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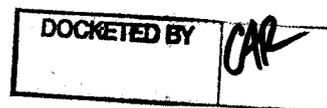
Monica Borne Haab
EllenAnn G. Sands
Bruce C. Betzer
Philip R. Adams, Jr.

October 5, 2004

Arizona Corporation Commission

DOCKETED

OCT - 6 2004



Docket Control Center
Arizona Corporation Commission
Utilities Division
1200 W. Washington St.
Phoenix, Arizona 85007-2927

RE: Telecom Management, Inc. d/b/a Pioneer Telephone (Docket No. T-04277A-04-0690)

Dear Sirs:

Enclosed please find an original and thirteen (13) copies of the responses of Telecom Management, Inc. d/b/a Pioneer Telephone to Staff's First Set of Data Requests.

If you should have any questions regarding this filing, please do not hesitate to call.

Sincerely,

Monica Borne Haab

Enclosures

cc: Adam Lebrecht, Exec. Consultant I (electronically)

Kevin Photiades, TMI (electronically)

AZ CORP COMMISSION
DOCUMENT CONTROL

2004 OCT -6 P 12:01

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**RESPONSES TO STAFF'S FIRST SET OF DATA REQUESTS
BY TELECOM MANAGEMENT, INC. D/B/A PIONEER TELEPHONE**

1. A copy of these responses in non-PDF format have been electronically sent to alebrecht@cc.state.az.us.
2. The maximum rates listed in the company's tariff were approximately 50% higher than the company's current actual rates as set forth in the Current Price List. No minimum rates were listed in the tariff.
3. The rates charged by the company are reasonable using a competitive market analysis. Using the rates of resellers offering comparable service in Arizona, Pioneer Telephone's rates were average to low in comparison. Competitor tariff rate pages are attached as Exhibit DR1-3.
4. The rates charged by Pioneer Telephone are just and reasonable using a fair value or cost basis since the rates charged are sufficiently above the Company's costs for the service to enable the company to operate on a profitable basis, without being so high as to eliminate the Company from being viable in a competitive market. No supporting materials are available.
5. A complete tariff setting forth Pioneer Telephone's rates and charges for services was submitted as Attachment B to the Application.
6. In addition to the list of jurisdictions where Pioneer Telephone provides similar services as set forth in Section A-19 of the Application, Pioneer has recently become certified in Minnesota, Nebraska and Pennsylvania. The rates charged by Pioneer Telephone in the states where certified and/or currently operating is set forth in Exhibit DR1-6 attached hereto.
7. Pioneer Telephone is currently pending certification in Georgia, Maryland, Missouri, New Hampshire, Oklahoma, South Carolina, Tennessee and Vermont. The rates to be charged in these states are listed in Exhibit DR1-7 attached hereto.
8. The financial statements submitted with Pioneer Telephone's application were not audited. As a privately held company, no audited statements are required or available.
9. Pioneer Telephone has no assets in Arizona.
10. Publication of legal notice is currently being made. Affidavits of publication will be forthcoming as soon as they are available.
11. Pioneer Telephone will offer its products to both residential and business markets.

EXHIBIT DR1-3
COMPETITOR RATES IN RESPONSE TO INITIAL DATA REQUEST #3

ORIGINAL

Airespring, Inc.

Price List

Interexchange Services Price List

CURRENT PRICE LIST

SCHEDULE #1: Switched Access Outbound and Inbound Rates

	<u>Tier A Origination</u>	<u>Tier B Origination</u>
Plan SVR	\$0.2390 per minute	\$0.3830 per minute
Plan VR	\$0.2690 per minute	\$0.4330 per minute

Billed with an initial 18 second increment and in 6 second increments thereafter.

Customers using less than \$15.00 per month will incur a monthly recurring charge of \$2.99.

SCHEDULE #2: Dedicated Access Rates

A. **Dedicated Non-Blended (Routing Advantage):**

	<u>Outbound</u>	<u>Inbound</u>
Plan SVR	\$0.1820/min	\$0.1280/min
Plan VR	\$0.2050/min	\$0.1450/min

Billed in 6 second increments.

Customers are required to sign a one-year term contract.

Monthly Commitment of \$3,000.00 required.

ISSUED: July 23, 2002

EFFECTIVE: August 5, 2003

ISSUED BY: Avi Lonstein, President
Airespring, Inc.
15350 Sherman Way, Suite 492
Van Nuys, California 91406

APPROVED FOR FILING

DECISION #: 60106

(T)

d/b/a ECG

GINAL Interexchange Services Price List

CURRENT PRICE LIST

SCHEDULE #1:

Current Outbound Service Rates

<u>Rate Plan</u>	<u>Rate per minute</u>	<u>Usage Requirement</u>
Option 1:	\$0.1100/minute	\$ 0 - \$ 49 per month
Option 2:	\$0.1050/minute	\$ 50 - \$ 74 per month
Option 3:	\$0.1000/minute	\$ 75 - \$ 99 per month
Option 4:	\$0.0950/minute	\$100 - \$149 per month
Option 5:	\$0.0900/minute	\$150 - \$199 per month
Option 6:	\$0.0850/minute	\$200 + per month

Billed in six second increments.

SCHEDULE #2:

Current Inbound 800/888 Service Rates

<u>Rate Plan</u>	<u>Rate per minute</u>	<u>Usage Requirement</u>
Option 1:	\$0.1100/minute	\$ 0 - \$ 49 per month
Option 2:	\$0.1050/minute	\$ 50 - \$ 74 per month
Option 3:	\$0.1000/minute	\$ 75 - \$ 99 per month
Option 4:	\$0.0950/minute	\$100 - \$149 per month
Option 5:	\$0.0900/minute	\$150 - \$199 per month
Option 6:	\$0.0850/minute	\$200 + per month

Billed in six second increments.

ISSUED: April 1, 2003

EFFECTIVE: May 1, 2003

ISSUED BY: Bruce Summers, Manager/Member
 Enhanced Communications Group, L.L.C.
 d/b/a ECG
 312 S.E. Delaware Avenue
 Bartlesville, OK 74003

ADMINISTRATIVELY
 APPROVED FOR FILING

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Interexchange Services Price List

GINAL

CURRENT PRICE LIST

SCHEDULE #3:

Current Travel Card Service Rates

\$0.2500 per minute.

No per call surcharge.

Billed in six (6) second increments with a thirty (30) second minimum.

SCHEDULE #4:

Directory Assistance

\$0.85 per call.

SCHEDULE #5:

Late Payment Penalty

1.5% of any amounts owed to the Company beyond the due date.

SCHEDULE #6:

Dishonored Check Charge

\$15.00 per dishonored check.

ISSUED: April 1, 2003

EFFECTIVE: May 1, 2003

ISSUED BY:

Bruce Summers, Manager/Member
Enhanced Communications Group, L.L.C.
d/b/a ECG
312 S.E. Delaware Avenue
Bartlesville, OK 74003

ADMINISTRATIVELY (T)
APPROVED FOR FILING

TELECOMMUNICATIONS SERVICES TARIFF

All Material Appearing on This Sheet is New

SECTION 4 - RATES (Cont'd)

4.2 Basic Plan

4.2.1 1+ Outbound - Basic Plan

Switched 1+ Outbound Service is billed in one minute increments with a minimum billing increment of two minutes at the following flat rate:

Per Minute or Fraction Thereof: \$0.14/minute 24 hours per day, every day
Maximum Rate: \$0.30/minute 24 hours per day, every day

4.2.2 Calling Card Service - Basic Plan

Calling Card Service is billed in one minute increments with a minimum billing increment of one and one-half minutes at the following flat rate:

Per Minute or Fraction Thereof: \$0.24/minute 24 hours per day, every day
Maximum Rate: \$0.30/minute 24 hours per day, every day

4.3 Save Plan

4.3.1 1+ Outbound - Save Plan

Switched 1+ Outbound Service is billed in one minute increments with a minimum billing increment of two minutes at the following flat rate:

Per Minute or Fraction Thereof: \$0.07/minute 24 hours per day, every day, plus a \$3 .00 monthly charge
Maximum Rate: \$0.27/minute 24 hours per day, every day, plus a \$3 .00 monthly charge

4.3.2 Calling Card Service - Save Plan

Calling Card Service is billed in one minute increments with a minimum billing increment of one and a half minutes at the following flat rate:

Per Minute or Fraction Thereof: \$0.24/minute 24 hours per day, every day
Maximum Rate: \$0.30/minute 24 hours per day, every day

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ISSUED: October 17, 2000

EFFECTIVE: November 17, 2000

By: M. Howard Lewis, President
WEBNET COMMUNICATIONS, INC.
3428 Prospect Avenue, N. W.
Washington, D.C. 20007

APPROVED FOR FILING
DECISION #: 62854

ORIGINAL

TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, INC. ORIGINAL SHEET 29
ARIZONA CC TARIFF NO. 1

SECTION 4 - RATES

4.1 1+ & 101XXXX Dialing

Residential:

Day	Evening	Night
\$0.2875 per min	\$0.1840 per min	\$0.1840 per min

Commercial:

\$0.2736 per minute for switched service

\$0.1553 per minute for dedicated service

All calls are billed in one minute increments
A monthly service charge of \$6 will apply for residential customers.

4.2 Travel Cards

\$.29 per minute

A \$.25 per call service charge applies.
Billed in one minute increments

APPROVED FOR FILING

DECISION #: 64982

ISSUE DATE: December 28, 2000 EFFECTIVE DATE: July 17, 2002
ISSUED BY: Richard Hargrave, Chief Financial Officer
2 Charlesgate West
Boston, Massachusetts 02215

ORIGINAL

TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, INC. ORIGINAL SHEET 30
ARIZONA CC TARIFF NO. 1

4.3 800 Service (Toll Free)

Residential:

Day	Evening	Night
\$0.2875 per min	\$0.1840 per min	\$0.1840 per min

Commercial:

\$0.1931 per minute for switched service

\$0.1553 per minute for dedicated service

All calls are billed in one minute increments
A \$20 per month per number service charge applies.

4.4 Reserved for Future Use

APPROVED FOR FILING
DECISION #: W4980

ISSUE DATE: December 28, 2000 EFFECTIVE DATE: July 17, 2002
ISSUED BY: Richard Hargrave, Chief Financial Officer
2 Charlesgate West
Boston, Massachusetts 02215

**EXHIBIT DR1-6
RATE COMPARISONS IN RESPONSE TO INITIAL DATA REQUEST #6**

States Where Currently Certified/Operating:

STATE	CALLING CARDS	HOMEUSA	TALKCENTS	RATEBUSTER
Arkansas	\$0.1190	\$0.070	n/a	\$0.070
California	\$0.1190	1+ - \$0.0390	8XX - \$0.0410	-
Colorado	\$0.1190	n/a	\$0.125	\$0.110
Delaware	\$0.1190	1+ - \$0.075	8XX - \$0.075	-
Florida	\$0.1190	Plan A - \$0.0990	Plan B - \$0.0990	-
Idaho	\$0.1190	\$0.155	\$0.195	\$0.155
Illinois	\$0.1190	1+ - \$0.035	8XX - \$0.0370	-
Indiana	\$0.1190	n/a	\$0.035	\$0.029
Iowa	\$0.1190	n/a	\$0.095	\$0.085
Kansas	\$0.1190	\$0.039	\$0.045	\$0.039
Kentucky	\$0.1190	\$0.040	\$0.049	BizSaver \$0.049
Louisiana	\$0.1190	\$0.059	\$0.059	BizSaver \$0.059
Maine	\$0.1190	\$0.160	\$0.178	RateBuster \$0.178 BizSaver \$0.178
Massachusetts	\$0.1190	Plan A - \$0.069	Plan B - \$0.065	-
Michigan	\$0.1190	n/a	\$0.029	\$0.025
Minnesota	\$0.1190	n/a	\$0.055	\$0.049
Mississippi	\$0.1190	\$0.029	\$0.035	\$0.029
Montana	\$0.1190	n/a	\$0.098	\$0.085
Nebraska	\$0.1190	\$0.095	\$0.105	\$0.095
Nevada	\$0.1190	n/a	\$0.085	\$0.075
New Jersey	\$0.1190	n/a	\$0.075	\$0.065
New Mexico	\$0.1190	n/a	\$0.235	\$0.210
New York	\$0.1190	\$0.085	\$0.109	\$0.085

STATE	CALLING CARDS	HOMEUSA	TALKCENTS	RATEBUSTER
North Carolina	\$0.1190	n/a	\$0.049	\$0.045
North Dakota	\$0.1190	n/a	\$0.145	\$0.125
Ohio	\$0.1190	\$0.049	\$0.045	BizSaver \$0.049
Oregon	\$0.1190	n/a	\$0.045	\$0.039
Pennsylvania	\$0.1190	n/a	\$0.069	\$0.059
Rhode Island	\$0.1190	\$0.059	\$0.069	\$0.059
South Dakota	\$0.1190	\$0.210	\$0.219	\$0.210
Texas	\$0.1190	\$0.093	\$0.105	\$0.093
Utah	\$0.1190	n/a	\$0.089	\$0.079
Virginia	\$0.1190	n/a	\$0.105	\$0.095
Washington	\$0.1190	\$0.089	\$0.099	\$0.089
West Virginia	\$0.1190	\$0.160	\$0.169	\$0.160
Wisconsin	\$0.1190	\$0.049	\$0.058	\$0.049
Wyoming	\$0.1190	n/a	\$0.125	\$0.125

EXHIBIT DR1-7
RATE COMPARISONS IN RESPONSE TO INITIAL DATA REQUEST #7

States Currently Pending Certification:

STATES	CALLING CARDS	HOMEUSA	TALKCENTS	RATEBUSTER
Georgia	\$0.1190	n/a	\$0.035	\$0.029
Maryland	\$0.1190	\$0.039	\$0.055	\$0.049
Missouri	\$0.1190	n/a	\$0.179	\$0.179
New Hampshire	\$0.1190	n/a	\$0.125	\$0.110
Oklahoma	\$0.1190	\$0.090	\$0.099	\$0.090
South Carolina	\$0.1190	\$0.039	\$0.049	\$0.039
Tennessee	\$0.1190	n/a	\$0.039	\$0.035
Vermont	\$0.1190	\$0.075	\$0.085	\$0.075