

# TSTCI INFORMATION

MONTHLY NEWSLETTER FOR TSTCI MEMBER COMPANIES

OCTOBER 2000

[www.tstci.org](http://www.tstci.org)

Texans Helping Texans

Volume IV, No. 10

Texas Statewide Telephone Cooperative, Inc. is a statewide telecommunications non-profit organization representing the interests of Texas rural independent telephone systems. All member companies are regulated by the Public Utility Commission of Texas.

## TSTCI 2000 Annual Meeting Highlights

We had another successful conference in San Antonio. If you missed it, you missed a good one! The golfers gave a "thumbs-up" to the new course, The Golf Club of Texas. Wednesday night's reception was great fun, and raised \$5,800 for the Discretionary and PAC funds. Thanks to everyone who participated, and special thanks to Durrell Roddy of Electra Telephone Company for generously donating his time and talent to our auction.



At Friday morning's business meeting, the members elected two new directors, Mr. Bob Wilson of West-Tex Telephone Cooperative and Ms. Karen Zimmerman of Cumby Telephone Cooperative. The 2000-2001 Board of Directors and Officers are:

**Mr. Weldon Gray, President**

**Mr. Jim Whitefield, Vice President**

**Mr. Richard Adams, Secretary/Treasurer**

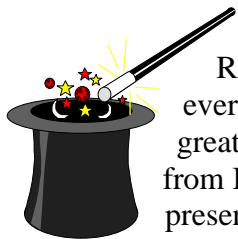
**Mr. Bill Colston, Jr.**

**Mr. Danny Kellar**

**Mr. Bob Wilson**

**Ms. Karen Zimmerman**

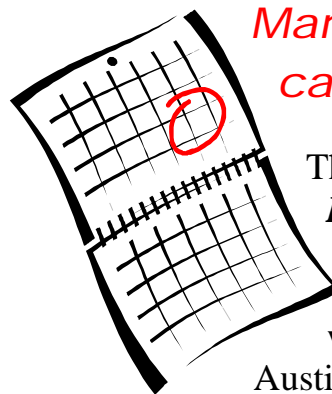
The success of any conference is very much dependent on the participation and support of its members and associate members. Thank you to everyone who supported the meeting with their attendance.



Thursday morning, Mr. Billy Riggs spun his magic and dazzled everyone with his slight of hand and great message. Mr. Larry Van Ruler from ITCs gave a thought-provoking presentation about the challenges facing telcos. At the PAC lunch, Mr.

Wade Wilson of Bolinger, Segars, Gilbert & Moss shared his triathlon experience, for which he is still in training. Wade inspired everyone present with his dedication to his dream.

After lunch, Mr. Al Pedersen from NECA shared some of the services and assistance that his organization provides to its members. Then, Diane Weldon from CHR Solutions shared some marketing ideas, and Jo Shotwell, also from CHR Solutions presented information on interconnection agreements. We would like to thank all the speakers for helping to make the conference successful.



**Mark your  
calendars!**

The **2001 TSTCI  
Legislative Conference**  
is scheduled for  
February 1, 2001 and  
will be held at the Omni  
Austin Hotel Downtown.

## 2000 Annual Meeting Sponsors

TSTCI extends its appreciation to the following companies  
for their contributions to the success of this year's Annual Meeting:

### Gold Sponsorship

CHR Solutions, Inc.  
Eastex Telephone Cooperative, Inc.  
Martin & Associates, Inc.  
McWhorter, Cobb and Johnson, L.L.P.  
Texas Communications Expo, Inc.  
UDP, Inc.  
WRLD Alliance

### Silver Sponsorship

Bolinger, Segars, Gilbert & Moss, L.L.P.  
Curtis Blakely & Company, P.C.  
Etex Telephone Cooperative, Inc.  
La Ward Telephone Exchange, Inc.

### Bronze Sponsorship

Cap Rock Telephone Cooperative, Inc.  
Central Texas Telephone Cooperative, Inc.  
Colorado Valley Telephone Cooperative, Inc.  
Communications Data Group, Inc.  
Community Telephone Company, Inc.  
Cumby Telephone Cooperative, Inc.  
Five Area Telephone Cooperative, Inc.  
GVNW Consulting, Inc.  
Graybar  
Maloney Technical Products, Inc.  
MidAmerica Computer Corporation  
Mohawk Ltd.  
Nortex Communications Company  
Pliant Systems  
Power & Telephone Supply Company, Inc.  
Powerscan, Inc.  
Riviera Telephone Company, Inc.  
Santa Rosa Telephone Cooperative, Inc.  
South Plains Telephone Cooperative, Inc.  
Sprint North Supply  
Telecom America Services, Inc.  
Verizon

### Discretionary Fund Donations

Eastex Telephone Cooperative, Inc.  
Mid-Plains Rural Telephone Cooperative, Inc.  
Santa Rosa Telephone Cooperative, Inc.  
South Plains Telephone Cooperative, Inc.  
XIT Rural Telephone Cooperative, Inc.

### Auction Sponsors

Bolinger, Segars, Gilbert & Moss, L.L.P.  
Brazos Telephone Cooperative, Inc.  
CHR Solutions, Inc.  
Cap Rock Telephone Cooperative, Inc.  
Central Texas Telephone Cooperative, Inc.  
Comanche County Telephone Company, Inc.  
Corning Cable Systems  
Etex Telephone Cooperative, Inc.  
Five Area Telephone Cooperative, Inc.  
McWhorter, Cobb and Johnson, L.L.P.  
Mohawk Ltd.  
Pliant Systems  
Quintrex Data Systems Corporation  
Rural Telephone Finance Cooperative  
Southwestern Bell Telephone Company  
John Staurulakis, Inc.  
TXU Communications  
UDP, Inc.  
XIT Rural Telephone Cooperative, Inc.

### Door Prize Sponsors

CHR Solutions, Inc.  
Central Texas Telephone Cooperative, Inc.  
John Staurulakis, Inc.

### Grand Prize:

CHR Solutions, Inc.

**Golf Tournament Sponsors**

CHR Solutions, Inc.  
 CapRock Telecommunications Corporation  
 Communications Data Group, Inc.  
 Communications Supply Service Association  
 Curtis Blakely & Company, P.C.  
 ECI Telecom, Inc.  
 Eastex Telephone Cooperative, Inc.  
 Etex Telephone Cooperative, Inc.  
 Graybar  
 Infintec Networks, Inc.  
 MidAmerica Computer Corporation  
 Mohawk Ltd.

National Telephone Cooperative Association  
 Plains Bell Federal Credit Union  
 Power & Telephone Supply Company, Inc.  
 Quintrex Data Systems Corporation  
 Rural Telephone Finance Cooperative  
 Sidlinger Computer Corporation  
 Sprint North Supply  
 Sprint/United, Central-Texas  
 Telcom Insurance Group  
 Texas Lone Star Network  
 The Berry Company  
 UDP, Inc.

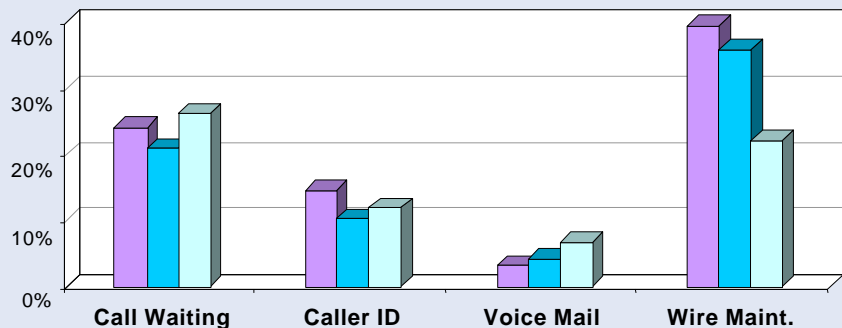
**1999 IBS Quick Fact**

**Enhanced Services – Average ILEC Penetration**

Enhanced services, like Caller ID, can often be overlooked for their valuable contribution as a group to an ILEC’s revenue. Using average IBS penetration and pricing figures for the medium company size, a 10,000 access line company realizes \$341,000 in annualized recurring revenue from Call Waiting, Caller ID, Voice Mail and Wire Maintenance. The following data allows you to benchmark how your company is doing in relation to other like providers in regards to penetration rates for enhanced services and the local loop.

CHR Solutions did not show an overall average penetration rate for Custom Calling and CLASS across all features in the 1999 IBS. This is primarily due to the fact that more companies are bundling these features together into customizable “customer choice” packages. Thus, the most accurate way to present the data is by individual feature. The chart below summarizes average penetration rates for business and residential customers combined.

**Average Penetration Rates - by Market Type**



Source:  
 1999 Independent Benchmark Study (IBS) published January 2000 by CHR Marketing Solutions.

	Call Waiting	Caller ID	Voice Mail	Wire Maint.
Rural	24.0%	14.6%	3.3%	39.4%
Semi-Rural	20.9%	10.2%	4.3%	35.9%
Suburban	26.2%	11.9%	6.7%	22.1%



## We'll Give You the Shirt...

Did you notice those  
terrific TSTCI golf shirts  
at the Annual Meeting?  
Want one?  
You can have one!

All you have to do is donate \$50 or more to the TSTCI PAC fund. You'll be giving to a good cause and receive one of those spiffy golf shirts as an added bonus!

For more information on how you can get your TSTCI golf shirt, contact Martha Shepperd in the Dallas office at (972) 243-8705.

## News from the PAC

TSTCI extends its appreciation to the following individuals for their contributions to the PAC fund:

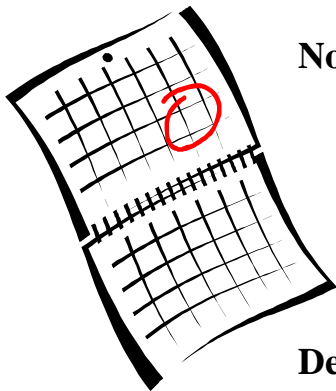
**Toney Prather, Comanche County Tel. Co.**

**Employees of Eastex Telephone Coop.**

**Employees of South Plains Telephone Coop.**



## Upcoming Events



### November 2000

- 1 PUC Open Meeting
- 10 Veterans Day (*TSTCI Offices Closed*)
- 12-15 NARUC Annual Convention, San Diego, California
- 16 PUC Open Meeting
- 13-14 NTCA Legal Seminar - Tucson, Arizona
- 23-24 Thanksgiving Holidays (*TSTCI Offices Closed*)

### December 2000

- 1 PUC Open Meeting
- 5-6 USTA NSAC Meeting - Orlando, Florida
- 13 PUC Open Meeting
- 25-29 *TSTCI Offices Closed - Merry Christmas & Happy New Year!*

### January 2001

- 1 New Year's Day (*TSTCI Offices Closed*)