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Guy M. Hicks
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OFFICE OF THE
EXECUTIVE SECRETARY
March 20, 2001

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VIA HAND DELIVERY

Mr. David Waddell, Executive Secretary
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, Tennessee 37243

Re: *Tariff to Introduce Primary Rate Voice/Data ISDN Promotion*
Docket No. 01-00162

Dear Mr. Waddell:

As you will recall, regarding Case Number 01-00162 on the March 20, 2001 agenda conference, the TRA instructed BellSouth Telecommunications, Inc. ("BellSouth") to submit, by 4:00 p.m. today, a list of all wire centers in which BellSouth intended to offer the proposed promotional tariff.

As originally submitted, BellSouth's motion sought TRA approval of a promotional tariff, which would be made available to those customers acknowledging the existence of a "competitive alternative" for PRI ISDN service and meeting certain other qualifying criteria. The TRA approved the tariff promotion on the conditions that: (1) the "competitive alternative" requirement be deleted; and (2) BellSouth provide, by 4:00 p.m. today, a list of all wire centers in which BellSouth contends competitive alternatives exist and where, accordingly, BellSouth would make the promotional tariff available to customers. BellSouth agreed that it would make the promotional tariff available, in addition, in any additional wire centers in which the TRA staff believed a competitive alternative exists.

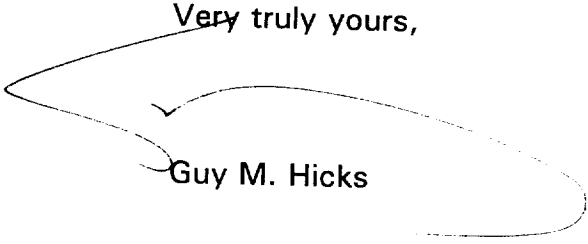
BellSouth believes that competitive alternatives are widely available in Tennessee and that competition is constantly growing. In light of the short deadline for submitting a list of wire centers in which competitive alternatives exist, BellSouth is concerned about creating, under the special time constraints, an

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accurate list in response to the TRA's request. BellSouth is also concerned about modifying administration of the program, under these same time constraints, to focus on wire center areas rather than on the competitive alternative criteria originally planned. Consequently, BellSouth will agree to withdraw the competitive alternative restriction, and make the promotional tariff available statewide with an effective date of March 22, 2001.

In light of the colloquy in today's agenda in which the Directors expressed concern about making the promotion available in the broadest fashion and in order to preserve the March 22, 2001 effective date, BellSouth is willing, for purposes of this matter only, to make this promotional tariff available statewide. BellSouth expressly reserves the right to make any future contentions regarding the availability of other promotions, or the existence of competition for various services, in various geographic regions of Tennessee.

Very truly yours,



Guy M. Hicks

GMH/jem