

Dick Severy - General Representative Russ Harris
I.C.S.

OPENING REMARKS FOR WGM, JULY 28, 1982, JOINT VENTURE NEWS CONFERENCE

GOOD MORNING. I'D LIKE TO WELCOME YOU HERE ON BEHALF OF THE OTHER PARTICIPANTS. I'M BILL MCGOWAN, CHAIRMAN OF MCI. TO MY LEFT, SEATED AT THE TABLE ARE BILL CRUMP, VICE PRESIDENT FOR NEW BUSINESS DEVELOPMENT OF AMERICAN EXPRESS; SHERMAN WOLF, PRESIDENT OF ZIP CALL (A WHOLLY OWNED SUBSIDIARY OF METROMEDIA) ^{& Jerry Taylor} AND CLAYTON NILES, CHAIRMAN OF COMMUNICATIONS INDUSTRIES. IN THE AUDIENCE ARE TOM LAMEROUX, EXECUTIVE DIRECTOR OF TELOCATOR; TOM DOUGHERTY, GENERAL COUNSEL OF METROMEDIA; BILL HUNT, ^{President} CEO OF COMMUNICATIONS INDUSTRIES, AND JERRY TAYLOR, PRESIDENT OF MCI AIRSIGNAL.

*Bell adler chief mobile services - FCC
Myron Peck.*

WE'RE HERE THIS MORNING TO ANNOUNCE WHAT WE CONSIDER A VERY EXCITING AND FAR REACHING AGREEMENT IN PRINCIPLE AMONG OUR FOUR COMPANIES. BUT WHAT WE ARE HERE TO DISCUSS, THE ESTABLISHMENT OF A NETWORK TO PROVIDE A NATIONAL MESSAGE DELIVERY SYSTEM, IS ONLY A PART OF A STORY WHICH IS BEGINNING TO UNFOLD IN THE TELECOMMUNICATIONS INDUSTRY. UNDER THE GUIDANCE AND LEADERSHIP OF THE FEDERAL COMMUNICATIONS COMMISSION, THIS INDUSTRY IS ABOUT TO BECOME COMPETITIVE IN OLD TECHNOLOGIES AND ABOUT TO EMBARK--UNFETTERED--IN NEW TECHNOLOGIES. DURING THE CURRENT YEAR, THE FCC HAS ALREADY ACCEPTED APPLICATIONS FOR LICENSES TO PROVIDE CELLULAR RADIO SERVICES. ON SEPTEMBER 7 IT WILL BEGIN ACCEPTING BIDS FOR LICENSES TO PROVIDE NATIONWIDE MESSAGE RETRIEVAL SERVICES. ^{electronic}

^{delivery} IN THE OLD TELECOMMUNICATIONS INDUSTRY, WHAT YOU SEE HERE TODAY COULD NOT HAVE HAPPENED. THE OLD INDUSTRY WAS NON-COMPETITIVE, RATE-BASED ^{slow to change.} AND HIGHLY REGULATED. NEW SERVICES AND NEW TECHNOLOGIES WERE SLOW TO REACH THE MARKETPLACE. BUT TODAY WE ARE TELLING YOU THAT WE ARE JOINTLY

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FORMING A COMPANY TO ESTABLISH, DEVELOP AND OPERATE A NATIONWIDE NETWORK MESSAGE DELIVERY SERVICE IN THE 900 MHz FREQUENCY RANGE AND THAT THAT COMPANY CAN BE OPERATING WITHIN SIX MONTHS OF THE GRANTING OF A LICENSE BY THE FCC.

BY USING THE EXISTING MCI LONG DISTANCE NETWORK AS WELL AS THE PAGING FACILITIES *to be* OPERATED BY METROMEDIA, ICS COMMUNICATIONS, COMMUNICATIONS INDUSTRIES, ZIP CALL AND MCI AIRSIGNAL, WE PROPOSE TO OFFER NATIONWIDE MESSAGE RETRIEVAL IN SOME 200 METROPOLITAN AREAS THROUGH THESE RADIO COMMON CARRIERS AND THROUGH ADDITIONAL RCCs WHO WILL PARTICIPATE WITH US ~~AS FRANCHISES~~.

THIS IS A BOLD VENTURE, AMONG FOUR RECOGNIZED INDUSTRY LEADERS. ALTHOUGH WE WILL BEGIN WITH DOMESTIC, TONE AND DIGITAL DISPLAY-ONLY PAGING WE SEE A NOT TOO DISTANT DAY WHERE WE WILL PROVIDE ALPHANUMERIC STORED MESSAGES AND INTERNATIONAL PAGING.

RATHER THAN CONTINUE TO ANTICIPATE YOUR QUESTIONS, I THINK IT MORE APPROPRIATE IF I ~~JOIN MY COLLEAGUES AT THE TABLE AND THAT WE ENTERTAIN YOUR QUESTIONS~~.

THANK YOU VERY MUCH.

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✓ 500,000 - 2 years

✓ voice retrieval services - efficiency