



**BOULT • CUMMINGS**  
**CONNERS • BERRY** PLC

RECEIVED

Henry Walker  
(615) 252-2363  
Fax: (615) 252-6363  
Email: hwalker@boultoncummings.com

October 7, 2002 \*02 OCT 7 AM 8 44

TN REGULATORY AUTHORITY  
DOCKET ROOM

Honorable Sara Kyle, Chairman  
Tennessee Regulatory Authority  
460 James Robertson Parkway  
Nashville, Tennessee 37243

Re: Petition of XO Tennessee, Inc. to Open a Contested Case Proceeding to Monitor Compliance with TRA Rules and Orders on Directory Covers  
Docket No. 02-01106

Dear Chairman Kyle:

On October 2, 2002, XO Tennessee, Inc. ("XO") filed the above-captioned Petition asking the TRA to appoint a Hearing Officer to monitor compliance with the TRA's rules and orders on directory covers.

On October 3, 2002, BellSouth Advertising & Publishing Company ("BAPCO") mailed the attached information to the CLEC community regarding the terms and conditions under which a CLEC can place its name and logo on BAPCO's directory covers. XO asks that this information be filed along with the above-captioned petition.

Please note that, according to these materials, BAPCO's announced deadline for closing the Nashville and Knoxville directories is Nov. 1, 2002, leaving the TRA less than a month to address the issues raised in XO's petition.

Please note also that the mock-up cover provided by BAPCO looks nothing like the actual cover of the 1999 Nashville directory which had CLEC logos on the cover in color (not black and white, as BAPCO now proposes) and in the actual shape of the logo (not restricted to a 1" by 1 1/4" space as BAPCO now demands.)

XO submits that the need to resolve these issues and the rapidly approaching deadline for the Nashville and Knoxville directories make it important that the TRA act on XO's petition as soon as practical. Otherwise, the TRA will be unable to act in time.

October 7, 2002  
Page 2

Respectfully submitted,

BOULT, CUMMINGS, CONNERS & BERRY, PLC

By: 

Henry Walker  
414 Union Street, Suite 1600  
P.O. Box 198062  
Nashville, Tennessee 37219  
(615) 252-2363  
*Counsel for XO Tennessee, Inc.*

HW/nl  
Attachment  
c: Parties

L M Berry Company  
100 Westwood Place  
Brentwood, TN 37027

mail 10/3/02

Date: October 1, 2002

To: Tennessee Local Exchange Carriers (LECs)

Subject: Advertising Space On The Real Yellow Pages® and The Real White Pages®  
Directories In Tennessee That Contain White Page Listings

This is to notify you of BellSouth Advertising & Publishing Corporation's (BAPCO's) announcement of a directory Cover Appearance Product to LECs and CLECs in Tennessee.

BAPCO now offers BellSouth Telecommunications (BST) and competitive local exchange carriers (CLECs) the ability to have their name and logo appear on the front cover of The Real Yellow Pages® and The Real White Pages® directories that contain White Page listings for communities served in Tennessee.

Expedited implementation of this new product will be given for the Nashville and Knoxville White Pages. All other combined directories published by BAPCO in the state will have Cover Appearance Product availability going forward thereafter.

The designated space for all LECs and CLECs will be rectangular shaped on the lower portion of the front cover of directories containing official white pages for their respective communities. Actual cover space allotted will vary based upon the number of logos that appear. The size of the individual logo space available will be a standard size (approximately 1.0" w x 0.25" h), subject to space availability. Please see the attached pricing sheet, schedule, and mock-up of a sample cover.

All logos will be printed in black and white and in alphabetical order according to BAPCO alphabetizing rules.

In order to contract for space on the front cover of a particular book, LECs and CLECs providing, or planning to provide, service within the calling scope of the desired book must complete all of the following items prior to the [Final Due Date To Be Included On Cover] listed in the attached schedule:

1. Have an active Interconnection Services agreement with BST.
2. Have a signed contract agreement with BAPCO.
3. Forward a signed Directory Advertising Order (DAO) to the designated BAPCO agent.
4. Forward Cash-In-Advance for the entire year's charge to the designated BAPCO agent.
5. Forward a signed Printing Order (PO) to the designated BAPCO agent including an official name and/or logo that can be sized appropriately to be placed on the front cover, along with an electronic copy of any logo to be published. Adobe Illustrator 10 files are preferred, while Quark, Tiff and EPS files will be accepted.

**Any requests not complying with all items listed above will not be honored.**

If you have questions or would like to place an order, please contact Mike Snow on (615) 371-7604 or at [Mike.Snow@LMBerry.com](mailto:Mike.Snow@LMBerry.com).

Sincerely,

**ORIGINAL SIGNED BY Mike Snow**

Mike Snow - Field Competitive Manager  
L M Berry Company

## Tennessee CLEC Cover Schedule

Product Code	Directory Name	State Code	Letter Sent to LEC	EBD Year	Final Due Date to be included on cover
68527	KNOXVILLE TN	TN	10/1/02	2002	11/1/02
68593	LEWISBURG TN	TN	10/1/02	2002	11/1/02
68637	MARYVILLE-ALCOA TN	TN	10/1/02	2002	11/1/02
68610	LINCOLN-CO TN	TN	10/1/02	2002	11/1/02
68351	FRANKLIN TN	TN	10/1/02	2002	11/1/02
68373	GALLATIN TN	TN	10/1/02	2003	11/1/02
68702	NASHVILLE TN WP	TN	10/1/02	2003	11/1/02
68274	DAYTON TN	TN	10/1/02	2003	11/1/02
68582	LOUDON CO TN (LENOIR CITY)	TN	10/1/02	2003	11/15/02
68050	BEDFORD-CO TN	TN	10/1/02	2003	11/15/02
68307	DYER-CO TN	TN	10/1/02	2003	11/15/02
68836	SEVIER-CO TN	TN	10/1/02	2003	11/15/02
68241	COVINGTON TN	TN	10/1/02	2003	12/2/02
68726	OBION-CO TN	TN	10/1/02	2003	12/2/02
68555	LAUDERDALE-CO TN	TN	10/1/02	2003	12/2/02
68032	ASHLAND-CITY TN	TN	10/1/02	2003	12/2/02
68134	CAMPBELL-CO TN	TN	10/1/02	2003	12/2/02
68736	PARIS TN	TN	10/1/02	2003	12/2/02
68348	FIVE RIVERS AREA TN	TN	10/1/02	2003	12/2/02
68054	BELLS TN	TN	10/1/02	2003	1/3/03
68027	ANDERSON-CO TN	TN	10/1/02	2003	1/3/03
68880	SOMERVILLE TN	TN	10/1/02	2003	1/3/03
68472	JACKSON TN	TN	10/1/02	2003	1/3/03
68658	MEMPHIS TN WP	TN	10/1/02	2003	1/3/03
68782	ROANE-CO TN	TN	10/1/02	2003	1/3/03
68384	GIBSON-CO TN	TN	10/1/02	2003	1/3/03
68626	LYNCHBURG TN	TN	10/1/02	2003	3/3/03
68552	LAKE-CO TN	TN	10/1/02	2003	3/3/03
68633	MARION-CO/BRIDGEPORT TN	TN	10/1/02	2003	3/3/03
68924	SWEETWATER TN	TN	10/1/02	2003	3/3/03
68913	SPRINGFIELD TN	TN	10/1/02	2003	3/3/03
68439	HENDERSON TN	TN	10/1/02	2003	3/3/03
68142	CARTHAGE TN	TN	10/1/02	2003	3/3/03
68164	CHATTANOOGA TN	TN	10/1/02	2003	3/3/03
68296	DICKSON TN	TN	10/1/02	2003	3/3/03
68946	TULLAHOMA TN	TN	10/1/02	2003	3/3/03
68428	HARTSVILLE TN	TN	10/1/02	2003	3/3/03
68803	SAVANNAH-SELMER TN	TN	10/1/02	2003	5/2/03
68410	GREENFIELD-GLEASON TN	TN	10/1/02	2003	5/2/03
68758	PULASKI TN	TN	10/1/02	2003	5/2/03
68186	CLEVELAND TN	TN	10/1/02	2003	5/2/03
68043	ATHENS TN	TN	10/1/02	2003	5/2/03
68692	MURFREESBORO TN	TN	10/1/02	2003	5/2/03
68109	BROWNSVILLE TN	TN	10/1/02	2003	5/2/03
68604	LEXINGTON TN	TN	10/1/02	2003	5/2/03
68352	FRANKLIN-CO TN	TN	10/1/02	2003	5/2/03
68571	LEBANON TN	TN	10/1/02	2003	5/2/03
68461	HUNTINGDON TN	TN	10/1/02	2003	5/2/03
68230	COPPER-BASIN-AREA TN	TN	10/1/02	2003	5/2/03
68076	BOLIVAR TN	TN	10/1/02	2003	7/1/03
68450	HOHENWALD TN	TN	10/1/02	2003	7/1/03
68560	LAWRENCEBURG TN	TN	10/1/02	2003	7/1/03
68175	CLARKSVILLE TN	TN	10/1/02	2003	7/1/03

**Tennessee CLEC Cover Schedule**

Product Code	Directory Name	State Code	Letter Sent to LEC	EBD Year	Final Due Date to be included on cover
68153	CENTERVILLE TN	TN	10/1/02	2003	7/1/03
68301	DOVER-CUMBERLAND TN	TN	10/1/02	2003	7/1/03
68131	CAMDEN TN	TN	10/1/02	2003	7/1/03
68045	BARTLETT-RALEIGH TN (NH)	TN	10/1/02	2003	7/1/03
68378	GERMANTOWN-COLLIERVILLE TN (NH)	TN	10/1/02	2003	7/1/03
68968	WAVERLY TN	TN	10/1/02	2003	7/1/03
68208	COLUMBIA TN	TN	10/1/02	2003	7/1/03
68527	KNOXVILLE TN	TN	10/1/02	2003	7/1/03
68593	LEWISBURG TN	TN	10/1/02	2003	7/1/03
68637	MARYVILLE-ALCOA TN	TN	10/1/02	2003	7/1/03
68610	LINCOLN-CO TN	TN	10/1/02	2003	7/1/03

## TN CLEC Pricing

Product Code	Directory Name	Multi-Directory Discounts**		
		Full Rate (1 - 5 Directories)	10% Off (6-30 Directories)	15% Off (>30 Directories)
68027	ANDERSON-CO TN			
68032	ASHLAND-CITY TN	\$4,500	\$4,056	\$3,828
68043	ATHENS TN	\$984	\$888	\$840
68045	BARTLETT-RALEIGH TN (NH)	\$2,208	\$1,992	\$1,884
68050	BEDFORD-CO TN	\$4,860	\$4,380	\$4,140
68054	BELLS TN	\$1,392	\$1,260	\$1,188
68076	BOLIVAR TN	\$528	\$480	\$456
68109	BROWNSVILLE TN	\$996	\$900	\$852
68131	CAMDEN TN	\$900	\$816	\$768
68134	CAMPBELL-CO TN	\$828	\$756	\$708
68142	CARTHAGE TN	\$2,064	\$1,860	\$1,764
68153	CENTERVILLE TN	\$744	\$672	\$636
68164	CHATTANOOGA TN	\$816	\$744	\$696
68175	CLARKSVILLE TN	\$15,396	\$13,860	\$13,092
68186	CLEVELAND TN	\$6,276	\$5,652	\$5,340
68208	COLUMBIA TN	\$5,196	\$4,680	\$4,428
68230	COPPER-BASIN-AREA TN	\$3,372	\$3,036	\$2,868
68241	COVINGTON TN	\$1,260	\$1,140	\$1,080
68274	DAYTON TN	\$1,476	\$1,332	\$1,260
68296	DICKSON TN	\$1,668	\$1,512	\$1,428
68301	DOVER-CUMBERLAND TN	\$2,568	\$2,316	\$2,184
68307	DYER-CO TN	\$768	\$696	\$660
68348	FIVE-RIVERS-AREA TN	\$2,784	\$2,508	\$2,376
68351	FRANKLIN TN	\$6,648	\$5,988	\$5,652
68352	FRANKLIN-CO TN	\$5,148	\$4,644	\$4,380
68373	GALLATIN TN	\$1,968	\$1,776	\$1,680
68378	GERMANTOWN-COLLIERVILLE TN (NH)	\$3,708	\$3,348	\$3,156
68384	GIBSON-CO TN	\$5,388	\$4,860	\$4,584
68410	GREENFIELD-GLEASON TN	\$2,352	\$2,124	\$2,004
68428	HARTSVILLE TN	\$744	\$672	\$636
68439	HENDERSON TN	\$744	\$672	\$636
68450	HOHENWALD TN	\$624	\$564	\$540
68461	HUNTINGDON TN	\$744	\$672	\$636
68472	JACKSON TN	\$1,272	\$1,152	\$1,092
68527	KNOXVILLE TN	\$5,952	\$5,364	\$5,064
68552	LAKE-CO TN	\$15,948	\$14,364	\$13,560
68555	LAUDERDALE-CO TN	\$696	\$636	\$600
68560	LAWRENCEBURG TN	\$1,152	\$1,044	\$984
68571	LEBANON TN	\$1,596	\$1,440	\$1,368
68593	LEWISBURG TN	\$2,604	\$2,352	\$2,220
68604	LEXINGTON TN	\$888	\$804	\$756
68610	LINCOLN-CO TN	\$1,476	\$1,332	\$1,260
68582	LOUDON CO TN (LENOIR CITY)	\$1,308	\$1,188	\$1,116
68626	LYNCHBURG TN	\$2,040	\$1,836	\$1,740
68633	MARION-CO/BRIDGEPORT TN	\$552	\$504	\$480
68637	MARYVILLE-ALCOA TN	\$1,956	\$1,764	\$1,668
68658	MEMPHIS TN WP	\$4,776	\$4,308	\$4,068
68692	MURFREESBORO TN	\$16,908	\$15,228	\$14,376
68702	NASHVILLE TN WP	\$6,552	\$5,904	\$5,580
68726	OBION-CO TN	\$17,820	\$16,044	\$15,156
68736	PARIS TN	\$2,088	\$1,884	\$1,776
		\$2,004	\$1,812	\$1,704

## TN CLEC Pricing

Product Code	Directory Name	Multi-Directory Discounts***		
		Full Rate (1 - 5 Directories)	10% Off (6-30 Directories)	15% Off (>30 Directories)
68758	PULASKI TN			
68782	ROANE-CO TN	\$1,224	\$1,104	\$1,044
68803	SAVANNAH-SELMER TN	\$2,088	\$1,884	\$1,776
68836	SEVIER-CO TN	\$1,164	\$1,056	\$996
68880	SOMERVILLE TN	\$5,268	\$4,752	\$4,488
68913	SPRINGFIELD TN	\$864	\$780	\$744
68924	SWEETWATER TN	\$1,956	\$1,764	\$1,668
68946	TULLAHOMA TN	\$1,848	\$1,668	\$1,572
68968	WAVERLY TN	\$2,904	\$2,616	\$2,472
		\$816	\$744	\$696

\*\*\* Multi-directory discounts only apply at the time of purchase.

**© BELLSOUTH**  
Advertising & Promoting

**BELLSOUTH**  
Advertising & Publishing

THE SOUTH  
Advertising & Publishing

*The Real  
White Pages*

# Greater

# Memphis, TN

Search Online at  
***RealPages.com***



## Greater Memphis

Including Arlington, Barlow, Collierville, Covington, Germantown, Millington,  
Moscow, Rosentown, Shelby Forest & Somerville  
Also West Memphis & Marion, Arkansas; Hernando, Byhalia & Olive Branch,  
Mississippi

**Do You Speak English?**

Pages: .com



1980s. The first of these was the

2-2-2022 HANCO

Include customer listings for all local telecommunications companies.

Spine Size  
1-7/16  
PC 68658