051*  
*YELLOW PAGES = 125,245,590*  
*TOTAL = 183,428,641*

*WHITE* 49,805,366 37.4  
*YELLOW* 83,279,264  
133,084,630

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**ADMINISTRATIVE EXPENSES (NON PRODUCT RELATED)**

62100           **SALARIES AND WAGES**  
          62152       CLERICAL WAGES  
          62162       MANAGEMENT SALARIES

62200           **EMPLOYEE BENEFITS**  
          62201       MANAGEMENT SERVICE PENSION PLAN  
          62203       NON-MANAGEMENT SERVICE PENSION PLAN  
          62205       COMPANY CONTRIBUTIONS-BELLSOUTH MANAGEMENT  
                      SAVINGS PLAN  
          62207       COMPANY CONTRIBUTIONS-BELLSOUTH NON-MANAGEMENT  
                      SAVINGS PLAN  
          62209       TRUSTEE'S FEES-BELLSOUTH MANAGEMENT SAVINGS PLAN  
          62211       TRUSTEE'S FEES-BELLSOUTH NON-MANAGEMENT SAVINGS  
                      PLAN  
          62212       BELLSOUTH VOLUNTARY CONTRIBUTION PLAN  
          62213       INSURANCE-GROUP LIFE  
          62215       INSURANCE-MEDICAL  
          62217       INSURANCE-DENTAL  
          62219       INSURANCE-VISION CARE  
          62221       INSURANCE-OTHER  
          62222       INCREASE IN CASH SURRENDER VALUE  
          62223       DISABILITY-ON DUTY ACCIDENT-PAYMENT UNDER LAW  
          62225       DISABILITY-ON DUTY ACCIDENT-PAYMENTS UNDER SADBP  
          62227       DISABILITY-OFF DUTY ACCIDENT-SADBP  
          62229       DISABILITY-OTHER SICKNESS-SADBP  
          62231       DISABILITY-ANTICIPATED DISABILITY-SADBP  
          62233       DISABILITY-OTHER SICKNESS-PAYMENTS UNDER LAW  
          62237       DEATH BENEFITS-ON DUTY  
          62239       DEATH BENEFITS-OFF DUTY  
          62250       EMPLOYEE TELEPHONE CONCESSIONS  
          62260       FLEXIBLE BENEFITS CREDIT SPECIAL PAY  
          62290       OTHER EMPLOYEE BENEFITS

62300           **BUSINESS TRAVEL AND EXPENSE**  
          62310       PERSONAL MILEAGE EXPENSE  
          62340       EMPLOYEE MEALS AND ENTERTAINMENT  
          62390       OTHER TRAVEL AND BUSINESS EXPENSE

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62400           OFFICE EXPENSES  
62401           OFFICE RENT  
62402           OFFICE UTILITIES  
62403           OFFICE FACILITY MAINTENANCE  
62404           COMMUNICATIONS EXPENSE-LOCAL SERVICE  
62405           COMMUNICATIONS EXPENSE-LONG DISTANCE  
62406           COMMUNICATIONS EXPENSE-OTHER  
62415           OFFICE MACHINE LEASE, REPAIRS AND MAINTENANCE EXPENSE  
62420           OFFICE SUPPLIES  
62430           EQUIPMENT AND FURNITURE PURCHASES UNDER \$500  
62440           COURIER SERVICES (UPS, FEDERAL EXPRESS)  
62490           OTHER OFFICE EXPENSES

62500           PROFESSIONAL AND CONSULTANT FEES  
62510           ACCOUNTING/AUDIT FEES  
62520           LEGAL FEES  
62530           MARKET RESEARCH FEES  
62540           COLLECTION AGENCY FEES  
62545           OTHER PROFESSIONAL AND CONSULTANT FEES

62560           PUBLIC RELATIONS  
62560           EMPLOYEE INFORMATION  
62561           PUBLIC RELATIONS

62600           SERVICE CONTRACTS EXPENSE  
62650           INTERCOMPANY CHARGES-ACCOUNTING  
62655           INTERCOMPANY CHARGES-TREASURY  
62660           INTERCOMPANY CHARGES-LEGAL  
62665           INTERCOMPANY CHARGES-CORPORATE INFORMATION  
62675           INTERCOMPANY CHARGES-PERSONNEL  
62680           INTERCOMPANY CHARGES-EXECUTIVE  
62690           INTERCOMPANY CHARGES-MISCELLANEOUS

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**JANUARY 1, 1993**

**62800 OTHER GENERAL AND ADMINISTRATIVE EXPENSE**

**62820 NEW PRODUCT DEVELOPMENT COSTS**

62821 NEW PRODUCT DEVELOPMENT - SALES EXPENSES  
62822 NEW PRODUCT DEVELOPMENT - COMMISSION EXPENSES  
62823 NEW PRODUCT DEVELOPMENT - ADVERTISING  
62824 NEW PRODUCT DEVELOPMENT - MANUFACTURING/PRODUCTION  
62825 NEW PRODUCT DEVELOPMENT - TRANSMISSION EXPENSE  
62826 NEW PRODUCT DEVELOPMENT - POSTAGE/DELIVERY EXPENSE  
62827 NEW PRODUCT DEVELOPMENT - MISCELLANEOUS

62830 LICENSE FEES  
62831 PROPERTY TAX  
62833 FICA TAX-EMPLOYER PORTION  
62835 FEDERAL UNEMPLOYMENT TAX  
62837 STATE UNEMPLOYMENT TAX  
62839 MISCELLANEOUS TAXES OTHER THAN INCOME TAX  
62840 INSURANCE  
62850 CHARITABLE CONTRIBUTIONS  
62890 OTHER GENERAL AND ADMINISTRATIVE EXPENSE  
62899 GENERAL AND ADMINISTRATIVE EXPENSE BILLED  
TO OTHERS (CR)

**63000**

**DEPRECIATION AND AMORTIZATION**

63008 DEPRECIATION-BUILDINGS  
63010 AMORTIZATION-LEASEHOLD IMPROVEMENTS  
63020 DEPRECIATION-OFFICE FURNITURE AND EQUIPMENT  
63025 DEPRECIATION-DATA PROCESSING EQUIPMENT  
63040 DEPRECIATION-COMMUNICATION EQUIPMENT  
63045 AMORTIZATION-CAPITALIZED LEASES  
63049 DEPRECIATION-OTHER EQUIPMENT

**69000**

**OTHER INCOME AND EXPENSE**

69010 INTEREST INCOME--NON-OPERATIONAL  
69020 DIVIDEND INCOME  
69040 RENTAL INCOME  
69050 GAIN/LOSS ON DISPOSITION OF ASSETS  
69080 SALES TAX COMMISSION REVENUE  
69090 MISCELLANEOUS OTHER INCOME  
  
69110 INTEREST EXPENSE-NOT RELATED TO CAPITAL  
69120 INTEREST EXPENSE-RELATED TO CAPITAL  
69130 CASH DISCOUNTS LOST/LATE CHARGES  
69140 CASH TOLERANCE REVENUE/(EXPENSE)  
69190 MISCELLANEOUS OTHER EXPENSE

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69900

INCOME TAXES

69910 FEDERAL INCOME TAXES-CURRENT  
69920 FEDERAL INCOME TAXES-DEFERRED  
69950 STATE AND LOCAL TAXES-CURRENT  
69960 STATE AND LOCAL INCOME TAXES-DEFERRED

69980

EXTRAORDINARY ITEMS

69982 DISCONTINUED OPERATIONS  
69984 EXTRAORDINARY ITEM  
69986 INCOME TAX EFFECT OF EXTRAORDINARY ITEM

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**PROPRIETARY**

93 JUL 15 11 18 AM '93  
FINANCIAL INSTITUTION

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 4-9-93  
Amended Response to  
Item No. 3-037.0  
Page 1 of 1

Request: Provide a list of all product and service development projects and network enhancement projects undertaken each year 1990 to present by BAPCO.

Response: In its response dated April 16, 1993 the Company stated that it would provide a response or a status report on June 4, 1993. Following is the response:

Listed below are the products and services development projects and network enhancement projects undertaken each year from 1990 to present by BAPCO.

<u>PROJECT</u>	<u>YEAR STARTED</u>
* [REDACTED]	1990
* [REDACTED]	1991
* [REDACTED]	1991
* [REDACTED]	1991
* [REDACTED]	1991
* [REDACTED]	1991
* [REDACTED]	1993

69-2  
102  
# 41

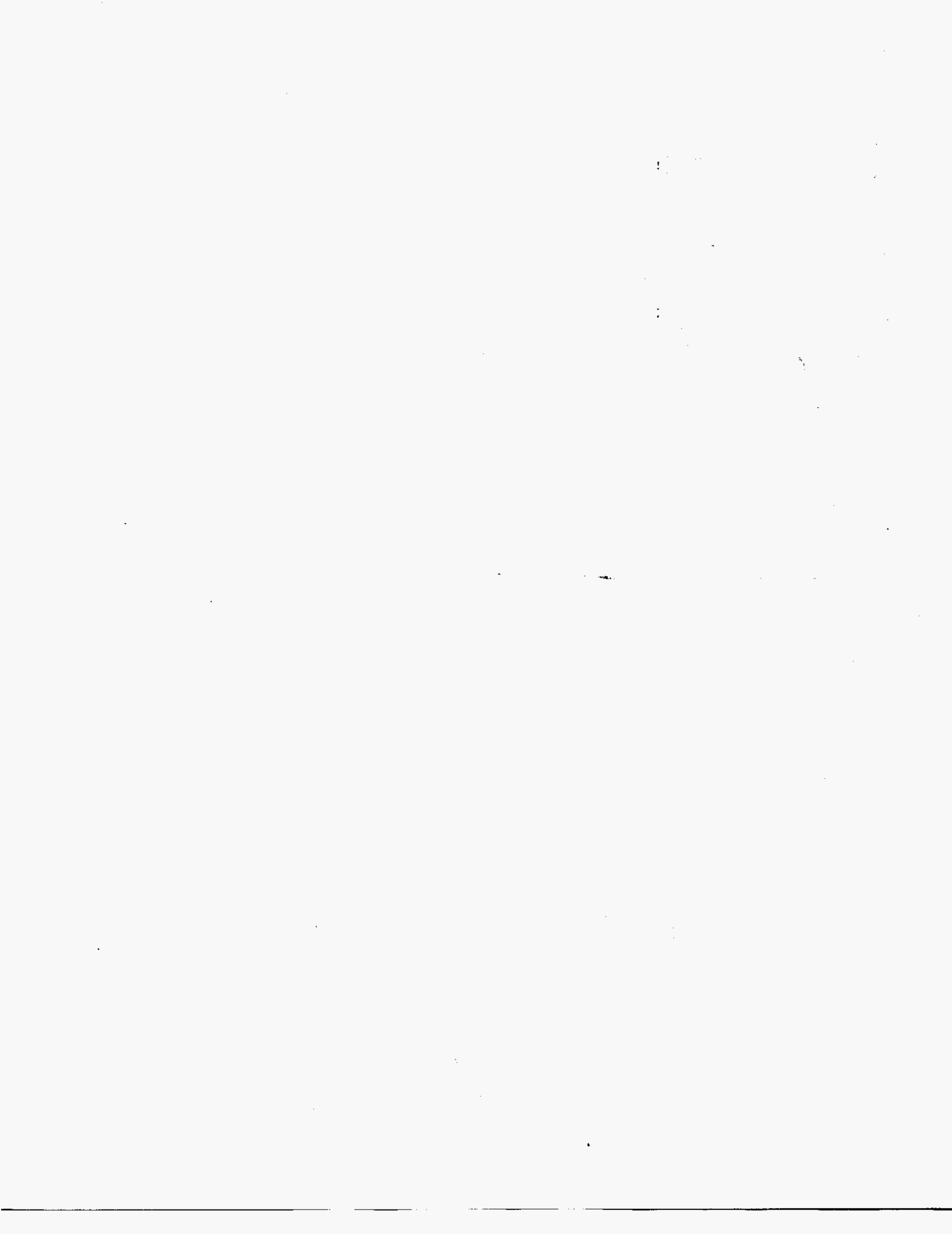
This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

\* W/CC NOT (RE-CLASSIFIED) APRIL 16, 1993 3-040

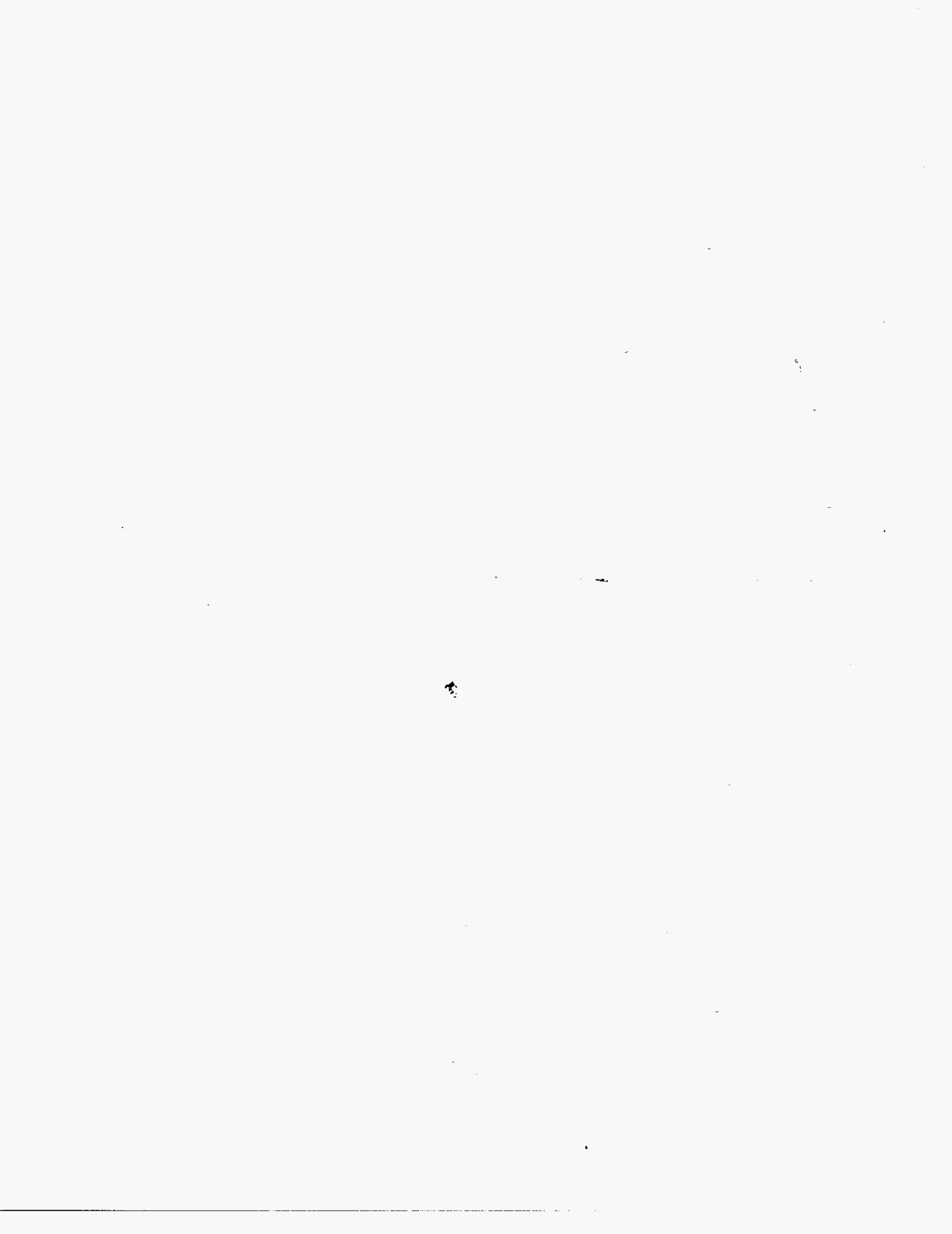
**PROPRIETARY**

Date Provided: June 4, 1993



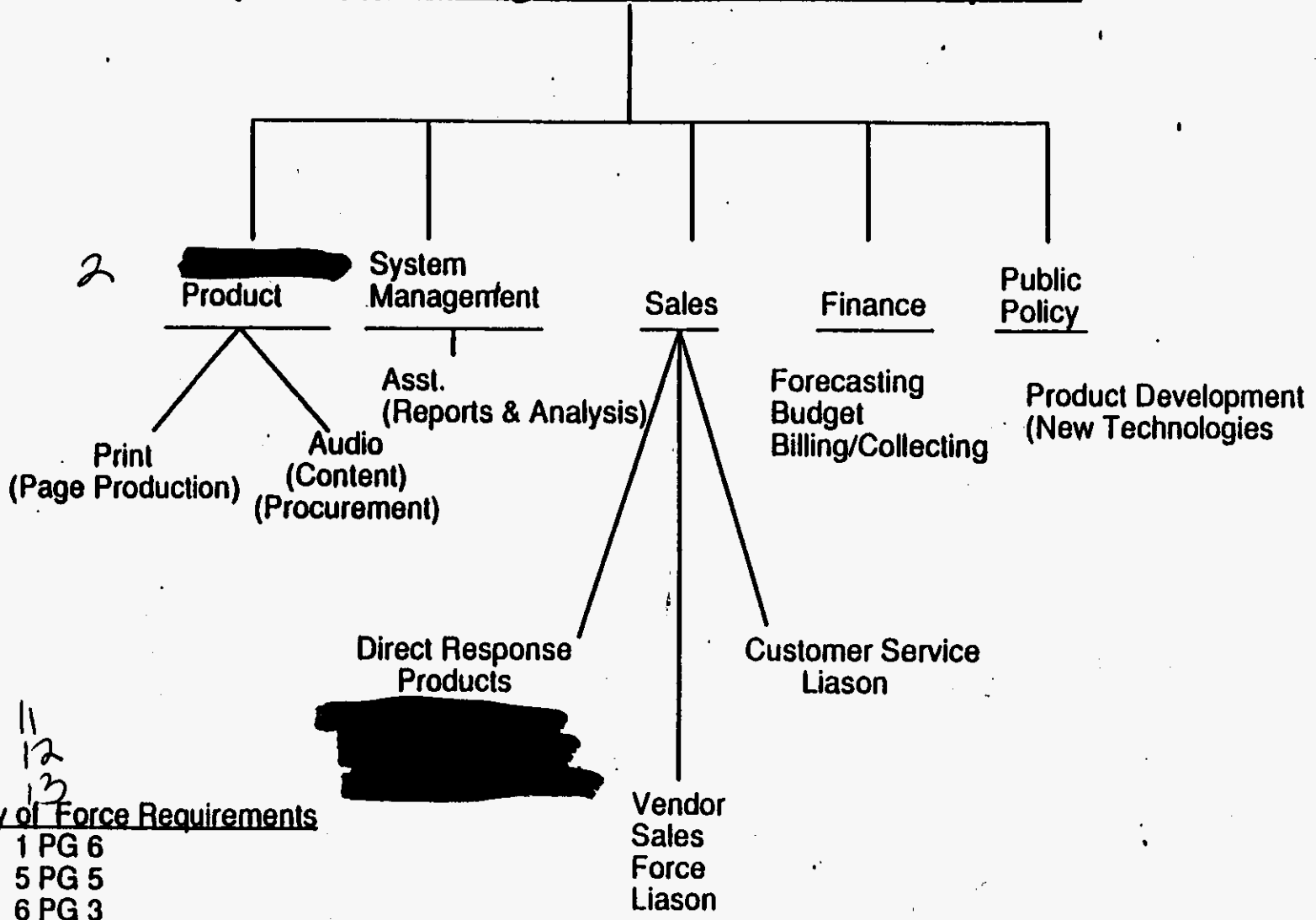






**PROPRIETARY**

# Operations Manager - New Product Development



2

11  
12  
13

## Summary of Force Requirements

- 1 PG 6
- 5 PG 5
- 6 PG 3
- 5 WS 10
- 17 Total Force

Exp...

Strategy

Time

Product

[REDACTED]

[REDACTED]

[REDACTED]

8/23/06

288

Expense

Strategy

Time

Product

[REDACTED]

[REDACTED]

[REDACTED]

7/8/06

Addendum 1

2 The total annual expense for district is as follows:

12 Salaries: [REDACTED] (This includes incremental taxes, pension/benefit and bonus expense to BAPCO).

14 Rent: [REDACTED] per person  
15 [REDACTED] X 17 = \$68,000.

16 Total Expense = [REDACTED]

**PROPRIETARY**

A

B

C

Product Time Strategy Expense

Expense

Product Time Strategy Expense

Product Time Strategy Expense

**PROPRIETARY**

Product      Time      Post-Relief      Chronology      Expense

A      B      C

Product

Time

Post-Relief  
Strategy

Chronology

Expense

Product      Time      Strategy      Expense

Strategy

Time

Product

Expense

Product      Time      Strategy      Expense

Strategy

Time

Product

Expense

**PROPRIETARY**

Modification of Final Judgment:

- Current Status
- Post Relief Strategies

Current Products

[REDACTED]

PROPRIETARY INFORMATION  
 NOT FOR USE OR DISCLOSURE OUTSIDE  
 BELLSOUTH EXCEPT UNDER WRITTEN  
 AGREEMENT.

MSL  
 A

Current Product Scenario

I. 1. Real Talk™ Section

Post Relief Scenario

I. 1. [REDACTED]

- No change in product description.

PROPRIETARY

2. Target Market

[REDACTED]

2. Target Market

[REDACTED]

3. Sales Channel

3. Sales Channel

I. [REDACTED]



4. National Sales Effort

4. National Sales Effort

A

**PROPRIETARY**

B

5. System Maintenance and Management

6. Billing and Collections

[REDACTED]

7. Marketing

A

5. System Maintenance and Management

6. Billing and Collections

[REDACTED]

7. Marketing

**PROPRIETARY**

B

Post Relief Scenarios

III. 1. Direct Response Audiotext

[REDACTED]

2. Target Market

[REDACTED]

3. Sales Channel

[REDACTED]

A

Current Pr. el Scenarios

III. 1. Direct Response Audiotext

[REDACTED]

2. Target Market

[REDACTED]

3. Sales Channel

[REDACTED]

2. Role of Reseller

[REDACTED]

PROPRIETARY

B

4. System Maintenance and Management

[REDACTED]

5. Billing and Collection

[REDACTED]

6. Marketing

[REDACTED]

A

[REDACTED]

4. System Maintenance and Management

[REDACTED]

5. Billing and Collection

[REDACTED]

6. Marketing

[REDACTED]

**PROPRIETARY**

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 4-9-93  
Amended Response to  
Item No. 3-042.0  
Page 1 of 1

**Request:** Provide a list of responsibility codes with a description of each for BAPCO in effect for 1992.

**Response:** Attached is a list of the BAPCO responsibility codes in effect in 1992.

This material constitutes confidential proprietary business information and will be the subject of a "Notice of Intent to Request Specified Confidential Classification."

**Date Provided: May 25, 1993**

AGE NO. 1  
126/93  
11:38:49

BellSouth Advertising & Publishing Corp.  
Responsibility Code Masterfile

(Produced by M&P)

"GAP" IS  
DIFFERENTIAL  
A USES THE SAME

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D	/	/						ZZZZZZ
D00000	12/01/86	/			PRESIDENT	CORPORATE	BAPCO	ACORPO
D10000	/	/			V P	SALES	GA/NC/SC & CSU	AGNSCO
D12000	01/01/86	01/01/92		D65000	GEN MGR		PREMISE SALES	BAPSF5
D1200F	12/01/85	01/01/92		D6500F	REGN DUMMY	REVENUE	SALES	BAPSF5
D12010	09/01/90	01/01/92			ADM AST		SF-PROD SUP	BAPSF5
D12100	10/01/89	01/01/92		D65200	SEG MGR		GROUP S-SEP	BAPSF5
D12101	10/01/89	01/01/92		D65201	ADM AST		ADMINS-SF	BAPSF5
D121A0	10/01/89	01/01/92		D65210	AST STF MGR		SF-ADMIN	BAPSF5
D121B0	12/01/85	01/01/92			ASC MGR	PREMISE SALES	SALES-SF	BAPSF5
D121C0	08/01/86	01/01/92		D65220	MGR	PREMISE SALES	SALES-SF	BAPSF5
D121D0	10/01/89	01/01/92		D65250	MGR	PREMISE SALES	SALES-SF	BAPSF5
D121E0	10/01/90	01/01/92		D65240	ASC MGR	PREMISE SALES	SALES-SF	BAPSF5
D121F0	10/01/89	01/01/92		D65260	MGR	PREMISE SALES	SALES-SF	BAPSF5
D121G0	03/01/91	01/01/92		D65230	MGR	PREMISE SALES	SALES-SF	BAPSF5
D121G0	/	/						ZZZZZZ
D121X0	07/01/89	01/01/92		D652X0	MGR	PREMISE SALES	SALES-SF	BAPSF5
D12400	10/01/89	01/01/92		D65300	OPS MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12401	10/01/89	01/01/92		D65301	ADM AST	TELEPHONE SALES	SALES-SF	BAPSF5
D12410	10/01/89	01/01/92		D65310	MGR ADM	TELEPHONE SALES	SALES-SF	BAPSF5
D12411	11/01/90	01/01/92		D65311	AST MGR	ADM TELEPHONE SALES	SALES-SF	BAPSF5
D12420	07/01/90	01/01/92		D65320	MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12421	01/01/90	01/01/92		D65321	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12423	12/01/88	01/01/92			AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12424	11/01/90	01/01/92		D65324	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12425	06/01/91	01/01/92		D65325	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12426	11/01/90	01/01/92		D65326	SVR	TELEPHONE SALES	SALES-SF	BAPSF5
D12427	10/01/89	01/01/92		D65327	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12430	10/01/89	01/01/92		D65330	MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12434	06/01/91	01/01/92		D65334	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12435	06/01/91	01/01/92		D65335	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12436	07/01/90	01/01/92		D65336	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12437	11/01/90	01/01/92		D65337	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D12438	10/01/89	01/01/92		D65338	AST MGR	TELEPHONE SALES	SALES-SF	BAPSF5
D124A0	07/01/88	01/01/92		D18400	MGR	CUST SVC	SALES-SF	BAPSF5
D124A1	02/01/91	01/01/92		D18410	AST MGR	CUST SVC	SALES-SF	BAPSF5
D124A2	07/01/88	01/01/92		D18420	AST MGR	CUST SVC	SALES-SF	BAPSF5
D124A3	06/01/90	01/01/92		D18430	SVR	CUST SVC	SALES-SF	BAPSF5
D124A4	02/01/91	01/01/92		D18440	AST MGR	CUST SVC	SALES-SF	BAPSF5
D124A5	08/01/90	01/01/92		D18450	AST MGR	CUST SVC	SALES-SF	BAPSF5
D12800	10/01/90	01/01/92		D65400	MGR		STAFF OFFICE	BAPSF5
D12A00	02/01/87	01/01/92		D65100	OPS MGR		PREN SLS - SF	BAPSF5
D12A01	07/01/86	01/01/92		D65101	ADM AST		PREN SLS - SF	BAPSF5
D12A10	10/01/89	01/01/92		D65110	MGR		PREN SLS - SF	BAPSF5
D12A11	10/01/89	01/01/92		D65111	SVR		PREN SLS -SF	BAPSF5
D12A20	11/01/90	01/01/92		D65130	MGR		PREN SLS - SF	BAPSF5
D12A30	10/01/89	01/01/92		D65120	MGR		PREN SLS - SF	BAPSF5
D12A40	10/01/89	01/01/92		D65140	MGR		PREN SLS - SF	BAPSF5
D12A50	08/01/86	01/01/92		D65150	MGR		PREN SLS - SF	BAPSF5
J12A60	10/01/89	01/01/92			MGR		PREN SLS - SF	BAPSF5

**PROPRIETARY**

VGE NO. 2  
 4/26/93  
 11:38:50

BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by N&P)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	OCTY Alloc.
D12A70	10/01/90	01/01/92		D65170	MGR		PREM SLS - SF	BAPGFS
D12AF0	10/01/90	01/01/92		D651F0	MGR		PREM SLS - SF	BAPGFS
D12AX0	/ /	01/01/92						BAPGFS
D13000	12/01/85	/ /			GEN MGR	SALES	GEORGIA	BAPGAS
D1300G	12/01/85	/ /			REGN DUMMY	REVENUE	SALES	BAPGAS
D13010	11/01/89	01/01/92			SEC		SLS/MKTG - GA	BAPGAS
D13100	05/01/91	/ /			OPS MGR	PREMISE SALES	SALES-ATL	BAPGAS
D131A0	08/01/86	/ /			MGR	SALES ADMIN	SALES-ATL	BAPGAS
D131E0	/ /	/ /			MGR	PREMISE SALES	SALES-ATL	BAPGAS
D131F0	/ /	/ /			MGR	PREMISE SALES	SALES-ATL	BAPGAS
D131H0	/ /	/ /			MGR	PREMISE SALES	SALES-ATL	BAPGAS
D131K0	07/01/89	/ /			MGR	PREMISE SALES	SALES-ATL	BAPGAS
D13200	05/01/89	/ /			OPS MGR	PREMISE SALES	SALES-N GA	BAPGAS
D132A0	08/01/87	/ /			MGR	PREMISE SALES	SALES-N GA	BAPGAS
D132B0	07/01/89	/ /			MGR	PREMISE SALES	SALES-N GA	BAPGAS
D132C0	12/01/85	/ /			MGR	PREMISE SALES	SALES-N GA	BAPGAS
D132D0	03/01/88	/ /			MGR	PREMISE SALES		BAPGAS
D132E0	05/01/90	/ /			MGR	PREMISE SALES	SALES-N GA	BAPGAS
D132F0	12/01/85	/ /			MGR	PREMISE SALES	SALES-N GA	BAPGAS
D132G0	/ /	/ /			MGR	PREMISE SALES	SALES-N GA	BAPGAS
D132H0	/ /	/ /			MGR	PREMISE SALES	SALES-N GA	BAPGAS
D13400	05/01/90	01/01/92		D18300	MGR	CUST SVC	SALES-GA	BAPGAS
D13410	07/01/89	01/01/92		D18310	AST MGR		CUST SVC - GA	BAPGAS
D13420	03/01/90	01/01/92		D18320	AST MGR		CUST SVC - GA	BAPGAS
D13430	12/01/85	01/01/92		D18330	AST MGR		CUST SVC - GA	BAPGAS
D13440	10/01/90	01/01/92		D18340	AST MGR		CSU	BAPGAS
D13450	03/01/90	01/01/92		D18350	SVR		CUST SVC - GA	BAPGAS
D13700	03/01/88	/ /			MGR	ADMINISTRATION	SALES-GA	BAPGAS
D13710	03/01/88	/ /			AST MGR	ADMINISTRATION	SALES-GA	BAPGAS
D13800	11/01/90	/ /			OPS MGR	TELEPHONE SALES	SALES-GA	BAPGAS
D13820	09/01/89	/ /			MGR	TELEPHONE SALES	SALES-ATL	BAPGAS
D13822	03/01/89	/ /			AST MGR	TELEPHONE SALES	SALES-ATL	BAPGAS
D13823	05/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-ATL	BAPGAS
D13824	02/01/87	/ /			AST MGR	TELEPHONE SALES	SALES-ATL	BAPGAS
D13825	09/01/89	/ /			AST MGR	TELEPHONE SALES	SALES-ATL	BAPGAS
D13826	03/01/90	/ /			AST MGR	TELEPHONE SALES	SALES-ATL	BAPGAS
D13827	07/01/88	/ /			AST MGR	TELEPHONE SALES	SALES-ATL	BAPGAS
D13828	07/01/89	/ /			AST MGR	TELEPHONE SALES	SALES-ATL	BAPGAS
D13830	09/01/89	/ /			MGR	TELEPHONE SALES	SALES-N GA	BAPGAS
D13831	05/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-N GA	BAPGAS
D13832	09/01/89	/ /			AST MGR	TELEPHONE SALES	SALES-N GA	BAPGAS
D13833	02/01/87	/ /			AST MGR	TELEPHONE SALES	SALES-N GA	BAPGAS
D13834	10/01/89	/ /			AST MGR	TELEPHONE SALES	SALES-N GA	BAPGAS
D13835	05/01/89	/ /			AST MGR	TELEPHONE SALES	SALES-N GA	BAPGAS
D138A0	09/01/89	/ /			MGR	ADMINISTRATION	SALES-N GA	BAPGAS
D138A1	09/01/88	/ /			AST STF MGR	TELEPHONE SALES	SALES-N GA	BAPGAS
D13900	03/01/91	/ /			OPS MGR	PREMISE SALES	SALES-ATL	BAPGAS
D139A0	03/01/90	/ /			MGR	ADMINISTRATION	SALES-ATL	BAPGAS
D139B0	02/01/90	/ /			MGR	PREMISE SALES	SALES-ATL	BAPGAS
D139C0	02/01/90	/ /			MGR	PREMISE SALES	SALES-ATL	BAPGAS

PROPRIETARY

# PROPRIETARY

RC	Active	Inactive	Former	New	Position	Title	Function	Group	Alloc.
D139D0	02/01/90	/	/	/	MGR		PREMISE SALES	SALES-ATL	BAFGAS
D139E0	02/01/90	/	/	/	MGR		PREMISE SALES	SALES-ATL	BAFGAS
D139F0	03/01/90	/	/	/	MGR		PREMISE SALES	SALES-ATL	BAFGAS
D14000	01/01/92	/	/	/	GEN MGR	D64000	SALES	SALES-HC/SC	AMCSCO
D1400N	01/01/92	/	/	/	REGN DUMRY	D6400N	REVENUE	SALES-HC	BAFGAS
D1400S	01/01/92	/	/	/	REGN DUMRY	D6400S	REVENUE	SALES-SC	BAFGAS
D14010	01/01/92	/	/	/	SALES	D64010	SALES	SALES-HC	BAFGAS
D14020	01/01/92	/	/	/	SCT	D64020	ADMINISTRATION	SALES-SC	BAFGAS
D14100	01/01/92	/	/	/	OPS MGR	D64100	PREMISE & TELE	SALES-HC	BAFGAS
D14110	01/01/92	/	/	/	MGR	D64110	ADMINISTRATION	SALES-HC	BAFGAS
D14120	01/01/92	/	/	/	AST STF MGR	D64120	PREMISE SALES	SALES-HC	BAFGAS
D141A0	10/15/92	/	/	/	MGR	D141A0	PREMISE SALES	SALES-HC	BAFGAS
D141A1	10/15/92	/	/	/	MGR	D141A0	PREMISE SALES	SALES-HC	BAFGAS
D141A2	10/15/92	/	/	/	MGR	D141C0	PREMISE SALES	SALES-HC	BAFGAS
D141A3	10/15/92	/	/	/	MGR	D141C0	PREMISE SALES	SALES-HC	BAFGAS
D141A4	10/15/92	/	/	/	MGR	D141D0	PREMISE SALES	SALES-HC	BAFGAS
D141A5	10/15/92	/	/	/	MGR	D141E0	PREMISE SALES	SALES-HC	BAFGAS
D141A6	10/15/92	/	/	/	MGR	D141F0	PREMISE SALES	SALES-HC	BAFGAS
D141B0	01/01/92	/	/	/	MGR	D641B0	TELEPHONE SALES	SALES-HC	BAFGAS
D141B1	10/15/92	/	/	/	AST MGR		TELEPHONE SALES	SALES-HC	BAFGAS
D141B2	10/15/92	/	/	/	AST MGR		TELEPHONE SALES	SALES-HC	BAFGAS
D141B3	10/15/92	/	/	/	AST MGR		TELEPHONE SALES	SALES-HC	BAFGAS
D141B4	10/15/92	/	/	/	AST MGR		TELEPHONE SALES	SALES-HC	BAFGAS
D141C0	01/01/92	10/15/92	D641C0	D141A3	MGR		PREMISE SALES	SALES-HC	BAFGAS
D141D0	01/01/92	10/15/92	D641D0	D141A4	MGR		PREMISE SALES	SALES-HC	BAFGAS
D141E0	01/01/92	10/15/92	D641E0	D141A5	MGR		PREMISE SALES	SALES-HC	BAFGAS
D141F0	01/01/92	10/15/92	D641F0	D141A6	MGR		PREMISE SALES	SALES-HC	BAFGAS
D141G0	01/01/92	/	D641G0		MGR		PREMISE SALES	SALES-HC	BAFGAS
D14200	01/01/92	10/15/92	D64200	D14600	OPS MGR		PREMISE SALES	SALES-HC	BAFGAS
D14210	01/01/92	10/15/92	D64210	D14610	MGR		PREMISE SALES	SALES-HC	BAFGAS
D14220	01/01/92	10/15/92	D64220		MGR		PREMISE SALES	SALES-HC	BAFGAS
D142C0	01/01/92	10/15/92	D642C0		MGR		PREMISE SALES	SALES-HC	BAFGAS
D142D0	01/01/92	10/15/92	D642D0		MGR		PREMISE SALES	SALES-HC	BAFGAS
D142E0	01/01/92	10/15/92	D642E0		MGR		PREMISE SALES	SALES-HC	BAFGAS
D142F0	01/01/92	10/15/92	D642F0		MGR		PREMISE SALES	SALES-HC	BAFGAS
D142G0	01/01/92	10/15/92	D642G0		MGR		PREMISE SALES	SALES-HC	BAFGAS
D14300	01/01/92	/	D64300		OPS MGR		PREMISE & TELE	SALES-SC	BAFGAS
D14301	01/01/92	/	D64301		ADM AST		PREMISE SALES	SALES-SC	BAFGAS
D14310	01/01/92	/	D64310		MGR		ADMINISTRATION	SALES-SC	BAFGAS
D14320	01/01/92	/	D64320		AST STF MGR		PREMISE SALES	SALES-SC	BAFGAS
D143A0	10/15/92	/	D643A0		MGR		PREMISE SALES	SALES-SC	BAFGAS
D143A1	10/15/92	/			MGR		PREMISE SALES	SALES-SC	BAFGAS
D143A2	10/15/92	/	D143C0		MGR		PREMISE SALES	SALES-SC	BAFGAS
D143A3	10/15/92	/	D143G0		MGR		PREMISE SALES	SALES-SC	BAFGAS
D143A4	10/15/92	/	D143H0		MGR		PREMISE SALES	SALES-SC	BAFGAS
D143B0	01/01/92	/	D643B0		MGR		TELEPHONE SALES	SALES-SC	BAFGAS
D143B1	10/15/92	/			AST MGR		TELEPHONE SALES	SALES-SC	BAFGAS
D143B2	10/15/92	/			AST MGR		TELEPHONE SALES	SALES-SC	BAFGAS
D143B3	10/15/92	/			AST MGR		TELEPHONE SALES	SALES-SC	BAFGAS
D143B4	10/15/92	/			AST MGR		TELEPHONE SALES	SALES-SC	BAFGAS



AGE NO. 4  
 4/26/93  
 11:38:51

BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by MEP)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D143C0	01/01/92	10/15/92	D643C0	D143A2	MGR	PREMISE SALES	SALES-SC	BAPSCS
D143D0	01/01/92	/ /	D643D0		MGR	PREMISE SALES	SALES-SC	BAPSCS
D143E0	01/01/92	10/15/92	D643E0		MGR	PREMISE SALES	SALES-SC	BAPSCS
D143F0	01/01/92	10/15/92	D643F0		MGR	PREMISE SALES	SALES-SC	BAPSCS
D143G0	01/01/92	10/15/92	D643G0	D143A3	MGR	PREMISE SALES	SALES-SC	BAPSCS
D143H0	01/01/92	10/15/92	D643H0	D143A4	MGR	PREMISE SALES	SALES-SC	BAPSCS
D143J0	01/01/92	10/15/92	D643J0		MGR	TRAINING	SALES-NC/SC	AMCSCO
D14400	01/01/92	10/15/92	D64400	D14700	OPS MGR	TELEPHONE SALES	SALES-NC/SC	AMCSCO
D14401	01/01/92	10/15/92	D64401		ADM AST	TELEPHONE SALES	SALES-NC	BAPWCS
D14402	01/01/92	10/15/92	D64402		ADM AST	TELEPHONE SALES	SALES-SC	BAPSCS
D14410	01/01/92	10/15/92	D64410		MGR	TELEPHONE SALES	SALES-NC/SC	AMCSCO
D144A0	01/01/92	10/15/92	D644A0		MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144A1	01/01/92	10/15/92	D644A1		AST MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144A2	01/01/92	10/15/92	D644A2		AST MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144A3	01/01/92	10/15/92	D644A3		AST MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144A4	01/01/92	10/15/92	D644A4		AST MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144B0	01/01/92	10/15/92	D644B0		MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144B1	01/01/92	10/15/92	D644B1		AST MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144B2	01/01/92	10/15/92	D644B2	D147B1	AST MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144B3	01/01/92	10/15/92	D644B3	D147B3	AST MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144B4	04/01/92	10/15/92	D644B4	D147B2	AST MGR	TELEPHONE SALES	SALES-NC	BAPWCS
D144C0	01/01/92	10/15/92	D644C0		MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D144C1	01/01/92	10/15/92	D644C1		AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D144C2	01/01/92	10/15/92	D644C2		AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D144C3	01/01/92	10/15/92	D644C3		AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D144C4	01/01/92	10/15/92	D644C4		AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D144D0	01/01/92	10/15/92	D644D0		MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D144D1	01/01/92	10/15/92	D644D1		AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D144D2	01/01/92	10/15/92	D644D2		AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D144D3	01/01/92	10/15/92	D644D3		AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D14500	01/01/92	/ /	D64500		MGR	FINANCE/ADMIN	SALES-NC/SC	AMCSCO
D14510	01/01/92	/ /	D64510		AST STF MGR	ADMINISTRATION	SALES-NC/SC	AMCSCO
D14520	01/01/92	/ /	D64520		AST STF MGR	ADMINISTRATION	SALES-NC/SC	AMCSCO
D14600	10/15/92	/ /	D14200		OPS MGR	PREMISE & TELE	SALES-SC	BAPSCS
D14610	10/15/92	/ /	D14210		MGR	ADMINISTRATION	SALES-SC	BAPSCS
D146A1	10/15/92	/ /			MGR	PREMISE SALES	SALES-SC	BAPSCS
D146A2	10/15/92	/ /			MGR	PREMISE SALES	SALES-SC	BAPSCS
D146A3	10/15/92	/ /			MGR	PREMISE SALES	SALES-SC	BAPSCS
D146B0	10/15/92	/ /			MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D146B1	10/15/92	/ /			AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D146B2	10/15/92	/ /			AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D146B3	10/15/92	/ /			AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D14700	10/15/92	/ /	D14400		OPS MGR	PREMISE & TELE	SALES-NC	BAPWCS
D14710	10/15/92	/ /			MGR	ADMIN-P/T	SALES-NC	BAPWCS
D147A1	10/15/92	/ /			MGR	PREMISE SALES	SALES-NC	BAPWCS
D147A2	10/15/92	/ /			MGR	PREMISE SALES	SALES-NC	BAPWCS
D147A3	10/15/92	/ /			MGR	PREMISE SALES	SALES-NC	BAPWCS
D147A4	10/15/92	/ /			MGR	PREMISE SALES	SALES-NC	BAPWCS
D147A5	10/15/92	/ /			MGR	PREMISE SALES	SALES-NC	BAPWCS
D147B0	10/15/92	/ /			MGR	TELEPHONE SALES	SALES-NC	BAPWCS

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BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by NLP)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
014781	10/15/92	/ /	D14482		AST MGR	TELEPHONE SALES	SALES-MC	BAPMCS
014782	10/15/92	/ /	D14484		AST MGR	TELEPHONE SALES	SALES-MC	BAPMCS
014783	10/15/92	/ /	D14483		AST MGR	TELEPHONE SALES	SALES-MC	BAPMCS
017000	07/01/88	01/01/92		D66000	GEN MGR		SEF	BAPSES
01700E	/ /	01/01/92		D6600E	REGN DUNNY	REVENUE	SALES	BAPSES
017010	07/01/88	01/01/92		D66010	SEC		SEF	BAPSES
017100	07/01/91	01/01/92		D66100	OPS MGR		SEF	BAPSES
017101	07/01/91	01/01/92			ADM AST		SEF	BAPSES
017110	07/01/91	01/01/92		D66110	MGR		SEF	BAPSES
017120	07/01/91	01/01/92		D66120	MGR		MANAGER PREMISE	BAPSES
017130	07/01/91	01/01/92			MGR		SEF	BAPSES
017140	07/01/91	01/01/92		D66140	MGR		SEF	BAPSES
017150	07/01/91	01/01/92		D66230	MGR		SEF	BAPSES
017160	07/01/91	01/01/92		D66160			SEF	BAPSES
017170	05/01/91	01/01/92						BAPSES
017200	02/01/90	01/01/92		D66200	OPS MGR		SEF	BAPSES
017201	05/01/90	01/01/92		D66201	ADM AST		SEF	BAPSES
017210	02/01/90	01/01/92		D66210	MGR		SEF	BAPSES
017220	09/01/90	01/01/92		D66220	MGR		SEF	BAPSES
017230	06/01/91	01/01/92		D66150	MGR		SEF	BAPSES
017240	05/01/91	01/01/92		D66240	MGR		SEF	BAPSES
017250	05/01/91	01/01/92		D66250	MGR		SEF	BAPSES
017260	07/01/90	01/01/92		D66260	MGR		SEF	BAPSES
017270	01/01/91	01/01/92			MGR		SEF	BAPSES
017280	06/01/91	01/01/92		D66130	MGR		DIRECTORY PREMI	BAPSES
017290	/ /	01/01/92			MGR			BAPSES
0172A0	07/01/90	01/01/92			MGR		SEF	BAPSES
017300	04/01/89	01/01/92		D66300	OPS MGR		SEF	BAPSES
017301	06/01/89	01/01/92		D66101	ADM AST		SEF	BAPSES
017310	05/01/91	01/01/92		D66320	MGR		SEF	BAPSES
017311	01/01/91	01/01/92			SVR		SEF	BAPSES
017312	02/01/89	01/01/92			SVR		SEF	BAPSES
017313	08/01/89	01/01/92		D66325	SVR		SEF	BAPSES
017314	08/01/90	01/01/92		D66322	SVR		SEF	BAPSES
017315	01/21/91	01/01/92		D66328	AST MGR		SEF	BAPSES
017316	07/01/91	01/01/92		D66326	AST MGR		TELEPHONE SALES	BAPSES
017317	05/01/91	01/01/92	D17322	D66321	AST MGR		TELEPHONE SALES	BAPSES
017318	05/01/91	01/01/92	D17323	D66327	AST MGR		TELEPHONE SALES	BAPSES
017319	05/01/91	01/01/92	D17325	D66323	AST MGR	TELEPHONE SALES	SALES-SEF	BAPSES
017320	07/01/88	01/01/92			MGR		SEF	BAPSES
017321	05/01/91	01/01/92						BAPSES
017322	05/01/91	01/01/92		D17317				BAPSES
017323	05/01/91	01/01/92		D17318				BAPSES
017324	07/01/88	01/01/92		D66324	SVR		SEF	BAPSES
017325	01/01/01	01/01/92		D17319				BAPSES
017330	02/01/90	01/01/92		D66310	MGR		SEF	BAPSES
017331	09/01/88	01/01/92			SVR		SEF	BAPSES
017332	06/01/89	01/01/92		D66311	SVR		SEF	BAPSES
017340	07/01/88	01/01/92		D18700	MGR		CUST SVC-SEF	BAPSES
017341	06/01/90	01/01/92		D18710	SVR		CUST SVC-SEF	BAPSES

PROPRIETARY

(Produced by MSP)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D17342	07/01/88	01/01/92		D18720	SVR		CUST SVC-SEF	BAPSES
D17343	07/01/88	01/01/92		D18730	SVR		CUST SVC-SEF	BAPSES
D17344	06/01/90	01/01/92		D18740	SVR		CUST SVC-SEF	BAPSES
D17345	03/01/91	01/01/92		D18750	AST MGR		CUST SVC-SEF	BAPSES
D17346	11/01/90	01/01/92			AST MGR		CUST SVC-SEF	BAPSPS
D17340	05/01/89	01/01/92			MGR		SEF	BAPSES
D17A00	06/01/88	01/01/92					SUPPORT STAFF	BAPSES
D17B00	07/01/89	01/01/92	D66800				SUPPORT STAFF	BAPSES
D18000	/ /	/ /			GEN MGR	CUST SVC	SALES	AEASTO
D18100	08/01/91	/ /	D21850		MGR	CUST SVC	NYPS	ATRADO
D18200	08/01/91	/ /	D2C300		STF MGR	CUST SVC	EXEC COMPLAINTS	ATRADO
D18300	01/01/92	/ /	D13400		MGR	CUST SVC	SALES-GA	BAPGAS
D18310	01/01/92	/ /	D13410		AST MGR	CUST SVC	SALES-GA	BAPGAS
D18320	01/01/92	/ /	D13420		AST MGR	CUST SVC	SALES-GA	BAPGAS
D18330	01/01/92	/ /	D13430		AST MGR	CUST SVC	SALES-GA	BAPGAS
D18340	01/01/92	/ /	D13440		AST MGR	CUST SVC	SALES-GA	BAPGAS
D18350	01/01/92	/ /	D13450		AST MGR	CUST SVC	SALES-GA	BAPGAS
D18400	01/01/92	/ /	D124A0		MGR	CUST SVC	SALES-SF	BAPSPS
D18410	01/01/92	/ /	D124A1		AST MGR	CUST SVC	SALES-SF	BAPSPS
D18420	01/01/92	/ /	D124A2		AST MGR	CUST SVC	SALES-SF	BAPSPS
D18430	01/01/92	/ /	D124A3		AST MGR	CUST SVC	SALES-SF	BAPSPS
D18440	01/01/92	/ /	D124A4		AST MGR	CUST SVC	SALES-SF	BAPSPS
D18450	01/01/92	/ /	D124A5		AST MGR	CUST SVC	SALES-SF	BAPSPS
D18500	01/01/92	/ /	D61500		MGR	CUST SVC	SALES-NF	BAPNFS
D18510	01/01/92	/ /	D61510		AST MGR	CUST SVC	SALES-NF	BAPNFS
D18520	01/01/92	/ /	D61520		AST STF MGR	CUST SVC	SALES-NF	BAPNFS
D18530	01/01/92	/ /	D61530		AST MGR	CUST SVC	SALES-NF	BAPNFS
D18540	01/01/92	/ /	D61540		AST STF MGR	CUST SVC	SALES-NF	BAPNFS
D18550	01/01/92	/ /	D61550		AST MGR	CUST SVC	SALES-NF	BAPNFS
D18600	01/01/92	/ /	D64500		MGR	CUST SVC	SALES-NC/SC	ANCSCO
D18610	01/01/92	/ /	D64530		AST STF MGR	CUST SVC	SALES-NC/SC	ANCSCO
D18620	01/01/92	/ /	D64520		AST STF MGR	CUST SVC	SALES-NC/SC	ANCSCO
D18630	01/01/92	/ /	D64540		AST MGR	CUST SVC	SALES-NC/SC	ANCSCO
D18640	01/01/92	/ /	D64550		AST STF MGR	CUST SVC	SALES-NC/SC	ANCSCO
D18650	01/01/92	/ /	D64560		AST MGR	CUST SVC	SALES-NC/SC	ANCSCO
D18660	01/01/92	/ /	D64570		AST MGR	CUST SVC	SALES-NC/SC	ANCSCO
D18700	01/01/92	/ /	D17340		MGR	CUST SVC	SALES-SEF	BAPSES
D18710	01/01/92	/ /	D17341		AST MGR	CUST SVC	SALES-SEF	BAPSES
D18720	01/01/92	/ /	D17342		AST MGR	CUST SVC	SALES-SEF	BAPSES
D18730	01/01/92	/ /	D17343		AST MGR	CUST SVC	SALES-SEF	BAPSES
D18740	01/01/92	/ /	D17344		AST MGR	CUST SVC	SALES-SEF	BAPSES
D18750	01/01/92	/ /	D17345		AST MGR	CUST SVC	SALES-SEF	BAPSES
D18800	01/01/92	/ /	D63000		OPS MGR	SALES	SALES-S GA	BAPGAS
D1880G	01/01/92	/ /	D6300G		REGN DUMMY	REVENUE	SALES-S GA	BAPGAS
D18810	01/01/92	/ /	D63A00		MGR	ADMINISTRATION	SALES-S GA	BAPGAS
D18820	01/01/92	/ /	D63A20		SVR	ADMINISTRATION	SALES-S GA	BAPGAS
D18830	01/01/92	/ /	D63B00		MGR	PREMISE SALES	SALES-S GA	BAPGAS
D18840	01/01/92	/ /	D63C00		MGR	PREMISE SALES	SALES-S GA	BAPGAS
D18850	01/01/92	/ /	D63D00		MGR	PREMISE SALES	SALES-S GA	BAPGAS
D18860	01/01/92	/ /	D63E00		MGR	PREMISE SALES	SALES-S GA	BAPGAS

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(Produced by NLP)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D18870	01/01/92	/ /	D63F00		MGR	PREMISE SALES	SALES-S GA	BAPGAS
D18880	01/01/92	/ /	D63G00		MGR	PREMISE SALES	SALES-S GA	BAPGAS
D18890	01/01/92	/ /	D63H00		MGR	PREMISE SALES	SALES-S GA	BAPGAS
D188A0	01/01/92	/ /	D63J00		MGR	TELEPHONE SALES	SALES-S GA	BAPGAS
D188A1	01/01/92	/ /	D63K10		AST MGR	TELEPHONE SALES	SALES-S GA	BAPGAS
D188A2	01/01/92	/ /	D63K20		AST MGR	TELEPHONE SALES	SALES-S GA	BAPGAS
D188A3	01/01/92	/ /	D63K30		AST MGR	TELEPHONE SALES	SALES-S GA	BAPGAS
D188A4	01/01/92	/ /	D63K40		AST MGR	TELEPHONE SALES	SALES-S GA	BAPGAS
D20000	12/01/85	/ /			VP	PUBLS SVCS	PRD/TRNG/DIST	ATRAD5
D2000A	12/01/85	/ /		D4200A	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPALP
D2000F	12/01/85	/ /		D4200F	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPSFP
D2000G	12/01/85	/ /		D4200G	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPGAP
D2000J	12/01/85	/ /		D4200J	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPHPF
D2000K	12/01/85	/ /		D4200K	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPKYP
D2000L	12/01/85	/ /		D4200L	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPLAP
D2000M	12/01/85	/ /		D4200M	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPNSP
D2000N	12/01/85	/ /		D4200N	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPWCP
D2000S	12/01/85	/ /		D4200S	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPSCP
D2000T	12/01/85	/ /		D4200T	REGN DUNNY	PRODUCTION	PRODUCT SUPPORT	BAPTNP
D21000	08/01/86	/ /			GEN MGR	PUBLS SVCS	AUTOMATION/TRNG	ATRAD5
D21100	04/01/89	/ /			DTR	PUBLS SVCS	SYSTEMS SUPPORT	ATRAD5
D21111	04/01/90	02/01/92		D21121	SVR		TABLES, SYS SUPP	ATRAD5
D21120	11/01/90	/ /			MGR	PUBLS SVCS	SYS DESGN & IMP	ATRAD5
D21121	02/01/92	/ /	D21111		SVR	PUBLS SVCS	SYS DESGN & IMP	ATRAD5
D21130	06/01/89	/ /			MGR	PUBLS SVCS	SYS DESGN & IMP	ATRAD5
D21150	02/01/92	/ /			MGR	PUBLS SVCS	SYS DESGN & IMP	ATRAD5
D21160	02/01/92	/ /	D21840		MGR	PUBLS SVCS	SYS DESGN & IMP	ATRAD5
D21180	02/01/90	/ /			PROJECT MGR	PUBLS SVCS	SYS DESGN & IMP	ATRAD5
D21190	/ /	02/01/92			STF MGR	PUBLS SVCS	SYS DESGN & IMP	ATRAD5
D21200	04/01/91	/ /			DTR	PUBLS SVCS	SYS DEV & SUPP	ATRAD5
D21210	02/01/92	/ /			MGR	PUBLS SVCS	CHANGE MGT	ATRAD5
D21220	02/01/92	/ /	D21830		MGR	PUBLS SVCS	CHANGE MGT	ATRAD5
D21800	02/01/89	02/01/92		D21100	OPS MGR	TELESALES	SYS DESGN & IMP	ATRAD5
D21810	03/01/89	02/01/92		D21210	STF MGR		SYS DESIGN & IN	ATRAD5
D21830	10/01/89	02/01/92		D21220	MGR		SANSON	ATRAD5
D21840	06/01/90	02/01/92		D21160	MGR		TELESALES	ATRAD5
D21C00	02/01/92	/ /	D74000		OPS MGR	PUBLS SVCS	TRAINING	ATRAD0
D21C10	02/01/92	/ /	D74500		MGR	PUBLS SVCS	TRAINING-TES	ATRAD0
D21C20	02/01/92	/ /	D74400		STF MGR	PUBLS SVCS	TRAINING	ATRAD0
D21C30	02/01/92	/ /	D74600		MGR	PUBLS SVCS	TRAINING	ATRAD0
D21C40	02/01/92	/ /			MGR	PUBLS SVCS	TRNG-EPT & PROD	ATRAD0
D22000	02/01/90	01/01/92			OPS MGR		ADV DES SVC	AEAST5
D22010	09/01/90	01/01/92			AST STF MGR		ADV DES SVC	AEAST5
D22600	01/01/87	01/01/92		D82600	MGR		ADS	AEAST5
D22610	04/01/88	01/01/92		D82610	AST MGR		ADS	AEAST5
D22620	11/01/90	01/01/92			SVR			AEAST5
D22630	11/01/90	01/01/92		D82620	SVR		SUPERVISOR	AEAST5
D22640	11/01/90	01/01/92		D82640	SVR		SUPERVISOR	AEAST5
D22650	/ /	01/01/92		D82650	SVR		ADS	AEAST5
D22660	11/01/90	01/01/92			SVR		SUPERVISOR	AEAST5

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BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by N&P)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D22670	11/01/90	01/01/92		D82670	SVR		SUPERVISOR	AEAST5
D22800	11/01/90	01/01/92		D82800	MGR		ADS	AEAST5
D22810	11/01/90	01/01/92		D82810	SVR		ADS	AEAST5
D22820	05/01/90	01/01/92		D82820	SVR		ADS	AEAST5
D22830	05/01/90	01/01/92			SVR	PUBLS SVCS	ADS	AEAST5
D22840	11/01/90	01/01/92			SVR		ADS	AEAST5
D22850	09/01/90	01/01/92		D82850	SVR	PUBLS SVCS	ADS	AEAST5
D22860	05/01/89	01/01/92			SVR		ADS	AEAST5
D22870	05/01/89	01/01/92			SVR		ADS	AEAST5
D22880	09/01/90	01/01/92		D82880	SVR		ADS	AEAST5
D22890	06/01/89	01/01/92		D82890	SVR		ADS	AEAST5
D22A00	05/01/90	01/01/92		D82A00	MGR		ADS	AEAST5
D22A10	05/01/90	01/01/92		D82A10	SVR		ADS	AEAST5
D22A20	05/01/90	01/01/92			SVR		ADS	AEAST5
D22A30	11/01/90	01/01/92		D82A30	SVR		ADS	AEAST5
D22A40	11/01/90	01/01/92		D82A40	SVR	PUBLS SVCS	ADS	AEAST5
D22A50	11/01/90	01/01/92		D82A50	SVR		ADS	AEAST5
D22A60	11/01/90	01/01/92		D82A60	SVR		ADS	AEAST5
D22A70	05/01/90	01/01/92			SVR		ADS	AEAST5
D22A80	08/01/90	01/01/92			SVR		ADS	AEAST5
D23000	04/01/91	01/01/92	D26000	D83000	OPS MGR		GA/NC/SC	AGNSCS
D23010	06/01/90	01/01/92		D83010	STF AST		GA/NC/SC	AGNSCS
D23100	06/01/90	01/01/92		D83100	MGR		GA/NC/SC	AGNSCS
D23110	01/01/91	01/01/92		D83110	SVR		GA/NC/SC	AGNSCS
D23120	01/01/91	01/01/92		D83120	SVR		GA/NC/SC	AGNSCS
D23130	06/01/90	01/01/92		D83130	SVR		GA/NC/SC	AGNSCS
D23140	06/01/90	01/01/92		D83140	SVR		GA/NC/SC	AGNSCS
D23150	06/01/90	01/01/92		D83150	SVR		GA/NC/SC	AGNSCS
D23160	06/01/90	01/01/92			SVR		GA/NC/SC	AGNSCS
D23170	07/01/91	01/01/92		D83160	SVR		GA/NC/SC	AGNSCS
D23180	01/01/91	01/01/92			SVR			AGNSCS
D23190	01/01/91	01/01/92		D83170	SVR		PUBLS SVCS	AGNSCS
D23200	06/01/90	01/01/92		D83200	MGR		GA/NC/SC	AGNSCS
D23210	06/01/90	01/01/92		D83210	SVR		GA/NC/SC	AGNSCS
D23220	06/01/90	01/01/92		D83210	SVR		GA/NC/SC	AGNSCS
D23230	06/01/90	01/01/92		D83230	SVR		GA/NC/SC	AGNSCS
D23240	08/01/91	01/01/92			SVR		GA/NC/SC (IN C	AGNSCS
D23250	06/01/90	01/01/92		D83240	SVR		GA/NC/SC (DISP	AGNSCS
D23260	01/01/91	01/01/92		D83250	SVR		GA/NC/SC	AGNSCS
D23300	06/01/90	01/01/92		D83300	AST MGR	PUBLS SVCS	GA/NC/SC	AGNSCS
D23310	09/01/90	01/01/92		D83310	SVR		GA/NC/SC	AGNSCS
D23400	07/01/90	01/01/92		D83400	MGR		NTPS	AEAST5
D23410	06/01/90	01/01/92		D83410	SVR	NTPS	PUBLS SVCS	AEAST5
D23420	06/01/90	01/01/92		D83420	SVR	NTPS		AEAST5
D23430	06/01/90	01/01/92		D83430	AST MGR	NTPS		AEAST5
D23440	06/01/90	01/01/92		D83440	SVR		NTPS	AEAST5
D23450	01/01/91	01/01/92		D83450	SVR	NTPS		AEAST5
D23460	09/01/90	01/01/92		D83460	SVR		GA/NC/SC	AGNSCS
D23500	01/01/91	01/01/92			MGR		GA/NC/SC	AGNSCS
D23510	09/01/90	01/01/92			SVR		GA/NC/SC	AGNSCS

PROPRIETARY

(Produced by M&P)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
023520	09/01/90	01/01/92			SVR		GA/NC/SC	AGNSCS
023600	01/01/91	01/01/92		083500	MGR			AGNSCS
023610	01/01/91	01/01/92		083510	SVR			AGNSCS
023620	01/01/91	01/01/92		083540	SVR			AGNSCS
023630	01/01/91	01/01/92	027450	083520	SVR			AGNSCS
023640	01/01/91	01/01/92		083530	SVR			AGNSCS
023650	01/01/91	01/01/92		083550	AST MGR			AGNSCS
023700	04/01/91	01/01/92	026C00	083600	MGR		EAST/WHITE PAGE	AEASTS
023710	04/01/91	01/01/92	026C10	083610	SVR		UNIT I	AEASTS
023720	04/01/91	01/01/92	026C20	083620	SVR		UNIT H	AEASTS
023730	04/01/91	01/01/92	026C30	083630	SVR		UNIT G	AEASTS
023740	04/01/91	01/01/92	026C40	083640	SVR	LP	PUBLS SVCS	AEASTS
023750	04/01/91	01/01/92	026C50	083650	SVR		UNIT E	AEASTS
023760	04/01/91	01/01/92	026C60	083660	SVR		UNIT L	AEASTS
023770	04/01/91	01/01/92	026C70	083670	SVR		UNIT C	AEASTS
023780	04/01/91	01/01/92	026C80	083680	SVR		UNIT B	AEASTS
023790	04/01/91	01/01/92	026A10	083690	SVR		CDF/EAST	AEASTS
0237A0	04/01/91	01/01/92	026A30	0836A0	AST STF MGR			AEASTS
024000	06/01/90	01/01/92		084000	OPS MGR		YP PROD - S FLA	BAPFLT
024010	06/01/90	01/01/92		084010	ADM AST		YP PROD - S FLA	BAPFLT
024020	11/01/90	01/01/92		084020	AST MGR		YP PROD - S FLA	BAPFLT
024100	06/01/90	01/01/92			MGR		YP PROD - S FLA	BAPSFP
024110	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024120	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024130	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024140	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024150	08/01/89	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024160	02/01/88	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024170	10/01/90	01/01/92			SVR		RECON PUB SVCS	BAPSFP
024200	06/01/90	01/01/92		084200	MGR		YP PROD - S FLA	BAPSFP
024210	06/01/90	01/01/92		084230	SVR		YP PROD - S FLA	BAPSFP
024220	06/01/90	01/01/92		084210	AST STF MGR		YP PROD - S FLA	BAPSFP
024230	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024240	06/01/90	01/01/92		084220	SVR		YP PROD - S FLA	BAPSFP
024250	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024260	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024270	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024280	06/01/91	01/01/92		084240	SVR		SVR-PUB SERVICE	BAPFLT
024290	06/01/91	01/01/92		084250	SVR		SVR-PUB SERVICE	BAPFLT
0242A0	01/01/91	01/01/92			SVR			BAPFLT
024300	06/01/90	01/01/92		084100	MGR		YP PROD - S FLA	BAPSFP
024310	06/01/90	01/01/92			SVR		YP PROD	BAPSFP
024320	03/01/89	01/01/92		084150	SVR		YP PROD	BAPSFP
024330	06/01/90	01/01/92			SVR		YP PROD	BAPSFP
024340	06/01/90	01/01/92			SVR		YP PROD	BAPSFP
024350	06/01/90	01/01/92		084160	SVR		YP PROD - S FLA	BAPSFP
024360	06/01/90	01/01/92			SVR		YP PROD - S FLA	BAPSFP
024370	07/01/90	01/01/92			SVR		HTPS - PUB SVCS	BAPSFP
024380	08/01/90	01/01/92			SVR		HTPS PUB SVCS	BAPSFP
0243A0	10/01/90	01/01/92		084110	SVR		HTPS PUB SVC	BAPFLT

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BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by NLP)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
024380	10/01/90	01/01/92		084140	SVR		NYPS PUB SVCS	BAPFLT
024300	10/01/90	01/01/92		084120	SVR		NYPS PUB SVCS	BAPFLT
024300	10/01/90	01/01/92		084130	SVR		NYPS PUB SVCS	BAPFLT
024400	06/01/90	01/01/92			MGR		YP PROD - N FLA	BAPNFP
024410	02/01/88	01/01/92			SVR		YP PROD - N FLA	BAPNFP
024420	06/01/90	01/01/92			SVR		YP PROD - N FLA	BAPNFP
024430	06/01/90	01/01/92			SVR		YP PROD - N FLA	BAPNFP
024440	06/01/90	01/01/92			SVR		YP PROD -	BAPNFP
024450	06/01/90	01/01/92			SVR		YP PROD - N FLA	BAPNFP
024460	06/01/90	01/01/92			SVR		YP PROD - N FLA	BAPNFP
024470	06/01/90	01/01/92			SVR		YP PROD - N FLA	BAPNFP
024500	11/01/90	01/01/92	027100	084400	MGR		MANAGER SALES S	BAPNFP
024510	11/01/90	01/01/92	027110	084420	SVR		PUBLS SVCS	BAPNFP
024520	11/01/90	01/01/92	027120		SVR			BAPNFP
024530	11/01/90	01/01/92	027130		SVR			BAPNFP
024540	11/01/90	01/01/92		084410	SVR		SUPERVISOR	BAPNFP
024550	03/01/91	01/01/92		084430	SVR			BAPNFT
024560	03/01/91	01/01/92		084440	SVR			BAPNFT
024570	03/01/91	01/01/92			SVR			BAPNFT
024580	03/01/91	01/01/92			SVR			BAPNFT
024600	11/01/90	01/01/92	027200	084300	MGR			BAPSFP
024610	11/01/90	01/01/92	027210		AST MGR			BAPSFP
024620	11/01/90	01/01/92	027230	084360	SVR			BAPSFP
024630	11/01/90	01/01/92	027240	084330	SVR			BAPSFP
024640	11/01/90	01/01/92	027250	084320	SVR			BAPSFP
024650	11/01/90	01/01/92	027260	084350	AST MGR	PUBLS SVCS		BAPSFP
024660	11/01/90	01/01/92	027270	084370	SVR			BAPSFP
024670	11/01/90	01/01/92		084340	SVR			BAPSFP
024680	01/01/01	01/01/92		084310				BAPSFP
025000	04/01/91	01/01/92		085000	OPS MGR		WEST SYSTEMS	AMEST5
025010	06/01/90	01/01/92		085010	ADM AST		WEST SYSTEMS	AMEST5
025020	06/01/90	01/01/92		085020	ADM AST		WEST SYSTEMS	AMEST5
025100	06/01/90	01/01/92		085100	MGR		WEST SYSTEMS/NY	AMEST5
025110	06/01/90	01/01/92		085110	SVR		WEST SYSTEMS	AMEST5
025120	06/01/90	01/01/92			SVR		WEST SYSTEMS	AMEST5
025130	06/01/91	01/01/92		085130	SVR		WEST SYSTEMS	AMEST5
025140	06/01/91	01/01/92		085140	SVR		WEST SYSTEMS	AMEST5
025150	06/01/91	01/01/92						AMEST5
025160	06/01/91	01/01/92						AMEST5
025170	06/01/90	01/01/92		085170	SVR		WEST SYSTEM	AMEST5
025180	06/01/90	01/01/92		085180	SVR		WEST SYSTEM	AMEST5
025190	06/01/90	01/01/92		085190	SVR		WEST SYSTEM	AMEST5
0251A0	06/01/90	01/01/92		0851A0	SVR		WEST SYSTEM	AMEST5
025180	06/01/90	01/01/92		085180	SVR		WEST SYSTEM	AMEST5
025200	06/01/90	01/01/92		085200	MGR		WEST SYSTEMS	AMEST5
025210	06/01/91	01/01/92		085210	SVR		YELLOW PAGE PR	AMEST5
025220	06/01/90	01/01/92		085220	SVR		WEST SYSTEMS	AMEST5
025230	06/01/90	01/01/92		085230	SVR		WEST SYSTEMS	AMEST5
025240	06/01/90	01/01/92			SVR		WEST SYSTEMS	AMEST5
025250	06/01/90	01/01/92		085250	SVR		WEST SYSTEMS	AMEST5

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BellSouth Advertising & Publishing Corp.  
Responsibility Code Masterfile

(Produced by MEP)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D25260	06/01/91	01/01/92		D85260	SVR		WEST SYSTEMS	AMEST5
D25270	06/01/90	01/01/92			SVR		WEST SYSTEMS	AMEST5
D25280	06/01/91	01/01/92		D85280	SVR		WEST SYSTEMS	AMEST5
D25290	06/01/91	01/01/92		D85290	SVR		YELLOW PAGE PRO	AMEST5
D25300	09/01/90	01/01/92		D85300	AST MGR		WEST SYSTEMS	AMEST5
D25400	06/01/90	01/01/92		D85400	MGR		WEST SYSTEMS	AMEST5
D25410	06/01/90	01/01/92		D85410	AST MGR		WEST SYSTEMS	AMEST5
D25420	06/01/90	01/01/92		D85420	SVR		WEST SYSTEMS	AMEST5
D25430	09/01/90	01/01/92			SVR		WEST SYSTEMS	AMEST5
D25440	06/01/90	01/01/92		D85440	AST MGR		WEST SYSTEMS/BL	AMEST5
D25450	06/01/90	01/01/92		D85450	AST MGR		WEST SYSTEM	AMEST5
D25460	06/01/90	01/01/92			SVR		WEST SYSTEMS	AMEST5
D25470	06/01/90	01/01/92			STF AST		WEST SYSTEMS	AMEST5
D25480	06/01/91	01/01/92			SVR		WEST SYSTEMS	AMEST5
D25490	09/01/90	01/01/92		D85490	SVR		WEST SYSTEMS	AMEST5
D25500	04/01/91	01/01/92	D26100	D85500	MGR		W P PROD WEST	AMEST5
D25510	04/01/91	01/01/92	D26110	D85510	SVR		W P PROD	AMEST5
D25520	04/01/91	01/01/92	D26120	D85520	SVR		W P PROD WEST	AMEST5
D25530	04/01/91	01/01/92	D26130	D85530	SVR		W P PROD WEST	AMEST5
D25540	04/01/91	01/01/92	D26140	D85540	SVR			AMEST5
D25550	04/01/91	01/01/92	D26150	D85550	SVR		W P PROD WEST	AMEST5
D25560	04/01/91	01/01/92	D26160		SVR		W P PROD WEST	AMEST5
D25570	04/01/91	01/01/92	D26A50	D85570	SVR		SYS DESGN & IMP	AMEST5
D25580	04/01/91	01/01/92	D26A40	D85580	SVR		W P PROD WEST	AMEST5
D28000	07/15/92	/ /	D68000		OPS MGR	DELIVERY	DISTRIBUTION	ATRAD5
D2800A	07/15/92	/ /	D6800A		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPALP
D2800F	07/15/92	/ /	D6800F		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPSFP
D2800G	07/15/92	/ /	D6800G		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPGAP
D2800J	07/15/92	/ /	D6800J		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPNFP
D2800K	07/15/92	/ /	D6800K		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPKYP
D2800L	07/15/92	/ /	D6800L		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPLAP
D2800N	07/15/92	/ /	D6800N		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPNCP
D2800M	07/15/92	/ /	D6800M		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPNCP
D28008	07/15/92	/ /	D68008		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPSCP
D2800T	07/15/92	/ /	D6800T		REGN DUMMY	EXPENSE	DISTRIBUTION	BAPTNP
D28100	07/15/92	/ /	D68100		MGR	DELIVERY-E/W	DISTRIBUTION	ATRAD5
D28120	07/15/92	/ /	D68120		AST STF MGR	INIT DEL-NC/SC	DISTRIBUTION	ATRAD5
D28130	12/01/92	/ /			AST STF MGR	DELIVERY-E/W	DISTRIBUTION	ATRAD5
D28140	07/15/92	/ /	D68140		AST STF MGR	INIT DEL-SF	DISTRIBUTION	ATRAD5
D28150	07/15/92	/ /	D68150		AST STF MGR	INIT DEL-CF	DISTRIBUTION	ATRAD5
D28160	07/15/92	/ /	D68160		AST STF MGR	I DEL-SAL MS LA	DISTRIBUTION	ATRAD5
D28170	07/15/92	/ /	D68170		AST STF MGR	I DEL-NAL KY TN	DISTRIBUTION	ATRAD5
D28300	07/15/92	/ /	D68300		MGR	TRNSP INTRN VMS	DISTRIBUTION	ATRAD5
D28330	07/15/92	/ /	D68330		AST MGR	UNSE/INTN/FCST	DISTRIBUTION	ATRAD5
D28400	07/15/92	/ /	D68400		MGR	DEL MECH	DISTRIBUTION	ATRAD5
D28410	07/15/92	/ /	D68010		STF AST	BUDGET/ADMIN	DISTRIBUTION	ATRAD5
D28430	07/15/92	/ /	D68430		AST MGR	DEL RECORDS SYS	DISTRIBUTION	ATRAD5
D28700	07/15/92	/ /	D68700		MGR	ENV & COMM AFFS	DISTRIBUTION	ATRAD5
J28710	07/15/92	/ /	D68710		MGR	ENV & COMM AFFS	DISTRIBUTION	ATRAD5
J28720	07/15/92	/ /			AST MGR	ENV & COMM AFFS	DISTRIBUTION	ATRAD5

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BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by MSP)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D28730	07/15/92	/ /			MGR	ENV & COMM AFFS	DISTRIBUTION	ATRADO
D28731	07/15/92	/ /	D68130		AST STF MGR	INIT DEL-NF	DISTRIBUTION	ATRADS
D28740	12/01/92	/ /			STF MGR	ENV & COMM AFFS	DISTRIBUTION	ATRADO
D2900A	/ /	/ /			REGN DUMMY	REVENUE	SALES-AL	BAPALS
D2900K	/ /	/ /			REGN DUMMY	REVENUE	SALES-KY	BAPKYS
D2900L	/ /	/ /			REGN DUMMY	REVENUE	SALES-LA	BAPLAS
D2900M	/ /	/ /			REGN DUMMY	REVENUE	SALES-MS	BAPMSS
D2900T	/ /	/ /			REGN DUMMY	REVENUE	SALES-TN	BAPTNS
D2C000	07/01/91	01/01/92		D81000	OPS MGR	CUST SVC	NYPB	ATRADO
D2C100	07/01/91	01/01/92			MGR	CUST SVC	NYPB	ATRADO
D2C200	07/01/91	01/01/92			MGR	CUST SVC	NYPB	ATRADO
D2C400	07/01/91	01/01/92		D81200		CUST SVC	NYPB	ATRADO
D2C500	10/16/91	01/01/92			MGR	LIAISON	NYPB	ATRADO
D30000	07/01/88	/ /			VP-GEN CNSL	CORPORATE	LEGAL	ACORPO
D40000	01/01/87	/ /			COMPTROLLER	CORPORATE	CORP FINANCE	ACORPO
D41000	05/01/90	/ /			OPS MGR	CORPORATE	CORP FINANCE	ACORPO
D41100	01/01/87	/ /			MGR	CORPORATE	DISBURSEMENTS	ACORPO
D41110	05/01/89	/ /			SVR	CORPORATE	VOUCHERS	ACORPO
D41120	03/01/88	/ /			SVR	CORPORATE	REV & REC	ACORPO
D41140	03/16/89	/ /			SVR	CORPORATE	PAYROLL	ACORPO
D41200	07/01/88	/ /			MGR	CORPORATE	METHODS & PROCS	ACORPO
D41210	10/01/88	/ /			STF MGR	CORPORATE	METHODS & PROCS	ACORPO
D41300	07/01/88	/ /			MGR	CORPORATE	CORP BOOKS	ACORPO
D41400	01/15/87	/ /			MGR	CORPORATE	TRSY & REGULTRY	ACORPO
D41410	03/01/88	/ /			AST MGR	CORPORATE	TREASURY	ACORPO
D42000	05/01/90	/ /			OPS MGR	CORPORATE	FIN FORECASTING	ACORPO
D4200A	03/01/90	/ /	D2000A		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPALP
D4200F	03/01/90	/ /	D2000F		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPSFP
D4200G	03/01/90	/ /	D2000G		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPGAP
D4200J	03/01/90	/ /	D2000J		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPNFP
D4200K	03/01/90	/ /	D2000K		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPKYP
D4200L	03/01/90	/ /	D2000L		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPLAP
D4200M	03/01/90	/ /	D2000M		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPHSP
D4200N	03/01/90	/ /	D2000N		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPWCP
D4200S	03/01/90	/ /	D2000S		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPSCP
D4200T	03/01/90	/ /	D2000T		REGN DUMMY	EXPENSE TRACK	MANUFACTURING	BAPTNP
D42100	11/01/88	/ /			MGR	FIN FORECASTING	CORPORATE	ACORPO
D42110	10/01/89	/ /			AST STF MGR	FIN FORECASTING	CORPORATE	ACORPO
D42120	12/01/89	/ /			AST MGR	FIN FORECASTING	CORPORATE	ACORPO
D42130	10/01/89	/ /			AST STF MGR	FIN FORECASTING	CORPORATE	ACORPO
D42140	02/01/89	/ /			AST STF MGR	FIN FORECASTING	CORPORATE	ACORPO
D42300	11/01/88	/ /			MGR	FIN FORECASTING	CORPORATE	ACORPO
D42310	03/01/90	/ /			AST STF MGR	FIN FORECASTING	CORPORATE	ACORPO
D42330	03/01/90	/ /			STF MGR	FIN FORECASTING	CORPORATE	ACORPO
D42600	01/01/90	/ /			MGR	FIN FORECASTING	CORPORATE	ATRADS
D42610	01/01/90	06/01/92			AST MGR	QUALITY ADVOCAT	CORPORATE	ATRADS
D42620	01/01/90	/ /			AST MGR	FIN FORECASTING	CORPORATE	ATRADS
D42630	01/01/90	04/01/92			SVR	FIN FORECASTING	CORPORATE	ATRADS
D42650	05/01/90	04/01/92			MGR	FIN FORECASTING	CORPORATE	ATRADS
D42700	05/01/90	/ /			MGR	FIN FORECASTING	CORPORATE	ATRADO

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 4/26/93  
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BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by N&P)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
042710	05/01/90	/ /			AST MGR	FIN FORECASTING	CORPORATE	ATRADO
042720	05/01/90	/ /			AST MGR	FIN FORECASTING	CORPORATE	ATRADO
042730	05/01/90	/ /			AST MGR	FIN FORECASTING	CORPORATE	ATRADO
042740	05/01/91	/ /			AST STF MGR	FIN FORECASTING	CORPORATE	ATRADO
043000	/ /	/ /			OPS MGR	CORPORATE	ADMINISTRATION	ACORPO
043100	05/01/90	/ /			MGR	CORPORATE	ADMINISTRATION	ACORPO
043110	05/01/90	/ /			ASC MGR	CORPORATE	ADMINISTRATION	ACORPO
043120	/ /	/ /				CORPORATE	ADMINISTRATION	ACORPO
043200	05/01/90	/ /	042500		MGR	CORPORATE	ADMINISTRATION	ACORPO
043210	05/01/90	/ /	042510		AST STF MGR	CORPORATE	ADMINISTRATION	ACORPO
043220	06/01/91	/ /			MGR	CORPORATE	ADMINISTRATION	ACORPO
050000	02/01/87	/ /			DIRECTOR	CORPORATE	HUMAN RESOURCES	ACORPO
050100	11/01/87	/ /			MGR	CORPORATE	HUMAN RESOURCES	ACORPO
050200	11/01/92	/ /	000000		STF MGR	CORPORATE	HUMAN RESOURCES	ACORPO
051000	06/01/87	/ /			OPS MGR	CORPORATE	HUMAN RESOURCES	ACORPO
051100	05/01/87	/ /			MGR	SALES	HUMAN RESOURCES	ACORPO
051110	02/01/88	/ /			AST MGR	SALES-SF	HUMAN RESOURCES	BAPNFS
051160	08/01/89	/ /			AST MGR	SALES-GA	HUMAN RESOURCES	BAPGAS
051110	03/01/87	/ /			AST MGR	SALES-NF	HUMAN RESOURCES	BAPNFS
051110	10/01/87	/ /			AST MGR	SALES-NC/SC	HUMAN RESOURCES	AMCSCO
751200	05/01/87	/ /			MGR	CORPORATE	HUMAN RESOURCES	ACORPO
J52000	03/01/87	/ /			OPS MGR	CORPORATE	HR PLANNING	ACORPO
052100	/ /	/ /			STF MGR	CORPORATE	HR PLANNING	ACORPO
052120	03/01/87	/ /			AST STF MGR	CORPORATE INFO	HR PLANNING	BAPGAS
052160	03/01/87	/ /			SVR	CORPORATE	HR PLANNING	ACORPO
054000	01/01/90	/ /			OPS MGR	CORPORATE	LABOR RELATIONS	ACORPO
060000	03/01/90	/ /			V P	SALES	SALES-FLA/DN	BAPFLT
061000	03/01/90	/ /	011000		GEN MGR	SALES	SALES-NF	BAPNFS
06100J	03/01/90	/ /	01100J		REGR DUNNY	REVENUE	SALES-NF	BAPNFS
061010	11/01/91	/ /	011010		SCY	SALES	SALES-NF	BAPNFS
061100	01/01/91	/ /	011100		OPS MGR	PREMISE SALES	SALES-NF	BAPNFS
061101	03/01/90	/ /	011101		ADM AST	PREMISE SALES	SALES-NF	BAPNFS
0611A0	01/01/91	/ /	0111A0		MGR	PREMISE SALES	SALES-NF	BAPNFS
0611A1	03/01/90	/ /	0111A1		SVR	PREMISE SALES	SALES-NF	BAPNFS
0611A2	07/01/92	/ /			AST MGR	SLS PLNG/CO-OP	SALES-NF	BAPNFS
0611B0	03/01/90	/ /	0111B0		MGR	PREMISE SALES	SALES-NF	BAPNFS
0611C0	03/01/90	/ /	0111C0		MGR	PREMISE SALES	SALES-NF	BAPNFS
0611D0	10/01/90	/ /	0111D0		MGR	PREMISE SALES	SALES-NF	BAPNFS
0611E0	04/01/90	/ /	0111E0		MGR	PREMISE SALES	SALES-NF	BAPNFS
0611F0	03/01/90	/ /	0111F0		MGR	PREMISE SALES	SALES-NF	BAPNFS
0611G0	03/01/90	/ /	0111G0		MGR	PREMISE SALES	SALES-NF	BAPNFS
0611H0	11/01/92	/ /			MGR	PREMISE SALES	SALES-NF	BAPNFS
0611I0	01/01/91	/ /	0613P0		MGR	PREMISE SALES	SALES-NF	BAPNFS
0611J0	01/01/91	/ /	0613Q0		MGR	PREMISE SALES	SALES-NF	BAPNFS
061200	03/01/90	/ /	011200		OPS MGR	PREMISE SALES	SALES-CF	BAPNFS
061201	03/01/90	/ /	011201		ADM AST	PREMISE SALES	SALES-CF	BAPNFS
0612A0	03/01/90	/ /	0112A0		MGR	PREM SALES ADM	SALES-CF	BAPNFS
0612A1	03/01/90	/ /	0112A1		SVR	PREMISE SALES	SALES-CF	BAPNFS
0612A2	07/01/92	/ /			AST MGR	SLS PLNG/CO-OP	SALES-CF	BAPNFS
0612B0	03/01/90	/ /	0112C0		MGR	PREMISE SALES	SALES-CF	BAPNFS

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AGE NO. 14  
 -/26/93  
 11:38:57

SellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by M&P)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D612C0	03/01/90	/ /	D112D0		MGR	PREMISE SALES	SALES-CF	BAPNFS
D612D0	03/01/90	/ /	D112E0		MGR	PREMISE SALES	SALES-CF	BAPNFS
D612E0	10/01/90	/ /	D112F0		MGR	PREMISE SALES	SALES-CF	BAPNFS
D612F0	03/01/90	/ /	D112G0		MGR	PREMISE SALES	SALES-CF	BAPNFS
D612G0	03/01/90	/ /	D112H0		MGR	PREMISE SALES	SALES-CF	BAPNFS
D612H0	03/01/90	/ /	D112L0		MGR	PREMISE SALES	SALES-CF	BAPNFS
D612L0	01/01/91	/ /			MGR	PREMISE SALES	SALES-CF	BAPFLT
D612M0	01/01/91	/ /			MGR	PREMISE SALES	SALES-CF	BAPFLT
D61300	01/01/91	/ /	D11900		OPS MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613A0	01/01/91	/ /	D119A0		MGR	ADMINISTRATION	SALES-CF & NF	BAPNFS
D613H0	01/01/91	/ /			MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613H1	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613H2	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613H3	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613H4	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613H5	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613H7	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613J0	01/01/91	/ /			MGR	TELEPHONE SALES	SALES-NF	BAPNFS
D613J1	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPFLT
D613J2	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPFLT
613J3	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPFLT
613J4	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPFLT
D613J5	01/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-NF	BAPFLT
D613J6	02/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-CF	BAPFLT
D613J7	03/01/91	/ /			AST MGR	TELEPHONE SALES	SALES-CF	BAPFLT
D61400	03/01/91	/ /	D11600		MGR	ADMINISTRATION	SALES-NF	BAPNFS
D61500	03/01/90	01/01/92	D11800	D18500	MGR		CUST SVC - NF	BAPNFS
D61510	03/01/90	01/01/92	D11810	D18510	AST MGR		CUST SVC - NF	BAPNFS
D61520	03/01/90	01/01/92	D11820	D18520	AST MGR	CUST SVC	SALES-NF	BAPNFS
D61530	03/31/90	01/01/92		D18530	SVR		CUST SVC - NF	BAPNFS
D61540	03/01/90	01/01/92	D11840	D18540	SVR		CUST SVC - NF	BAPNFS
D61550	03/01/90	01/01/92	D11860	D18550	AST MGR		CUST SVC - NF	BAPNFS
D61560	/ /	01/01/92			AST MGR		CUST SVC - NF	BAPNFS
D63000	03/01/90	01/01/92		D18800	SEG MGR		PREN SLS - S G	BAPGAS
D6300G	01/01/01	01/01/92		D1880G	REGN DUMMY	REVENUE	SALES	BAPGAS
D63A00	03/01/90	01/01/92		D18810	MGR		SLS/MKTG - S G	BAPGAS
D63A10	03/01/90	01/01/92			AST MGR		SLS PLNG - S G	BAPGAS
D63A20	03/01/90	01/01/92		D18820	SVR		SLS PLNG - S G	BAPGAS
D63B00	03/01/90	01/01/92		D18830	MGR		PREN SLS - S GA	BAPGAS
D63C00	03/01/90	01/01/92		D18840	MGR		PREN SLS - S G	BAPGAS
D63D00	03/01/90	01/01/92		D18850	MGR		PREN SLS - S G	BAPGAS
D63E00	03/01/90	01/01/92		D18860	MGR		PREN SLS - S G	BAPGAS
D63F00	01/01/91	01/01/92		D18870	MGR		PREN SLS - S G	BAPGAS
D63G00	03/01/90	01/01/92		D18880	MGR		PREN SLS - S G	BAPGAS
D63H00	03/01/90	01/01/92		D18890	MGR		PREN SLS - S G	BAPGAS
D63000	03/01/90	01/01/92		D188A0	MGR	TELEPHONE SALES	SALES-S GA	BAPGAS
D63A10	03/01/90	01/01/92		D188A1	AST MGR		TEL-SLS-S GA	BAPGAS
D63A20	03/01/90	01/01/92		D188A2	AST MGR		TEL-SLS-S GA	BAPGAS
63030	03/01/90	01/01/92		D188A3	AST MGR		TEL-SLS-S GA	BAPGAS
D63040	03/01/90	01/01/92		D188A4	AST MGR		TEL-SLS-S GA	BAPGAS

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RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D64000	05/01/91	01/01/92		D14000	GEN MGR	SALES	SALES-NC/SC	ANCSCO
D64000	03/01/90	01/01/92		D14000	REGN DUMMY	REVENUE	SALES	BAPNCS
D64000	03/01/90	01/01/92		D14000	REGN DUMMY	REVENUE	SALES	BAPNCS
D64010	07/01/90	01/01/92		D14010	SECT		ADMINS	BAPNCS
D64020	03/01/90	01/01/92		D14020	SEC		ADMINS	BAPNCS
D64100	03/01/90	01/01/92			SEG MGR		NC	BAPNCS
D64110	06/01/91	01/01/92		D14110	ASC MGR		SALES-NC	BAPNCS
D64120	03/01/90	01/01/92		D14120	ASC MGR		NC	BAPNCS
D64130	04/01/90	01/01/92			SVR		CLERICAL	BAPNCS
D64140	04/01/90	01/01/92			SVR		CLERICAL	BAPNCS
D641A0	03/01/90	01/01/92		D141A0	AST MGR	PREMISE SALES	SALES-NC	BAPNCS
D641B0	03/01/90	01/01/92		D141B0	AST MGR		SALES-NC	BAPNCS
D641C0	03/01/90	01/01/92		D141C0	MGR	PREMISE SALES	SALES-NC	BAPNCS
D641D0	03/01/90	01/01/92		D141D0	MGR		SALES-NC	BAPNCS
D641E0	03/01/90	01/01/92		D141E0	AST MGR	PREMISE SALES	SALES-NC	BAPNCS
D641F0	04/01/91	01/01/92		D141F0	AST MGR	PREMISE SALES	SALES-NC	BAPNCS
D641G0	07/01/90	01/01/92		D141G0	MGR		PREMISE SLS-NC	BAPNCS
D641H0	01/01/01	01/01/92			MGR	PREMISE SALES	SALES-NC	BAPNCS
D64200	03/01/90	01/01/92		D14200	OPS MGR		WEST-NC	BAPNCS
D64210	03/01/90	01/01/92		D14210	MGR		WEST NC	BAPNCS
D64220	03/01/90	01/01/92						BAPNCS
D642A0	07/01/90	01/01/92			MGR		WEST NC	BAPNCS
D642B0	03/01/90	01/01/92		D142B0	MGR		WEST NC	BAPNCS
D642C0	06/01/91	01/01/92		D142C0	MGR		WEST NC	BAPNCS
D642D0	03/01/90	01/01/92		D142D0	MGR	PREMISE SALES	WEST NC	BAPNCS
D642E0	03/01/90	01/01/92		D142E0	MGR	PREMISE SALES	WEST NC	BAPNCS
D642F0	03/01/90	01/01/92		D142F0	MGR	PREMISE SALES	SALES-NC	BAPNCS
D642G0	03/01/90	01/01/92		D142G0	MGR	PREMISE SALES	SALES-NC	BAPNCS
D64300	03/01/90	01/01/92		D14300	OPS MGR	PREMISE SALES	SALES-SC	BAPNCS
D64301	03/01/90	01/01/92		D14301	ADM AST		SC	BAPNCS
D64310	03/01/90	01/01/92		D14310	MGR	PREMISE SALES	SALES-SC	BAPNCS
D64320	05/01/91	01/01/92		D14320	AST MGR		SC	BAPNCS
D64330	07/01/90	01/01/92			MGR	TRAINING	SALES-NC/SC	ANCSCO
D643A0	03/01/90	01/01/92		D143A0	MGR	PREMISE SALES	SALES-SC	BAPNCS
D643B0	03/01/90	01/01/92		D143B0	MGR		SALES-SC	BAPNCS
D643C0	03/01/90	01/01/92		D143C0	MGR	PREMISE SALES	SALES-SC	BAPNCS
D643D0	03/01/90	01/01/92		D143D0	MGR		SC	BAPNCS
D643E0	03/01/90	01/01/92		D143E0	MGR	PREMISE SALES	SALES-SC	BAPNCS
D643F0	09/01/90	01/01/92		D143F0	MGR		SC	BAPNCS
D643G0	03/01/90	01/01/92		D143G0	MGR	PREMISE SALES	SALES-SC	BAPNCS
D643H0	03/01/90	01/01/92		D143H0	MGR	PREMISE SALES	SALES-SC	BAPNCS
D64400	03/01/90	01/01/92		D14400	SEG MGR	SALES	PREMISE NC/SC	ANCSCO
D64401	03/01/90	01/01/92		D14401	ADM AST		NC	BAPNCS
D64402	03/01/90	01/01/92		D14402	ADM AST	TELEPHONE SALES	SALES-SC	BAPNCS
D64410	03/01/90	01/01/92		D14410	MGR	TELEPHONE SALES	SALES-NC/SC	ANCSCO
D64420	03/01/90	01/01/92			SVR		PLNG NC/SC	ANCSCO
D644A0	03/01/90	01/01/92		D144A0	MGR		NC	BAPNCS
D644A1	03/01/90	01/01/92		D144A1	AST MGR		NC	BAPNCS
D644A2	10/01/90	01/01/92		D144A2	AST MGR	TELEPHONE SALES	SALES-NC	BAPNCS
D644A3	10/01/90	01/01/92		D144A3	AST MGR		ADS	BAPNCS

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RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D644A4	05/01/91	01/01/92		D144A4	AST MGR		NC	BAPNCS
D644A5	01/01/01	01/01/92						BAPNCS
D644B0	06/01/91	01/01/92		D144B0	MGR	TELEPHONE SALES	SALES-NC	BAPNCS
D644B1	11/01/90	01/01/92		D144B1	AST MGR	TELEPHONE SALES	SALES-NC	BAPNCS
D644B2	10/01/90	01/01/92		D144B2	AST MGR		NC	BAPNCS
D644B3	03/01/90	01/01/92	D143A4	D144B3	AST MGR	TELEPHONE SALES	SALES-NC	BAPNCS
D644B4	03/01/90	01/01/92		D144B4	AST MGR		NC/SC	BAPNCS
D644B5	10/01/90	01/01/92			AST MGR	TELEPHONE SALES	SALES-NC	BAPNCS
D644C0	03/01/90	01/01/92		D144C0	MGR		SALES-SC	BAPSCS
D644C1	03/01/90	01/01/92		D144C1	AST MGR		SALES-SC	BAPSCS
D644C2	03/01/90	01/01/92		D144C2	AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D644C3	06/01/90	01/01/92		D144C3	AST MGR		SALES-SC	BAPSCS
D644C4	03/01/90	01/01/92		D144C4	AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D644D0	03/01/90	01/01/92		D144D0	MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D644D1	03/01/90	01/01/92		D144D1	AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D644D2	03/01/90	01/01/92		D144D2	AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D644D3	03/01/90	01/01/92			AST MGR		SC	BAPSCS
D644D4	12/01/90	01/01/92			AST MGR	TELEPHONE SALES	SALES-SC	BAPSCS
D64500	03/01/90	01/01/92		D18600	MGR		CUST SVC - NC/S	ANCSCO
D64510	03/01/90	01/01/92			AST MGR			ANCSCO
D64520	03/01/90	01/01/92			SVR		NC/SC - CLER SU	ANCSCO
D64530	03/01/90	01/01/92		D18610	AST MGR		NC/SC-COLLECTIO	ANCSCO
D64540	03/01/90	01/01/92		D18630	AST MGR		AREA CODE (704)	ANCSCO
D64550	03/01/90	01/01/92		D18640	AST MGR		NC/SC - SPEC SE	ANCSCO
D64560	03/01/90	01/01/92		D18650	AST MGR		AREA CODE (803)	ANCSCO
D64570	03/01/90	01/01/92		D18660	AST MGR		NC/SC	ANCSCO
D64600	03/01/90	01/01/92		D14500	STF MGR		CAR/STAFF	ANCSCO
D64610	03/01/90	01/01/92		D14510	AST MGR		CAR/STAFF	ANCSCO
D64620	03/01/90	01/01/92		D14520	AST MGR		CAR/STAFF	ANCSCO
D64630	03/01/90	01/01/92			AST MGR		CAR/STAFF	ANCSCO
D64700	03/01/90	01/01/92			STF MGR		NC/SC	ANCSCO
D65000	01/01/92	/ /	D12000		GEN MGR	SALES	SALES-SF	BAPSF5
D6500F	01/01/92	/ /	D1200F		REGN DUMMY	REVENUE	SALES-SF	BAPSF5
D65100	01/01/92	/ /	D12A00		OPS MGR	PREMISE SALES	SALES-SF	BAPSF5
D65101	01/01/92	/ /	D12A01		ADM AST	PREMISE SALES	SALES-SF	BAPSF5
D65110	01/01/92	/ /	D12A10		MGR	PREMISE SALES	SALES-SF	BAPSF5
D65111	01/01/92	/ /	D12A11		SVR	PREMISE SALES	SALES-SF	BAPSF5
D65120	01/01/92	/ /	D12A30		MGR	PREMISE SALES	SALES-SF	BAPSF5
D65125	11/01/92	/ /			MGR	PREMISE SALES	SALES-SF	BAPSF5
D65130	01/01/92	/ /	D12A20		MGR	PREMISE SALES	SALES-SF	BAPSF5
D65135	11/01/92	/ /			MGR	PREMISE SALES	SALES-SF	BAPSF5
D65140	01/01/92	/ /	D12A40		MGR	PREMISE SALES	SALES-SF	BAPSF5
D65150	01/01/92	/ /	D12A50		MGR	PREMISE SALES	SALES-SF	BAPSF5
D65160	01/01/92	/ /	D12A60		MGR	PREMISE SALES	SALES-SF	BAPSF5
D65170	01/01/92	/ /	D12A70		MGR	PREMISE SALES	SALES-SF	BAPSF5
D65180	10/15/92	/ /			MGR	PREMISE SALES	SALES-SF	BAPSF5
D651F0	01/01/92	/ /	D12AF0		MGR	PREMISE SALES	SALES-SF	BAPSF5
D65200	01/01/92	/ /	D12100		OPS MGR	PREMISE SALES	SALES-SF	BAPSF5
D65201	01/01/92	/ /	D12101		ADM AST	PREMISE SALES	SALES-SF	BAPSF5
D65210	01/01/92	/ /	D121A0		MGR	PREMISE SALES	SALES-SF	BAPSF5

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BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

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RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc
065211	06/01/92	/ /			AST MGR	SALES SUPPORT	SALES-SF	BAPSF8
065220	01/01/92	/ /	0121C0		MGR	PREMISE SALES	SALES-SF	BAPSF8
065230	01/01/92	/ /	0121G0		MGR	PREMISE SALES	SALES-SF	BAPSF8
065240	01/01/92	/ /	0121E0		MGR	PREMISE SALES	SALES-SF	BAPSF8
065250	01/01/92	/ /	0121D0		MGR	EXPORT DCTY	SALES-SF	BAPSF8
065260	01/01/92	/ /	0121F0		MGR	PREMISE SALES	SALES-SF	BAPSF8
0652X0	01/01/92	/ /	0121X0		MGR	PREMISE SALES	SALES-SF	BAPSF8
065300	01/01/92	/ /	012400		OPS MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065301	01/01/92	/ /	012401		ADM AST	ADMINISTRATION	SALES-SF	BAPSF8
065310	01/01/92	/ /	012410		MGR	ADMINISTRATION	SALES-SF	BAPSF8
065311	01/01/92	/ /	012411		SVR	TELEPHONE SALES	SALES-SF	BAPSF8
065320	01/01/92	/ /	012420		MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065321	01/01/92	/ /	012421		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065324	01/01/92	/ /	012424		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065325	01/01/92	/ /	012425		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065326	01/01/92	/ /	012426		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065327	01/01/92	/ /	012427		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065330	01/01/92	/ /	012430		MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065334	01/01/92	/ /	012434		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065335	01/01/92	/ /	012435		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065336	01/01/92	/ /	012436		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065337	01/01/92	/ /	012437		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065338	01/01/92	/ /	012438		AST MGR	TELEPHONE SALES	SALES-SF	BAPSF8
065400	01/01/92	/ /	012800		MGR	ADMINISTRATION	SALES-SF	BAPSF8
066000	01/01/92	/ /	017000		GEN MGR	SALES	SALES-SEF	BAPSES
06600E	01/01/92	/ /	01700E		REGN DUNNY	REVENUE	SALES-SEF	BAPSES
066010	01/01/92	/ /	017010		SCY	SALES	SALES-SEF	BAPSES
066100	01/01/92	/ /	017100		OPS MGR	PREMISE SALES	SALES-SEF	BAPSES
066101	01/01/92	/ /	017301		ADM AST	PREMISE SALES	SALES-SEF	BAPSES
066110	01/01/92	/ /	017110		MGR	PREMISE SALES	SALES-SEF	BAPSES
066120	01/01/92	/ /	017120		MGR	PREMISE SALES	SALES-SEF	BAPSES
066130	01/01/92	/ /	017280		MGR	PREMISE SALES	SALES-SEF	BAPSES
066140	01/01/92	/ /	017140		MGR	PREMISE SALES	SALES-SEF	BAPSES
066150	01/01/92	/ /	017230		MGR	PREMISE SALES	SALES-SEF	BAPSES
066160	01/01/92	/ /	017160		MGR	PREMISE SALES	SALES-SEF	BAPSES
066200	01/01/92	/ /	017200		OPS MGR	PREMISE SALES	SALES-SEF	BAPSES
066201	01/01/92	/ /	017201		ADM AST	PREMISE SALES	SALES-SEF	BAPSES
066210	01/01/92	/ /	017210		MGR	ADMINISTRATION	SALES-SEF	BAPSES
066220	01/01/92	/ /	017220		MGR	PREMISE SALES	SALES-SEF	BAPSES
066230	01/01/92	/ /	017150		MGR	PREMISE SALES	SALES-SEF	BAPSES
066240	01/01/92	/ /	017240		MGR	PREMISE SALES	SALES-SEF	BAPSES
066250	01/01/92	/ /	017250		MGR	PREMISE SALES	SALES-SEF	BAPSES
066260	01/01/92	/ /	017260		MGR	PREMISE SALES	SALES-SEF	BAPSES
066300	01/01/92	/ /	017300		OPS MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066301	01/01/92	/ /			ADM AST	TELEPHONE SALES	SALES-SEF	BAPSES
066310	01/01/92	/ /	017330		MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066311	01/01/92	/ /	017332		SVR	TELEPHONE SALES	SALES-SEF	BAPSES
066320	01/01/92	/ /	017310		MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066321	01/01/92	/ /	017317		AST MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066322	01/01/92	/ /	017314		AST MGR	TELEPHONE SALES	SALES-SEF	BAPSES

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AGE NO. 18  
 7/26/93  
 11:39:00

BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by M&P)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
066323	01/01/92	/ /	017319		AST MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066325	01/01/92	/ /	017313		AST MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066326	01/01/92	/ /	017316		AST MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066327	01/01/92	/ /	017318		AST MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066328	01/01/92	/ /	017315		AST MGR	TELEPHONE SALES	SALES-SEF	BAPSES
066800	01/01/92	/ /	017800		MGR	ADMINISTRATION	SALES-SEF	BAPSES
066810	11/20/92	/ /			AST MGR	ADMINISTRATION	SALES-SEF	BAPSES
068000	03/01/90	07/15/92		D28000	OPS MGR	DELIVERY	DISTRIBUTION	ATRAD5
06800A	03/01/90	07/15/92		D2800A	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPALP
06800F	03/01/90	07/15/92		D2800F	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPSPF
06800G	03/01/90	07/15/92		D2800G	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPGAP
06800J	03/01/90	07/15/92		D2800J	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPMFP
06800K	03/01/90	07/15/92		D2800K	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPKYP
06800L	03/01/90	07/15/92		D2800L	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPLAP
06800M	03/01/90	07/15/92		D2800M	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPMSP
06800N	03/01/90	07/15/92		D2800N	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPMCP
06800S	03/01/90	07/15/92		D2800S	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPSCP
06800T	03/01/90	07/15/92		D2800T	REGN DUMMY	EXPENSE	DISTRIBUTION	BAPTWP
068010	03/01/90	07/15/92		D28410	STF AST	BUDGET-EAST	DISTRIBUTION	ATRAD5
068100	03/01/90	07/15/92		D28100	MGR	DELIVERY-EAST	DISTRIBUTION	ATRAD5
068120	03/01/90	07/15/92		D28120	AST STF MGR	INIT DEL-WC/SC	DISTRIBUTION	ATRAD5
068130	03/01/90	07/15/92		D28731	AST STF MGR	INIT DEL-WF	DISTRIBUTION	ATRAD5
068140	03/01/90	07/15/92		D28140	AST STF MGR	INIT DEL-SF	DISTRIBUTION	ATRAD5
068150	03/01/90	07/15/92		D28150	AST STF MGR	INIT DEL-CF	DISTRIBUTION	ATRAD5
068160	04/01/91	07/15/92		D28160	AST STF MGR	I DEL-SAL MS LA	DISTRIBUTION	ATRAD5
068170	04/01/91	07/15/92		D28170	AST STF MGR	I DEL-NAL KY TN	DISTRIBUTION	ATRAD5
068300	03/01/90	07/15/92		D28300	MGR	INTRN DEL TRNSP	DISTRIBUTION	ATRAD5
068330	03/01/90	07/15/92		D28330	AST MGR	INTRN DEL TRNSP	DISTRIBUTION	ATRAD5
068400	03/01/90	07/15/92		D28400	MGR	DEL MECH	DISTRIBUTION	ATRAD5
068430	03/01/90	07/15/92		D28430	AST MGR	DEL RECORDS SYS	DISTRIBUTION	ATRAD5
068700	03/25/91	07/15/92		D28700	MGR	ENV AFFAIRS	DISTRIBUTION	ATRAD0
068710	03/25/91	07/15/92		D28710	MGR	ENV AFFAIRS	DISTRIBUTION	ATRAD0
069000	11/01/90	/ /			GEN MGR	SALES	DELIVERS MORE	BAP69T
069200	11/01/90	/ /			OPS MGR	SALES	DELIVERS MORE	BAP69T
069210	07/01/91	/ /			MGR	SALES	DELIVERS MORE	BAP69T
069220	11/01/90	/ /			MGR	SALES	DELIVERS MORE	BAP69T
069230	11/01/90	/ /			MGR	SALES	DELIVERS MORE	BAP69T
070000	/ /	/ /			GEN MGR	MKTG/NEW PROD	MARKETING	ATRAD0
071000	02/01/89	/ /			OPS MGR	STRATEGY/RESRCH	MARKETING	ATRAD0
07100A	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPALT
07100E	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPSET
07100F	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPSFT
07100G	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPGAT
07100J	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPMFT
07100K	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPKYT
07100L	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPLAT
07100M	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPMST
07100N	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPMCT
07100S	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPSCT
07100T	/ /	/ /			REGN DUMMY	REV & EXP	MARKETING	BAPTNT

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AGE NO. 19  
4/26/93  
11:39:00

BellSouth Advertising & Publishing Corp.  
Responsibility Code Masterfile

(Produced by N&P)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
071100	11/01/90	01/01/92		075200	MGR	COMPETITIVE ANL	MARKETING	ATRADO
071300	03/01/90	/ /			MGR	STRATEGIC PLNG	MARKETING	ATRADO
071400	07/01/90	/ /			MGR	STRATEGIC PLNG	MARKETING	ATRADO
071500	03/01/90	01/01/92		075400	MGR	COVERS/FILLERS	MARKETING	ATRADO
071500	10/15/92	/ /	075400		MGR	PRODUCT IDENT	MARKETING	ATRADO
071600	11/01/90	/ /			MGR	STRATEGIC PLNG	MARKETING	ATRADO
071700	11/01/90	/ /			MGR	STRATEGIC PLNG	MARKETING	ATRADO
071800	11/01/90	01/01/92		075500	MGR	SCOPING	MARKETING	ATRADO
071A00	04/01/91	/ /			MGR	STGY ADV PRICE	MARKETING	ACORPO
072000	05/01/91	/ /			OPS MGR	NEW PRODUCTS	MARKETING	ATRADO
07200A	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPALT
07200E	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPSET
07200F	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPSFT
07200G	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPGAT
07200J	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPMFT
07200K	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPKYT
07200L	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPLAT
07200M	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPNST
07200N	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPNCT
07200S	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPSCT
07200T	04/01/92	/ /			REGN DUMMY	REVENUE	NEW PRODUCTS	BAPTMT
072100	03/01/90	/ /			MGR	MARKETING	NEW PRODUCTS	ATRADO
072200	03/01/90	/ /			STF MGR	AUDIOTEX	MARKETING	ATRADO
072300	05/01/90	/ /			MGR	DIRECT MAIL	MARKETING	ATRADO
072400	11/01/90	/ /			MGR	NEW PRODUCTS	MARKETING	ATRADO
072500	11/01/90	/ /			MGR	NEW PRODUCTS	MARKETING	ATRADO
074000	11/01/90	02/01/92		D21C00	OPS MGR			ATRADO
074100	04/01/91	01/01/92		D75300	MGR		OPERATIONS PLAN	ATRADO
074200	11/01/90	01/01/92		D75100	MGR	MAP TRACKING	MARKETING	ATRADO
074400	04/01/91	02/01/92		D21C20	STF MGR	TRAINING	MKTG	ATRADO
074500	11/01/90	02/01/92		D21C10	MGR	TRAINING	MKTG	ATRADO
074600	11/01/90	02/01/92		D21C50	MGR		MANAGER SALES R	ATRADO
075000	10/16/91	/ /			OPS MGR	SALES SUPPORT	MARKETING	ATRADO
075100	01/01/92	/ /	074200		MGR	MAP DEVELOPMENT	MARKETING	ATRADO
075200	01/01/92	/ /	071100		MGR	MKIS	MARKETING	ATRADO
075300	01/01/92	/ /	074100		MGR	OPERATIONAL PLN	MARKETING	ATRADO
075400	01/01/92	10/15/92	071500	071500	MGR	PRODUCT IDENT	MARKETING	ATRADO
075500	01/01/92	/ /	071800		MGR	SCOPING	MARKETING	ATRADO
075600	06/01/92	/ /			MGR	DIRECT MAIL	MARKETING	ATRADO
075700	10/15/92	/ /			MGR	SALES SUPPORT	MARKETING	ATRADO
080000	01/01/92	/ /			DTR	PROD/ADS/NYPS	PUBLS SVCS	ATRADS
081000	01/01/92	/ /	02C000		OPS MGR	NYPS	PUBLS SVCS-NYPS	ATRADO
081100	01/01/92	/ /	02C100		MGR	NAT'L ACCOUNTS	PUBLS SVCS-NYPS	ATRADO
081200	01/01/92	/ /	02C400		MGR	NYPS	PUBLS SVCS-NYPS	ATRADO
081300	11/15/92	/ /			MGR	NYPS	PUBLS SVCS-NYPS	ATRADO
082000	01/01/92	/ /	D22000		OPS MGR	ADS	PUBLS SVCS	AEAST5
082600	01/01/92	/ /	D22600		MGR	ADS	PUBLS SVCS	AEAST5
082650	01/01/92	04/01/92	D22650		SVR	ADS	PUBLS SVCS	AEAST5
082800	01/01/92	/ /	D22800		MGR	ADS	PUBLS SVCS	AEAST5
082A00	01/01/92	/ /	D22A00		MGR	ADS	PUBLS SVCS	AEAST5

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AGE NO. 20  
 -/26/93  
 11:39:01

BellSouth Advertising & Publishing Corp.  
 Responsibility Code Masterfile

(Produced by M&P)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
D83000	01/01/92	/ /	D23000		OPS MGR	WP/YP PRODUCTN	PUBLS SVCS	AEGNS5
D83010	01/01/92	/ /	D23010		ADM SVR	ADMINISTRATION	PUBLS SVCS	AGNSCS
D83100	01/01/92	/ /	D23100		MGR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83110	01/01/92	/ /	D23110		AST MGR	YP SCHEDULE	PUBLS SVCS	AGNSCS
D83120	01/01/92	/ /	D23120		SVR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83130	01/01/92	/ /	D23130		SVR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83140	01/01/92	/ /	D23140		SVR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83150	01/01/92	/ /	D23150		SVR	YP FOCUS	PUBLS SVCS	AGNSCS
D83160	01/01/92	/ /	D23170		SVR	MKT ANALYSIS	PUBLS SVCS	AGNSCS
D83170	01/01/92	/ /	D23190		SVR	FOCUS	PUBLS SVCS	AGNSCS
D83180	02/01/92	/ /	D83300		AST MGR	CLASS SUPPORT	PUBLS SVCS	AGNSCS
D83190	/ /	01/01/92						ZZZZZZ
D83200	01/01/92	/ /	D23200		MGR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83210	01/01/92	/ /	D23210		SVR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83220	01/01/92	/ /	D23220		SVR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83230	01/01/92	/ /	D23230		SVR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83240	01/01/92	/ /	D23250		SVR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83250	01/01/92	/ /	D23260		SVR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83260	02/01/92	/ /	D83310		SVR	CENTRAL FILE	PUBLS SVCS	AGNSCS
D83300	01/01/92	02/01/92	D23300	D83180	AST MGR	CLASS SUPPORT	PUBLS SVCS	AGNSCS
D83310	01/01/92	02/01/92	D23310	D83260	SVR		PUBLS SVCS	AGNSCS
D83400	01/01/92	/ /	D23400		MGR	NYP5	PUBLS SVCS	AEAST5
D83410	01/01/92	/ /	D23410		SVR	NYP5	PUBLS SVCS	AEAST5
D83420	01/01/92	/ /	D23420		SVR	NYP5	PUBLS SVCS	AEAST5
D83430	01/01/92	/ /	D23430		SVR	NYP5	PUBLS SVCS	AEAST5
D83440	01/01/92	/ /	D23440		SVR	NYP5	PUBLS SVCS	AEAST5
D83450	01/01/92	/ /	D23450		SVR	NYP5	PUBLS SVCS	AEAST5
D83460	01/01/92	/ /	D23460		SVR	NYP5	PUBLS SVCS	AGNSCS
D83500	01/01/92	/ /	D23600		MGR	YP PRODUCTION	PUBLS SVCS	AGNSCS
D83510	01/01/92	/ /	D23610		SVR	FOCUS	PUBLS SVCS	AGNSCS
D83520	01/01/92	/ /	D23630		SVR	MKT ANLS/SCHE	PUBLS SVCS	AGNSCS
D83530	01/01/92	/ /	D23640		SVR	PAR-D	PUBLS SVCS	AGNSCS
D83540	01/01/92	/ /	D23620		SVR		PUBLS SVCS	AGNSCS
D83550	01/01/92	/ /	D23650		SVR		PUBLS SVCS	AGNSCS
D83600	01/01/92	/ /	D23700		MGR	WP PROD-EAST	PUBLS SVCS	AEAST5
D83610	01/01/92	/ /	D23710		SVR	WP PROD-EAST	PUBLS SVCS	AEAST5
D83620	01/01/92	/ /	D23720		SVR	WP PROD-EAST	PUBLS SVCS	AEAST5
D83630	01/01/92	02/01/92	D23730		SVR	WP PROD-EAST	PUBLS SVCS	AEAST5
D83640	01/01/92	/ /	D23740		SVR	WP PROD-EAST	PUBLS SVCS	AEAST5
D83650	01/01/92	/ /	D23750		SVR	WP PROD-EAST	PUBLS SVCS	AEAST5
D83670	01/01/92	/ /	D23770		SVR	WP PROD-EAST	PUBLS SVCS	AEAST5
D83680	01/01/92	/ /	D23780		SVR	WP PROD-EAST	PUBLS SVCS	AEAST5
D83690	01/01/92	/ /	D23790		SVR	WP PROD-EAST	PUBLS SVCS	AEAST5
D836A0	01/01/92	/ /	D237A0		AST MGR	WP PROD-EAST	PUBLS SVCS	AEAST5
D84000	01/01/92	/ /	D24000		OPS MGR	FLORIDA	PUBLS SVCS	BAPFLT
D84010	01/01/92	/ /	D24010		STF AST	HF & SF	PUBLS SVCS	BAPFLT
D84100	01/01/92	/ /	D24300		MGR	SF	PUBLS SVCS	BAPFP
D84110	01/01/92	/ /	D243A0		SVR	INSTRUCTOR	PUBLS SVCS	BAPFLT
D84120	01/01/92	/ /	D243C0		SVR	INSTRUCTOR	PUBLS SVCS	BAPFLT
D84130	01/01/92	/ /	D243D0		SVR	NYP5	PUBLS SVCS	BAPFLT

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BallSouth Advertising & Publishing Corp.  
Responsibility Code Masterfile

(Produced by MEP)

RC	RC Active	RC Inactive	Former RC	New RC	Position Title	Function	Functional Group	DCTY Alloc.
084140	01/01/92	/ /	024380		SVR	SYSTEM SECURITY	PUBLS SVCS	BAPFLT
084150	01/01/92	/ /	024320		SVR	CNTRL FILE/LVL6	PUBLS SVCS	BAPSFP
084200	01/01/92	/ /	024200		MGR	SF	PUBLS SVCS	BAPSFP
084210	01/01/92	/ /	024220		SVR		PUBLS SVCS	BAPSFP
084220	01/01/92	/ /	024240		SVR	CLOSING	PUBLS SVCS	BAPSFP
084230	01/01/92	/ /	024210		SVR	PAR-0	PUBLS SVCS	BAPSFP
084240	01/01/92	/ /	024280		SVR	FOCUS	PUBLS SVCS	BAPFLT
084250	01/01/92	/ /	024290		SVR	FOCUS	PUBLS SVCS	BAPFLT
084260	03/16/92	/ /			SVR	FOCUS	PUBLS SVCS	BAPFLT
084300	01/01/92	/ /	024600		MGR		PUBLS SVCS	BAPSFP
084310	01/16/92	/ /	024680		SVR	NTPS	PUBLS SVCS	BAPSFP
084320	01/01/92	/ /	024640		SVR	NTPS	PUBLS SVCS	BAPSFP
084330	01/01/92	/ /	024330		SVR	NTPS BILLING	PUBLS SVCS	BAPSFP
084340	01/01/92	/ /	024670		SVR	COPY	PUBLS SVCS	BAPSFP
084350	01/01/92	/ /	024650		SVR	SERVICE ORDER	PUBLS SVCS	BAPSFP
084360	01/01/92	/ /	024620		SVR	SERVICE ORDER	PUBLS SVCS	BAPSFP
084370	01/01/92	/ /	024660		SVR		PUBLS SVCS	BAPSFP
084400	01/01/92	/ /	024500		MGR		PUBLS SVCS	BAPNFP
084410	01/01/92	/ /	024540		SVR		PUBLS SVCS	BAPNFP
084420	01/01/92	/ /	024510		SVR		PUBLS SVCS	BAPNFP
084430	01/01/92	/ /	024550		SVR		PUBLS SVCS	BAPNFP
084440	01/01/92	/ /	024560		SVR		PUBLS SVCS	BAPNFP
085000	01/01/92	/ /	025000		OPS MGR	WEST WP & YP	PUBLS SVCS	AMESTS
085010	01/01/92	02/01/92	025010		ADM AST	WEST WP & YP	PUBLS SVCS	AMESTS
085010	04/01/92	/ /			ADM AST	WEST WP & YP	PUBLS SVCS	AMESTS
085020	01/01/92	/ /	025020		ADM AST	WEST WP & YP	PUBLS SVCS	AMESTS
085100	01/01/92	/ /	025100		MGR	WEST WP & YP	PUBLS SVCS	AMESTS
085110	/ /	/ /						
085130	01/01/92	/ /	025130		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085140	01/01/92	/ /	025140		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085150	/ /	01/01/92						ZZZZZZ
085170	01/01/92	/ /	025170		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085180	01/01/92	/ /	025180		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085190	/ /	/ /						
0851A0	01/01/92	/ /	0251A0		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085180	01/01/92	/ /	025180		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085200	01/01/92	/ /	025200		MGR	WEST WP & YP	PUBLS SVCS	AMESTS
085210	01/01/92	/ /	025210		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085220	01/01/92	/ /	025220		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085230	01/01/92	/ /	025230		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085250	01/01/92	/ /	025250		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085260	01/01/92	/ /	025260		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085280	01/01/92	/ /	025280		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085290	01/01/92	/ /	025290		SVR	WEST WP & YP	PUBLS SVCS	AMESTS
085300	01/01/92	/ /	025300		AST MGR	WEST WP & YP	PUBLS SVCS	AMESTS
085400	01/01/92	/ /	025400		MGR	WEST WP & YP	CUST SVC	AMESTS
085410	01/01/92	/ /	025410		AST MGR	WEST WP & YP	CUST SVC	AMESTS
085420	01/01/92	/ /	025420		AST MGR	WEST WP & YP	CUST SVC	AMESTS
085440	01/01/92	/ /	025440		AST MGR	WEST WP & YP	CUST SVC	AMESTS
085450	01/01/92	/ /	025450		SVR	WEST WP & YP	CUST SVC	AMESTS

PROPRIETARY

PROPRIETARY

RC	Active	Inactive	RC	Former	New	Position	Title	Function	Group	Alloc.
085490	01/01/92	/	025490	SVR		WEST UP & YP	CUST SVC			
085500	01/01/92	/	025500	NR		WEST UP & YP	PUBLS SVCS			
085510	01/01/92	/	025510	SVR		WEST UP & YP	PUBLS SVCS			
085520	01/01/92	/	025520	SVR		WEST UP & YP	PUBLS SVCS			
085530	01/01/92	/	025530	SVR		WEST UP & YP	PUBLS SVCS			
085540	01/01/92	/	025540	SVR		WEST UP & YP	PUBLS SVCS			
085550	01/01/92	/	025550	SVR		WEST UP & YP	PUBLS SVCS			
085570	01/01/92	/	025570	SVR		WEST UP & YP	PUBLS SVCS			
085580	01/01/92	/	025580	AST STF	NR	WEST UP & YP	PUBLS SVCS			
085590	05/01/92	/		STF	AST	WEST UP & YP	PUBLS SVCS			
080000	/	/		COMP	DUNNY	HEADQUARTERS	BAPCO			
080000	06/01/92	12/01/92		REGN	DUNNY	PREMISE SALES	SALLES-NG			
080000	01/01/92	11/01/92	050200	OPR	NR	TOTAL QUALITY	ACORPO			
080000	01/01/92	/		COMP	DUNNY	ACCOUNT RECLASS	ISSUE BASIS			
080000	/	/		REGN	DUNNY	TEL CONCESSION	CORPORATE			
080000	05/06/92	/		REGN	DUNNY	TEL CONCESSION	CORPORATE			
080000	05/06/92	/		REGN	DUNNY	TEL CONCESSION	CORPORATE			
080000	05/06/92	/		REGN	DUNNY	TEL CONCESSION	CORPORATE			
080000	05/06/92	/		REGN	DUNNY	TEL CONCESSION	CORPORATE			
080000	05/06/92	/		REGN	DUNNY	TEL CONCESSION	CORPORATE			
080000	05/06/92	/		REGN	DUNNY	TEL CONCESSION	CORPORATE			

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Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 4-9-93  
Amended Response to  
Item No. 3-043.0  
Page 1 of 1

**Request:** Provide a matrix of how BAPCO RC's are assigned to individual states, contiguous states, the east section, all nine states, and any other assignment for 1992 as reference in the response to 3-004.

**Response:** In its response dated April 16, 1993 the Company stated that it would provide a response by June 4, 1993. Following is the response:

The column entitled "DCTY Alloc." on the list of Responsibility Codes provided in response to Item No. 3-042 indicates the pointer for each RC. If the pointer begins with "BAP\_\_\_," then that RC is assigned directly to a particular state or part of a state. The fourth and fifth letter of the pointer indicate the state or part of a state, as follows:

AL	-	Alabama
FL	-	Florida
GA	-	Georgia
KY	-	Kentucky
LA	-	Louisiana
NC	-	North Carolina
MS	-	Mississippi
SC	-	South Carolina
TN	-	Tennessee
NF	-	North Florida
SE	-	Southeast Florida
SF	-	South Florida
69	-	New Products (not included in state income statements)

If the pointer begins with "A\_\_\_," explanation provided in response to Item No. 3-044 describes the assignment of the RC.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: June 4, 1993

**PROPRIETARY**

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 4-9-93  
Amended Response to  
Item No. 3-044.0  
Page 1 of 1

**Request:** Provide a matrix showing how BAPCO RC's are allocated by the four allocation factors for 1992 listed in response to 3-004.

**Response:** In its response dated April 16, 1993 the Company stated that it would provide a response by June 4, 1993. Following is the response:

The column entitled "DCTY Alloc." on the list of Responsibility Codes provided in response to Item No. 3-042 indicates the pointer for each RC. If the pointer is in the format "A\_\_\_," then that RC is allocated to states according to the allocation factors shown on the attached matrix. The middle four digits of the pointer ("CORP," "TRAD," "EAST," "WEST," "GNSC," "NCSC," or "BGNS") indicate which column of the matrix to use. The account number determines which row of the matrix to use. There are four rows, each corresponding to one of the four allocation factors listed in our response to Item No. 3-004. Once the appropriate column and row are determined, the percentages indicated by the matrix are then used to allocate the expense to the appropriate states. The BAPCO Allocation matrix is being mailed in overnight mail on June 4, 1993.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: June 4, 1993

FOIK 03W 001607

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 4-9-93  
Amended Response to  
Item No. 3-045.0  
Page 1 of 1

**Request:** Provide the four numerical allocation factors used for 1992.

**Response:** In its response dated April 16, 1993 the Company stated that it would provide a response on June 4, 1993. Following is the response:

The four numerical allocation factors used for 1992 are included in the Proprietary attachment being provided in response to Item No. 3-044.

**Date Provided:** June 4, 1993

A B C D E F G H

1992 Allocation Factors	CORP	TRAD	EAST	WEST	ONSC	NCSC	BONS (b)
	all nine states	all nine states	Fa/Ga/NCSC	All Ky/La/Mo/Ta	Ga/ONSC	MO/NC	Fa/Ga/ONSC
<b>Composite Percentage (a)</b> For accounts 40000, 51000, 52000, 53000, 54000, 59000, 60000 (except 62200), 54000 (except 54100 & 54200) 91 Adj Total 57.2% 91 State 44.4% 12/31/91 \$1 of Ga Rev Dir Expenses Fees Fa Ga NC SC AL Ky La Mo Ta	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
<b>White Page Service Order Transaction Percentages (c)</b> For accounts 541000, 551000, 554000 WP Sec Order Transactions Fa Ga NC SC AL Ky La Mo Ta	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
<b>Yellow Page Service Orders Received Percentages (c)</b> For accounts 540000, 552000 *These Yellow Page statistics did not yield accurate and reliable results. Therefore, prior year percentages were used to achieve consistency. A study is currently being done to identify alternative sources.	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
<b>Force Percentages (c)</b> For accounts 62200 12/31/91 Force Fa Ga NC SC AL Ky La Mo Ta	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

- (a) The composite percent is calculated by
  - (1) Calculating each state's percentage of the total for Adjusted Total Operating Revenues, State Direct Expenses, and Fees
  - (2) Taking an average of the three percentages obtained in (1).
- (b) The BONS percentage is calculated by averaging the EAST and ONSC percentages
- (c) Each percentage is calculated by dividing a state's statistic by the total of the statistics for the states included in the region or group of states for which the percentages are being calculated.

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELL SOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 4-9-93  
Amended Response to  
Item No. 3-046.0  
Page 1 of 1

**Request:** Provide the detailed data used to calculate the four allocation factors for each of the nine states for 1990, 1991 and 1992 and show how the data was used to determine the four allocation factors for each year.

**Response:** In its response dated April 16, 1993, the Company stated that it would provide a response by June 4, 1993. Following is the response:

The detailed data used to calculate each of the four allocation factors for each of the nine states for 1990 and 1991 is shown in the left columns of the BAPCO 1990 and 1991 Allocation factor matrix which is being mailed in overnight mail on June 4, 1993. Footnotes on each page describe how the percentages for each of the four allocation factors are calculated. Similar information for 1992 is included in the attachment provided in response to Item No. 3-044.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: June 4, 1993



Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 4-9-93  
Amended Response to  
Item No. 3-046.0  
Page 1 of 1

**Request:** Provide the detailed data used to calculate the four allocation factors for each of the nine states for 1990, 1991 and 1992 and show how the data was used to determine the four allocation factors for each year.

**Response:** In its response dated April 16, 1993 the Company stated that it would provide a response by June 4, 1993. Following is the response:

The detailed data used to calculate each of the four allocation factors for each of the nine states for 1990 and 1991 is shown in the left columns of the BAPCO 1990 and 1991 Allocation factor matrix which is being mailed in overnight mail on June 4, 1993. Footnotes on each page describe how the percentages for each of the four allocation factors are calculated. Similar information for 1992 is included in the attachment provided in response to Item No. 3-044.

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**Date Provided: June 4, 1993**

1990 Allocation Factors	CORP	TRAD	EAST	WEST	GNSC	NCSC	KYTN	MSLA
	all nine states	all nine states	Fl/Ga/NC/SC	Al/Ky/La/Tn	Ga/NC/SC	NC/SC	KY/TN	MS/LA
<b>Composite Percentage (a)</b> For accounts 4000X, 5100X, 5200X, 5300X, 5600X, 5800X, 6000X (except 6220X) 5400X (except 5410X & 5430X) 89 Adj Total    89 State    12/31/89 On Rev    Dir Expense    Fees Fl Ga NC SC Al Ky La Ms Tn	[REDACTED]							
<b>White Page Service Order Transaction Percentages (b)</b> For accounts 54100X, 55100X, 55400X WP Svc Order Transactions Fl Ga NC SC Al Ky La Ms Tn								
<b>Yellow Page Service Orders Received Percentages (b)</b> For accounts 54300X, 55200X YP Svc Ord Rec'd Fl Ga NC SC Al Ky La Ms Tn								
<b>Force Percentages (b)</b> For accounts 6220X <i>30.77%</i> Force Fl Ga NC SC Al Ky La Ms Tn								

69.23%    30.77%  
 69.23%    69.23%

(a) The composite percent is calculated by  
 (1) Calculating each state's percentage of the total for Adjusted Total Operating Revenues, State Direct Expenses, and Fees  
 (2) Taking an average of the three percentages obtained in (1).  
 (b) Each percentage is calculated by dividing a state's statistic by the total of the statistics for the states included in the region or group of states for which the percentages are being calculated.

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELL SOUTH ADVERTISING AND PUBLISHING CORPORATION,  
 PROVIDED SUBJECT TO PROTECTIVE AGREEMENT

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1991 Allocation Factors	CORP	TRAD	EAST	WEST	GNSC	NCSC	KYTN	MSLA
	all state states	all state states	Fla/Ga/NC/SC	Al/ Ky/La/Ms/Tn	Ga/NC/SC	NC/SC	KY/TN	MS/LA
<b>Composite Percentage (a)</b>  For accounts 0000, 51000, 52000, 53000, 56000, 59000, 60000 (except 62200), 54000 (except 54100 & 54300).  90 Adj Total      90 State      12/31/90 On Rev      Dir Expenses      Force  Fla Ga NC SC Al Ky La Ms Tn								
<b>White Page Service Order Transaction Percentages (b)</b>  For accounts 541000, 551000, 554000  WP Svc Order Transactions  Fla Ga NC SC Al Ky La Ms Tn								
<b>Yellow Page Service Orders Received Percentages (b)</b>  For accounts 543000, 552000  *These Yellow Page statistics did not yield accurate and reliable results. Therefore, prior year percentages were used to achieve consistency. A study is being done to identify alternative statistics.								
<b>Force Percentages (b)</b>  For accounts 62200  Force  Fla Ga NC SC Al Ky La Ms Tn								

(a) The composite percent is calculated by  
 (1) Calculating each state's percentage of the total for Adjusted Total Operating Revenues, State Direct Expenses, and Force  
 (2) Taking an average of the three percentages obtained in (1).  
 (b) Each percentage is calculated by dividing a state's statistic by the total of the statistics for the states included in the region or group of states for which the percentages are being estimated.

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELL SOUTH ADVERTISING AND PUBLISHING CORPORATION,  
 PROVIDED SUBJECT TO PROTECTIVE AGREEMENT

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 4-9-93  
Amended Response to  
Item No. 3-047.0  
Page 1 of 1

**Request:** Provide BAPCO expenses in total and by each state for 1991 and 1992 by account and split between direct and allocated expenses including taxes.

**Response:** In its response dated April 16, 1993 the Company stated that it would provide a response on June 4, 1993. Following is the response:

The 1991 and 1992 BAPCO Total Expenses and Direct vs. Allocated Expenses for each state are provided in Attachment A and Attachment B, respectively. These attachments are being mailed in overnight mail on June 4, 1993.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided:** June 4, 1993

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 TOTAL COMPANY  
 FOR THE YEAR 1992  
 \$(000)




A <u>CATEGORY OF EXPENSE</u>	B <u>DIRECTLY ASSIGNED AMOUNT</u>	C <u>% OF TOTAL</u>	D: 75 E <u>ALLOCATED AMOUNT</u>	E <u>% OF TOTAL</u>	F <u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
PIP/Delivers More					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco <i>MCA</i>					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
<b>TOTAL</b>					

*Handwritten notes and redactions:*  
 LESS TAXES : [REDACTED]  
 AFF (UG) : [REDACTED]  
 2 = 1 = [REDACTED]  
 [REDACTED] : 90  
 [REDACTED]

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 FLORIDA  
 FOR THE YEAR 1992  
 \$(000)

<u>A</u> <u>CATEGORY OF EXPENSE</u>	<u>B</u> <u>DIRECTLY</u> <u>ASSIGNED</u> <u>AMOUNT</u>	<u>C</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>D</u> <u>ALLOCATED</u> <u>AMOUNT</u>	<u>E</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>F</u> <u>TOTAL</u> <u>AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
4400 Directory Production					
3500 Directory Manufacturing 225,425					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco 46,600.00					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

*Directory Manuf.* FL  
  
  


PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 ALABAMA  
 FOR THE YEAR 1992  
 \$(000)

<u>A</u> <u>CATEGORY OF EXPENSE</u>	<u>B</u> <u>DIRECTLY ASSIGNED AMOUNT</u>	<u>C</u> <u>% OF TOTAL</u>	<u>D</u> <u>ALLOCATED AMOUNT</u>	<u>E</u> <u>% OF TOTAL</u>	<u>F</u> <u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
<b>TOTAL</b>					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 05-11-93  
Amended Response to  
Item No. 3-075.0  
Page 1 of 1

Request: Provide the amounts by account related to total 1992 BAPCO payments to each affiliate in the format shown below.

AFFILIATE NAME	ACCOUNT	RELATED ACCOUNT
----------------	---------	-----------------

Response: In its response date May 19, 1993 the Company stated that it would provide a response or a status report on June 29, 1993. Following is the response:

A schedule showing the total 1992 BAPCO payments to each affiliate shown by Affiliate Name, Amount and Related Account is being mailed in overnight mail on June 4, 1993.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: June 4, 1993



BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 GEORGIA  
 FOR THE YEAR 1992  
 \$(000)

A	B	C	D	E	F
<u>CATEGORY OF EXPENSE</u>	<u>DIRECTLY ASSIGNED AMOUNT</u>	<u>% OF TOTAL</u>	<u>ALLOCATED AMOUNT</u>	<u>% OF TOTAL</u>	<u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 KENTUCKY  
 FOR THE YEAR 1992  
 \$(000)

<u>A</u> <u>CATEGORY OF EXPENSE</u>	<u>B</u> DIRECTLY ASSIGNED AMOUNT	<u>C</u> % OF TOTAL	<u>D</u> ALLOCATED AMOUNT	<u>E</u> % OF TOTAL	<u>F</u> TOTAL AMOUNT
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 LOUISIANA  
 FOR THE YEAR 1992  
 \$(000)

A <u>CATEGORY OF EXPENSE</u>	B <u>DIRECTLY ASSIGNED AMOUNT</u>	C <u>% OF TOTAL</u>	D <u>ALLOCATED AMOUNT</u>	E <u>% OF TOTAL</u>	F <u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
<b>TOTAL</b>					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 MISSISSIPPI  
 FOR THE YEAR 1992  
 \$(000)

<u>A</u> CATEGORY OF EXPENSE	<u>B</u> DIRECTLY ASSIGNED AMOUNT	<u>C</u> % OF TOTAL	<u>D</u> ALLOCATED AMOUNT	<u>E</u> % OF TOTAL	<u>F</u> TOTAL AMOUNT
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 NORTH CAROLINA  
 FOR THE YEAR 1992  
 \$(000)

<u>A</u> <u>CATEGORY OF EXPENSE</u>	<u>B</u> <u>DIRECTLY</u> <u>ASSIGNED</u> <u>AMOUNT</u>	<u>C</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>D</u> <u>ALLOCATED</u> <u>AMOUNT</u>	<u>E</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>F</u> <u>TOTAL</u> <u>AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 SOUTH CAROLINA  
 FOR THE YEAR 1992  
 \$(000)

<u>A</u> <u>CATEGORY OF EXPENSE</u>	<u>B</u> <u>DIRECTLY</u> <u>ASSIGNED</u> <u>AMOUNT</u>	<u>C</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>D</u> <u>ALLOCATED</u> <u>AMOUNT</u>	<u>E</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>F</u> <u>TOTAL</u> <u>AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 TENNESSEE  
 FOR THE YEAR 1992  
 \$(000)

A <u>CATEGORY OF EXPENSE</u>	B <u>DIRECTLY ASSIGNED AMOUNT</u>	C <u>% OF TOTAL</u>	D <u>ALLOCATED AMOUNT</u>	E <u>% OF TOTAL</u>	F <u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 TOTAL COMPANY  
 FOR THE YEAR 1991  
 \$(000)

A <u>CATEGORY OF EXPENSE</u>	B <u>DIRECTLY ASSIGNED AMOUNT</u>	C <u>% OF TOTAL</u>	D <u>ALLOCATED AMOUNT</u>	E <u>% OF TOTAL</u>	F <u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
PIP/Delivers More					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
<b>TOTAL</b>					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.



BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 FLORIDA  
 FOR THE YEAR 1991  
 \$(000)

A	B	C	D	E	F
<u>CATEGORY OF EXPENSE</u>	<u>DIRECTLY ASSIGNED AMOUNT</u>	<u>% OF TOTAL</u>	<u>ALLOCATED AMOUNT</u>	<u>% OF TOTAL</u>	<u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
<b>TOTAL</b>					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 ALABAMA  
 FOR THE YEAR 1991  
 \$(000)

A <u>CATEGORY OF EXPENSE</u>	B DIRECTLY ASSIGNED AMOUNT	C % OF TOTAL	D ALLOCATED AMOUNT	E % OF TOTAL	F TOTAL AMOUNT
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 GEORGIA  
 FOR THE YEAR 1991  
 \$(000)

A	B	C	D	E	F
<u>CATEGORY OF EXPENSE</u>	<u>DIRECTLY ASSIGNED AMOUNT</u>	<u>% OF TOTAL</u>	<u>ALLOCATED AMOUNT</u>	<u>% OF TOTAL</u>	<u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
<b>TOTAL</b>					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 KENTUCKY  
 FOR THE YEAR 1991  
 \$(000)

<u>A</u> <u>CATEGORY OF EXPENSE</u>	<u>B</u> <u>DIRECTLY</u> <u>ASSIGNED</u> <u>AMOUNT</u>	<u>C</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>D</u> <u>ALLOCATED</u> <u>AMOUNT</u>	<u>E</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>F</u> <u>TOTAL</u> <u>AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
<b>TOTAL</b>					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 LOUISIANA  
 FOR THE YEAR 1991  
 \$(000)

A <u>CATEGORY OF EXPENSE</u>	B <u>DIRECTLY ASSIGNED AMOUNT</u>	C <u>% OF TOTAL</u>	D <u>ALLOCATED AMOUNT</u>	E <u>% OF TOTAL</u>	F <u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
<b>TOTAL</b>					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 MISSISSIPPI  
 FOR THE YEAR 1991  
 \$(000)

<p>A</p> <u>CATEGORY OF EXPENSE</u>	<p>B</p> <u>DIRECTLY ASSIGNED AMOUNT</u>	<p>C</p> <u>% OF TOTAL</u>	<p>D</p> <u>ALLOCATED AMOUNT</u>	<p>E</p> <u>% OF TOTAL</u>	<p>F</p> <u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 NORTH CAROLINA  
 FOR THE YEAR 1991  
 \$(000)

<u>A</u> <u>CATEGORY OF EXPENSE</u>	<u>B</u> <u>DIRECTLY</u> <u>ASSIGNED</u> <u>AMOUNT</u>	<u>C</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>D</u> <u>ALLOCATED</u> <u>AMOUNT</u>	<u>E</u> <u>%</u> <u>OF</u> <u>TOTAL</u>	<u>F</u> <u>TOTAL</u> <u>AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 SOUTH CAROLINA  
 FOR THE YEAR 1991  
 \$(000)

A <u>CATEGORY OF EXPENSE</u>	B <u>DIRECTLY ASSIGNED AMOUNT</u>	C <u>% OF TOTAL</u>	D <u>ALLOCATED AMOUNT</u>	E <u>% OF TOTAL</u>	F <u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.



BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 SCHEDULE OF DIRECT VS. ALLOCATED EXPENSES  
 TENNESSEE  
 FOR THE YEAR 1991  
 \$(000)

<u>A</u>	<u>B</u>	<u>C</u>	<u>D</u>	<u>E</u>	<u>F</u>
<u>CATEGORY OF EXPENSE</u>	<u>DIRECTLY ASSIGNED AMOUNT</u>	<u>% OF TOTAL</u>	<u>ALLOCATED AMOUNT</u>	<u>% OF TOTAL</u>	<u>TOTAL AMOUNT</u>
Local Sales					
NYPS Sales					
Sales Promotion					
Directory Production					
Directory Manufacturing					
Delivery Expense					
Independent Company					
Product Support Services					
G & A Salaries and Wages					
Relief and Pensions					
Business Travel and Expense					
Office Expense					
Prof & Consulting Fees					
Service Contract Exp-Interco					
Other Genl and Administrative					
Depreciation Expense					
Interest Expense					
Other Expense					
Federal Income Tax					
State & Local Income Tax					
TOTAL					

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260  
Audit  
Date: 05-11-93  
Amended Response to  
Item No. 3-063  
Page 1 of 1

**Request:** Provide the documentation that supports BSC's position that the management fee charged to BAPCO is less than what would be charged to BAPCO using FDC.

**Response:** The Company amends its response of June 11, 1993 in which it stated that the requested information or a status report would be provided on June 29, 1993 as follows:

The schedules supporting theoretical allocations of 1992 BSE-HQ costs based on FDC vs. actual Management Fees billed to the subsidiaries are being mailed in overnight mail to be received on Monday, June 21, 1993. In each case the summary schedule shows that FDC allocated charges would have been higher than actual billed Management Fees. Much of this information has been previously provided in response to Item No. 2-062.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: June 18, 1993

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
TOTAL COMPANY BALANCE SHEET

(10000)  
 1/31/02 2/29/02 3/31/02 4/30/02 5/31/02 6/30/02 7/31/02 8/31/02 9/30/02 10/31/02 11/30/02 12/31/02  
 b c o e f G H I J K L M

# PROPRIETARY

A

**ASSETS**

- Cash & Temp Cash Investments
- Accounts Receivable - Trade-Net
- Other Accounts Receivable
- Accounts Receivable - Affiliates
- Interest and Dividends Receivable
- Prepaid Expenses
- Prepaid Product Costs
- Def. Charges & Other Current Assets
- Total Current Assets
- Property, Plant & Equipment-Net
- Other Non-Current Assets
- Total Long Term Assets
- Total Assets

**LIABILITIES AND EQUITY**

- Accounts Payable - Affiliated
- Accounts Payable - Other
- Deferred Credits
- Accrued Taxes Other Than Income
- Employee Withholdings
- Current Inc. Tax Payable
- Dividends Payable
- Other Current Liabilities
- Total Current Liabilities
- Long Term Debt
- Unfunded Pension Liability
- Non-Current Liability
- Accumulated Deferred Income Tax
- Total Long Term Liabilities
- Common Stock
- Add. Paid In Capital
- Retained Earnings
- Total Equity
- Total Liab. and Equity

PROPRIETARY INFORMATION OF BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION. PROVIDED SUBJECT TO PROTECTIVE AGREEMENT.

BELLSOUTH ADVERTISING AND PUBLISHING CORPORATION  
 TOTAL COMPANY INCOME STATEMENT  
 (\$000)

	<u>A</u>	<u>B</u>	<u>C</u>	<u>D</u>	<u>E</u>	<u>F</u>	<u>G</u>	<u>H</u>	<u>I</u>	<u>J</u>	<u>K</u>	<u>L</u>	<u>M</u>
		<u>Jan-92</u>	<u>Feb-92</u>	<u>Mar-92</u>	<u>Apr-92</u>	<u>May-92</u>	<u>Jun-92</u>	<u>Jul-92</u>	<u>Aug-92</u>	<u>Sep-92</u>	<u>Oct-92</u>	<u>Nov-92</u>	<u>Dec-92</u>
<b>Operating Revenues:</b>													
White Pages													
Yellow Pages													
NYPS Advertising													
Uncollectibles													
Publishing Fee													
Other Operating Revenue													
<b>Net Operating Revenue</b>													
<b>Other Income</b>													
<b>Total Revenue</b>													
<b>Operating Expenses:</b>													
Local Sales													
Delivers More													
Sales Promotion													
Directory Production													
Directory Manufacturing													
Delivery Expense													
Independent Directors													
Product Support Services													
<b>Total Product Expenses</b>													
<b>Total G&amp;A Expenses</b>													
<b>Total Operating Expenses</b>													
<b>Income Before Income Tax</b>													
<b>Federal Income Tax</b>													
<b>State Income Tax</b>													
<b>Net Income</b>													

PROPRIETARY

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 07/06/93  
Amended Response to  
Item No. 3-091  
Page 1 of 1

**Request:** Provide the data used to justify the market transfer pricing methodology used for billings from L.M. Berry to BAPCO.

**Response:** The Company amends its response of July 14, 1993 in which it stated that the requested information would be provided on or before July 30, 1993 as follows:

BAPCO publishes directories under contract with BST through which BAPCO pays a certain percentage of its directory revenues and publishes White Pages directories for BST. This negotiated pricing methodology had been accepted by the FCC, included in the BellSouth Cost Allocation Manual, and thus does not subject BAPCO's affiliated transactions to the pricing hierarchy as sent forth in Part 32,27 of the Joint Cost Order rules issued by the FCC in conjunction with FCC docket No. 86-111.

L. M. Berry prices its directory services to BAPCO using a negotiated rate that reflects prevailing market prices.

"An analysis" of L. M. Berry's contracts is being sent in the overnight mail on July 30, 1993. This material constitutes very sensitive proprietary confidential business information and any notes taken may be the subject of a "Notice of Intent to Request Confidential Classification" and will be provided for review in the Company's Tallahassee office, beginning August 2, 1993.

**Date Provided: July 30, 1993**

L. M. BERRY & COMPANY  
ANALYSIS OF CONTRACT B  
(000'S OMITTED)

A	B CONTRACT B BUDGETED ** 1993
1993	
GROSS REVENUES	██████████
CUSTOMER PORTION	██████████
BERRY COMMISSION	██████████
COMMISSION %	██████████

\*\* - AMOUNTS ARE BUDGETED DOLLARS BASED ON THE NEW CONTRACT WHICH WAS EFFECTIVE 1-1-93.

PROPRIETARY INFORMATION  
NOT FOR USE OR DISCLOSURE OUTSIDE  
BELLSOUTH EXCEPT UNDER WRITTEN  
AGREEMENT.

**L.M. BERRY & COMPANY  
ANALYSIS OF CONTRACTS  
(000'S OMITTED)**

B

A

**SALES ONLY CONTRACTS**

1992	BAPCO	A	B
GROSS REVENUES			
CUSTOMER PORTION			
BERRY COMMISSION			
COMMISSION %			

CONFIDENTIAL  
BELL SOUTHWEST  
COMMUNICATIONS

**PROPRIETARY INFORMATION  
NOT FOR USE OR DISCLOSURE OUTSIDE  
BELLSOUTH EXCEPT UNDER WRITTEN  
AGREEMENT.**

**THE BERRY COMPANY  
ANALYSIS OF CONTRACTS**

	1991	<u>SALES ONLY CONTRACTS</u>			<u>PUBLISHED CONTRACTS</u>
		<u>BAPCO</u>	<u>A</u>	<u>B</u>	
6 GROSS REVENUES					
7 CUSTOMER PORTION					
8 BERRY PORTION					
9 BERRY PORTION %					

\* NOTE - IN A PUBLISHED CONTRACT BERRY PAYS FOR  
PRINTING AND DELIVERY WHICH COSTS APPROXIMATELY

12% OF GROSS REVENUES, THEREFORE RECEIVES HIGHER BERRY PORTION.

**PROPRIETARY INFORMATION  
NOT FOR USE OR DISCLOSURE OUTSIDE  
BELLSOUTH EXCEPT UNDER WRITTEN  
AGREEMENT.**



Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-095  
Page 1 of 1

**Request:** Provide the 1993 allocation factors in the same format as provided in 3-044, 3-045, and 3-046.

**Response:** The Company amends its September 15, 1993 response as follows:

Attached are the BAPCO allocation factors for 1993. This material constitutes confidential proprietary business information and is the subject of a "Notice of Intent to Request Specified Confidential Classification."

**Date Provided: September 22, 1993**

PROPRIETARY

1993 Allocation Factors	COMP	TRAD	EAST	WEST	GNBC	NCSC	BONS (b)																
	Fla/Ga/NC/SC	Fla/Ga/NC/SC	Fla/Ga/NC/SC	Al/Ky/La/Ms/Ts	Ga/NC/SC	NC/SC	Fla/Ga/NC/SC																
<b>Composite Percentages (a)</b>																							
For accounts 40000, 51000, 52000, 53000, 54000, 59000, 60000 (except 62000) 54000 (except 54100 & 54200)																							
<table border="0"> <tr> <td>92 Adj Total</td> <td>92 State</td> <td>12/31/92</td> <td colspan="5"></td> </tr> <tr> <td>Ga/Fla</td> <td>Dir. Expenses</td> <td>Fla</td> <td colspan="5"></td> </tr> </table>								92 Adj Total	92 State	12/31/92						Ga/Fla	Dir. Expenses	Fla					
92 Adj Total	92 State	12/31/92																					
Ga/Fla	Dir. Expenses	Fla																					
Fla	[REDACTED]																						
Ga	[REDACTED]																						
NC	[REDACTED]																						
SC	[REDACTED]																						
Al	[REDACTED]																						
Ky	[REDACTED]																						
La	[REDACTED]																						
Ms	[REDACTED]																						
Ts	[REDACTED]																						
<b>White Page Service Order Transaction Percentages (c)</b>																							
For accounts 541000, 551000, 554000																							
<table border="0"> <tr> <td>WP Svc Order</td> <td colspan="7"></td> </tr> <tr> <td>TRANSACTIONS</td> <td colspan="7">[REDACTED]</td> </tr> </table>								WP Svc Order								TRANSACTIONS	[REDACTED]						
WP Svc Order																							
TRANSACTIONS	[REDACTED]																						
Fla	[REDACTED]																						
Ga	[REDACTED]																						
NC	[REDACTED]																						
SC	[REDACTED]																						
Al	[REDACTED]																						
Ky	[REDACTED]																						
La	[REDACTED]																						
Ms	[REDACTED]																						
Ts	[REDACTED]																						
<b>Yellow Page Service Orders Received F</b>																							
For accounts 543000, 552000																							
<table border="0"> <tr> <td>YP Svc Order</td> <td colspan="7"></td> </tr> <tr> <td>RECEIVED</td> <td colspan="7">[REDACTED]</td> </tr> </table>								YP Svc Order								RECEIVED	[REDACTED]						
YP Svc Order																							
RECEIVED	[REDACTED]																						
Fla	[REDACTED]																						
Ga	[REDACTED]																						
NC	[REDACTED]																						
SC	[REDACTED]																						
Al	[REDACTED]																						
Ky	[REDACTED]																						
La	[REDACTED]																						
Ms	[REDACTED]																						
Ts	[REDACTED]																						
<b>Form Percentages (c)</b>																							
For account 62000																							
<table border="0"> <tr> <td>12/31/92</td> <td colspan="7"></td> </tr> <tr> <td>Form</td> <td colspan="7">[REDACTED]</td> </tr> </table>								12/31/92								Form	[REDACTED]						
12/31/92																							
Form	[REDACTED]																						
Fla	[REDACTED]																						
Ga	[REDACTED]																						
NC	[REDACTED]																						
SC	[REDACTED]																						
Al	[REDACTED]																						
Ky	[REDACTED]																						
La	[REDACTED]																						
Ms	[REDACTED]																						
Ts	[REDACTED]																						

- (a) The composite percent is obtained by:
  - (1) Calculating each state's percentage of the total for Adjusted Total Operating Revenue, Gross Direct Expenses, and Form
  - (2) Taking an average of the three percentages obtained in (1).
- (b) The BONS percentage is obtained by averaging the EAST and GNBC percentages
- (c) Each percentage is calculated by utilizing a state's orders by the number of the circulation for that state divided in the region or group of states for which the percentages are being calculated.

PROPRIETARY AND CONFIDENTIAL. INFORMATION OF BELL SOUTH ADVERTISING AND PUBLISHING CORPORATION.  
 PROPRIETARY AND CONFIDENTIAL INFORMATION

FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-096  
Page 1 of 1

**Request:** Provide the source documents for the amounts used to calculate the fourth allocation factors for the 1993 allocation factors.

**Response:** The Company amends its September 15, 1993 response as follows:

The attached documents are provided to show the amounts used to calculate the 1993 allocation factors for the state of Florida.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

The attachments are being sent in the overnight mail on September 27, 1993.

**Date Provided: September 27, 1993**

BELLSOUTH ADVERTISING & PUBLISHING

BAPCO - FL TOTAL  
RCL3 BAPFLY

INCOME STATEMENT  
ALLOCATED / DIRECT

FOR 12/31/92

PAGE 1  
ISSUED 01/13/93

(IN WHOLE DOLLARS)

**A**

**OPERATING REVENUES**  
 WHITE PAGES  
 YELLOW PAGES  
 NYPS ADVERTISING  
 NON-TRADITIONAL  
 INDEPENDENT TELCO  
 OTHER ADVERTISING & SALES  
 TOTAL OCTY ADV & SLS REVENUE

**OTHER OPERATING REVENUE**  
**TOTAL OPERATING REVENUE**

**PUBLISHING FEES**  
**PROVISION FOR UNCOLLECTIBLES**  
**NET OPERATING REVENUES**

**OPERATING EXPENSES**  
 LOCAL SALES  
 PIP/DELIVERIES MORE  
 SALES PROMOTION  
 DIRECTORY PRODUCTION  
 DIRECTORY MANUFACTURING  
 DELIVERY  
 INDEPENDENT DIRECTORIES  
 PRODUCT SUPPORT  
 TOTAL PRODUCT EXPENSES

**G & A SALARIES AND WAGES**  
**RELIEF AND PENSIONS**  
**BUSINESS TRAVEL AND EXPENSE**  
**OFFICE EXPENSE**  
**PROFESSIONAL & CONSULTING FEES**  
**SVC CONTRACT EMP-INTERCOMPANY**  
**OTH GENERAL & ADMINISTRATIVE**  
**TAXES OTHER THAN INCOME**  
**DEPRECIATION**  
**TOTAL GEN & ADMIN EXPENSE**

**TOTAL OPERATING EXPENSE**

**OPERATING INCOME**

**OTHER INCOME**  
**INTEREST EXPENSE**  
**OTHER EXPENSE**  
**INCOME BEFORE INCOME TAX**

**FEDERAL INCOME TAX**  
**STATE & LOCAL INCOME TAX**

**NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH CORP EXCEPT UNDER WRITTEN AGREEMENT**

**B**

① = [REDACTED] = FL '92 Adj Total Op Income  
 ② = [REDACTED] = FL '92 State Direct Expense

C	D		E
	YEAR-TO-DATE		
DIRECT	ALLOCATED	TOTAL	
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

**PROPRIETARY**

PROPERTY OF BELLSOUTH ADVERTISING & PUBLISHING CORP  
 CONFIDENTIAL AND PROPRIETARY  
 SUBJECT TO PROTECTIVE AGREEMENT  
 DO NOT COPY

FOI(b)(7) (D)

Attachment

BAPCO - FL TOTAL

BCLS BAPFLY

YEAR TO DATE

DIRECT

PROPRIETARY

**WHITE PAGES PRODUCTION**  
 54150 WP PROD-CLERICAL WAGES  
 54164 WP PROD-SUPV SALARIES  
 54181 WP PROD-EMP MEAL  
 54184 WP PROD-OP EXPENSE  
 54198 WP PROD-OTHER EXPENSES  
 54197 W P PROD EXP-BILL TO OTHERS

**YELLOW PAGES PRODUCTION**  
 54354 YP PROD-FIN ARTWORK SAL  
 54358 YP PROD-CLER SALARIES  
 54366 YP PROD-SUPV SAL  
 54381 YP PROD - EMP MEAL  
 54385 YP PROD-OP EXPENSE  
 54398 YP PROD-OTHER EXPENSES  
 54387 YP PROD-BILLED TO OTHERS

**PRODUCTION TOTAL**

**DCTV MANUFACTURING - WP**  
 55114 WHITE NOS PHOTOCOPY EXP  
 55127 WP PAPER EXP COVER & TEXT  
 55128 WP MANUFACTURING EMP  
 55123 WP MANUFACT TRANSPORT EXP

**DCTV MANUFACTURING - YP**  
 55224 DCTV MANF-YP-PHOTOCOMP  
 55227 YP PAPER EXP COVER & TEXT  
 55228 YP MANUFACTURING EMP  
 55229 YP CLASSIFIED TRNSPORT EXP  
 55230 MANU COST-BILLED TO OTHER

**DCTV MANUFACTURING - CG**  
 55427 DCTV MANF-CG-PAPER EXP  
 55426 CUST GUIDE PG MANFACT EXP

**DCTV MANUFACTURING TOTAL**

**DELIVERY**  
 56150 DELIVERY-CLERICAL WAGES  
 56180 DELIVERY-SUPV SALARIES  
 56180 DELIVERY-TRAVEL EXPENSE  
 56181 DELIVERY - EMP MEAL  
 56185 DELIVERY-DATA PROC EXP  
 56198 DELIVERY-OTHER EXPENSES

**PROPERTY OF BELL SOUTH MANUFACTURING & PUBLISHING CORP.**  
 CONFIDENTIAL AND PROPRIETARY  
 SUBJECT TO PROTECTIVE AGREEMENT  
 NO NET COST

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414

BELLSOUTH ADVERTISING & PUBLISHING

PRODUCT EXPENDITURES TRACKING REPORT  
ALLOCATED / DIRECT

FOR 12/31/92

PAGE 3  
ISSUED 01/13/93

BAPCO - FL TOTAL  
RCL3 BAPFLY

A

B

YEAR TO DATE

DIRECT

56297 DELIVERY EXP-BILL TO OTHS  
56370 INITIAL DELIVERY  
56371 DELIVERY-INIT DEL-MAIL  
56372 INTERID DEL WAREHOUSE EXP  
56373 DELIVERY-WAREHOUSING EXP

PRODUCT SUPPORT

59188 PROD SUP-MSLS TRNG-M SAL  
59189 NON-SLS TRNG EMP MEA BENT  
59190 PROD SUP-MSLS TRNG-OTHER  
59290 PROD SUP-SLS TRNG-MM SAL  
59298 PROD SUP-SLS TRNG-MGT SAL  
59299 PROD SUP-SLS TRNG-TRAVEL  
59301 PROD SUP SLS TRNG EMP MEA  
59390 PROD SUP-SLS TRNG-OTHER  
59450 PROD SUP-CLERICAL MAG  
59460 PROD SUP-MGMT SALARIES  
59460 PRODUCT SUP SERV TRAVEL  
59481 PROD SUP - EMP MEAL  
59490 PROD SUP-OTHER EXPENSES

ADVERTISING

59710 PUBLICITY-TELEVISION  
59720 PUBLICITY-RADIO  
59730 PUBLICITY-NEWSPAPER  
59740 PUBLICITY-OTHER MEDIA

PRODUCT SUPPORT TOTAL

TOTAL PRODUCT EXPENDITURE



③

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FOI/NSA 00227

A B

1982 YELLOW PAGE SERVICE ORDER EXCEPTION ACTIVITY

TOTAL

- BRONSON
- BROOKSVILLE
- CHIPLEY
- COCOA
- DAYTONA BEACH
- DELAND
- DUNNELLON
- FLAGLER BEACH
- FERNANDIAN BC
- GAINESVILLE
- GREEN COVE SP
- HAVANA
- JACKSONVILLE
- ARLINGTON
- JACKSONVILLE B
- JAY
- LAKE CITY
- MELBOURNE
- MILTON
- NEW SMYRNA
- NORTHSIDE
- ORLANDO
- PINE CASTLE
- PINE HILLS
- PALATKA
- PALM BAY
- PANAMA CITY
- PENSACOLA
- SANFORD
- SOUTHSIDE
- ST AUGUSTINE
- WESTSIDE
- TITUSVILLE
- BELLE GLADE
- BOCA RATON
- DELRAY BEACH
- FL KEYS
- FT LAUDERDALE
- FT PIERCE
- HOLLYWOOD
- HOMESTEAD
- JUPITER-TEB
- KEY WEST
- MIAMI
- CORAL GABLES
- HIWALEAN
- KENDALL
- MIAMI BEACH
- NORTH DADE
- PERRINE
- POMPANO
- STUART
- VERO BEACH
- WEST PALM BCH
- PALM BEACHES

TOTAL FLA:

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A B C

1992 WHITE PAGE SERVICE ORDERS TOTALS

	TOTAL
12025	ARLINGTON
12086	BELLE GLADE
12067	BOCA RATON
12096	BROWNSON
12102	BROOKSVILLE
12136	CRIPLEY
12159	COCOA
12194	DAYTONA BEACH
12194	DELRAY BEACH
12205	DELAND
12228	DUNNELLON
12251	FERNANDIAN BCH
12257	FLORIDA KEYS
12262	FT LAUDERDALE
12285	FT PIERCE
12308	GAINESVILLE
12319	GREEN COVE SPR
12354	HAVANA
12377	JUP TBO HOBE
12388	HOLLYWOOD
12400	HOMESTEAD
12423	JACKSONVILLE
12434	JACKSONVILL BCH
12446	JAY
12457	KEY WEST
12480	LAKE CITY
12641	NEW SMYRNA
12677	ORLANDO
12689	PALATKA
12701	PANAMA CITY
12713	PENSACOLA
12749	POMPANO
12785	ST AUGUSTINE
12809	SANFORD
12857	STUART
12906	TITUSVILLE
12930	VERO BEACH
12942	WEST PALM BCH
-----	
-----	
TOTAL FLA:	

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**1992 FLORIDA FORCE**

A

B

**Direct Sales Force**

**Direct Publishing Services Force**

**Other Allocated Force**

**Total Florida Force:**



**PROPRIETARY**

**PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELL SOUTH ADVERTISING AND PUBLISHING CORPORATION, PROVIDED SUBJECT TO PROTECTIVE AGREEMENT**

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-098  
Page 1 of 1

**Request:** Provide the 1992 and 1993 financial statements for BellSouth Information Systems, Inc.

**Response:** The Company amends its September 15, 1993 response as follows:

The 1992 and 1993 Financial Statements for BellSouth Information Systems, Inc. are being sent in the overnight mail on October 7, 1993.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

The attachments are being sent in overnight mail on October 7, 1993.

**Date Provided:** October 7, 1993

BELLSOUTH INFORMATION SYS. 1, INC.  
BALANCE SHEET  
DECEMBER 31, 1982  
IN THOUSANDS

B

**ASSETS**

**CURRENT ASSETS**

CASH AND CASH EQUIVALENTS  
TEMPORARY CASH INVESTMENTS  
ACCOUNTS AND NOTES RECEIVABLE - NET  
INVENTORIES  
NET INVESTMENT - SALES TYPE LEASES  
OTHER CURRENT ASSETS  
TOTAL CURRENT ASSETS

**INVESTMENTS**

INVESTMENT - UNCONSOLIDATED AFFILIATE  
OTHER INVESTMENT  
TOTAL INVESTMENTS

**FIXED ASSETS**

PROPERTY, PLANT, AND EQUIPMENT  
LESS: ACCUMULATED DEPRECIATION  
NET FIXED ASSETS

COST OF EQUIPMENT - OPERATING LEASE,  
NET OF ACCUMULATED DEPRECIATION

**OTHER ASSETS**

INTANGIBLE ASSETS  
NET INVESTMENT - SALES-TYPE LEASE  
OTHER NON-CURRENT ASSETS  
TOTAL OTHER ASSETS

**TOTAL ASSETS**

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BELLSOUTH EXCEPT UNDER WRITTEN  
AGREEMENT

**LIABILITIES & EQUITY**

B

**CURRENT LIABILITIES**

DEBT MATURING WITHIN ONE YEAR  
ACCOUNTS PAYABLE  
OTHER CURRENT AND ACCRUED LIABILITIES  
TOTAL CURRENT LIABILITIES

OTHER LONG TERM DEBT

CAPITAL LEASE OBLIGATIONS

**OTHER LIABILITIES**

DEFERRED INCOME TAXES  
OTHER NON-CURRENT LIABILITIES  
TOTAL OTHER LIABILITIES

MINORITY INTEREST

**TOTAL LIABILITIES**

**STOCKHOLDER'S EQUITY**

PREFERRED STOCK  
COMMON STOCK  
PAID - IN - CAPITAL  
RETAINED EARNINGS  
ACCUM FOREIGN CURRENCY TRANSLATION  
TOTAL STOCKHOLDER'S LIABILITY

**TOTAL LIABILITIES AND EQUITY**

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Page 2

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AGREEMENT.

HELLSOUTH INNOVATION CORP., INC.  
INCOME STATEMENT  
FOR THE 12 MONTHS ENDED DECEMBER 31, 1992  
IN THOUSANDS

B

REVENUES

TOTAL OPERATING REVENUES

NET OPERATING REVENUES

OPERATING EXPENSES

COST OF SERVICES/PRODUCTS

DEPRECIATION

AMORTIZATION

SELLING, GENERAL, AND ADMINISTRATIVE

OTHER OPERATING EXPENSES

TOTAL OPERATING EXPENSES

NET OPERATING INCOME

OTHER INCOME

MISC NON-OPERATING INCOME (LOSS)

TOTAL OTHER INCOME

INTEREST EXPENSE

INCOME BEFORE INCOME TAXES

INCOME TAXES - FEDERAL

- STATE

INCOME BEFORE EXTRAORDINARY ITEMS,  
ACCOUNTING CHANGES, AND MINORITY INTEREST

EXTRAORDINARY ITEMS - NET

ACCOUNTING CHANGES

MINORITY INTEREST

NET INCOME

CONFIDENTIAL

NOTICE

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EXCEPT UNDER WRITTEN AGREEMENT

PROPRIETARY INFORMATION  
NOT FOR USE OR DISCLOSURE OUTSIDE  
SOUTH EXCEPT UNDER WRITTEN  
AGREEMENT.

Page 1

B

**ASSETS**

**CURRENT ASSETS**

CASH AND CASH EQUIVALENTS  
TEMPORARY CASH INVESTMENTS  
ACCOUNTS AND NOTES RECEIVABLE - NET  
INVENTORIES  
NET INVESTMENT - SALES TYPE LEASES  
OTHER CURRENT ASSETS  
TOTAL CURRENT ASSETS

**INVESTMENTS**

INVESTMENT - UNCONSOLIDATED AFFILIATE  
OTHER INVESTMENT  
TOTAL INVESTMENTS

**FIXED ASSETS**

PROPERTY, PLANT, AND EQUIPMENT  
LESS: ACCUMULATED DEPRECIATION  
NET FIXED ASSETS

COST OF EQUIPMENT - OPERATING LEASE,  
NET OF ACCUMULATED DEPRECIATION

**OTHER ASSETS**

INTANGIBLE ASSETS  
NET INVESTMENT - SALES-TYPE LEASE  
OTHER NON-CURRENT ASSETS  
TOTAL OTHER ASSETS

**TOTAL ASSETS**

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BELLSOUTH EXCEPT UNDER WRITTEN  
AGREEMENT.

**LIABILITIES & EQUITY**

**CURRENT LIABILITIES**

DEBT MATURING WITHIN ONE YEAR  
ACCOUNTS PAYABLE  
OTHER CURRENT AND ACCRUED LIABILITIES  
TOTAL CURRENT LIABILITIES

OTHER LONG TERM DEBT

CAPITAL LEASE OBLIGATIONS

**OTHER LIABILITIES**

DEFERRED INCOME TAXES  
OTHER NON-CURRENT LIABILITIES  
TOTAL OTHER LIABILITIES

MINORITY INTEREST

**TOTAL LIABILITIES**

**STOCKHOLDER'S EQUITY**

PREFERRED STOCK  
COMMON STOCK  
PAID - IN - CAPITAL  
RETAINED EARNINGS  
ACCUM FOREIGN CURRENCY TRANSLATION  
TOTAL STOCKHOLDER'S LIABILITY

**TOTAL LIABILITIES AND EQUITY**

PROPRIETARY

B

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NOT FOR USE OR DISCLOSURE OUTSIDE  
BELLSOUTH EXCEPT UNDER WRITTEN  
AGREEMENT.

BELLSOUTH INFORMATION SYSTEMS, INC.  
INCOME STATEMENT  
FOR THE 3 MONTHS ENDED AUGUST 31, 1981  
IN THOUSANDS

B

REVENUES

TOTAL OPERATING REVENUES

NET OPERATING REVENUES

OPERATING EXPENSES

COST OF SERVICES/PRODUCTS

DEPRECIATION

AMORTIZATION

SELLING, GENERAL, AND ADMINISTRATIVE

OTHER OPERATING EXPENSES

TOTAL OPERATING EXPENSES

NET OPERATING INCOME

OTHER INCOME

MISC NON-OPERATING INCOME (LOSS)

TOTAL OTHER INCOME

INTEREST EXPENSE

INCOME BEFORE INCOME TAXES

INCOME TAXES - FEDERAL  
- STATE

INCOME BEFORE EXTRAORDINARY ITEMS,  
ACCOUNTING CHANGES, AND MINORITY INTEREST

EXTRAORDINARY ITEMS - NET  
ACCOUNTING CHANGES  
MINORITY INTEREST

NET INCOME

PROPRIETARY

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AGREEMENT.

Page 1



B

REVENUES  
TOTAL OPERATING REVENUES  
  
NET OPERATING REVENUES

OPERATING EXPENSES  
COST OF SERVICES/PRODUCTS  
DEPRECIATION  
AMORTIZATION  
SELLING, GENERAL, AND ADMINISTRATIVE  
OTHER OPERATING EXPENSES  
TOTAL OPERATING EXPENSES

NET OPERATING INCOME

OTHER INCOME  
MISC NON-OPERATING INCOME (LOSS)  
TOTAL OTHER INCOME

INTEREST EXPENSE

INCOME BEFORE INCOME TAXES

INCOME TAXES - FEDERAL  
- STATE

INCOME BEFORE EXTRAORDINARY ITEMS,  
ACCOUNTING CHANGES, AND MINORITY INTEREST

EXTRAORDINARY ITEMS - NET  
ACCOUNTING CHANGES  
MINORITY INTEREST

NET INCOME

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AGREEMENT.

Southern Bell Tel. & Tel. Co.  
FPC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-100  
Page 1 of 1

**Request:** What amount of L.M. Berry's 1991 and 1992 revenue and expenses are a result of transactions with BAPCO? Identify each revenue and expense category and the corresponding amount.

**Response:** The Company amends its September 15, 1993 response as follows:

15 In 1991 and 1992, BAPCO recognized commission expenses of [redacted] million and [redacted] million respectively, for sales agency services provided by L.M. Berry. None of these expenses were related to or impacted financial results of Florida operations. During this same period, revenues recorded by BAPCO for services provided to L.M. Berry (expenses recorded by L.M. Berry) are for ADS Graphics, Delivers More and other miscellaneous services and are not material. (1991: [redacted] thousand, 1992: [redacted] thousand)

22

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Date Provided: October 8, 1993

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-102  
Page 1 of 1

**Request:** What amount of Stevens Graphic's 1991 and 1992 revenue and expenses are a result of transactions with BAPCO? Identify each revenue and expense category and the corresponding amount.

**Response:** The Company amends its response of October 12, 1993 as follows:

15 In 1991 and 1992 Stevens Graphics recognized revenue of [REDACTED] million and [REDACTED] million, respectively, for directory printing services provided to BAPCO. During this same period, there were no expenses recorded by Stevens Graphics for services provided by BAPCO.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided: October 15, 1993**

Southern Bell Tel. & Tel. Co.  
FPC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-112  
Page 1 of 1

**Request:** Describe in detail the sales only contracts A and B shown in 3-091 for L.M. Berry.

**Response:** The Company amends its September 15, 1993 response as follows:

Both Contracts A and B are sales only contracts whereby L.M. Berry sales forces sell the advertising and then turn the contracts over to the Telephone Companies who perform or arrange for compilation, printing, delivery, etc.

On Contract A, L.M. Berry receives commissions based on a percentage of gross revenue. The commission rate is tiered whereby Berry receives one rate of commissions up to a specified sales level and a higher commission rate on any sales over the specified level.

On Contract B (1992 or prior), L.M. Berry receives a commission based on a percentage of gross revenues plus a mark-up on expenses incurred. Starting in 1993, a new contract went into effect whereby Berry receives a commission based on a percentage of gross revenue and a fixed fee which replaces the mark-up on expenses which was in the previous contract.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: October 11, 1993

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-115  
Page 1 of 1

**Request:** Provide the contract between BAPCO and BellSouth Information Services.

**Response:** The Company amends its September 15, 1993 response as follows:

BellSouth Information Systems (BIS) does not have a general contract with BAPCO. Instead, BIS has individual billing authorities for each distinct transaction (example attached).

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided:** October 7, 1993

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-115  
Page 1 of 1

**Request:** Provide the contract between BAPCO and BellSouth Information Services.

**Response:** The Company amends its September 15, 1993 response as follows:

BellSouth Information Systems (BIS) does not have a general contract with BAPCO. Instead, BIS has individual billing authorities for each distinct transaction (example attached).

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided: October 7, 1993**

# PROPRIETARY

BILLING AUTHORIZATION  
BELLSOUTH INFORMATION SYSTEMS, INC.

November 30, 1992

- 1. Customer Name and Address: BellSouth Advertising & Publishing Corporation
- 2. Invoice Address: 59 Executive Park Drive, South Atlanta, Georgia 30329  
Attn: Frank Lemond
- 3. Summary of Services to be Performed: BIAS (GL, AP, FA, IE, HR Payroll)  
 10 CPU Hours \$ [REDACTED]  
 11 DASD D Units [REDACTED]  
 12 Laser Print Lines [REDACTED]  
 13 Impact Print Lines [REDACTED]
- 4. Authorized Start Date: January 1, 1993
- 5. Authorized Completion Date: December 31, 1993
- 16 6. Monthly Authorized Billing Amount: \$ [REDACTED]
- 17 7. Total Authorized Expenditure: \$ [REDACTED]
- 8. Special Terms and Conditions: Microfiche bills are not covered under this billing authorization. BAPCO will pay ENDATA directly for microfiche services.

CPU billing is based upon 600 CPU hours. Print billing is based upon 14,000 Laser Print Lines and 720 Impact Print Lines. When these numbers are exceeded by 10%, additional usage will be billed at the 1993 rates.

BELLSOUTH INFORMATION SYSTEMS, INC.

BELLSOUTH ADVERTISING & PUBLISHING CORPORATION

Signature: *Deborah Gottlieb*  
 Name: Deborah Gottlieb  
 Title: Manager  
 Date: 11/30/92

Signature: *D. J. Peruzzi*  
 Name: D. J. Peruzzi  
 Title: President  
 Date: 12/11/92

Project: **PROPERTY OF BELLSOUTH!**  
**CONFIDENTIAL AND PROPRIETARY**  
**SUBJECT TO PROTECTIVE AGREEMENT**  
**DO NOT COPY**

RC: Fin: D41000 HR: D51000  
 Account: 62490  
 Project:

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. J-117  
Page 1 of 1

**Request:** What items and related amounts are excluded from state income statements for BAPCO for 1993?

**Response:** The Company amends its September 15, 1993 response as follows:

There are two types of expenses excluded from BAPCO's state income statements. The first type is the expenses associated with administrative functions performed by BAPCO for the other companies in the Advertising and Publishing Group of Companies. The other expense excluded from BAPCO's state income statements are related to Delivers More product. Delivers More is not a classified and/or alphabetical directory advertising product and is excluded on that basis. The revenues from Delivers More are also excluded.

26  
28  
Because these amounts are excluded from state income statements, neither of these items in any way impact the publishing fee amounts or other financial results of BST; however, related amounts are as follows: total expenses for administrative functions performed for the other A&P companies for April 1, 1993 (when it was transferred from BellSouth Enterprises) to June 30, 1993 were [REDACTED]. These expenses are retained by BAPCO and have no associated revenues. As of June 30, 1993 the Delivers More product had a year-to-date net loss of [REDACTED].

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: October 8, 1993



Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-118  
Page 1 of 1

**Request:** Provide a schedule showing the 1992 and projected 1993 BSE-HQ project billings to BAPCO by project with a description of each project.

**Response:** The Company amends its September 15, 1993 response as follows:

See the attached schedule of 1992 and 1993 BSE-HQ project billings to BAPCO. For 1993, actual billings are presented through August 31, 1993.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided:** October 7, 1993

<u>PROJECT</u>	<u>DESCRIPTION</u>	<u>BILLINGS</u>
ES6001	CENTRALIZED KEY MANAGEMENT PROGRAM AND EMPLOYEE TRAINING/BENEFITS	
ES6049	LEGAL SERVICE PERFORMED EXCLUDING GENERAL SERVICE COST ALLOCATION	
ES6082	ACCOUNTING METHODS/PROCEDURES SUPPORT FOR PAYROLL AND HUMAN RESOURCES	
ES6084	ACCOUNTING METHODS/PROCEDURES SUPPORT FOR G/L, F/A, A/P, AND IE	
ES7130	LONG RANGE A & P PLANNING	
ES8199	SERVICES FOR CENTRALIZED MJE & OJE (INCLUDES FLOW THRU BSS)	
ES8200	BENEFIT SERVICES PROVIDE CENTRALIZED ACCIDEN DISABILITY AND EDUCATION	
ES8212	SERVICES FOR EMPLOYEE ASSISTANCE PLAN, AND WELLWARE NEWSLETTER	

~~PROPRIETARY~~

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AGREEMENT.

A

B 1993 BILLINGS (Thru 8/31/93)

C

<u>PROJECT</u>	<u>DESCRIPTION</u>	<u>BILLINGS</u>
ES0035	CASH MANAGEMENT SERVICES - DAILY BANKING & SHORT TERM ADVANCES	
ES0101	CORPORATE ACCOUNTING SERVICES - PAYROLL	
ES6049	LEGAL SERVICES PERFORMED EXCLUDING GENERAL SERVICES COST ALLOCATION	
ES6082	ACCOUNTING METHODS/PROCEDURES SUPPORT FOR PAYROLL AND HUMAN RESOURCES	
ES6084	ACCOUNTING METHODS/PROCEDURES SUPPORT FOR G/L, F/A, A/P, AND IE	
ES6085	ACCOUNTING METHODS/PROCEDURES SUPPORT FOR PAYROLL AND HUMAN RESOURCES	
ES8146	LEGAL SERVICES PERFORMED EXCLUDING GENERAL SERVICE COST ALLOCATION - TSPD	
ES8198	ADMINISTRATION OF THE BSE BENEFIT PLANS	
ES8199	SERVICES FOR CENTRALIZED MJE & OJE (INCLUDES FLOW THRU BSS)	
ES8200	BENEFIT SERVICES PROVIDE CENTRALIZED ACCIDENT DISABILITY AND EDUCATION	
ES8212	SERVICES FOR EMPLOYEE ASSISTANCE PLAN AND WELLSWARE NEWSLETTER	

**PROPRIETARY**

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Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 08/31/93  
Amended Response  
Item No. 3-121  
Page 1 of 1

**Request:** Provide the projected 1993 affiliate charges to BAPCO by Affiliate.

**Response:** The Company amends its September 27, 1993 response as follows:

Attached are the estimates of Projected 1993 Affiliate Charges to BAPCO by affiliate.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided:** October 7, 1993

Southern Bell Tel. & Tel. Co.  
FPSC Docket 920260-TL  
Audit  
8/31/93  
Item No. 3-121  
Page 1 of 1

A

B

Estimates of Projected 1993 Affiliate Charges to BAPCO

<u>Company</u>	<u>Amount (\$000)</u>
BellSouth Advanced Networks	
BellSouth Communication Systems	
BellSouth Enterprises, Inc.	
BellSouth Financial Services	
BellSouth Information Systems, Inc.	
BellSouth Mobility, Inc.	
BellSouth Telecommunications	
L.M. Berry & Co.	
MobileComm	
PrintSouth	
Stevens Graphics	
TechSouth Publishing Services, Inc.	

*PROPRIETARY*

PROPRIETARY AND CONFIDENTIAL INFORMATION OF BELLSOUTH  
ADVERTISING AND PUBLISHING CORPORATION, PROVIDED  
SUBJECT TO PROTECTIVE AGREEMENT

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 09/14/93  
Amended Response  
Item No. J-124  
Page 1 of 1

**Request:** Identify any sources of revenue for BAPCO, with the corresponding amounts for 1993, that are not "Pub-fee" revenues for BellSouth Telecommunications. Explain why these sources of revenue are not "Pub-fee" revenue for BellSouth Telecommunications.

**Response:** The Company amends its September 28, 1993 response as follows:

The following sources of revenue for BAPCO are not subject to the publishing rights fee paid to BellSouth Telecommunications:

Year-to-Date  
Amounts through  
August 1993

Delivers More  
ADS Graphics  
Independent Directories



6,000,000  
August

NICARAGUA

19  
20  
21

• This product is only available in North Carolina.

These services are not a part of the contractual relationship governing publishing revenues; therefore, revenues generated for products that are not a part of the classified and/or alphabetical directories published for BellSouth Telecommunications are not subject to the publishing rights fee.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: October 8, 1993

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 09/14/93  
Amended Response  
Item No. 3-128  
Page 1 of 1

**Request:** What will be the annual financial impact to BAPCO of merging TechSouth's operations into BAPCO's production organization?

**Response:** The Company amends its September 28, 1992 response as follows:

The integration of TechSouth's operations into BAPCO's production organization eliminated the rate of return included in FDC charges that TechSouth charged to BAPCO (approximately 13 [REDACTED]). In addition, operational efficiencies were expected, but these amounts have not been specifically quantified.

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided:** October 7, 1993

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 09/14/93  
Amended Response  
Item No. 3-129  
Page 1 of 1

**Request:** What were the 1992 revenues and expenses and what are the projected 1993 revenues and expenses related to the "Delivers More" service?

**Response:** The Company amends its September 28, 1993 response as follows:

The revenues and expenses for "Delivers More" for 1992 and as currently projected for 1993 are as follows:

	<u>1992</u>	<u>1993 (projected)</u>
(in millions)		
16 Revenues	██████████	██████████
17 Expenses	██████████	██████████

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

**Date Provided:** October 7, 1993



Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Audit  
Date: 09/14/93  
Item No. 3-130  
Page 1 of 1

**Request:** Why are local white and yellow page revenues not shown on the OTC worksheets for Southern Bell companies as they are for South Central companies?

**Response:** Identical BAPCO OTC forms were utilized for both Southern Bell and South Central Bell in 1991. In response to 3-003, settlement forms PC-4410-WS-1 and WS-4 were supplied for South Central Bell. In request 3-002, the same information was requested for Southern Bell; however, only the PC-4410-WS-4 worksheets were supplied.

Worksheet PC-4410-WS-1 is a monthly calculation for revenues billed by Southern/South Central Bell on behalf of BAPCO that are payable to BAPCO. The gross revenues are reduced by various items such as the publishing fee, uncollectibles, etc., detailed on the settlement form which appropriately increase or decrease the payable balance due BAPCO. Worksheet PC-4410-WS-4 is a monthly calculation for revenues recorded on BAPCO's books for which Southern/South Central Bell are due a publishing fee and establishes the payable due Southern/South Central Bell. The computation of the split in directory revenues encompasses both worksheets; WS-1 details the monthly increase in the payable due BAPCO while WS-4 establishes the monthly increase in the payable due Southern/South Central Bell.

Attached exhibits 1 thru 6 are the PC-4410-WS-1 worksheets inadvertently omitted for Southern Bell. This provides the additional information necessary to compute the split in directory revenues between Southern Bell and BAPCO requested in item 3-002 and parallels the information provided in response to 3-003 for South Central Bell.

This material constitutes confidential proprietary business information and is being produced subject to a "Notice of Intent to Request Specified Confidential Classification."

Date Provided: September 29, 1993

Southern Bell Tel. & Tel. Co.  
FPC Docket No. 920260-TL  
Audit  
Date: 11/3/93  
Item No. 3-144  
Page 1 of 1

**Request:** Provide the corresponding expenses and investment related to the items listed in response to 3-124.

**Response:** The expense relating to the items listed in response to Item No. 3-124 are as follows:

Year to Date  
Expense  
through 8/93

15  
16  
17

Delivers More  
ADS Graphics  
Independent Directories



The amount shown for expenses for ADS Graphics is the amount of expenditures incurred. The actual expense recognized is not available for the same reason explained in the response to Item No. 3-142 (i.e. the expenditures are aggregated before they are deferred to the appropriate time). The expenditures, however, should not differ significantly from the expenses.

There are no investment balances relating to the above activities.

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**Date Provided:** November 18, 1993

Southern Bell Tel. & Tel. Co.  
FPC Docket No. 920260-TL  
Audit  
Date: 11/04/93  
Item No. 3-148  
Page 1 of 1

Request: Provide forecasted 1993 total BAPCO Financial Statements.

Response: The following <sup>A</sup> 1993 income statement <sup>B</sup> has been calculated by annualizing the October 1993 year to date income statement (in millions):

Local WP Advertising  
Local YP Advertising  
NYPS Advertising  
Uncollectibles  
Publishing Fee  
Other Revenue

Net Operating Revenue

Other Income

Total Revenue

Total Product Expense  
Other Expenses

Income Before Taxes

Federal Income Taxes  
State Income Taxes

Net Income

This material constitutes proprietary confidential business information and is being produced subject to a "Notice of Intent to Request Confidential Classification."

Date Provided: November 19, 1993

47

LOZPMD -

529-664

-KAREN

STEVES GRAPHICS

COOPER'S

BINDER 31

56 HAS 2 DIVISIONS

DIRECTORIES (DcP)

BUSINESS PRODUCTS SP

SP NO LONGER HAS AN OUTSIDE MARKET  
AND MUST CHARGE AT FDC

RONDA DEW - RESPONSE FOR FDC

DIDN'T REVIEW DIRECTORIES BECAUSE UNDER NEG. CONTRACT  
FDC ANALYSIS DONE MONTHLY

RONDA DETERMINES THE OPERATING PROFIT (LOSS)  
FOR DEALINGS WITH EACH AFFILIATE AND COMPARES  
THESE TO THE NET INVESTMENT CALCULATION FOR THE  
RESPECTIVE AFFILIATE

REVENUES ARE TAKEN FROM THE CLIENT'S PRIMAL  
SYSTEM + TIED TO THE TRIAL BALANCE

EXPENSES ARE ACTUAL AND TIE TO THE SP  
DIVISION'S TRIAL BALANCE

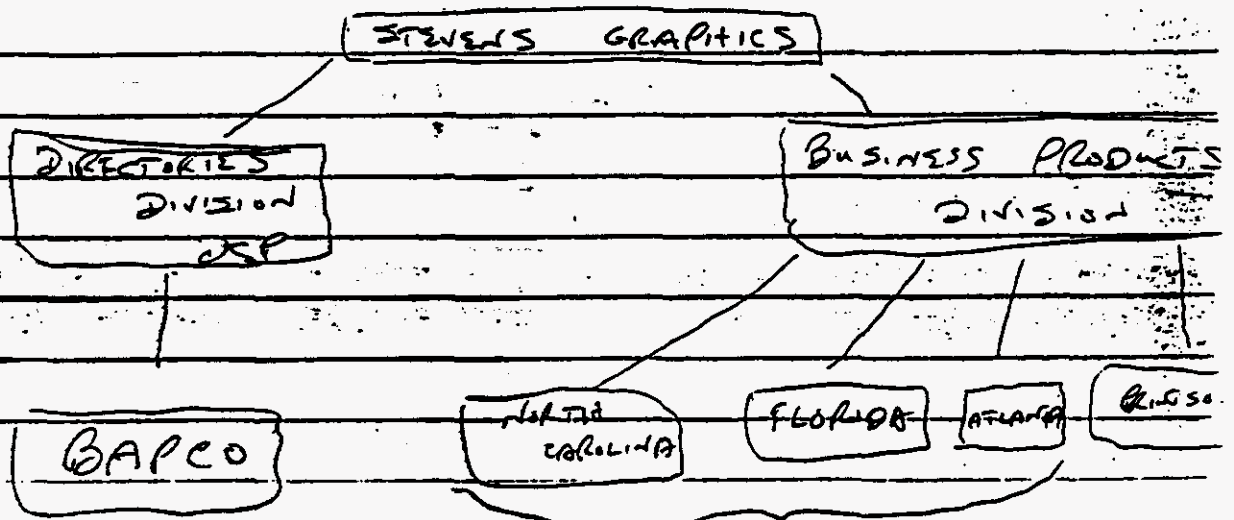
SP MANUFACTURES, DISTRIBUTES, AND SELLS VARIOUS  
PRINTED BUSINESS COMMUNICATION PRODUCTS + SERVICE  
TO AFFILIATES + NONAFFILIATES

MANY ITEMS, SUCH AS OTHER MATERIALS, MANUFACTURING  
LABOR, + OTHER MANUFACTURING EXPENSE ARE ALLOCATED

Adjust THE AFFILIATES BASED ON THE RATIO  
ALREADY DETERMINED FOR PAPER EXPENSE  
of MATERIALS COST

FOR DETERMINING NET INVESTMENT RATIO

- 6
- 7
- 8
- 9
- 10
- 11
- 12
- 13
- 14
- 15
- 16
- 17



MANUFACTURING PLANTS - DEAL DI  
PRINTSOUTH - NONAFFILIATE DISTRIBUTORS

FUNCTIONAL & FILE SYSTEM

Customer Service & Forms Analysis & Design

Inventory Control & Inventory Control

Inventory Control & Inventory Control

BP acts as distributor for Affiliates

Business Review

Affiliate Distributor

PLINT SOUTH - Dept. that functions as the

of total sales

+ (Lamp) sales to (Lamp) non-affiliate end users, ex. figures

BP is currently maintaining inventory for

+ Dept. results them to his end user.

THE PRODUCTS FROM BP ADDS PROFIT MARGIN

THE DISTRIBUTOR IS A WHOLESALE WHO BUYS

END USERS + NON AFFILIATE DISTRIBUTORS

CUSTOMERS AFFILIATE END USERS, NON AFFILIATE

AND SERVICES FOR 3 DIFFERENT TYPES OF

PRINTED BUSINESS COMMUNICATION PRODUCTS

MANUFACTURERS DISTRIBUTES & SELLS VARIOUS

BUSINESS PRODUCTS DIVISION

BE NO LONGER MANUFACTURED PRODUCTS  
FOR NONAFFILIATES

GOODS + SERVICES SOLD TO REGULATED + NONREGULATED  
AFFILIATES WILL BE PRICED IN ACCORDANCE  
WITH THE FCC GUIDELINES

BELLSOUTH ENTERPRISES, INC  
FINANCIAL ACCOUNTING MATTERS  
ACCOUNTING DIRECTIVE

AD 008  
AUG. 1991

FCC AUTHORIZED RATE CHANGES PERIODICALLY

'90 '91

11 WTD DEBT COST

12 WTD EQUITY COST

13

WTD EQUITY COST ÷ (1 - STATUTORY TAX RATE) = PRE-TAX  
RETURN ON EQUITY

TAX RATE USED TO COMPUTE THE GROSS UP IS  
STATUTORY TAX RATE OF 38%

21

22

$\frac{?}{?} =$

3

PRE TAX RETURN on DEBT

4

PRE TAX RETURN on EQUITY

5

LISTING SYSTEM SERVICES

LSS - was BAPCO's white pages directory database which was maintained by BIS

5/92 - BST began using its own database

### Foreign Directories

BAPCO purchases directories from Stevens Graphics + in turn sells them to BST

BST keeps an inventory of directories that encompasses the 9 state areas + sells them to unaffiliated entities

BAPCO included a rate of return on all of its FDC billings

(Cash out of pocket)  $\times 11.25\%$   $\frac{60 \text{ days}}{365 \text{ days}} = \text{Return}$

FDC rate of return + overhead costs build into the ROP



BAPCO provides several other services  
to Bell South Tele BSS

3 1992 revenues other \$ [redacted]

4 4 services accounted for [redacted]

no } Directory Assistance Database Maint. (DAS)  
cost }  
of } Listing Systems Services (LSS)  
service }  
7 0-1 } Foreign Directory Sales [redacted]  
8 } Extended Area Directory Sales [redacted]

all above priced at FDC

CHAINING PERCENTAGES

A	B	
BSE HQ	7	
MCCA	7	
BIS	7	
BSEAN	7	
BIN	7	
SUNLINK	7	
STEVENS GRAPHIC (BUSINESS PRODUCTS)	7	(A)
LMB	7	(A)
BALCO	7	
TECH SOUTH	7	(B)
EXECUTIVE SVS.	7	
WWW		(B)
WWW TRIALS		(C)
SSI		(C)
CHN		(C)
INTELLIGENT MESSAGING		(C)
BELLSOUTH MOBILZ DATA		(C)
INTELLIGENT MEDIA		(C)
INTERNATIONAL COMPANIES		(C)
NON BSE SUBS (D)		
BELLSOUTH CORP	7	
BSEI	7	

A) LMB + STEVEN'S GRAPHICS BUSINESS  
PRODUCES DIVISION DO NOT INCLUDE AFFILIATE  
BILLINGS IN FDC COMPUTATIONS. THEREFORE,  
THESE COMPANIES DO NOT CHAIN OTHER  
AFFILIATE'S COSTS INTO REGULATION

B) FDC BILLINGS ARE BILLED TO BSE  
AFFILIATES THAT DO NOT CHAIN INTO  
REGULATION

C) THESE COMPANIES ARE SHOWN HAVE NO  
COSTS THAT CHAIN INTO REGULATION BECAUSE  
1) THE COMPANY BILLS AT A MARKET RATE OR  
2) THE COMPANY HAS NO DIRECT OR INDIRECT  
TRANSACTIONS WITH THESE COMPANIES

	FDC	COS. BILLED AT FDC
STEVENS GRAPHICS (C)	YES	BST, LMB(A), B'S, MCCA, SUNLINK, BSEHQ, BSAW, BSC, BCI
LMB	YES	BST
BAPCO	YES	BST
TRC & SOUTH	YES	BAPCO (D)

c) These services are for printing of business products. Although the Business Products Division of Stevens Graphics bills affiliates at FDC, there are no allocations of corporate costs into the FDC computations for these services. Therefore, affiliate billings INTO Stevens Graphics do not chain into regulation as these bills are not included in the Business Products Division FDC computations. However, the Business Products Division's own internally generated costs can chain into regulation through its FDC billings.

D) Tech South bills BAPCO at FDC for services provided. However, these costs are not chained into regulation as they relate to the directory publishing line of business

Sequence 17 (Trial Balance) from BSE-HQ costs Accounting Services, consolidating worksheets from FARM - Consolidated staff, & the payroll & marketing costs summary from the JCO coordinator. Input the amount for billed to subs obtained from the Sequence 17 into the spreadsheet.

The primary allocation factors for most BSE-HQ costs are subsidiary operating expenses, salary costs, marketing costs of equity & debt. This info can be found in either the consolidating schedule or the marketing & salary costs summary.

\* Those companies that bill FDC directly in a clearing house transaction are not identified in the CFM but also must be considered as well.

Should be

12 mos. 12/31/92

JCO MGMT FEE 2.1%

MARKETING

TOTAL AMOUNT TO COST

4

SARCO

[REDACTED]

[REDACTED]

5

LM BERRY

[REDACTED]

[REDACTED]

SALARY COSTS

8/20/92  
9/1/92  
15/1/92  
10/1/92  
11/1/92  
12/1/92

Director Human Resources

[REDACTED]

[REDACTED]

[REDACTED]

%

#

[REDACTED]

President

[REDACTED]

AMOUNT

# OF EXP.

TOTAL OF EXP.

14

SARCO

[REDACTED]

%

[REDACTED]

15

LM BERRY

[REDACTED]

%

[REDACTED]

WHAT EXPENSES ARE ALLOCATED TO  
SARCO FROM AFFILIATES SUCH AS BSE  
PROVIDE AMOUNT & METHOD OF ALLOC.  
& SOURCE OF DATA

INTERCO CHARGES

62690 - misc

ASSOCIATIONS FROM BSE

3# 35E 5E

VOUCHER

PAYROLL

51970 CM BERRY

7

DEFERRED (REV ISSUE TRAD (USOA))

8 1,6

9 12

62650 INTERCO CHARGES - ACCOUNTING

10

62655 INTERCO " - TREASURY

11

62660 " " LEGAL

12

62675 PERSONNEL

13

62680 EX

14

62690 MISC

15

PAID IN CAPITAL

16

RE

17

INTERCO MISC BSC

18

62530 MKT (BSC) FEE - NEW PROD

456

DEMOGRAPHICS



62850 CHARITABLE CONTRIB

[REDACTED]

MT 317 LEGER TRIAL BALANCE

SEQUENCE 10 - DETAIL ACCOUNT ANALYSIS

4

5

6

7

14F

[REDACTED]

PREVIOUS VOUCHERS FOR DEC / MAY

FOR A/Cs

62650 - INTERCO CHARGES - ACCOUNTING

62655 - INTERCO - TREASURY

62660 - " - LEGAL

62675 - " - PERSONNEL

62680 - " - EXECUTIVE

62690 - " - MISC

62821 - NEW PROD DEV - SALES EXPENSE

62823 - NEW PROD DEV - ADVERTISING

62824 - " " " - MFG/PROD

62825 - " " " - TRANSMISSION

62826 - " " " - PSTGE / DEL CSI

62827 - " " " - MISC

12-18-92

DEC 1992

INTERNAL AUDIT

FI-13-71-R-5

SUBJECT: Director's Adversity Updates to RCRIS

4

6

6

7

8

9

10

11

12

13

14

15

14

17

18

19

20

1989 AUDIT - SATISFACTORY

1991 SIGNIFICANT ADVERSE FINDINGS

BABC AFF. CHARGES

BSE PROJECT

1 ES 6001, ES 8199, ES 8212, ES 8200

4 ES 6001 - U12 [REDACTED]  
Catalyzed key mgt programs + Emp  
Training / Benefits

7 ES 8199 - U12 [REDACTED]  
Human Resources Mgmt Jst Evaluation

9 ES 8200 - U12 [REDACTED]  
Benefits Services Human Resources

11 ES 8212 - U12 [REDACTED]  
Employee Assistance Plan - Human Resor

13 ES 6049 - U41 [REDACTED]  
Legal Services

6/2/92 15 PS 0453 - H15 [REDACTED]

012989 OTHER TAX SERVICES  
PROV. 020 FOR BABC

18 PS 4001 - H15 [REDACTED]  
Tax Support for BABC

20 [REDACTED]

013033 28 MGMT FEE [REDACTED]

[REDACTED]

5/21/92

BSE PS 8292 - H 43

013990 h

Security Svcs performed for BAPCO

[REDACTED]

5

PS 4009 - H 11

[REDACTED]

Treasury - Activities for BAPCO financing

11/19/92

ES 6049 - 441

[REDACTED]

015987

Legal Services

BSE

PS 4009 - H 11

Treasury - Activities for BAPCO

12

financing

[REDACTED]

PS 8292 - H 43

Security Services performed for BAPCO

15

[REDACTED]

10

[REDACTED]

ES 6082 - 471

18

Acting Method - Proc Support for  
Payroll + Human Resources

[REDACTED]

1

ES 6084 - 471

Auty Method + Proc signed for  
EL 112 / AP / FA - BAPCO

BSE

5 >

BSE ES 6049

charges for executive salary

A/C

8 A

21119

D100000

9 B

62660

D30000

ERRO.5 LEGAL

10

11

62680

D00000

?

FORMERLY BSE PROJECT ES 7145

BIS 073

CONSULTING

005229

15

ES 6082 + ES 6084

BIS

A/C

17

62675

D51000

18

62650

D41000

19

62650

D41000

MIKE HOSTINSKY

10-5-93

INTERVIEW

STAFF HAS BEEN DISSOLVED

SHILL - LEGAL + TAX PURPOSES

END OF 1993 MGMT FEE WILL CEASE!

COST ASSIGNMENT FORMS

1-1-94

NOVEMBER AVAILABLE

MINI REFINANCE SHOP

TAMM TURNER

MGMT TEAM FEE REPEATED W/DC

TRACKING SERVICE

SLACK + TRAVEL

[REDACTED]

78%

19  
18  
17  
16

[REDACTED]

ONLY 10%

15  
14

[REDACTED] % of RESPONDENTS

13

[REDACTED] THE

12

[REDACTED] % of RESPONDENTS HAVE A NEED FOR

11

5 MESSRO AREAS

250 INTERVIEWS FROM 7-22-91 TO 7-30-91

MARKETING RESEARCH SVS.

PROVIDED BY

[REDACTED]

7

MEMO TO HENRY OUBE  
AUGUST 12, 1991  
FROM BOB MORSON

90% SATISFIED

392 INTERVIEWS

DECATUR/HARTSBILL DIRECTOR STUDY

DIRECTORY STUDY - MARKETING RESEARCH SERVICES

CINCINNATI, OHIO

2

[REDACTED]

31

BALCO USER SATISFACTION STUDY  
MAY 1991

PREPARED BY THE CARLSON/LENNIX GROUP  
SPECIAL HOME IMPROVEMENT  
DIRECTORY

SEPTEMBER 1992

SHUGAL RESEARCH -- JULY 1992

11

A focus group study on [REDACTED]

12

[REDACTED]

13

[REDACTED]

14

[REDACTED]

ASSIST BALCO'S ADVERTISING AGENCY,  
TUCKER WAYNE LUCKE

FOCUS GROUP TECHNIQUE - 8-10 PEOPLE  
OFFERED AN HONORARIUM OF \$40 TO  
PARTICIPATE

20

[REDACTED]

21

[REDACTED]

22

[REDACTED]

23

[REDACTED]



MARKETING + RESEARCH COUNSELORS, INC  
PREPARED FOR  
BELL SOUTH INTELLIGENCE  
1601209

6 [REDACTED] IS A SERVICE [REDACTED]  
7 [REDACTED]  
8 [REDACTED]  
9 [REDACTED]

3 CONCEPTS

11 [REDACTED]  
12 [REDACTED]  
13 [REDACTED]  
14 [REDACTED]

CO: "Response Analysis" 377 Wall Street  
Bell South Electronic Yellow Pages  
JULY 1991

ELECTRONIC YP WOULD BE IN  
ADDITION TO CURRENT YP

Intellventure?

"ATLANTIC CONNECT"

2

Forecasting Sales of

3

4

5

6

7

8

9

10

11

12

MOST  
PREFERRED  
SERVICES

Dalton's office

15

16

17

18

19 ) (2)

Duplex phone 20

21

22

23 ) (3)

24

25

467 24

5

JUST ONE LOOK

2	15
3	15
4	15
6	15

ADVERTISING SATISFACTORY PROGRAM BEGAN  
IN 1989

TOUCHSTONE

- 1
- 2
- 3
- 4

"~~ENVELOPE~~ HAS THE REAL YELLOW PAGES" & IS ~~RIGHT~~ BY FOUR NEW PAGES

REAL YELLOW PAGES IS FREE

MAKES THEM MORE INFORMED CONSUMERS  
COMPARE PRICES BY PHONE

- 12
- 13
- 14
- 15
- 16
- 17
- 18

OTHER INFO  
HOW TO CALL LONG DISTANCE  
MAPS  
ZIP CODES  
EMERGENCY PHONE #S

RIVA MARKET RESEARCH, INC.

FINAL REPORT ON A  
QUARTER OF FOCUS GROUPS WITH  
BLACK + WHITE RESIDENTS OF  
ATLANTA ABOUT ISSUES RELATED TO

6



DOWNSOUTH

BY

LUCIUS S. HENDERSON III

MARY FAHEY

AUGUST 1992

12

Fig. 4

13

14

15

16

17

18

19

RESPONDENTS DESCRIBE THE "REAL" YELLOW PAGE  
DESCRIBE IT AS A "LISTING OF EVERYTHING"  
WHICH IS COMPLETE + ACCURATE, THEREBY  
MAKING IT A GOOD REFERENCE SOURCE -  
PARTICULARLY AT THE BEGINNING OF A SEARCH

25

26

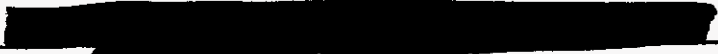
470

27

IT

IT

IT



BAPCO CONTRACT W/ STEVENS GRAPHICS

STEVENS GRAPHICS CONTRACT - 5-1-89

3 PAPER HANDLING CHARGE ~~10~~ % OF TOTAL  
DELIVERED VALUE OF PAPER + INVOICES

5 ARE BASE PRICES [REDACTED]  
AS STATED IN CONTRACT

AT BAPCO'S OPTION, BAPCO'S REPRESENTATIVE  
SHALL HAVE ACCESS TO STEVEN'S PLANTS AT  
ANY REASONABLE TIME DURING WORKING HOURS  
TO REVIEW STEVEN'S INSPECTION PROCEDURES  
OR TO PERFORM ANY INSPECTION FUNCTION ON  
IN-PROCESS MATERIALS OR FINAL PRODUCT  
TO BE FURNISHED UNDER THIS AGREEMENT.

REJECTED MATERIAL [REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]

TECHSOUTH CONTRACT

1-1-82

COMPUTER BASED PUBLISHING SERVICES + PRODUCTS  
INCLUDING THE PRE-PRESS PRODUCTION + PHOTO COMPOSITION  
OF TELEPHONE DIRECTORIES

### SERVICES

PERFORM PRE-PRESS PRODUCTION + PHOTO COMPOSITION  
FOR CLASSIFIED + ALPHABETICAL

### PRICE

BASED ON UNITS OF WORK, QUALITY OF  
PERFORMANCE + FILLER PERCENTAGE IMPROVEMENT

EITHER PARTY MAY INITIATE CHANGE IN UNIT

PRICES FOR INCREASES + DECREASES IN

COSTS TO TECHSOUTH 1) WAGES 2) SALARIES

3) FICA 4) INSURANCE 5) MATERIAL COSTS

6) COST SAVINGS TO TECHSOUTH



MASTER DIRECTORY AGREEMENT

BALCO +

L.M. BERRY COMPANY

12-9-1987

L.M. BERRY, AN OHIO CORPORATION WITH  
PRINCIPAL OFFICES AT 3170 KETTERMAN BL  
DAYTON, OHIO

DEFINITIONS (PARAPHRASED)

DIRECTORY ADVERTISING - ADVERTISING  
WHICH APPEARS IN EITHER WHITE PAGE  
DIRECTORIES OR IN CLASSIFIED YR DIR.  
OR SECTIONS OF DIRECTORIES PAY SUBSCRIB.

13

PAY [REDACTED]

14

[REDACTED]

15

[REDACTED]

EXCHANGE AREA LOCAL ADV - ADV.  
IN BALCO DIRECTORY WHERE PRIMARY BUSINESS  
IS LOCATED

EXCHANGE AREA FOREIGN - ADV. PLACED  
PLACED BY BUSINESS IN EXCHANGE AREA  
BALCO DIRECTORY IN OTHER THAN WHERE  
PRIMARY BUSINESS IS LOCATED

NYP5 - DIR: ADV. PLACED IN EXCHANGE  
AREA BAPCO DIR. BY A NATIONAL  
ADVERTISER AS A PART OF & SUBJECT TO  
BAPCO'S GUIDELINES & SPECIFICATIONS FOR  
NYP5 ADV.

### SALES AND SOLICITATION

BAPCO GRANTS TO BERRY EXCLUSIVE  
RIGHT TO SOLICIT LOCAL & FOREIGN  
ADVERTISING FOR BAPCO'S ACCEPTANCE  
FOR ALL EXCHANGE AREA TELEPHONE COMPANY  
DIRECTORIES

BERRY SHALL USE ITS BEST EFFORTS TO  
SOLICIT FOREIGN AND LOCAL BUSINESS TELEPHONE  
DIRECTORIES IN A PROFESSIONAL &  
COURTEOUS MANNER

BERRY SHALL PROVIDE TO BAPCO SUCH  
REPORTS & OF SUCH PERIODS AS  
ARE REASONABLY REQUESTED SHALVE  
BAPCO TO ANALYZE & EVALUATE SALES  
RESULTS - REVENUE FORECASTS,  
DECREASE & LOSS ANALYSES, COLLECTIONS &  
NECESSARY BILLING INFORMATION.

## COMMISSIONS + PAYMENTS

BERRY SHALL BE PAID A SALES COMMISSION ACCORDING TO ATTACHED SCHEDULE

6 BERRY SHALL RECEIVE AS COMMISSION 7% OF NET COLLECTED ADVERTISING REVENUES

NET COLLECTED REVENUE → GROSS ADVERTISING REVENUES LESS FOLLOWING %

LA BERRY DIVISION 2

11

KENTUCKY / S. TENNESSEE

12

MISSISSIPPI / N. LA.

13

MID W. TENNESSEE

14

S. LA.

15

ALA.

17 SAFCO SHALL REMIT AN ADVANCE PAYMENT = COMMISSION RATE 7% ON TO 7% OF THE PREVIOUS ISSUE'S CERTIFIED PUBLISHED REVENUE TO BERRY AT THE EXISTING ADVERTISER CLOSE DATE (EACD) REMAINDER RENDERED WITHIN 60 DAYS