

Document 0767

[20767002]

The FCC moves were good news for AT&T , which has been striving since the breakup of the phone system for greater latitude in pricing and reduced regulation .

[20767003]

Alfred Sikes , the new FCC chairman , championed deregulation of AT&T at his last job as head of a Commerce Department telecommunications agency .

[20767004]

But it has been an open question whether Mr. Sikes , an extraordinarily cautious man , would continue pushing deregulation at the FCC in the face of what is likely to be great political pressure .

[20767005]

" It means that Sikes is serious about the deregulation of long distance , " said Jack Grubman , a telecommunications analyst at PaineWebber Inc. , who attended the FCC meeting .

[20767006]

" All the commissioners were in amazing agreement to re-examine regulation for only having been together for a few months . "

[20767007]

The FCC took three specific actions regarding AT&T .

[20767008]

By a 4-0 vote , it allowed AT&T to continue offering special discount packages to big customers , called Tariff 12 , rejecting appeals by AT&T competitors that the discounts were illegal .

[20767010]

AT&T gave a 5 % to 10 % discount to the Memphis , Tenn. , company that oversees Holiday Inns , in response to a similar discount offered to Holiday Corp. by MCI Communications Corp .

[20767011]

The agency said that because MCI 's offer had expired AT&T could n't continue to offer its discount plan .

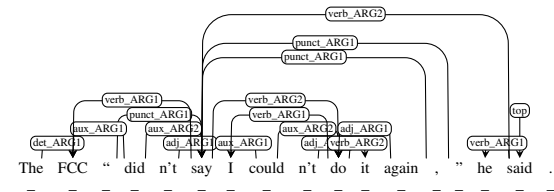
[20767012]

But the agency specifically did n't rule whether AT&T had the right to match offers by competitors if that means giving discounts not generally available to other phone users .

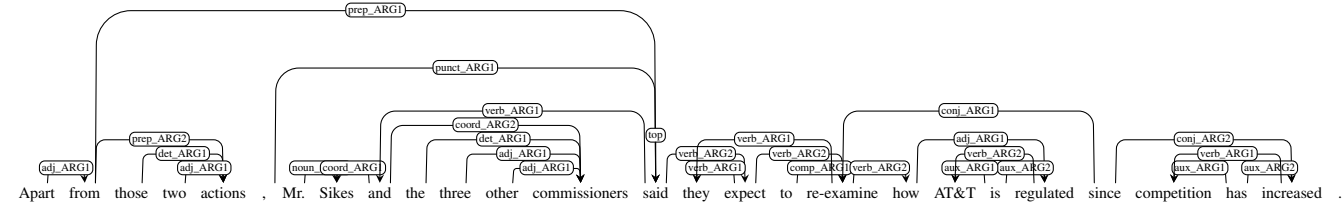
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Indeed , Joe Nacchio , AT&T 's vice president for business-communications services , said AT&T offered a similar Tariff 15 discount to Resort Condominium International , of Indianapolis , to meet another MCI bid .

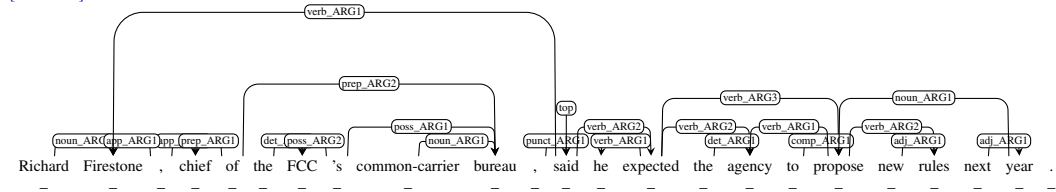
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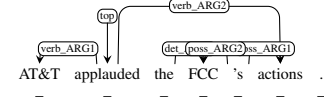
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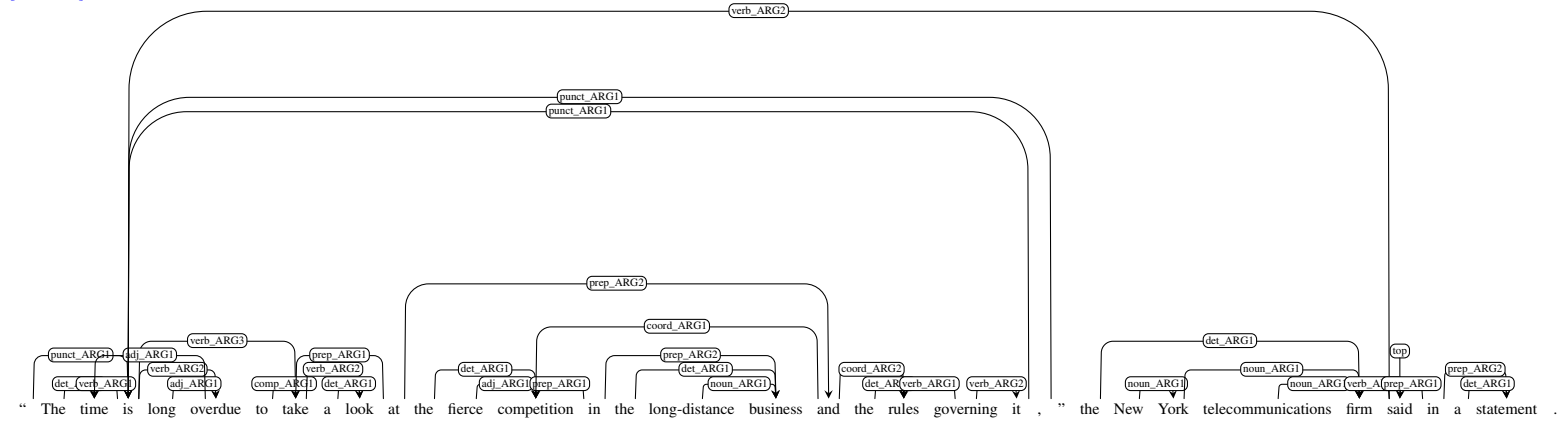
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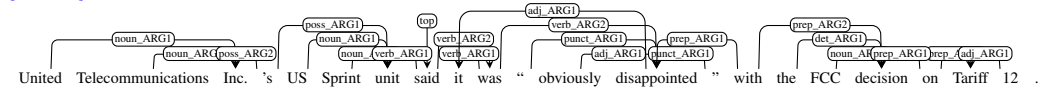
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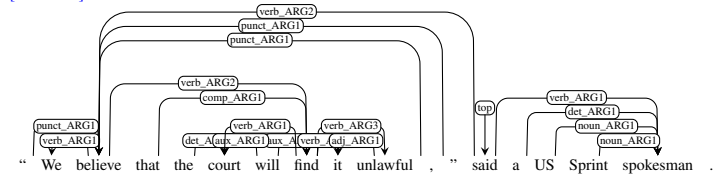
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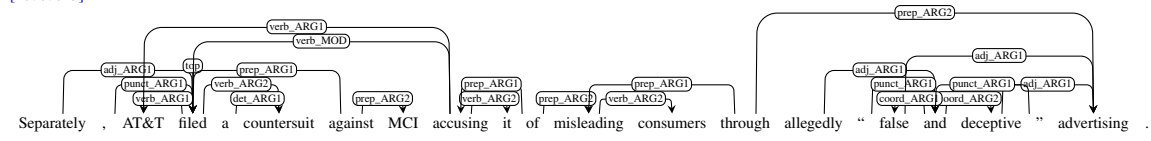
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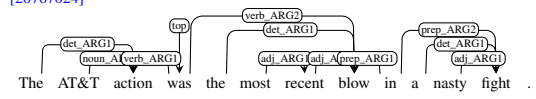
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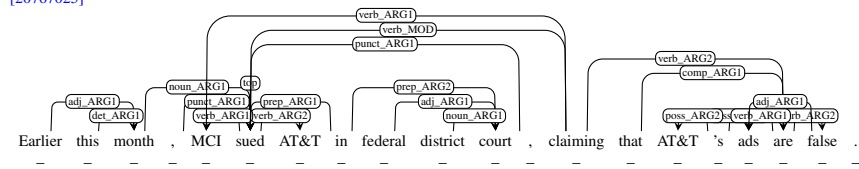
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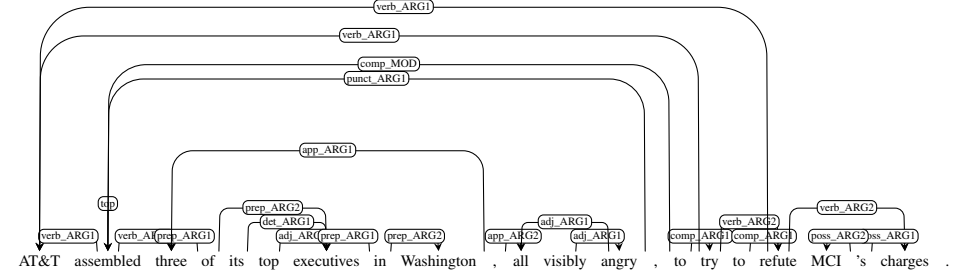
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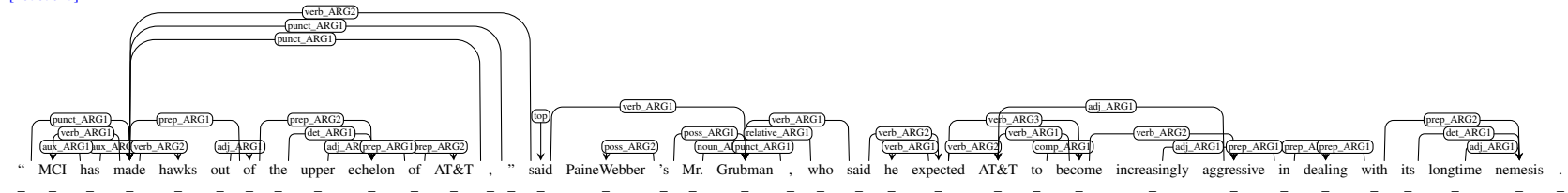
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