

Stephen C. Spencer  
Director - Regulatory  
Virginia



600 East Main Street, Suite 1100  
Richmond, Virginia 23219-2441

Phone 804 772-1585  
Fax 804 772-3817  
stephen.c.spencer@verizon.com

March 7, 2008

Mr. Willam Irby  
Director--Division of Communications  
State Corporation Commission  
P.O. Box 1197  
Richmond, VA 23218-1197

Dear Mr. Irby,

Attached please find proposed tariff pages deregulating the price of business BLETS individual line service in the Chester, Midlothian, Richmond and Sandston exchanges. The competitiveness test for the aforementioned business BLETS services established in PUC-2007-00008 is met as follows:

Step A:  
Alltel Wireless and AT&T (Cingular) Wireless

Step B:  
Alltel Wireless and AT&T (Cingular) Wireless

Step C:  
Cavalier Telephone

Supporting documentation for each step is attached. Please let me know if you have any questions.

Yours truly,

A handwritten signature in black ink, appearing to read "Stephen C. Spencer".

cc: Katie Cummings

Attachments

LOCAL EXCHANGE SERVICES TARIFF  
S.C.C.-Va.-No. 202

Verizon Virginia Inc.

Section 2  
10th Revised Page 3  
Cancels 9th Revised Page 3

LOCAL EXCHANGE SERVICE

B. REGULATIONS (Cont'd)

3. Exchange and Zone Rate Classes and Local Service Areas (Cont'd)

<u>Exchange or Zone</u>	<u>Rate Class</u>	<u>Notes#</u>	<u>Exchange Map Date</u>	<u>Exchanges and Zones Included in Local Service Area</u>
Cape Charles	8b,7,8b	4	12-1-93	Cape Charles, Eastville, Great Bridge*, Hickory*, Norfolk-Va. Beach Zone, Portsmouth, Princess Anne*
Cartersville	8b,8b,8b	4	12-1-93	Cartersville, Cumberland, Farmville*, Fife, Powhatan
Catoctin	8b,7,8b	4	12-1-93	Alexandria - Arlington, Bluemont, Catoctin, Fairfax - Vienna, Falls Church - McLean, Herndon, Leesburg, Mount Gilead
Charles City	8b,7,8b	4	7-16-99	Charles City, Claremont*, Enon, Hopewell, Providence Forge, Richmond, Surry*, Toano, Varina, Williamsburg
Chatham	6,4,6	4	12-1-93	Bachelors Hall*, Chatham, Danville, Whitmell*
Chester	8b,7,8b	4,5,6	6-5-95	Ashland, Bethia, Chester, Enon, Hopewell, Manakin, Mechanicsville, Midlothian, Petersburg, Richmond, Rockville, Sandston, Varina (C)

\* Non-Verizon Virginia Exchange  
# For note explanation, see Page 11 following.

LOCAL EXCHANGE SERVICES TARIFF  
S.C.C.-Va.-No. 202

Verizon Virginia Inc.

Section 2  
14th Revised Page 7  
Cancels 13th Revised Page 7

LOCAL EXCHANGE SERVICE

B. REGULATIONS (Cont'd)

3. Exchange and Zone Rate Classes and Local Service Areas (Cont'd)

<u>Exchange or Zone</u>	<u>Rate Class</u>	<u>Notes#</u>	<u>Exchange Map Date</u>	<u>Exchanges and Zones Included in Local Service Area</u>
Madison	6, 4, 6	4	12-1-93	Criglersville, Culpeper, Madison, Orange, Shenandoah Park
<b>Manakin</b>	8b, 7, 8b	4, 5	12-1-93	Ashland, Bethia, Chester, Goochland, Manakin, Mechanicsville, Midlothian, Powhatan, Richmond, Rockville, Sandston, Varina
Marshall	6, 5, 6	4	12-1-93	Culpeper, Marshall, Middleburg, The Plains, Upperville, Warrenton
McKenney	8b, 8b, 8b	4	5-17-02	Alberta*, Dinwiddie, Emporia*, McKenney, Petersburg, Stony Creek*
<b>Mechanicsville</b>	7, 7, 7	4, 5	7-10-95	Ashland, Bethia, Chester, Dawn*, Hanover*, Manakin, Mechanicsville, Midlothian, Old Church*, Providence Forge, Richmond, Rockville, Sandston, Varina
Middleburg	6, 5, 6	4	5-5-95	Arcola*, Bluemont, Haymarket*, Leesburg, Marshall, Middleburg, Mount Gilead, The Plains, Upperville
<b>Midlothian</b>	7, 7, 7	4, 5, 6	12-1-93	Amelia*, Ashland, Bethia, Chester, Manakin, Mechanicsville, Midlothian, Powhatan, Richmond, Rockville, Sandston, Varina (C)
Mineral	5, 3, 5	4	12-1-93	Brokenburg, Fife, Goochland, Ladysmith*, Louisa, Mineral, Unionville
Montvale	7, 6, 7	4	12-1-93	Bedford, Buchanan, Montvale, Roanoke, Salem, Stone Mountain
Mount Gilead	6, 5, 6	4	12-1-93	Bluemont, Catoctin, Leesburg, Middleburg, Mount Gilead, Upperville
Narrows	3, 3, 3	4	12-1-93	Narrows, Pearisburg, Peterstown, W. Va*, Rocky Gap*
<b>Newport News Zone</b>	8b, 7, 8b	4, 5, 6	12-1-93	Chuckatuck*, Crittenden*, Gloucester*, Great Bridge*, Hayes*, Hickory*, All zones of the NNMEA, Norfolk-Va. Beach Zone, Portsmouth Zone, Princess Anne*, Smithfield*, Surry*, Suffolk, Toano, Williamsburg, Windsor*
<b>Norfolk-Virginia Beach Zone</b>	8b, 7, 8b	4, 5, 6	12-1-93	All zones of the NMEA, Cape Charles, Chuckatuck*, Crittenden*, Franklin*, Holland*, Knotts Is., N.C.* , All zones of the NNMEA, Smithfield*, Suffolk, Whaleyville, Windsor*
Norton	5, 4, 5	4	12-1-93	Appalachia, Big Stone Gap, Coeburn, Norton, Pound, Wise

\* Non-Verizon Virginia Exchange

# For note explanation, see Page 11 following.

Issued: March 7, 2008

Effective: April 21, 2008

LOCAL EXCHANGE SERVICES TARIFF  
S.C.C.-Va.-No. 202

Verizon Virginia Inc.

Section 2  
12th Revised Page 9  
Cancels 11th Revised Page 9

LOCAL EXCHANGE SERVICE

B. REGULATIONS (Cont'd)

3. Exchange and Zone Rate Classes and Local Service Areas (Cont'd)

<u>Exchange or Zone</u>	<u>Rate Class</u>	<u>Notes#</u>	<u>Exchange Map Date</u>	<u>Exchanges and Zones Included in Local Service Area</u>
<b>Richmond</b> S.E.	7,7,7	4,5,6	6-15-00	Amelia*, Ashland, Bethia, Charles City, Chester, Goochland, Hanover*, Manakin, Mechanicsville, Midlothian, Old Church*, Powhatan, Providence Forge, Richmond, Rockville, Sandston, Varina
N.E.			12-1-93	
S.W.			12-1-93	
N.W.			12-1-93	
Roanoke	7,7,7	4,5,6	12-1-93	Bedford, Bent Mountain, Boones Mill*, Buchanan, Burnt Chimney*, Christiansburg, Eagle Rock*, Fincastle*, Montvale, New Castle*, Roanoke, Salem, Shawsville, Stone Mountain, Troutville*
Rockville	8b,7,8b	4,5	12-1-93	Ashland, Bethia, Chester, Goochland, Manakin, Mechanicsville, Midlothian, Richmond, Rockville, Sandston, Varina
Saint Charles	3,3,3	4	12-1-93	Jonesville, Pennington Gap, Saint Charles
Saint Paul	4,3,4	4	12-1-93	Coeburn, Dante, Lebanon, Saint Paul
Salem	7,6,7	4	12-1-93	Bent Mountain, Blacksburg, Christiansburg, Montvale, New Castle*, Roanoke, Salem, Shawsville, Troutville*
Sandston	7,7,7	4,5,6	6-15-00	Ashland, Bethia, Chester, Manakin, Mechanicsville, Midlothian, Providence Forge, Richmond, Rockville, Sandston, Varina
Shawsville	7,6,7	4	12-1-93	Bent Mountain, Blacksburg, Christiansburg, Roanoke, Salem, Shawsville
Shenandoah Park	4,3,4	4	12-1-93	Criglersville, Luray*, Madison, Shenandoah Park, Sperryville, Stanley*
Sperryville	5,4,5	4	12-1-93	Criglersville, Culpeper, Shenandoah Park, Sperryville, Washington, Va.*
Spotsylvania	6,5,6	4	12-1-93	Bowling Green*, Brokenburg, Chancellor*, Fredericksburg, Ladysmith*, Spotsylvania
Staunton	6,6,6	4	9-1-06	Bridgewater*, Craigsville, New Hope*, Raphine, Staunton, Weyers Cave*

\* Non-Verizon Virginia Exchange  
# For note explanation, see Page 11 following.

COMPETITIVE PRICED LOCAL EXCHANGE SERVICES TARIFF  
S.C.C.-Va.-No. 220

Verizon Virginia Inc.

Section 1C  
1st Revised Page 1  
Cancels Original Page 1

EXCHANGE PRICES - BUSINESS

Business Dialtone Service Price (Per Month, usage indicated where applicable)

Exchange or Zone	Flat Rate	Message Rate <sup>2</sup>	Measured Rate <sup>2</sup>	
(For current rates in listed exchanges, see Local Exchange Services Tariff VA No. 202, Section 2)				
Alexandria-Arlington				
Braddock				
Chester				(N)
Engleside				
Fairfax-Vienna				
Falls Church-McLean				
Hampton				
Herndon				
Midlothian				(N)
Newport News				
Norfolk-Va. Beach				
Peninsula				
Poquoson				
Portsmouth				
Richmond				(N)
Roanoke				
Sandston				(N)
Williamsburg				

Note 2: For usage Options and Charges see Tariff 202, Section 2, C.3.a

## **Competitiveness Test Chester, Midlothian, Richmond and Sandston Exchanges**

### **Step A**

**A minimum of 75% of the businesses in the telephone exchange area can choose business telephone service from among at least two (2) competitors to Verizon**

This test is met by a number of competitors, including Alltel Wireless and AT&T (Cingular) Wireless (see Attachment A).

### **Step B**

**A minimum of two (2) of the competitors to Verizon in part "a" must offer business local telephone service that may be purchased by the business customer without a corresponding requirement to purchase non-telecommunications services (e.g., video or broadband internet service) from that competitor**

This test is met by a number of competitors, including Alltel Wireless and AT&T (Cingular) Wireless (see Attachment B).

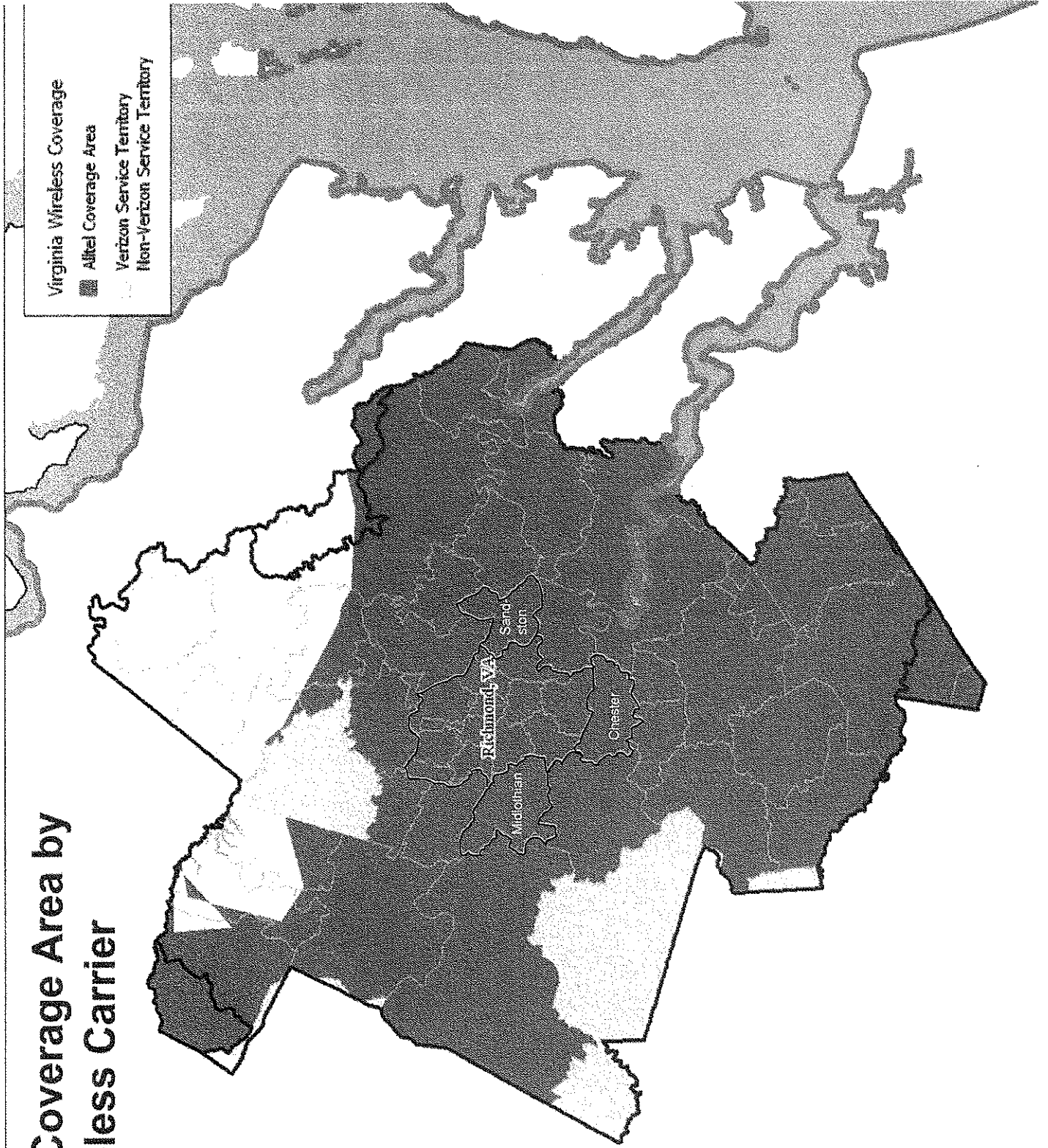
### **Step C**

**At least 50% of the businesses in the telephone exchange area can choose a facilities-based competitor that owns its own wireline network facilities**

This test is met by Cavalier Telephone. [BEGIN CONFIDENTIAL] [END CONFIDENTIAL]

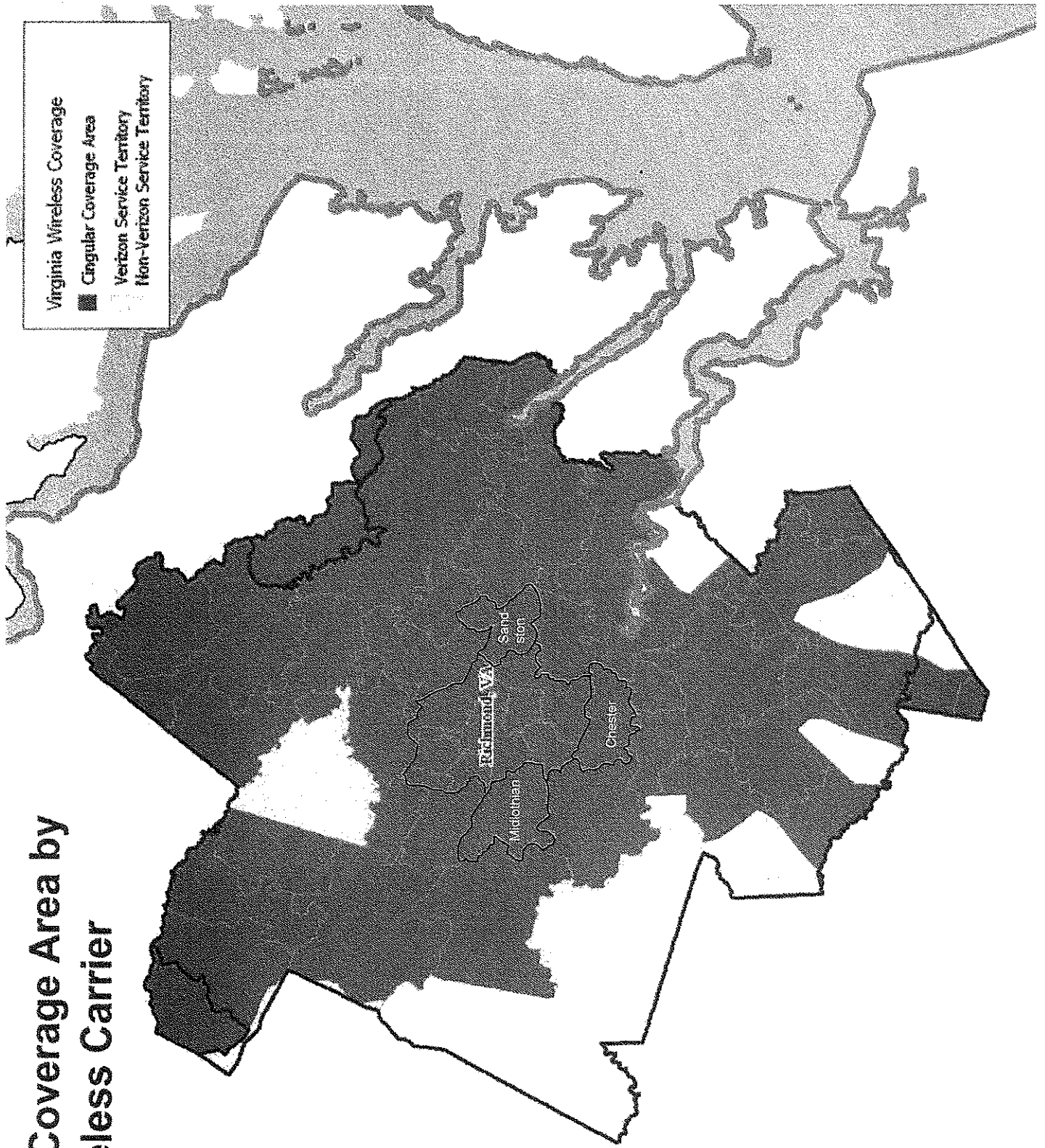
# **ATTACHMENT A**

# Wireless Coverage Area by Wireless Carrier





# Wireless Coverage Area by Wireless Carrier

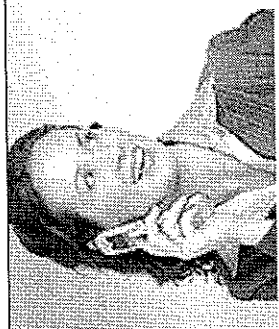


# **ATTACHMENT B**

Personal | Business | Corporate  
Customer Service | Store Locator



WIRELESS PLANS PHONES & ACCESSORIES DATA SERVICES INDUSTRY SOLUTIONS  
CUSTOMER SERVICE



## Wireless Plans

With Alltel, you'll get the coverage and flexibility you need at a reasonable price. Whether you travel coast-to-coast, commute between major cities or keep business local, our wireless plans work in as many places as you do.

Find Out How We Can Help Your Business!  
Call 1-888-4AT-BIZZ (1-888-428-2499)  
-or-  
Have us contact you

VIEW PLAN ADD-ONS >>> CHANGE ZIP CODE

Home | Business | Wireless Plans | Plans

National Freedom Greater Freedom North American Freedom Smart Choice Packs



National Freedom from Alltel offers extensive coverage at great rates. With this flexible plan, you're free to make calls to major U.S. cities and surrounding metropolitan areas in the Alltel national network — all without additional roaming or long-distance fees.



- Sign up today and receive:**
- Extensive coverage including major U.S. cities
  - Free long distance to major cities
  - Special Affinity Program discounts for your employees
- Plan features include:**
- Basic Voice Mail
  - Caller ID
  - 3-Way Calling
  - No Answer Transfer
  - Call Forwarding
  - Call Waiting

	\$39.99	\$49.99	\$59.99	\$79.99	\$99.99	\$149.99	\$199.99
<b>National Freedom Plans</b>							
Included Anytime Minutes	500	750	900	1400	2100	4000	6000
Night and Weekend Minutes	unlimited	unlimited	unlimited	unlimited	unlimited	unlimited	unlimited

Mobile-to-Mobile Minutes	unlimited	unlimited	unlimited	unlimited	unlimited	unlimited	unlimited
Add'l Minute Rate	40¢	40¢	40¢	35¢	25¢	25¢	25¢

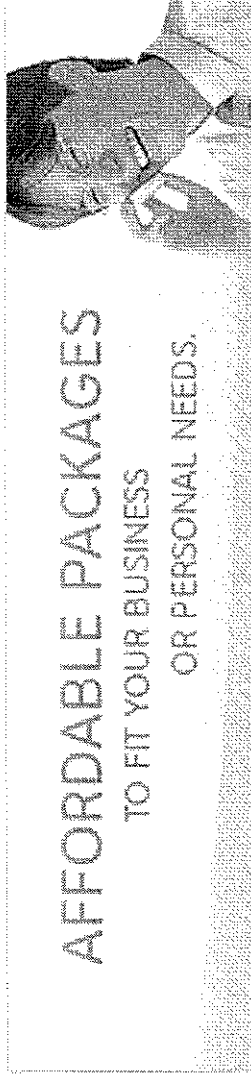
Coverage may not be available in all areas. > MORE

Wireless Plans Terms & Conditions

Explanation of Fees & Services



### Voice Plans



#### Business Pooled Nation

The flexibility of pooled minutes across the country.

- Share minutes with other Corporate Responsibility Users around the country on the same account
- No roaming or nationwide long distance charges

#### AT&T Nation plans

Think of the entire country as your calling region.

- National calling
- No roaming or nationwide long distance charges

#### Business Pooled Nation

Nationwide reach plus the flexibility of pooled minutes

Share minutes with other Corporate Responsibility Users around the country on the same account

#### AT&T Nation Plans

No roaming or long distance charges across most major cities

<p><b>Qualify For Discounts</b> Get special deals through your employer or school!</p> <p>Enter work email <input type="text"/> <input type="button" value="Submit"/></p> <p>Why we need your email \$44.99 for up to 450 minutes to \$154.99 for up to 3000 minutes</p>	<p>No roaming or nationwide long distance charges</p> <p>These plans are only available to business customers who have signed qualified national enterprise agreements with AT&amp;T</p>	<p>National calling</p> <p>No roaming or nationwide long distance charges</p> <p><b>Prices:</b> \$39.99 for up to 450 minutes to \$199.99 for up to 6000 minutes</p>
<p><b>Quick Links</b></p> <p>Email <input type="text"/></p> <p><b>Rate Plan Compatibility:</b> Compatible with GSM/GPRS phones</p>	<p>No roaming charges nationwide</p> <p><b>Nights and Weekends:</b> Unlimited Nights and Weekends included</p>	<p><b>Rate Plan Compatibility:</b> Compatible with GSM/GPRS phones</p> <p><b>Roaming:</b> No roaming charges nationwide</p> <p><b>Nights and Weekends:</b> Unlimited Nights and Weekends included on plans \$59.99 and higher</p>
<p><b>Next Steps</b> Have a Business Solutions Expert contact you.</p> <p>Contact AT&amp;T Find a Store</p>	<p><b>Long Distance:</b> Nationwide long distance included</p> <p><b>Activation Fee:</b> \$36 one-time activation fee applies</p> <p>Explanation of Rates and Charges</p> <p>Sign in to the Premier Enterprise Portal</p>	<p><b>Long Distance:</b> Nationwide long distance included</p> <p><b>Activation Fee:</b> \$36 one-time activation fee applies</p>
<p><b>Order by Phone</b> Call now to place a</p>	<p>Learn more about the Premier Enterprise Portal</p>	<p><b>Activation Fee:</b> \$36 one-time activation fee applies</p>
<p>new order or add to your existing account: <b>(866) 429-7222</b></p> <p><b>Visit the Knowledge Center</b> Find white papers, press releases, case studies and more. Business Customer Reference Guide</p>		

# **ATTACHMENT C**



LET US TURN YOU ON  
for business

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- [Voice Solutions](#)
- [Data Solutions](#)
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- [Agent Program](#)
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## Richmond Virginia Business and Data Services

### Business Voice Services:

- Unlimited local calling packages
- Phonom VoIP Voice over Broadband
- Expanded calling areas
- Message rate calling packages
- PBX and DID service
- Full & fractional multi-use voice & data T1 service
- ISDN PRI and BRI
- FiberTrex
- Phonom IP Centrex
- Multi-line hunt groups
- Top calling features such as caller ID, call-waiting, 3-way calling, Voice Mail with message waiting indicator & out call notification
- 1+ and 800# long distance services
- Audio Conferencing

### Business Data & IP Services:

- Private Line/Point-to-Point
- Dedicated Internet T1 with Routing Equipment
- Dedicated Internet DS3
- Multi-Service T1 (voice & data)
- CavVelocity Internet
- Frame Relay

### Richmond Sales Contacts:

Tiffany Mondillo  
 Director of Sales  
 (804) 422-4112  
 fax: (804) 422-4198  
 tmondillo@cavtel.com

Don Pollard  
 Sales Manager  
 (804) 422-4118  
 dpollard@cavtel.com

Valerie Downing  
 Sales Manager  
 (804) 422-4806  
 fax: (804) 422-4190  
 vdowning@cavtel.com

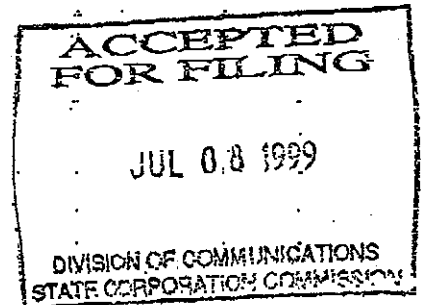
Business Sales Contact:  
 (877) 810-4392



3.2 Description of Services

The following Cavalier Telephone Local Service Options are offered:

- Standard Residential/Business Line
- Standard Business Trunk
- Digital Business Line
- Digital Business Trunk
- Primary Rate Interface



3.2.1 Cavalier Telephone Local Standard Residential/Business Line Service

The Cavalier Telephone Local Standard Line provides a Residential or Business customer with a single, analog, voice-grade telephonic communications channel that can be used to place or receive one call at a time. Standard Line Service provides a line-side connection to the Cavalier Telephone switch for the connection of customer provided wiring and terminal equipment such as station sets, facsimile machines, or key systems. Each Cavalier Telephone Local Standard Line has the following characteristics:

- |                     |  |
|---------------------|--|
| Terminal Interface: | 2-wire or 4-wire, as specified by the Customer.              |
| Signaling Type:     | Loop Start   |
| Pulse Type:         | Dual Tone Multi-Frequency (DTMF) or Dial Pulse (DP)          |
| Directionality:     | Two-way, In-Only, or Out-Only, as specified by the Customer. |

The Cavalier Telephone Local Standard Line optionally may be equipped with Selective Call Screening, which prevents origination of toll calls other than Collect, Calling, and Billed to Third Party Calls.

The Cavalier Telephone Local Standard Line service arrangement is based upon a distributed switching architecture. This serving arrangement incorporates a shared transmission facility engineered to a P.01 or better grade of service from the Point of Connection to the centralized switch processor.

**3.2.2 Cavalier Telephone Local Standard Trunk Service**

Cavalier Telephone Local Standard Trunk Service provides a trunk-side connection to the Cavalier Telephone switch for the connection of customer-provided wiring to the customer's PBX or trunk-capable key system. Each Cavalier Telephone Local Standard Trunk Service has the following characteristics:

- Terminal Interface: 2-wire or 4-wire, as specified by the Customer
- Signaling Type: Ground Start
- Pulse Type: Dual Tone Multi-Frequency (DTMF), or Dial Pulse (DP), or Multi-Frequency (MF)
- Directionality: DID, or DOD, or Two-way, as specified by the Customer (see 4.3.2.2, following, for DID rates)

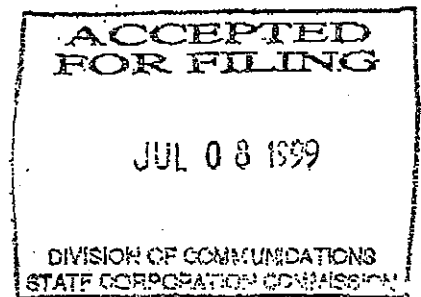
**3.2.3 Cavalier Telephone Local Digital Port**

Cavalier Telephone Local Digital Ports provide a direct dedicated hardware connection to the Cavalier Telephone centralized switch processor. Digital Ports are provided at the digital DS-1 level and are time division multiplexed by Cavalier Telephone into 24 analog, voice-grade telephonic communications channels, each of which can be used to place or receive one call at a time.

Cavalier Telephone Local Digital Services require a DS-1 transmission link between Cavalier Telephone's Primary Distribution Node and the Customer's premises.

Two types of Cavalier Telephone Local Digital Ports are offered:

- Digital Line Port
- Digital Trunk Port



JAN 14 2000

DIVISION OF COMMUNICATIONS  
STATE CORPORATION COMMISSION

**5.0 LOCAL CALLING SERVICE AREAS**

**5.1 Local Service and Extended Area Calling**

**5.1.1 Richmond Metro Area**

(T)

Exchange	Local Service Areas	Extended Area Calling
<b>Ashland</b>	Ashland, Bethia, Chester, Mechanicsville, Midlothian, Richmond, Rockville, Sandston, Varina, Manakin, Gum Tree	Beaverdam, , Montpelier, Dawn, Doswell Hanover, Old Church
<b>Bethia</b>	Amelia (Amelia Tel. Corp.), Ashland, Bethia, Chester, Dinwiddie, Manakin, Mechanicsville, Rockville, Sandston, Midlothian, Petersburg, Powhatan, Richmond, Varina	N/A
<b>Chester</b>	Ashland, Bethia, Chester, Enon, Hopewell, Manakin, Mechanicsville, Midlothian, Petersburg, Richmond, Rockville, Sandston, Varina	Dinwiddie McKenney Waverly
<b>Mechanicsville</b>	Ashland, Bethia, Chester, Hanover, (GTE South, Inc.) Manakin, Mechanicsville, Midlothian, Old Church (GTE South, Inc.), Providence Forge/Quinton, Richmond, Rockville, Sandston, Varina	Dawn, Doswell, King William
<b>Midlothian</b>	Amelia, (Amelia, Tel. Corp.), Ashland, Bethia, Chester, Manakin, Mechanicsville, Midlothian, Powhatan, Richmond, Rockville, Sandston, Varina	Cartersville. Cumberland
<b>Richmond</b>	Amelia (Amelia Tel. Corp.), Ashland, Bethia, Chester, Hanover, (GTE-South, Inc.), Manakin, Mechanicsville, Midlothian, Powhatan, Providence Forge/Quinton, Richmond, Rockville, Sandston, Varina, Goochland	Beaverdam, Charles City, Enon, Gum Tree, Montpelier, Old Church, Cartersville, Cumberland, Dawn, Dinwiddie, Disputanta, Doswell, Fife, Hopewell, McKenney, Petersburg, Waverly, West Point
<b>Sandston</b>	Ashland, Bethia, Chester, Manakin, Mechanicsville, Midlothian, Providence Forge/Quinton, Richmond, Rockville, Sandston, Varina	West Point

(M)



(M) = Text moved From Page 46

Martin Cliff  
Vice President of Regulatory Affairs  
Cavalier Telephone, L.L.C.  
2134 West Laburnum Avenue  
Richmond, Virginia 23227