

**FairPoint Communications, Inc.**  
**State of New Hampshire**  
**Docket No. DT 07-011**

**Respondent:** William E. King  
**Title:** President, JSI Capital Advisors,  
LLC and JSI Transaction  
Advisors, LLC

**REQUEST:** Office of Consumer Advocate - Rebuttal

**DATED:** September 19, 2007

**ITEM:** OCA R-11 Refer to page 22, lines 15-16, of the Rebuttal Testimony of William E. King.

- a. In preparing your assessment of the reasonableness of FairPoint's projected DSL revenues and penetration did you examine the following:
  - i. Verizon NH's supplemental response to OCA GI 1-73, part (i)?
  - ii. Verizon NH's response to OCA GII 1-51?
  - iii. Verizon NH's response to OCA GII 1-52?
- b. Please provide the source data on DSL demand and revenues for Verizon NH and Verizon NNE, if any, provided to you to assist you in your assessment of the reasonableness of FairPoint's DSL projections.

**REPLY:** **OBJECTION:** FairPoint objects to Data Request R-11 on the grounds that it is overbroad, unduly burdensome, and seeks highly confidential and proprietary commercial and strategic information that would provide competitors a business advantage if disclosed. The information sought pertains to the provision of competitive services and includes trade secret information that required significant effort and cost to produce and/or confidential, research or commercial information, including customer, geographic, market and product-specific data. FairPoint further objects to Data Request R-11 to the extent it seeks information protected from production by the attorney-client privilege and/or attorney work product doctrine. Subject to and without waiving these objections, FairPoint will produce non-privileged responsive information in its custody, possession or control. [Objection served September 25, 2007.]

Mr. King did not review the information outlined above, and it was not used in connection with his assessment of the reasonableness of DSL revenues and penetration reflected in the NNE Projections. Other than information reflected in the NNE Projections and the underlying financial model, Mr. King was not provided any other data on DSL demand and revenues for Verizon's ILEC operations in New Hampshire, specifically, or for Verizon's ILEC operations in northern New England more generally.