Talbott WV
Vandiver

FLORIDA PUBLIC SERVICE COMMISSION

Capital Circle Office Center ● 2540 Shumard Oak Boulevard

Tallahassee, Florida 32399-0850

RECEIVED

MEMORANDUM

March 26, 1998

FIAN 2 6 1998 [0:10] EPSC Records/Reporting

TO:

DIRECTOR, DIVISION OF RECORDS AND REPORTING (BAYO)

FROM:

DIVISION OF LEGAL SERVICES (COX, ECHIPMEN)

DIVISION OF COMMUNICATIONS (BIEGALSKI) (B)

RE:

DOCKET NO. 971487-TI - INITIATION OF SHOW CAUSE PROCEEDING AGAINST LCI INTERNATIONAL TELECOM CORP. FOR VIOLATION OF RULE 25-4.118, FLORIDA ADMINISTRATIVE CODE,

INTEREXCHANGE CARRIER SELECTION

AGENDA:

04/07/98 - REGULAR AGENDA - INTERESTED PERSONS MAY

PARTICIPATE

CRITICAL DATES: NONE

SPECIAL INSTRUCTIONS: S:\PSC\CMU\WP\971487TI.RCM

CASE BACKGROUND

On July 21, 1989, the Commission granted LCI International Telecom Corp. (LCI) Certificate Number 2300 to provide intrastate interexchange telecommunications service. LCI reported gross operating revenues of \$41,174,735 on its Regulatory Assessment Fee Return for the period January 1, 1997, through December 31, 1997. As a provider of interexchange telecommunications service in Florida, LCI is subject to the rules and regulations of this Commission.

From January 1, 1996, until March 4, 1998, the Division of Consumer Affairs has received a total of 241 complaints against LCI. Of those complaints received, 71 are apparent unauthorized carrier change (slamming) infractions in violation of Rule 25-4.118, Florida Administrative Code. There are numerous additional complaints that are either pending closure in the Division of Consumer Affairs or response from the company.

In addition to staff's investigation into slamming complaints, Docket Number 971403-TI was opened against LCI, to investigate a

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Fig. 1.

complaint filed by the Attorney General's office along with the Office of Public Counsel on behalf of David Howe for slamming. In Order Number PSC-98-0069-PCO-TI, Docket Number 971403-TI was consolidated with this docket.

According to LCI's responses to the consumer complaints, the company utilized various methods of obtaining new long distance customers. LCI used independent representatives, sweepstakes, inbound sales representatives, and direct representatives. It appears that LCI is submitting numerous preferred interexchange carrier (PIC) changes with forged customer signatures. In addition, in some instances, the name and address listed on the letter of authorization (LOA) is not the name and address of the authorized person for the telephone number listed on the LOA.

Based on the number of apparent slamming violations, staff opened this docket to investigate whether LCI should be required to show cause why it should not be fined or have its certificate canceled, pursuant to Section 364.285, Florida Statutes. However, prior to show cause proceedings, LCI submitted an offer to settle the case. (Attachment A, Pages 8-16)

DISCUSSION OF ISSUES

ISSUE 1: Should the Commission order LCI to show cause why it should not have Certificate Number 2300 canceled or be fined \$10,000 per apparent violation for a total of \$710,000 for apparent failure to comply with Rule 25-4.118, Florida Administrative Code, Interexchange Carrier Selection?

RECOMMENDATION: Yes. The Commission should order LCI to show cause in writing within 20 days of the effective date of the order why it should not have Certificate Number 2300 canceled or be fined \$10,000 per apparent violation for a total of \$710,000 for apparent failure to comply with Rule 25-4.118, Florida Administrative Code. Any collected fine monies should be forwarded to the Office of the Comptroller for deposit in the state General Revenue Fund pursuant to Section 364.285(1), Florida Statutes. (Biegalski)

STAFF ANALYSIS: Staff reviewed the numerous complaints received in the Division of Consumer Affairs regarding LCI's alleged slamming infractions. Staff's review has identified complaints from consumers regarding LOAs from customers other than the customer of record, and unauthorized carrier changes due to forged LOAs.

Rule 25-4.118(2), Florida Administrative Code, states in pertinent part,

A LEC shall also accept PIC change requests from a certificated interexchange company (IXC) acting on behalf of the customer. A certified IXC that will be billing in its name may submit a PIC change request, other than a customer-initiated PIC change, directly or through another IXC, to a LEC only if it has certified to the LEC that at least one of the following actions has occurred prior to the PIC change request:

(a) the IXC has on hand a ballot or letter from the customer requesting such change;

Staff is concerned that adequate steps have not been taken by LCI to prevent unauthorized carrier changes and to ensure compliance with the rules of the Florida Public Service Commission.

Examples of complaints received from consumers include the following:

On May 12, 1997, Mr. Glen Jackson, Ms. Nellie Hancock's son-in-law, contacted staff and stated that Ms. Hancock's long distance service was switched without authorization. LCI's report stated that the company received an LOA signed by Mr. Talbot Hancock on February 20, 1997. The company considered it to be valid and forwarded it for processing. Mr. Jackson informed staff that Mr. Hancock died on January 27, 1997. (Attachment B, Pages 17-21)

On June 30, 1997, Ms. Alice Monroe contacted staff and stated that her long distance service was switched without authorization. LCI's report stated that the company received an LOA signed by Mr. Joe Monroe on February 16, 1997. The company considered it to be valid and forwarded it for processing. Ms. Monroe informed staff that Mr. Monroe has been deceased for fourteen years. (Attachment C, Pages 22-31)

On March 28, 1997, Mr. David Howe contacted staff and stated that his long distance service was switched without authorization. LCI's report stated that the company received an LOA signed by Mr. David Howe. The company considered it to be valid and forwarded it for processing. Mr. Howe informed staff that the signature as well as the information about his long distance charges is a forgery. (Attachment D, Pages 32-42)

On April 22, 1997, Ms. Theresa Chen contacted staff and stated that her long distance service was switched without authorization. LCI's report stated that the distributorship who sold the account

was unable to provide a copy of the LOA. (Attachment E, Pages 43-46)

Rule 25-4.118(3)(d), Florida Administrative Code states:

Ballots or letters will be maintained by the IXC for a period of one year.

Due to the fact that LCI is unable to produce a copy of the authorization obtained, it appears that they are in violation of this rule.

On June 27, 1996, Ms. Kathlyn Landry contacted staff and stated that her long distance telephone service was switched from AT&T to LCI without authorization. LCI's report stated that when establishing an account for another customer in New York, a keying error occurred, the incorrect area code was entered, and consequently, Ms. Landry's telephone number was switched to LCI. (Attachment F, Pages 47-50)

On June 2, 1997, Ms. Carmen Quinones Fuentes contacted staff and stated that her long distance telephone service was switched from AT&T to LCI without authorization. LCI's report stated that when the customer called to request information about LCI's access code, an order was established to convert her service to LCI. (Attachment G, Pages 51-53)

LCI has not satisfied staff that it is in compliance with the Commission's rules. Accordingly, by Section 364.285, Florida Statutes, the Commission is authorized to impose upon any entity subject to its jurisdiction a penalty of not more than \$25,000 for each day a violation continues, or cancel its certificate, if such entity is found to have refused to comply with or to have willfully violated any lawful rule or order of the Commission, or any provision of chapter 364. Utilities are charged with knowledge of the Commission's rules and statutes. Additionally, "[i]t is a common maxim, familiar to all minds, that 'ignorance of the law' will not excuse any person, either civilly or criminally." Barlow v. United States, 32 U.S. 404, 411 (1833).

Staff believes that LCI's apparent conduct in switching PICs without customer authorization has been "willful" in the sense intended by Section 364.285, Florida Statutes. In Order No. 24306, issued April 1, 1991, in Docket No. 890216-TL titled In re: Investigation Into The Proper Application of Rule 25-14.003, Florida Administrative Code. Relating To Tax Savings Refund for 1988 and 1989 For GTE Florida, Inc., having found that the company had not intended to violate the rule, the Commission nevertheless found it appropriate to order it to show cause why it "hould not be

fined, stating that "In our view, willful implies intent to do an act, and this is distinct from intent to violate a rule." Thus, any intentional act, such as LCI's conduct at issue here, would meet the standard for a "willful violation."

Based on the 71 apparent unauthorized carrier change infractions, staff believes that LCI does not have adequate safeguards to protect consumers from unauthorized carrier changes. Accordingly, staff believes that there is sufficient cause to order LCI to show cause in writing within 20 days of the effective date of the order why it should not be fined \$10,000 per apparent infraction for a total of \$710,000 or have its certificate canceled for its apparent violations of Rule 25-4.118, Florida Administrative Code.

ISSUE 2: Should the Commission accept the settlement offer proposed by LCI International Telecom Corp. to resolve the apparent violations of Rule 25-4.118, Florida Administrative Code, Interexchange Carrier Selection?

<u>RECOMMENDATION:</u> No. The Commission should not accept the settlement offer proposed by LCI. (Biegalski)

STAFF ANALYSIS: On February 2, 1998, LCI met with staff and addressed its concerns about the apparent violations. On February 26, 1998, LCI submitted its offer to settle. In its settlement offer LCI agreed to do the following:

- LCI will require each individual employee of the distributor to execute the acknowledgment form stating the distributor understands and accepts LCI's policy prohibiting submission of carrier changes without proper authorization.
- LCI will implement an additional step in the processing of LOAs submitted by distributors. In this step, LCI's data bases will perform validity checks to verify the accuracy of state, zip code, and area code information.
- LCI personnel will audit a percentage of the LOAs submitted by its distributors as an additional check in the accuracy of data.

Without conceding that it has committed any violation,
 LCI will make a voluntary contribution of \$25,000.

While staff supports LCI's proposal to perform validity checks to verify the accuracy of state, zip code, and area code information, staff does not believe that will eliminate the fundamental problem of forgery occurring with LCI. Staff cannot, however, support LCI's additional settlement proposals. Staff believes that auditing a percentage of the LOAs submitted by its distributors after they have been submitted for processing will not stop the unauthorized carrier changes. In addition, staff cannot support LCI's proposed settlement of the financial penalties proposed in Issue 2.

Based on the consumer response from the public hearings related to the slamming rule docket and the fact that in recent show cause dockets regarding apparent slamming violations the Commission has approved staff's recommendation of \$10,000 per violation, staff believes that the settlement offer is inadequate. LCI's proposal is simply insufficient for the harm to the public interest that LCI's apparent slamming violations have caused. In addition, the monetary settlements accepted in the past have not been of sufficient size to deter slamming. Therefore, it is staff's view that the fine should be greater than those accepted in the past.

ISSUE 3: Should this docket be closed?

RECOMMENDATION: If staff's recommendation in Issue 1 is approved, LCI will have 20 days from the issuance of the Commission's show cause order to respond in writing why it should not be fined in the amount proposed. If LCI timely responds to the show cause order, this docket should remain open pending resolution of the show cause proceeding. If LCI does not respond to the Commission's Order to Show Cause, the penalties should be deemed assessed. If LCI fails to respond to the Older to Show Cause, and the fines are not received within five business days after the expiration of the show cause response period, LCI's certificate should be canceled and this docket closed administratively. If staff's recommendation in Issue 1 is not approved and the settlement offer is accepted, this docket should be closed upon the remittance of the \$25,000 The \$25,000 settlement should be forwarded to the settlement. Office of the Comptroller for deposit in the State General Revenue Fund pursuant to Section 364.285(1), Florida Statutes. (Cox, Bowman)

STAFF ANALYSIS: If staff's recommendation in Issue 1 is approved, then LCI will have 20 days from the issuance of the Commission's show cause order to respond in writing why it should not be fined in the amount proposed or have its certificate canceled. timely responds to the show cause order, this docket should remain open pending resolution of the show cause proceeding. If LCI does not respond to the Commission's Order to Show Cause, the fines should be deemed assessed. If LCI fails to respond to the Order to Show Cause, and the fines are not received within five business days after the expiration of the show cause response period, LCI's certificate should be canceled and this docket administratively. If staff's recommendation in Issue 1 is not approved and the settlement offer is accepted, this docket should be closed upon the remittance of the \$25,000 settlement.

ATTACHMENT A DOCKET NO. 971487-TI MARCH 26, 1998

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PLEASE REPLY TO: TALLAHASSEE

February 26, 1998

VIA HAND DELIVERY

John Bowman
Will Cox
Division of Legal Services
Florida Public Service Commission
2540 Shumard Oak Boulevard, Room 390-M
Tallahassee, Florida 32399-0850

RE: Docket Nos. 971403-TI and 9714887-TI

Florida Pulto Larvica Commission

Dear Mr. Bowman and Mr. Cox:

Following the informal meeting with Steff and Cherles Beck of the Office of Public Counsel on February 2, LCI international Telecom Corp ("LCI") has evaluated further the Steff recommendation that was submitted in Docket No. 971487-TI on January 22, 1998.

In this letter, I will set forth LCI's position regarding the subject of the issue of unauthorized cerrier changes in the telecommunications industry in general, as well as its position with respect to the specific recommendation in Docket No. 971487-Tl. While, as I will develop, LCI strongly denies that it has done anything that warrants the imposition of a penalty pursuant to Section 364.085, Florida Statutes, I will also outline the basis of a proposed settlement which, in the spirit of compromise and cooperation, LCI is willing to enter.

LCI condemns deceptive and fraudulent business practices, and supports efforts to end them.

LCI believes strongly that the major source of complaints of unauthorized carrier changes consists of deceptive or otherwise unscrupulous marketing practices engaged in by carriers who intentionally mislead customers to gain market share. LCI relies on its reputation for ethical practices and good will as well as its high quality of service to attract customers. LCI is in favor of regulatory measures designed to prevent such "slamming," for the simple reason that it is in LCI's interest se well as the customers' interest for the Commission to police against deceptive practices that victimize customers and ethical carriers alike. LCI's view is that prompt action to identify and punish carriers who intentionally abuse customers would be the best cure for the problem of slamming complaints.

The approach and method underlying the particular recommendation in Docket No. 971487-TI is flawed, in that it entangles companies that are not engaging in deceptive practices.

LCI commends the Commission and its Staff for the resoluteness with which they have set out to reduce the problem of unauthorized carrier changes.

However, with all due respect for the Staff's good intentions, there are serious flaws and deficiencies in the approach underlying the recommendation it submitted in Docket No. 971487-Ti. For instance, according to Staff's own testimony in the pending rule docket, 75% of slamming complaints stem from deceptive telemarketing or misleading LOAs. During the time frame encompassed by the recommendation, LCI engaged in NO telemarketing, and LCI is not aware of the first complaint that any of its LOAs were misleading. Yet, Staff recommends that the Commission impose a fine of more than \$800,000 on LCII LCI submits that the action recommended by Staff is unwarranted for the following reasons:

1. Staff's recommendation makes no effort to limit the scope of the proceeding to instances of "willful violations." Under Section 364.285, Florida Statutes, the Commission's authority to impose penalties is limited to situations in which a carrier has refused to comply with or has willfully violated a lawful rule, order or provision of Chapter 364. LCI has neither refused to comply with nor willfully violated any rule or order of the Commission. In fact, LCI submits that in every instance identified by Staff, it has met the requirements of Rule 25-4.118, Florida Administrative Code, in that it obtained in good faith the type of confirmation required by the rule. LCI is aware of Staff's desire to define "willful violations" extremely broadly; however, for the reasons articulated in LCI's response to OPC/AG's First Motion to Compel, LCI submits that the Commission's authority to impose a fine is limited to those instances in which a carrier deliberately violates the Commission's

rule. LCI wishes to point out that this limitation does not affect the Commission's ability to police the problem of unauthorized changes effectively. LCI regards the deliberately misleading, deceptive practices that, according to the Staff witnesses in the pending rule proceeding, constitute the bulk of the slamming problem, as "willful" violations of the rule.

2. The recommendation improperly bases the proposed fine on the absolute number of complaints.

In testimony presented in the rule proceeding, Staff acknowledged that slemming problems can be managed to an "acceptable level." LCI does not concede that unintended or inadvertent PIC changes can form the basis for a penalty. However, LCI believes that Staff's own position recognizes that there is a level of frequency of unintended or inadvertent unauthorized changes that Staff would not propose to penalize. It is inconsistent with that premise to recommend a fine for each and every allegation, as Staff has done in its recommendation in this docket. If, for the sake of argument only, the Commission were to attempt to impose penalties for changes which prove to be inadvertent, notwithstanding verification measures that conform to the requirements of the rule, to gauge the severity of the problem it would be necessary to develop a frame of reference that takes size and/or volume of activities into account. To base the recommended fine on absolute numbers would arbitrarily ensure that large carriers will be required to pay large fines, regardless of the quality of their efforts to manage their operations so as to minimize complaints.

3. It is fundamentally inequitable, as well as inconsistent with Rule 25-4,118, to reach back more than one year for the purpose of considering a penalty in this case.

Staff's recommendation proposes to include complaints from January 1996 forward. This is ineonsistent with the Commission's own rule. Rule 25-4.118 requires that LOAs and beliets be kept for only one year. Since that is the maximum period a cerrier must maintain documentation to support its action, it is logically the maximum period the Commission should incorporate is an evaluation for enforcement purposes.

Reaching back to January 1996 would violate principles of fairness as well. It is LCI's understanding that Staff's approach is to take into account the fact that a carrier has not been penalized for slamming violations in the past. LCI has not been the subject of a show cause proceeding prior to this point, presumably because its record was such that the Commission believed such action was unwarranted. It is

fundamentally inconsistent to recognize that pest performance was acceptable, on the one hand, and include ellegations that are more than two years old when calculating a fine for the instent show cause proceeding, on the other.

The time frame treated within the recommendation is prajudicial for other reasons. Historically, LCI has typically changed a complaining customer back to its original carrier and re-rated or made refunds to the customer even when LCI believed there was no basis for the claim that the customer had been changed without authorization. The complaints were informally handled and resolved on the basis of LCI's desire to maintain good customer relations. LCI heard no more about the matters because internally the Consumer Affairs Department closed the complaint files. It is inequitable to allow a carrier to proceed with informal, "no fault" complaint resolutions and then base a show cause action on "closed" files long after the fact. If LCI had been placed on notice of the possibility of future senctions at the time, it may very well have handled its evaluation of the complaints differently.

4. None of the complaints identified by Staff constitute a basis for a penalty.

Rule 25-4.118(2), Floride Administrative Code, delineates the steps which the Commission regards as edequate to confirm a customer's change of carriers. One such mechanism is a letter of authorization. With respect to each allegation encompassed by the Staff's recommendation, LCI obtained a letter of authorization. LCI believed in good faith that the letter represented confirmation of the customer's change request. LCI submits that in every instance, it satisfied the requirements of the Commission's rule². On that basis, LCI submits that none of the complaints identified to LCI by the Staff presents the basis for a fine. Beyond that, LCI has identified the most obvious instances of specific inadvertences, deta entry errors, and the like that should be deleted from consideration in this proceeding. For purposes of

¹ The pessage of time would also affect Stati's ability to obtain the witnesses whose testimony would be necessary to address the allegations.

² The recommendation alludes to silegations of forged signatures on some of the LOAs. Any act on the part of an independent contractor to forge the signature of a customer would be beyond the scope of the authority conferred by LCI and contrary to LCI's explicit policy. Accordingly, such an act would be a fraud on LCI as well as on the customer.

settlement only, LCI has prepared a table that identifies certain separate justifications for eliminating those complaints. The table is attached.

All of that being said, LCI wishes to assure the Commission and Staff that LCI takes the issue of complaints of unauthorized changes very seriously, just as it takes any expression of customer dissatisfaction seriously. The bulk of LCI's marketing is done through distributors with whom LCI has contracted. The distributors employ independent contractors who meet face-to-face with prospective customers and obtain letters of authorization from them. Therefore, the nature of LCI's operations is such that the most effective way it can reduce complaints is to police its independent contractors. To that end:

- LCI has carefully articulated and emphasized its corporate policy, which is that it will not tolerate the practice of changing customers' carriers without authorization. LCI has demonstrated that it will terminate agents of distributors, as well as distributors themselves, who fail to heed that policy.
- Upon investigation of the complaint filed by OPC and AG in Docket No. 971487-TI, LCI required its distributor to terminate the individual who provided the LOA that contained a forged signature that is the basis for the complaint.
- In response to an increase in the number of complaints that the Commission received in the fall and winter of 1997, and upon the failure of two distributors to reduce the number of complaints originating from their activities, LCI recently terminated two Florida distributors. As a direct result of this action, the number of complaints in Florida fell dramatically in January 1998.
- Upon written request, LCI is willing to disclose to the Attorney General or other law enforcement official the names of persons who submit Letters of Agency to LCI that contain falsified signatures.

Proposed Settlement.

LCI reiterates its position that it has committed no willful violations of Commission rules, and that in fact its practices conform to the requirements of those rules. However, in the spirit of compromise and settlement, LCI has developed a proposal for the resolution of these consolidated dockets. Even though LCI believes any fair assessment will show that LCI is meeting the requirements of the Commission's rules and is otherwise diligent and responsible in its efforts to eliminate the sources of complaints, LCI has been evaluating additional mechanisms designed to enhance its ability to accomplish that objective. These additional processes and mechanisms will be costly to implement. However, if this proceeding can be resolved on reasonable terms, LCI is prepared to commit to undertake these measures. Accordingly, LCI has formulated a proposal that would couple its commitment to these additional safeguards with the resolution of the pending dockets on reasonable terms. The terms of the proposal ere as follows:

- 1. There will be no finding in the order approving the settlement and closing the dockets that LCI violated any provisions of rule, order, or statute.
- 2. No allegation of uneuthorized carrier changes received by the Commission from 1994 through the entry of the order approving the settlement in this proceeding will be the basis of enforcement actions or penalties against LCI in the future.
- 3. In the past, the officer of a distributor organization with whom LCI holds a contract for merketing services executed the acknowledgement form stating the distributor understands end accepts LCI's policy prohibiting submission of carrier changes without proper authorization. Prospectively, LCI will require each individual employee of the distributor to execute the acknowledgement.
- 4. LCI will implement an additional step in the processing of LOAs submitted by distributors. In this step, LCI's deta bases will perform validity checks to verify the accuracy of state, zip code, and area code information.
- 5. LCI personnel will audit a percentage of the LOAs submitted by its distributors as an additional check in the accuracy of data.
- 6. Without conceding that it has committed any violation, LCI will make a voluntary contribution of \$25,000.

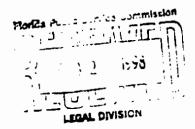
This offer of settlement is conditional upon agreement of the parties and entry of an order approving all of the terms delineated herein. If any part of the offer is not agreed to or approved, the entire offer shall be deemed withdrawn.

LCI is prepared to meet with parties and Staff to discuss this response and proposal.

Yours truly,

Joseph a. Mislothlin

Joseph A. McGlothlin



JAM/jg

Attachment

cc:

Charles Beck Michael Gross Douglas Kinkoph

71487-TI 8				
0.0 F.0 9.0 F.0 9.0 F.0 9.0 F.0 F.0 F.0 F.0 F.0 F.0 F.0 F.0 F.0 F		COMPLAINT NO.	COMPLANANT	EXPLANATION
ATTACHMENT A DOCKET NO. 971487-TI MARCH 24, 1998	1.	1880291	Edwards, Earl	Bell South eclmowledged programming error in their switching office.
	2.	1225441	Hesse, Terry	Complainant's telephone number was incorrectly given to LCI by another customer (located in NY) claiming it was her summer home telephone number.
	3.	098970P	Progressive On-Line Marketing	Error between LCI and complement's LEC. When LCI sought to have other LCI customers transferred from Wilhel, to the LCI network, the complements number was mistakenly included in the transfer.
	4.	091164P	Green-Saudern, Torri	The complainent's and enother LCI customer's telephone numbers are very similar and the ographshant's number vise inadvertently routed to LCI. When the er or was detected the complainent's account was disconnected immediately.
	5 .	1 135241	Jensen, B.S.	An existing LCI customer placed a request with LCI to add an add'I number to his account. This new number was one digit off from the complainant's telephone number. An error in adding this number to an existing account caused the complainant's number to be routed to LCI's network.
	●.	1183861	Cranner, Robert	The correlatioent's telephone line was routed to the LCI network as a moult of an error in establishing an account for enother LCI customer.
	7.	1219391	Mermoratein, Myron	The complainant's telephone line was routed to the LCI network as a result of an error in establishing an account for emother LCI customer. The customer's number (4817) is one digit off from the complainant's (4811).
•	₩.	1249131	Saunders, Daniel M.	The complainent's telephone line was routed to the LCI network as a result of an error in establishing an asseunt for another LCI customer. The customer's number (2124) is one digit off from the complainent's (2129).
	9.	130973	Landry, Kathlyn	The complainant's telephone line was routed to the LCI network as a result of an error in establishing an account for another LCI customer. The complainant's area code (561) is one digit off from another LCI outtomer located in New York's 516 area code.
	10). 162567I	Bein, Michael	A prospective LCI customer indicated on his LOA that his area code was 813 instead of 812 which led to the complements telephone line being routed to the LCI network.
	11	. 1473491	Peerson, Ken	Due to Megibility of a prospective LCI customer's phone number on the LOA, LCI inadvertently converted the complainant's phone number to LCI.

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ATTACHMENT A DOCKET NO. 971487-TI	ર્જુ 2. T	16750 6	Haylett, Winifred	The complement's telephone line was routed to the LCI network as a result of an error in establishing an account for another LCI customer. The customer's number (4780) is one digit of from the complement's (4780)
E 8	¥ 3.	1684321	Bradmiller, Mrs. Flichard	The complainant's telephone line was routed to the LCI network as a result of an error in establishing an account for enother LCI customer. The customer's number (649,) is one digit off from the complainant's (644).
	14.	1323621	Stewart, James	LCI's computerized records Indicate the complainent requested LCI through his LEC. LCI was neelled by the LEC of this decision (through CARE) and an account was established.
	15.	1500741	Barnday, Bruce	LCI's computarized records indicate the complement requested LCI through his LEC. LCI was notified by the LEC of this decision (through CAPE) and an account was a labilished.
	16.	15 78 65i	Wakefield, John B.	LCI's records indicate the account was set up over the phone through a cell into our inbound sales group. Apparently when the customer called in they gave the complainant's telephone number instead of their own. The order was however, confirmed through the LEC.
	17.	1290411	Schembeum, Berry	Due to an area code split - 407 to 561 - the complement's number was inadvertently included under smother LCI customer's account.
	18.	1 289001	Infinity Financial Group	The complainent's number was routed to LCI's network as the result of a conversion of numerous sustainer's from Corporate Telemenagement Group's network to LCI's pursuant to a marger between the two companies.
	19.	1550901	Carreno, Art	LCI inadvertantly established an account for the complainant as a result of the complainant's inquiry to utilize LCI's service for casual calling (10XXX).
	20.	1743991	Quinones, Carmen	LCI inedvertently established an account for the complainant as a result of a complainant's inquiry to utilize LCFs service for casual calling (10XXX).
	21.	1859091	Thurmen, Charles	LCI inedvertently established an account for the complainent as a result of a complainent's inquiry to utilize LCI's service for casual calling (10XXX).
	22.	1710961	Pluoceo, Louis	LCI was provided an LOA which was signed by complainant's niece requesting LCI service for the complainant's telephone number.

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HANCE TALBOT (NELLIE)	COMPANY LCI INTE TONAL TELECOM CORP.	Requiret No. <u>1721091</u>
MOTORE GLEN JACKSON, SON IN LAW	Attn. HICHELLE LANDON 172109	by DBM Time 5:08 PM Date 05/12/9
123 HANCOCK LANE	Consumer's Telephone # (904) -476-6767	To CO, Time <u>FAX</u> bete <u>05/12/9</u>
ty/21p PENSACOLA 32503 county ESC	Can Be Reached	Type S Fore Phone .
count habor	Sote	Category
superly Contact	Limited Response Y	Infraction LS-13H
Customer's con in law called Customer's	service was channed from Even) to ICI	Closed by DBH Date 07/11/97

International without her authorization. The son in law said that when proof of authorization was requested. LCI sent a supposed LOA containing the signature of Talbot Hancock. Customer believes this is a forgery. The LOA is dated February 20, 1997. As information, Talbot Hancock passed away on January 27, 1997. For over a year prior to the change of service. Mr. Hancock was in a mursing home and incapable of authorizing anything. Please provide proof of authorization. Appropriate credits are requested to reflect a refund of switching fees/ service charges that apply as well as an adjustment of rates to those of the customer's preferred carrier. Please send the customer a copy of your response to this inquiry.

05-19-97- Report received with explanation, credit and copy of LOA. 07-11-97. File closed.

CONSUMER REQUEST

Reply Received T

FLORIDA PUBLIC SERVICE COMMISSION

2540 SHUMARD OAK BOULEVARD TALLAHASSEE, FL. 32399-0850

PLEASE RETURN THIS FORM THE REPORT OF ACTION TO:

DUE

_	Doug Martin	
:	05/29/97	

DOCKET NO. 97 MARCH 26, 1998



Via Fax: 904-413-6362

D AMEND OR BUT

May 15, 1997

Mr. Doug Martin
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallabassee, FL 32399-0850

Rc: Complaint filed by Talbot (Nellie) Hancock

File No. 1721091

Dear Mr. Martin:

With regard to the above referenced complaint, please be advised that LCI International Telecom Corp. (LCI) has completed a review of the issues raised by the complainant.

LCI received the enclosed letter of agency (LOA) from a third party distributor of LCI service. As you will see, the LOA appears to have been signed by Talbot Hancock. LCI accepted this LOA in good faith and maintains the account was appropriately established. All LCI distributors are required to act within the bounds of applicable state and federal law and abide by LCI's policies regarding PIC code changes (a copy of this policy is enclosed). LCI has contacted the distributor involved to investigate the matter and, if appropriate, take action with the sales person involved, including termination.

LCI has issued a courtesy credit of \$15.35 to the complainant's account. This credit constitutes the total charges accrued on the account as well as the fees associated with routing the line to the LCI network. This credit will appear on the complainant's LEC invoice within one to two billing cycles. LCI apologizes for any inconvenience this matter has caused the complainant.

Should you have questions regarding this matter, please contact the undersigned at (703)848-4465.

Sincerely,

Michelle Landow Tariff Specialist

Whichille Handow

cc: Glen Jackson

.

-19

CONDUNES AFI AIRS



Via Fax: 904-413-6362

May 15, 1997

Mr. Doug Martin Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850

Re: Complaint filed by Talbot (Nellie) Hancock File No. 172109I

Dear Mr. Martin:

With regard to the above referenced complaint, please be advised that LCI International Telecom Corp. (LCI) has completed a review of the issues raised by the complainant.

LCI received the enclosed letter of agency (LOA) from a third party distributor of LCI service. As you will see, the LOA appears to have been signed by Talbot Hancock. LCI accepted this LOA in good faith and maintains the account was appropriately established. All LCI distributors are required to act within the bounds of applicable state and federal law and abide by LCI's policies regarding PIC code changes (a copy of this policy is enclosed). LCI has contacted the distributor involved to investigate the matter and, if appropriate, take action with the sales person involved, including termination.

LCI has issued a courtesy credit of \$15.35 to the complainant's account. This credit constitutes the total charges accrued on the account as well as the fees associated with routing the line to the LCI network. This credit will appear on the complainant's LEC invoice within one to two billing cycles. LCI apologizes for any inconvenience this matter has caused the complainant.

Should you have questions regarding this matter, please contact the undersigned at (703)848-4465.

Sincerely,

Michelle Landow Tariff Specialist

Michelle Yandow

cc: Glen Jackson

0825482

= HANCOCK Hancock ensacola **32503**

6767

Hancock

Attached is the customer's correspondence.

Please provide the PSC with a report and proof of authorization.

c: Commissioner Bob Crawford DICS

97/07/97 Received report with explanation, LOA and \$28,17 credit.

18/20/97 Closed by letter. Refiled inquiry #1985861.

PLEASE RETURN THIS PORM NITH REPORT OF ACTION TO:

Carmen Per	Ma	
	_	

OJE: <u>07/17/97</u>







ATTACHMENT C DOCKET NO. 971487-TI MARCH 26, 1908

Public Service Commission

October 23, 1997

Ms. Alice R. Monroe 607 Detroit Boulevard Penencola, FL 32534

Dear Ms. Monroe:

We have reviewed your complaint against LCI International Telecom Corporation (LCI).

To resolve your complaint, we contacted LCI and requested a detailed written report regarding your concerns. It is my understanding that a representative from the utility contacted you to discuss this matter. Based on a review of the information provided to the Florida Public Service Commission (PSC), it appears that the company did not obtain the necessary information to make a switch in your telephone service. LCI has issued a credit of \$28.17 to your local telephone company.

The PSC monitors complaints very closely and tracks any trend which indicate there may be a problem and further action is needed. Our complaint records are often checked for information before commissioners make final decisions and serve as a valuable source of information. I hope this provides you with the information you need. If you wish to discuss this or have any questions, please let me know. 1 can be reached at 1-800-342-3552.

Sincerely.

Filen Plend

Regulatory Specialist I

Division of Consumer Affairs

MEP:ewe



ATTACHMENT C DOCKET NO. 971487-TI MARCH 26, 1998

Via Fox: 984-413-6362

July, 2, 1997

Ms. Carmen Pena Florida Public Service Commission 2540 Shumard Oak Boulevard Tailahanna, FL 12199-0850 JUL -7 1997 CONSUMER AFFAIRS

Re: Complaint filed by Alies R. Mesroe; File No. 177563L

Deer Ms. Pens:

With respect to the above-referenced complaint, please be advised that LCI International Telecom Corp. (LCI) has completed a review of the issues raised by the complainent. As a result of that review, it is LCI's position that an intentional, unauthorized primary interestchange carrier (PIC) code change was not initiated with respect to this complainent.

As the enclosed letter of agency demonstrates, Joe Monroe authorized LCI to provide service for the telephone number 904-476-8815 and represented that he had the authority to request this service. As such, LCI maintains the account was properly established. In the interest of customer service, LCI has issued a credit of \$28.17 to the complainant's account. This credit constitutes the long distance charges accrued to the account. This credit will appear on the complainant's LEC invoice within the next one to two billing cycles. The complainant is no longer billing with LCI.

Should you have any questions regarding this matter, please contact the undersigned at (703) 848-4465.

Sincerely.

Michelletpredow

Michelle Landow Tariff Specialist

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STATE OF FLORIDA

ATTACHMENT C DOCKET NO. 971487-TI MARCH 24, 1998

DIVISION OF CONSUMER APPARES BEVERLES DISABLLO DIRECTOR (850) 413-4100 TOLL FIRS 1-800-342-3552

Public Service Commission

July 8, 1997

Ms. Alice R. Mosroe 607 Detroit Blvd. Pensacola, FL 32534

JULIA L. JOHNSON, CHARMAN

J. TERRY DEASON SUBAN F. CLARK

DWEK KREED

JOE GARCIA

Deer Ma. Monroe:

Thank you for your recent letter concerning LCI International Telecom Corporation.

We will look into the matter you outlined, advice the company to contact you to resolve the problem, and require the company to provide the Public Service Commission with a letter outlining its resolution of the matter.

If you have any further questions, I can be reached at 1-800-342-3552.

Sincerely.

C. R. Peña

Carmen R. Pens Regulatory Specialist III Division of Consumer Affairs

CP:pr

State of Florida

ATTACHMENT C

DOCKETAIO D7145ET

MARCH 26, 1998 //C

Department of Agriculture and Consumer Services BOB CRAWFORD, Commissioner

Division of Consumer Services CONSUMER COMPLAINT FORM

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If your compliant concerns a product or service which was	advertised, attach a copy of t	he advertisement
What would satisfy your complaint?	on the cha	ea Soit
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177 ARTHACHMENT O

other government agency necessary for purposes of mediation, investigation or enforcement."

(If your complaint is referred to another agency it might become public record and released to individuals over whom the Division of Consumer Services has no control. If permission is denied, your complaint will be filed for information only)

authorize you to send a copy of my completet to the business I am completeing about or to any

FALSE OFFICIAL STATEMENTS - Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in

s. 775 082, s.-225.083, or s. 775.084, Florida Statuess.

I understand that your office does not give legal advice. I also understand that your office cannot take legal action for me if am filling this compliant to notify your office of the activities of this business/individual and to seek any assistance you may be able to render.

RETURN COMPLETED COMPLAINT FORM TO:
FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

Signature) R Montac

Division of Consumer Services
Maye Building
Tellahasses, Florida 32399-0000

(904) 488-2221 1-800-HELPFLA (Florida Only) LCI International

Page 4

ALICE MANDE Account Bunber:

904 476-8815 427 0567

11 Period Boto: Apr 25, 1997

For LCI INTERNATIONAL Silling Questions, Call I 800 860-2255

Detailed Statement of Charges

Itemized Calls						Amount
Aug.	Place Called	Hunter Culted	مسد	Pierre		
1. 03/22	ACCESTOOL AL	130 907-6392	4	10:5740	0.5	.06
2. 03/22	CHAID BAY AL	130 865-5150	44	06:30PH	4.4	.77
1. 01/21	CRAND BAY AL	134 065-5150	AE	07:29PM	0.5	.07
4. 03/23	CRAMB BAY AL	134 065-5150	M	08:25PR	17.7	2.46
5. 01/10	CRAMD BAY AL	134 865-5150	ME	06:57PH	3.8	.54
4. 04/02	BAYRIGETTE AL	334 937-0447	M	06:4470	4.9	.69
7. 04/01	BAYRIMETTE AL	334 937-8447	ME	05:37PH	1.1	. 16
8. 04/04	CACHARD CA	805 904-4133	A	07 : 104H	14.8	1.70
· · · · · ·	hi-led folia					6.55

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ATTACHMENT C DOCKET NO. 971487-TI MARCH 26, 1998 JOHN P MONROE SR 607 W DETROIT BLVD PENSACOLA, FL 32534 P.5 My husband has been deal for 14 years!

Dear Sir/Madame:

Re:

DELINQUENT TELEPHONE CHARGES

Creditor Name:

Microvoice Applications Inc.

Debt (na ef 26 May 1997): \$200.20 File No.: MAI-55590

Please be advised that I am an attorney and agent for MicroVoice Applications Inc. ("MAI") owns and operates telephone services.

I am advised that you are presently indebted to MAI in the sum of \$200.20 for telephone services provided at your request and charged at your direction to your local telephone company. I am further advised that your local telephone company has been instructed by you to charge back your indebtedness to MAI.

Please forward the sum of \$200.20, by first class mail, payable to "A. Patrick Wymes in Trust", within thirty days of receipt of this correspondence. Be advised that if payment in full is not received within the time frame set out herein, I will suck instructions from MAI to retain an attorney in PENSACOLA, FL to commence legal action to recover your existing indebtedress. You shall-be responsible for any and all legal costs incurred herein in addition to your existing debt.

If you have any questions, please call (905) 474-1270 and ask for Extention 56.

If you have made payment to MAI in full, kindly disregard this correspondence.



Debt Validation Notice

You have thirty (30) days from the day you received this notice to dispute all or part of the debt. If you notify our office in writing that all or part of the debt is disputed, we will provide you with a verification of the debt by mail. Unless you dispute all or part of the debt in writing within this period of time, we will assume the debt is valid.

If the current creditor is different from the original creditor of this debuwe will provide you with the name and address of the original creditor by mail if you request this in writing within 30 days from the date you received this notice.

During the 30 day notification period legal proceedings will not proceed. Your right to verification of the debt or identity of the creditor within the time provided by law will not be affected by any legal action herein.

This is an attempt to collect a debt and any information obtained will be used for that purpose.

Yours very truly,

A. PATRICK WYMES

APW:wmg

cc: MicroVoice Applications Inc.

<u> 1004210 </u>	COMPANY LCI INTER ONAL TELECOM CORP.	Request No. <u>1664751</u>
Address 925 LANGLEY AVENUE	Attn. MICHELLE LANDOW 1664751	by KES 1 == 9:43 AM Data 03/28/97
	Consumer's Telephone #_(904)-476-7188	to <u>CO Time FAX Date03/28/97</u>
City/Zip PENSACOLA 32504 County ESC	Can be Reached (904)-478-8496	Type S Form Phone
Account Number EXT 5025	Note forgery	Category
Company Contact	Limited Reporse N	Infraction LS-13H
Customer said that his service was changed	without his authorization on March	Closed by KES pare 04/23/97

3rd. He discovered this when he received a welcome package. The company sent him a copy of the LOA, but the signature is a forgery. Information about his long distance charges is inaccurate and fraudulent. Customer was never contacted by the company in any way. He is requesting a full refund of all charges. Please investigate, provide a copy of the LOA, contact customer and advise.

3/31/97 Supplemental documentation received from customer. 4/04/97 Report with explanation, full credit. Customer was not contacted. 4/23/97 I called customer and we discussed the report and credit. He will contact me if the problem has not been resolved. Close by phone.

S Form Phone				
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FLORIDA PUBLIC SERVICE COMMISSION

CONSUMER REQUEST

2540 SHUMARD OAK BOULEVARD TALLAHASSEE, FL. 32399-0050 904-413-6100

PLEASE RETURN THIS FORM WITH REPORT OF ACTION TO:

_1	<u>Kate Smith</u>	
DUE :	04/14/97	

LCI International Worldwide Telecommunications

Via Fax: 904-413-6362

April 4, 1997

Ms. Kate Smith Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850

Re: Complaint filed by David Howe; File No. 1664751

Dear Ms. Smith:

With regard to the above referenced complaint, please be advised that LCI International Telecom Corp. (LCI) has complained a review of the issues raised by the complainent. As a result of that review, it is LCI's position that an intentional, unauthorized primary interexchange carrier (PIC) code change was not initiated with respect to this complainant.

LCI received the enclosed letter of agency (LOA) from a third party distributor of LCI service. As you will see, the LOA appears to have been signed by David Howe. LCI accepted this LOA in good faith and maintains the account was appropriately established. All LCI distributors are required to act within the bounds of applicable state and fivient law and abide by LCI's policies regarding unauthorized PIC code changes (a copy of this policy is enclosed). LCI has contacted the distributor involved to investigate the mailar and demanded appropriate action be-taken against the sales person involved.

Additionally, LCI has issued a courtesy credit of \$12.42 to the complainant's account. This credit constitutes the total charges accrued on the account as well as the fees associated with routing the line to the LCI network. LCI apologizes for any inconvenience this matter has caused the complainant.

Should you have questions regarding this matter, please contact the undecsigned at (703)848-4465.

Sincerely,

· Michelle Kandow

Michelle Landow Tariff Specialist

8180 Croonsboro Drive • McLean, Virginia 22:02 • 703-442-0220

Exhibit

LCT'S POLICIES AND PROCEDURES REGARDING SLANDAING PREVINITION

ADVISORY TO ALL REPRESENTATIVES SELLING UCI EVTERNATIONAL LONG DISTANCE SERVICES.

All sales agents/distributors selling LCI (international Tuleson Corporation's (LCI) long diameter service must corefully read the continue of this decument. It will out-ain LCI's politics and procedures for the sole of LCI long distance services. The purpose of this decument is to equal washering event-internal eventhing of a continuer. The importance of growning such eventhing, and the servicesses of the matter to LCI, so authorized toless agents, and their independent distributors. This decument includes an "Action relation for the matter to LCI, so authorized toless agents distributors must make a signed copy of "Acknowledgment" that must be mad, signed, this document problems to LCL, upon request.

A. COMMON CALLERS OF SLAMMING

- mor telephone number on exhanisted LOAs teases that incorrect telephone number is revealed without the expressor's watern corrects. To make marines werse, the tear who did wass LCI pervise did not get exhanat to LCI.
- The extensing LOA is illegable and directly states the person that large the notice into the system. In course the vising name and the phone matches
 The person who "methods in this provide your control of the person who "methods in the person of returning and the person of the person of returning and the pers 1015 of promium or other is
- sort of pression or other industrient.

 A simple minimum and one species or recommend decert will the other species or recomment about selecting a new long distance service. This is expecially true when it is the other parson who pays the bills. The bill-styling appeals or recommends need a new long distance current name and thinks securities to wrong. Please take your customers to infident their operates and/or recommend length length limits securities. By the time the reduct is compared, the recommends have often partial ways. The partner recommend when the telephone custom is in the name of securities. By the time the reduct is compared, the recommends have often partner ways. The partner recommend the bill necess the change and alleges a claim has accurant. By more the recommend requisiting services has the authority to do so Semente may sign up an elderly parent without parent from the parent.

 Signing semester up just to "get the state" or reach a qualification or appropriate level.

 Signing semester up just to "get the state" are reach a qualification or appropriate level.

B. EFFECTS OF SLAMMENG!

- att LC1's and the Salet Agent's/Distributor's reputat
- It is illugal and will not be trianted by LCI!
 Crease a bad image and advancely offices LCI's at
 Takes time to investigate and control.
 If we can get information verified, it will gave on:

 1. Order rejects

 - J. Time to process valid on a accurate ordi
- Frustrating experience the individual who was signment.
 Usually die lead stephone company levine a charge to emplo the incisal switch to LCT and then charges again to award the affected customer back to the original long distance company. LCT and then the distributor and its false Agains are billed for these costs. These LCT charges will probably be billed by distributors to their again. This leads to carlous consequences for the agent, including termination of the sales agent relationship with LCT.

LCI AS WELL AS FEDERAL STATE, AND LOCAL REGULATORY AGENCIES VIEW "SLAMMING" AS A VERY SERIOUS PROBLEM. THE FCC CAN IMPOSE SIGNIFICANT FREE ON A PER VIOLATION BASEL

C. NOW CAN A SALES AGENT PROTECT AGAINST SLANDGING

- You are strongly assumment to varify inflattenius against each new outsamer's attain inhiphous buil for each LOA.

 The person signing the LOA should be the same person whose name appears on the inhiphous bill. If not, it is consocial that the person signing the LOA has sucherity to change long dismany extrices. Now that shidden and reasonance appears of the nationally so are latter the uniformly to change formy-dismans-converse for the person signing the LOA is different from the senses appears on the subphone Add. Uplace it is a shuntles where one spouse is signing on behalf of another spouse, if the person signing the LOA is different from the senses whose latter against on the independent that, pass directly strong to contact the other person. What this policy angles journalist some onless orders, it bloomed to the person and productionalism.

 Take your state. Review the LOA for assumely and legibility, expectedly the inleptone number. Confirm the person's telephone sumber -- you would be supplied to the number of people that give out the wrong telephone number.
- number of people that give out the wrong tolephone number. NEVER sign persons class space on an LCA or any other dominant! Don't force a sale that is not there.

sim03186.doc

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APR	0 4	. 97	08	FR	LCI

783848448 819044 ATSACHMENTOD DOCKET NO. 971487-TI MARCH 24, 1998

Exhibit	
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belifeste the processo of "viscousing" engineers. I understood that LCI will not	document unitied "LCTS POLICIES AND PROCEDURES REGARDING to an LCI miss agree OR DESEPTIMENT CONTRACTOR, not to engage in or internit further community "nipmening", and that LCI will miss relativey actions also of the miss agreet relationship and enforcement of all applicable legal rights and
ignature Of Representative Selling LCL International Long Distance Services	Date
Printed Name	Harps phone quarter
Print Plants of Company	

slm03186 doc

0826283 = FOWE =DAVIO =925 LANGLEY AVE PENSACOLA -FL-32504 7063 104 476 7188 DAVID P 3-14-94b 555 54 3735

ATTACHMENT D DOCKET NO. 971487-TI MARCH 26 1998

From: DAVHOW # SMTP (David P Howe) (davhow#juno.com)

To: CAF Internet E-mail

Subject: Attn: Mrs. Kate Smith; case # 166475 re:LCI International

Return-Path: <davhow@juno.com>

Received: from x7.boston.juno.com (205.231.100.24)

by mail.psc.state.fl.us (Connect2-SMTP 4.30A.1000128)

for <CUATACTEPSC.STATE.FL.US>: Fri, 28 Mar 1997 10:03:32 -0500 Received: (from davhow@juno.com) by x7.boston.juno.com (queuemail)

id KKN16111; Fri, 28 Mar 1997 10:00:00 EST

To: CONTACTOPSC.STATE.FL.US

Subject: Attn: Mrs. Kate Smith; case # 166475 re:LCI International

Hessage-ID: <19970328.090348.11719.0.Davhow@juno.com>

X-Mailer: Juno 1.15

X-Juno-Line-Breaks: 0-5,7-77

From: davhow@juno.com (David P Howe)
Date: Pri, 28 Mar 1997 10:00:00 EST

From: Davhow

To: CONTACTOPSC.STATE.FL.US

Date: Tue, 11 Mar 1997 06:26:17 PST

-Subject: LCI INTERNATIONAL

Massage-ID: <19970311.062955.11239.0.Davhow@juno.com>

ATTACHED IS A COPY OF A LETTER SENT TO LCI REGARDING A RECENT EPISODE I ENCOUNTERED WITH "SLAMMING".

Any and all helps would be appreciated.

David P. Howe 925 Langley Avenue Pensacola, Florida 32504-7063 (904) 476-7188

925 Langley Avenue Pensacola, Florida 32504

March 11, 1997

Mr. Lawrence Jones Director, Customer Service LCI International 4650 Lakehurst Court Dublin, Ohio 43016

Dear Mr. Jones:

I have had an extremely frustrating experience with your organization. Apparently on or about March 3, 1997, I

ATTACHMENT D DOCKET NO. 971487-TI MARCH 26, 1998

was transferred from MCI long distance to LCI. This was done with neither my knowledge nor consent.

I first found of this "slamming" episode on March 10, 1997, when I arrived home after a fourteen hour workday. Imagine my surprise to find that I was being "velcomed" to a long distance carrier that a mere fifteen minutes before I had never heard of.

When I tried to contact your company, my first contact "Lynn" promptly hung up on me. This after waiting through ten minutes of noise.

My second contact, "Calvin", assured me that "we are an honest company, we would never 'slam' anyone." This assurance came after I reaffirmed that I for one knew the difference between requesting a carrier and slamming.

I have now spent in excess of one hour of my time to correct an error made either by your company or its agents.

I intend to pursue this through the Public Service Commission of Florida as well as the FCC Detroit, Michigan and Washington, D.C. offices.

I await your reply.

Sincerely yours,

David P. Hove



ATTACHMENT D DOCKET NO. 971487-TI MARCH 26, 1998

Via Fax: 904-413-6362

April 4, 1997

Ms. Kate Smith
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850



Re: Complaint filed by David Howe; File No. 166475!

Dear Ms. Smith:

With regard to the above referenced complaint, please be advised that LCI International Telecom Corp. (LCI) has completed a review of the issues raised by the complainant. As a result of that review, it is LCI's position that an intentional, unauthorized primary interexchange carrier (PIC) code change was not initiated with respect to this complainant.

LCI received the enclosed letter of agency (LOA) from a third party distributor of LCI service. As you will see, the LOA appears to have been signed by David Howe. LCI accepted this LOA in good faith and maintains the account was appropriately established. All LCI distributors are required to act within the bounds of applicable state and federal law and abide by LCI's policies regarding unauthorized PIC code changes (a copy of this policy is enclosed). LCI has contacted the distributor involved to investigate the matter and demanded appropriate action be taken against the sales person involved.

Additionally, LCI has issued a courtesy credit of \$12.42 to the complainant's account. This credit constitutes the total charges accrued on the account as well as the fees associated with routing the line to the LCI network. LCI apologizes for any inconvenience this matter has caused the complainant.

Should you have questions regarding this matter, please contact the undersigned at (703)848-4465.

Sincerely,

· Michelle Kandow

Michelle Landow Tariff Specialist

8180 Greensboro Drive • McLean, Virginia 22102 • 703-442-0220

AUTHORIZATION TO CHANGE LONG DISTANCE CARRIERS	0826203
ACCOUNT HAND & ACCOUNT IN A ACCOUNT OF A ACC	
= HOWE	
=DAVID =P	
=925 LANGLEY AVE	#F
-PENSACOLA -FL	-32504 7063
the state of the s	5

704 476 7188	
= DAVID P = AONE	
=JUDY E = HONE	
Extend Your Rough Cycles (800 per year of	
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USTONE CALL CALL).	arre 2-14-94
Whichel Chember	555 94 3735
Michael Chambers	
Sting is provided Strongs LC-Province State of Manager LC-Province State o	apa redy

ATTACHMENT D DOCKET NO. 971487-TI MARCH 74, 1998

ATTACHMENT D DOCKET NO. 971487-TI MARCH 24, 1998 LCT'S POLICIES AND PROCEDURES REGARDING SLAMMING PREVENTS

ADVISORY TO ALL REPRESENTATIVES SELLING LCT INTERNATIONAL LONG DESTANCE SERVICES:

All sales agents/distributors selling LCI International Telecom Corporation's (LCI) long distance service must carefully read the consents of this document. It will explain LCI's policies and precedures for the sale of LCI long distance services. The purpose of this document is to explain what can cause unauthorized switching of a customer, the importance of preventing such switching, and their independent distributors. This document includes an "Acknowledgment" that meet be rend, signed, and returned to the Sales Agent by such individual selling LCT services. Sales agents/distributors must make a signed copy of this document available to LCI, upon request.

A. COMMON CAUSES OF SLAMMING:

- Incorrect telephone number on submitted LOAs means that incorrect telephone number is provided without the customer's wrights consent. To make matters worse, the customer who did wast LCI service did not get switched to LCI.
- The submitted LOA is illegible and directly causes the purses that keys the order into the system. to enter the wrong name and/or phone number.
 The person who "authorized" switching carriers really didn't have the authorizy to make the switch. Sensotimes children or relatives authorize a swetch to qualify for some port of premium or other independent.
- A simple minunderstanding when one speece or restancts described the other speece or reson muse about selecting a new long distance nervice. This is especially true when it is the other purses who purps the bills. The bill-pg ing species or resonance sees a new long distance carrier name and thinks something is wrong. Please ask your customers to inform their species and/or resonance about changing long distance carriers.

 Signing up one resonance when the subphone number is in the name of number resonances. By the time the switch is completed, the resonance have often parael ways
- The purses receiving the bill actions the change and alleges a sless has occurred. He sure the recoverer requesting service has the authority in do so
- Someone may sign up an elderly parent without prior concent from the purent. Signing nomeone up just to "get the sale" or reach a qualification or commission
- missipe lovel.
- Signing someone up, without the customer's knowledge, as a result of speeding a lot of time with thet individual and assuming that the person would be satisfied with LCI service.

B. EFFECTS OF SLAMMING:

- It is allegal and will not be selected by LC!!
- Crosses a bed image and advertely affects LCI's and the Sales Agent's/Distributor's reputation
- Takes time to streatigate and correct.

 If we can get information varified, it will save on:
 - 1 Order resects
 - 2. Returned mail
 - 3. Time to precess valid as d accurate orders
- Frustrating experience for individual who was slammed.
- Usually the local telephone company levies a charge to make the solidal switch to LCI and then charges again to switch the affected customer back to the original long distance company. LCI and then the distributor and its Sales Agents are billed for these costs. These LCI charges will probably be billed by distributors to their sagent. This leads to serious consequences for the agent, including termination of the sales agent relationship with LCI

LCI AS WELL AS FEDERAL, STATE, AND LOCAL REGULATORY AGENCIES VIEW "SLAMMING" AS A VERY SERIOUS PROBLEM. THE FCC CAN IMPOSE SIGNIFICANT FINES ON A PER VIOLATION BASIS.

C. HOW CAN A SALES AGENT PROTECT AGAINST SLAMMING:

- You are strongly encouraged to verify information against each new customer's actual telephone bill for each LOA
- The person signing the LQA should be the name purson whose name appears on the telephone bill. If not, it is essential that the person signing the LQA has authority to change long distance curriers. Note that children and recomment optically do not have the authority to change long distance curriers for the parent/roomment whose name appears on the salephone bill. Unless it is a situation where one species in signing on behalf of another spouse, if the person signing the LOA is different from the person whose name appears on the telephone bill, you should element to contact the other person. While that policy might peoperdize zone sales orders, it should give you a chance to retain sales by demonstrating your concern and professionalism.
- Take your time. Review the LOA for accuracy and legibility, especially the telephone number. Confirm the person's telephone number you would be surprised at the number of people that give out the wrong telephone number.
- NEVER sign someone clar's name on an LOA or any other document!
- Don't force a sale that is not there

sim03186 doc

-41-

Exhibit	

ATTACHMENT D DOCKET NO. 971487-TI MARCH 26, 1998

ACKNOWLEDGMENT

This will varily that I have received, rood, understand, and will comply with the document entitled "LCI'S POLICIES AND PROCEDURES REGARDING SLANDING PREVENTION". I fully understand and appreciate my obligations as an LCI color agent OR INDEPENDENT CONTRACTOR: not to engage in or facilitate the practice of "stemming" customers. I understand that LCI will not interest forther occurrences of "stemming", and that LCI will take whatever actions are occurrences of protect agents stemming including, without limitation, communication of the salm agent relationship and onforcement of oil applicable legal rights and remarks.

Signature Of Representative Selling LCI Intersectional Long Distance Services	Date
Printed Name	Nome phase number
Priot Name of Company	
Change and Completing rade	

sim03186.doc

Closed by RSS buts 05/14/97
Reply Received I

Customer said her service was switched from AT&T in March without her authorization. Customer said she found out on Apr. 1. Customer said Bellsouth service was switched to LCI. Please investigate, contact customer and provide a response by the date below. Include a copy of the LOA and apply appropriate credits.

- 5-6 Fax copy received.
- 5-9 Reply received. Customer sent copy of PSC report by LC1.
- File closed.

CONSUMER REQUEST

FLORIDA PUBLIC SERVICE COMMISSION

2540 SHUMARD OAK BOULEVARD TALLAHASSEK, FL. 32399-0050 904-413-6100

PLEASE RETURN THIS FORM WITH REPORT OF ACTION TO:

Ruth M. McHarque

DUE: <u>05/07/97</u>

MAY 06 197 15:03 FR LCI

McLeau, VA 22102

7838484424 TO 819044136362

P.01/02

Fax 703-848-4404



Regulatory Department 8180 Greensboro Drive, 9th Floor McLean, Virginia 22102

To: Ru	th McHargue		
From: _	Michelle Landow		
Pages:			
For I nf o	rmation Call:		
Date:	\$/6/ 07		
Fax Nun	nber:	Phone Number:	
Response	to Thesees Chan's complaint; File No. 159374	I	
			
			
_			
8180 Gree 9th Floor	ensboro Drive		3-848-4465 0-296- 0220

-44-

MAN DE 197 15:00 FR LCI

7038484464 TO 019044136362

P.02 C2



Via Fax: 904-413-6362

May 6, 1997

Ms. Ruth W. McHargue
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

Re: Complaint filed by Theresa Chen; File No. 169374I

Dear Ms. McHargue:

With regard to the above referenced customer complaint, please be advised that LCI International Telecom Corp. (LCI) has evaluated the matter and believes that LCI did not initiate an intentional, unsuthorized primary interexchange carrier (PIC) code change, or "slam" with regard to this customer.

LCI's distributorship who sold the account was unable to provide a copy of a letter of agency (LOA) signed by the complainant Therefore, in accordance with LCI's commitment to customer service, LCI has applied a credit of \$31.68 to the complainant's account. This amount represents a rerate for charges billed to the account in addition to the switching fees billed by the local telephone company. As such, no further action will be taken by LCI at this time.

Should you have any questions regarding this matter, please contact the undersigned at (703) 848-4465

Sincerely,

Michelle Landow Tariff Specialist

Michelle Kandow

cc: Theresa Chen

8150 Greensboro Drive - McLean, Virginia 22102 - 703-442-0220



Via Fax: 904-413-6362

May 6, 1997

Ms. Ruth W. McHargue Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850

Re: Complaint filed by Theresa Chen; File No. 1693741

Dear Ms. McHargue:

With regard to the above referenced customer complaint, please be advised that LCI International Telecom Corp. (LCI) has evaluated the matter and believes that LCI did not initiate an intentional, unauthorized primary interexchange carrier (PIC) code change, or "slam" with regard to this customer.

LCI's distributorship who sold the account was unable to provide a copy of a letter of agency (LOA) signed by the complainant Therefore, in accordance with LCI's commitment to customer service, LCI has applied a credit of \$31.68 to the complainant's account. This amount represents a rerate for charges billed to the account in addition to the switching fees billed by the local telephone company. As such, no further action will be taken by LCI at this time.

Should you have any questions regarding this matter, please contact the undersigned at (703) 848-4465.

Sincerely,

Michelle Landow

Michelle Kandow

Tariff Specialist

cc: Theresa Chen

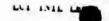


. AANON MATHUMA	- LCI INTCL. FLONAL TELECOM COOR	130073.1
HANDA KATHLYN	COMPANY LCI INTERLANTIONAL TELECOM CORP.	
Address 1821 SE ENFIELD AVENUE	Astr. SHERRI ROMNEBAUM 130973	by JRD_rims11:36_AM_Bets06/27/96
	Consumer's Telaphone # (561)-398-0518	
City/Zip PORT SAINT LUCIE 34952 County STL	Can Be Beached <u>(561)-398-0522</u>	Type S form Phone
Account thesion	note keypunch	Catagory
Company Contact	Limited Repurse N	Infraction <u>LS-130</u>
Customer says her PIC was switched from Al	AT to LCI without her permission.	Closed by NEP _ Dute07/03/96
Please provide proof of authorization.		Saply Bacelved
7/1 Report		
Letter and copy of report sent to customer	•	CONSUMER REQUEST
File closed.		
		FLORIDA PUBLIC SERVICE COMMISSION
·		2546 SHUMARD OAK BOULEVARD TALLAHASSEE, FL. 32399-6856 964-413-6166
		PLEASE RETURN THIS FORM WITH REPORT OF ACTION TO:

Richard Durbin

DUE: 07/15/96

THE BEST IN A



ATTACHMENT 6001 002 DOCKET NO. 971487-TI MARCH 26, 1998



LEGAL DEPARTMENT 4650 Lakehurst Court, Dublin, Ohio 43016

FACSIMILE TRANSMITTAL SHEET

NOTICE

THIS MESSAGE IS INTENDED ONLY FOR THE USE OF THE ADDRESSEE. IT MAY CONTAIN INFORMATION WHICH IS CONFIDENTIAL UNDER THE ATTORNEY-CLIENT PRIVILEGE OR OTHERWISE NOT SUBJECT TO DISCLOSURE UNDER APPLICABLE LAW. IF THE READER OF THIS MESSAGE IS NOT THE INTENDED RECIPIENT OF THE EMPLOYEE OR AGENT RESPONSIBLE FOR DELIVERING THIS MESSAGE TO THE INTENDED RECIPIENT, ANY USE, COPYING OR DISSEMINATION OF THIS MESSAGE IS STRICTLY PROHISITED. IF YOU HAVE RECEIVED THIS MESSAGE IN ERROR, PLEASE NOTIFY US IMMEDIATELY BY TELEPHONE, AND RETURN THE ORIGINAL OF THIS DOCUMENT TO US AT THE ABOVE ADDRESS VIA THE U.S. POSTAL SERVICE.

FAX NUMBER:_	904.413.6362	
	DATE: 7-1-94	TIME: 9.50am
FROM:	Sherri Ronnebaum Regulatory Analyst	
PHONE NO.:	(614) 798-5813	
FAX NO.:	(614) 798-6498	
HARD	Will be	sent via regular mail. sent via overnight mail. sent by facsimile only.
Page	1 of <u>2</u> Pages (including th	is cover page)
COMMENTS: _	Re: Hathlyon Lande	×
	•	0

oshleteredifer1

LCI International Woodwide Telecommunications

July 1, 1996

Mr. Richard Durbin Florida Public Service Commission 2540 Shumard Oak Beulevard Tallahames, Florida 32399-0850

Re: Lendry, Kathlyn; Request No. 130973I

Dear Mr. Durbia:

With regard to the above-referenced complaint, please be advised that LCI International Telecom Corp. (LCI) has completed a review of the issues raised by the complainant. As a result of that review, it is LCI's position that an intentional, unsuthorized primary interexchange carrier (PIC) code change was not initiated with respect to this complainant.

The complement's telephone number is one digit off from mother LCI customer located in New York's 516 area code. A keying error occurred while LCI was establishing an account for its customer that resulted in the complement's number being routed to the LCI network instead of the customer's number. LCI contacted the complement's local telephone company to lears whether or not the complement was still routed to the LCI network. The local telephone company indicated the complement had not yet contacted them to select a new carrier. LCI cannot request a switch back to the carrier of choice on behalf of the complement. The local telephone company did notate the account so that one of their representative's would contact the complement and senist her in resolving this situation.

LCI spologizes for any inconvenience this matter has caused the complainant. In the interest of customer service, LCI has processed a credit of \$2.98 to the complainant's account. This credit constitutes the fees associated with switching the complainant's line to LCI and back to her carrier of choice. LCI does not believe the complainant accrued long distance charges. Should you have any questions regarding this matter, please contact the undersigned at (614) 798-6813.

Sincerely,

Sherri Romebeum Regulatory Analyst

4650 Lokehunst Court • Dublin, Ohio 43017 • 614-798-6000

Commissioners:
SUSAN F. CEARK, CHAIRMAN
J. TERRY DEASON
JULIA L. JOHNSON
DIANE K. KIESLING
JOE GARCIA



ATTACHMENT F
DIVIDOGKEJISHOR A74487-TI
BEVINER CH*226, 1998
(904) 413-4100
TOLL PREE 1-800-342-352

Public Service Commission

July 5, 1996

Ms. Kathlyn Landry 1821 SE Enfield Avenue Port St. Lucie, Florida 34952

Dear Ms. Landry:

This is a follow-up to your recent complaint regarding the unauthorized change of your long distance service by LCI International.

We have filed your complaint with the company and received a report. Enclosed is a copy of the report indicating what caused the problem and that credits have been issued.

We appreciate your bringing this problem to our attention, and your complaint will remain on record at the Public Service Commission.

If you have any questions or problems, please let me know.

Sincerely,

Mancy Pruitt

Consumer Services Consultant Division of Consumer Affairs

NP/ah

enclosure

Address 1610 SANDUSKY STREET SOUTH EAST City/Zip PALM BAY 32909 County BRE Account Number Company Contact Customer says the following:	Attn. MICHELLE LANDOM - 1743991 Computer's Tolophone # (407)-676-7037 Can Be Reschool	By <u>CRP 1:00 1:32 PM Bete 06/02/97</u> To <u>CO 1:00 FAX Bete 06/02/97</u> Type <u>S for a Phone </u>
Her long distance service was switched wit	thout her knowledge.	
Customer's PIC is AT&T. Please provide proof of authorization.		CONSUMER REQUEST
Please provide proof of authorization. 06/16/97 Received report with explanation	and \$31.58 credit.	FLORIDA PUBLIC SERVICE
Please provide proof of authorization.	and \$31.58 credit.	PLORIDA PUBLIC

PLEASE RETURN THIS FORM WITH REPORT OF ACTION TO:

Carmen Pena

DUE: 06/17/97

STATE OF PLORIDA

Commissioners: RELIA E. JOSEGON, CHARMAN J. TIBRAY DILAGON SURAN F. CLARE DIAME K. KERILING JOS GARCIA



ATTACHMENT G DOCKET NO. 971487-TI MARCH 26. 1998

DIVERSITION OF CONSLARES AFFAIRS
SEVERALES DEMANAGE
DESCRIPTION
(330) 413-4100
TOLL PROFILE 1-800-143-1552

Public Service Commission

October 23, 1997

Ms. Carmen Quinones Fuentes 1610 Sandusky Street Southeast Palm Bay, FL 32909

Dear Ms. Fuentes:

We have reviewed your complaint against LCI International Telecom Corporation (LCI).

To resolve your complaint, we contacted the company, and requested a detailed written report regarding your concerns. It is my understanding that a representative from the utility contacted you. Based on a review of the information provided to the Florida Public Service Commission (PSC), it appears that the company did not obtain the necessary information to make a switch in your telephone service. LCI has issued a credit of \$31.58 to your local telephone company.

Thank you for the opportunity to address your concerns. The PSC is concerned about unauthorized changes in customer's local toll and long distance carriers or "slamming". As information, the Commission, along with staff from the Attorney General's Office and the Office of Public Counsel, will be holding ten (10) rule development workshops throughout the State to listen to consumers testimony regarding their slamming experiences. For your review, I have enclosed additional information on these workshops which lists their time and locations.

Again thank you for the opportunity to address your concerns. If you have any questions, please contact me. I may be reached at 1-800-342-3552.

Sincerely,

Carmen R. Peña

Regulatory Specialist III

Division of Consumer Affairs

CRP:ewe

Attachments: Company report

Slamming Special Report



ATTACHMENT G DOCKET NO. 971487-TI MARCH 24, 1998

Via Fax: 904-413-6362

June 12, 1997

Ms. Carmen Pena Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850



Re: Complaint filed by Carmen Quinones Fuentes; File No. 174399!

Dear Ms. Pena:

With regard to the above-referenced complaint, please be advised that LCI International Telecom Corp. (LCI) has completed a review of the issues raised by the complainant. As a result of our review, it is LCI's position that an intentional, unauthorized primary interexchange carrier (PIC) code change was not initiated with respect to this complainant.

LCI's records indicate that the customer was inadvertently switched to LCI. The customer had requested information regarding the use of LCI's access code. Due to an LCI error, an order was generated through the LEC and the customer's line was converted to LCI. As such, LCI has issued a credit of \$31.58 for the total charges billed to the complainant. This amount will be reflected on the customer's LEC invoice within the next one to two billing cycles.

Should you have any questions regarding this matter, please contact the undersigned at (703)848-4465.

Sincerely.

Michelle Landow

Michelle Landow

Tariff Specialist

8180 Greensboro Drive - McLean, Virginia 22102 - 703-442-0220

-53-