TELECOMMUNICATIONS (DISCLOSURE) REGULATIONS 1990

Prescribed Services
This publication sets out the material required to be published by Telecom in the New Zealand Gazette pursuant to the Telecommunications (Disclosure) Regulations 1990.

The information herein describes the prices, terms and conditions of supply relating to prescribed services at the end of the quarter ending on the 31st day of March 1992. The Corporation has not published all information relating to prescribed services if the relevant prices, terms and conditions are identical in all material respects to those applying at the preceding quarter and which have already been published. The information is not intended by Telecom to constitute an offer of services to the public as the prices, terms and conditions of supply set out herein may change without notice. The information is also available on request at the following principal offices of the Corporation and its subsidiaries:

Telecom Corporation of New Zealand Limited, Telecom House, 13-27 Manners St, P O Box 570, Wellington;

Telecom Auckland Limited, Telecom Tower, 16 Kingston Street, Private Bag, Auckland 1;

Telecom Central Limited, Regional Office, 5th Floor, Housing Corporation Building, 500 Victoria Street, Private Bag 3100, Hamilton;

Telecom Wellington Ltd, 9th Floor Hewlett-Packard Building, 186-190 Willis St, PO Box 293, Wellington.

Telecom South Limited, Level 7, Telecom House, 109 Hereford St, P O Box 1473 Christchurch.

Detailed information on current national call (toll) charges, incorporating amendments to the charges published at the end of the preceding quarter, may be inspected or purchased at the principal offices of the Corporation at Auckland, Hamilton, Wellington, and Christchurch.

The information in this publication was prepared by Telecom Corporation of New Zealand Limited after making all reasonable inquiry and to the best of the knowledge of the Corporation complies with the requirements of Regulation 4 of the Telecommunications (Disclosure) Regulations 1990.

All Charges are GST EXCLUSIVE unless otherwise stated.

CONTENTS

1. TELEPHONE SERVICES
   1.1 PSTN Line Rental Charges
   1.2 Telecom National Call (Toll) Charges
   1.3 Scott Base Telephone Service

2. NATIONAL LEASED CIRCUIT SERVICES
   2.1 Metropolitan Digital Data Service
   2.2 Integrated Access

3. INTERNATIONAL LEASED CIRCUIT SERVICES
   3.1 Standard SKYSTREAM Service (Digital Satellite Service)
   3.2 TASTREAM Service (Digital Cable service to Australia)
   3.3 Antarctic SKYSTREAM Service (Digital Satellite Service)

4. PAYPHONES
   4.1 Payphone Calls to/from Ross Island (Scott Base Telephone Service)

5. PERMIT TO CONNECT SPECIFICATIONS

6. INTERCONNECTION
   6.1 Access Levy

7. DISCOUNTS
   7.1 International Leased Circuits
   7.2 National Leased Circuits
   7.3 Call Promotions
   7.4 National Call Plans
1. TELEPHONE SERVICES
1.1 PSTN Line Rental Charges
1.1.1 Monthly Line Rental Charges

<table>
<thead>
<tr>
<th>STANDARD LINE RENTAL CHARGES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class of Service</td>
</tr>
<tr>
<td>-------------------</td>
</tr>
<tr>
<td>Standard</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NON-STANDARD LINE RENTAL CHARGES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class of Service</td>
</tr>
<tr>
<td>------------------</td>
</tr>
<tr>
<td>Non-standard</td>
</tr>
<tr>
<td>Classes 1-7</td>
</tr>
</tbody>
</table>

Note:
The charges given are a maximum. For party-line customers, the reduction for sharing a party line is at least 15% off the individual-line charge; this reduction may be greater, at the discretion of the local ROC Marketing Director.

1.1.2 60 Plus Phone Option

<table>
<thead>
<tr>
<th>Monthly Line Rental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Line Rental</td>
</tr>
</tbody>
</table>

1.2 Telecom National Call (Toll) Charges
1.2.1 High-Frequency Island Services
Calls to New Zealand’s off-shore islands which have a telephone service available are charged at the maximum national calling rates applying at the time the call is made. These islands are:
• Campbell Islands
• Raoul Island.

1.3 Scott Base Telephone Service
This section lists all charges for making calls to and from Ross Island, Antarctica. These charges do not apply to calls from public payphones at Scott Base.

In addition to the general charging criteria applicable to all calls charged on a per call basis, the following criteria also apply to calls to and from the Scott Base Telephone Service (SBTS):
• All calls between the SBTS and New Zealand are charged at a flat rate per minute or part of a minute regardless of time of day. Economy rates and call specials are not available.
• All calls from the SBTS to the rest of the World are charged at a flat rate per minute or part of a minute. Economy rates and call specials are not available.

1.3.1 Scott Base Telephone Service Local Calls
Calls between telephones connected to the Scott Base Telephone Service are considered local calls.
• SBTS local calls ........................................................................................................ no charge

1.3.2 Calls between SBTS and New Zealand
• Charge per minute or part of a minute .................................................................. $1.40
Note:
Economy rates and call specials are not available.

1.3.3 Calls from SBTS to the rest of the World
• Charge per minute or part of a minute .................................................................. $4.48
Note:
Economy rates and call specials are not available.
2. **NATIONAL LEASED CIRCUIT SERVICES**

2.1 **Metropolitan Digital Data Service**

The Metropolitan Digital Data Service is a digital transmission service based on the standard DDS service. It is currently available only in the local calling areas of Auckland, Hamilton, Palmerston North, Wellington and Christchurch.

Metropolitan Digital Data Service is available at speeds of 2.4 kbit/s, 4.8 kbit/s, 9.6 kbit/s, 48 kbit/s digital.

Charges for Metropolitan DDS are comprised of two main components, one-off installation charges and monthly access charges. There are no additional transmission charges or multipoint surcharges.

2.1.1 **Installation Charges**

*Digital Installation Charges*

- Charge per NTU for new connection or installation for 2.4 kbit/s circuit.......................... $420.00
- Charge per NTU for new connection or installation for 4.8 kbit/s circuit.......................... $420.00
- Charge per NTU for new connection or installation for 9.6 kbit/s circuit.......................... $420.00
- Charge per NTU for new connection or installation for digital 48 kbit/s circuit.............. $420.00

**Note:**

- Where it is necessary to extend the Telecom network (which includes the lead-in to the customer’s premises) to provide service, additional charges may apply. These charges will be based on the actual costs involved in providing the service.
- Telecom may, at its discretion, waive part of the installation charge when a large number of circuits are to be installed in the same customer premises at the same time. However, the charge will not be less than the standard charge for a single installation at that site.

2.1.2 **Monthly Access Charges**

*Point-to-Point Monthly Access Charges*

This service provides synchronous leased-line transmission between two items of data terminal equipment - such as computers, visual display units, customer multiplexers, or similar equipment.

**Standard Digital Access Charges**

- Charge per end of circuit for standard digital 2.4 kbit/s................................. $140.00
- Charge per end of circuit for standard digital 4.8 kbit/s................................. $140.00
- Charge per end of circuit for standard digital 9.6 kbit/s................................. $140.00
- Charge per end of circuit for standard digital 48 kbit/s................................. $225.00

**Note:**

Analogue access is not available for Metropolitan DDS.

*Asynchronous-Service Access Charges*

An asynchronous service is also available. There is a standard monthly surcharge per NTU or MTU interface for the asynchronous service:

- Additional charge per NTU for asynchronous service 2.4kbit/s - 9.6kbit/s........... $20.00

**Multipoint-Service Monthly Access Charges**

The standard Digital Data Service multipoint service allows 2 or more subsidiary or tributary stations to be connected to one control station such as a host computer. There is a technical limitation of 10 subsidiaries or tributaries connected on the one line to the host computer.

Operating speeds for the multi-point service can be up to 9.6 kbit/s (48 kbit/s multipoint service is not available).

**Access Charges**

Charges are the same as for Point to Point services.

2.1.3 **Alteration and Reconfiguration Charges**

As for Standard DDS.

2.1.4 **Other Charges**

As for Standard DDS.

2.1.5 **Conversion Charges**

Where Standard DDS is converted to Metropolitan DDS, and vice versa, the charge for a new installation will apply.

2.2 **Integrated Access**

Telecom’s Integrated Access provides for the bulk delivery of managed network services to the customer’s premises through the use of 2Mbit/s links and a flexible multiplexor in the customers premises. Integrated Access is an alternative network access option available for standard network services.

The range of standard Telecom network services for which an Integrated Access option is available is gradually being extended.
2.2.1 Installation charges
Installation charges will be calculated for each case based on costs (labour and material) which are
specific to the customer.

2.2.2 Monthly Access Charges
- Monthly Integrated Access charge................................................................. $2400.00

Note:
This charge applies per integrated Access, not per disaggregated circuits

- Monthly charge per second and subsequent 2 Mbit/s access to same
  Flexible multiplexor.................................................................................... As for
  second and subsequent Megalink Access

- Monthly charge per Wideband DDS Circuit access to the multiplexor........... $300.00

Note:
These charges apply per active interface

2.2.3 Transmission and Other Charges
These charges will be the same as for conventionally accessed circuits, and will apply to the
disaggregated circuits.

2.2.4 Alteration and configuration Charges.

Addition of Circuit Access.
The charge for the connection of new circuit accesses to an existing integrated Access site will
be based on the actual costs incurred (labour and materials) but will not be less than $150.00.

2.2.5 Conversion to Integrated Access.
Where standard connections are being converted to Integrated Access (or vice versa) the normal
installation charges for the new accesses will apply.

3. INTERNATIONAL LEASED CIRCUIT SERVICES
All international leased-circuit services are subject to the standard terms and conditions for the International
Leased Service. Special terms and conditions also apply to Analogue Voice/Data Circuit service,
SKYSTREAM Service, TASTREAM Service and Antarctic SKYSTREAM service. These special terms and
conditions are available from the local Telecom ROC office.

These charges include only those that are payable to Telecom for the New Zealand or Antarctic portion of
the circuit. They do not include any charges payable to non-New Zealand telecommunications carriers for
the overseas part of the circuit.

3.1 Standard SKYSTREAM Service (Digital Satellite Service)
The Standard SKYSTREAM Service is a digital satellite service available to Australia, Hong Kong, Japan,
Singapore and the USA which is provided under Telecom's standard provisioning arrangements of the
"Telecom Contract for Telecom SKYSTREAM Service."

There are 5 International Service Access Points which are located within the Auckland, Hamilton, Palmerston
North, Wellington and Christchurch "City Step" tariff zones for Telecom's Digital Data Service (DDS).
Provided the customer's Service Delivery Point lies within any one of the above tariff zones, the monthly
lease charges listed here include the price of a single local access circuit from the customer's Service
Delivery Point to the nearest International Service Access Point. Customers who require more than one
local access circuit or who require service to be delivered to points outside of the five "City Step" tariff zones
will be charged standard DDS charges for the additional access circuits and extensions.

All upgrade, alteration and reconfiguration charges, such as speed changes, will be charged actual costs
(including labour, materials, overhead and travelling time).

Charges for SKYSTREAM Services Leased for Longer-Term Contracts:
Price concessions are available for longer term contracts. Customers should enquire at their local Telecom
ROC office for the applicable rates.

3.1.1 Special SKYSTREAM Service
Where a customer's requirement cannot be met by Standard SKYSTREAM Service, Telecom may offer a
Special SKYSTREAM Service. Special SKYSTREAM Service is usually offered in response to a need for
non-standard data rates, overseas destinations, non-standard satellite facilities, overseas telecommunication administrations and their earth satellite station facilities, hours of operation of the service or non-standard transmission modes.

Other Prices may apply in cases where Special SKYSTREAM Service is provided. Customers should
enquire at their local Telecom ROC office.
3.2 **TASTREAM Service (Digital Cable Service to Australia)**

TASTREAM Service is a digital cable service to Australia which is provided under Telecom's standard provisioning arrangements of the "Telecom Contract for Telecom TASTREAM Service."

There are 5 International Service Access Points which are located within the Auckland, Hamilton, Palmerston North, Wellington and Christchurch "City Step" tariff zones for Telecom's Digital Data Service (DDS). Provided the customer's Service Delivery Point lies within any one of the above tariff zones, the charges listed here include the price of a single local access circuit from the customer's Service Delivery Point to the nearest International Service Access Point. Customers who require more than one local access circuit or who require service to be delivered to points outside of the five "City Step" tariff zones will be charged standard DDS charges for the additional access circuits and extensions.

All upgrade, alteration and reconfiguration charges, such as speed changes, will be charged actual costs (including labour, materials, overhead and travelling time).

### 3.2.1 Monthly Lease Charges

*Charges for TASTREAM Services Based on the Minimum Contract Period:*

<table>
<thead>
<tr>
<th>Minimum Contract Period</th>
<th>Price/Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 months</td>
<td>$10900.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$18500.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$25200.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$31100.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$40300.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$49300.00</td>
</tr>
</tbody>
</table>

*Charges for TASTREAM Services Leased for Longer-Term Contracts*

Price concessions are available for longer term contracts. Customers should enquire at their local Telecom ROC office for the applicable rates.

3.3 **Antarctic SKYSTREAM Service (Digital Satellite Service)**

The Antarctic SKYSTREAM Service is a digital satellite service available from Scott Base to New Zealand and other Pacific destinations and is provided under Telecom's standard provisioning arrangements of the "Telecom Contract for Telecom Antarctic SKYSTREAM Service."

Telecom's Antarctic SKYSTREAM Service provides a half-circuit designed for full duplex operation.

*Note:*

With respect to Antarctic SKYSTREAM Service only, a half-circuit means a leased circuit which is established between the customer's service delivery point or points at Scott Base and a point of electrical interface with transmission facilities under the jurisdiction of an overseas telecommunications organisation or a point of electrical interface with Telecom's standard SKYSTREAM Service.

For an end-to-end service between Ross Island and New Zealand, the Standard Telecom Skystream Service charges are added to these prices.

For circuits from Ross Island to the rest of the world, these charges only cover the Antarctic portion of the circuit and do not include any charges payable to overseas Telecommunications Administrations for those portions of the circuit under their jurisdiction.

3.3.1 **Installation Charges**

- Charge for installation of a 2.4 kbit/s circuit................................. $600.00
- Charge for installation of a 4.8 kbit/s circuit................................. $600.00
- Charge for installation of a 9.6 kbit/s circuit................................. $600.00
- Charge for installation of a 19.2 kbit/s circuit.......................... $1500.00
- Charge for installation of a 48 kbit/s circuit........................... $2500.00
- Charge for installation of a 56 kbit/s circuit........................... $4000.00
- Charge for installation of a 64 kbit/s circuit........................... $4000.00
- Charge for installation of a 128 kbit/s circuit....................... $5000.00
- Charge for installation of a 192 kbit/s circuit.................... $5000.00
- Charge for installation of a 256 kbit/s circuit.................... $5000.00
- Charge for installation of a 384 kbit/s circuit.................... $5000.00
- Charge for installation of a 512 kbit/s circuit.................... $5000.00
- Charge for installation of a 768 kbit/s circuit.................... $5000.00

All upgrade, alteration and reconfiguration charges, such as speed changes, will be charged actual costs (including labour, materials, overhead and travelling time).

Prices for other data rates will be provided on application. Customers should enquire at their local Telecom ROC office.
3.3.2 Monthly Lease Charges
Charges for Antarctic SKYSTREAM Service are payable monthly. The service is available for specified minimum contract periods.

<table>
<thead>
<tr>
<th>Minimum Contract Period</th>
<th>Price/ Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 month</td>
<td>$2000.00</td>
</tr>
<tr>
<td>1 month</td>
<td>$2400.00</td>
</tr>
<tr>
<td>1 month</td>
<td>$3200.00</td>
</tr>
<tr>
<td>3 months</td>
<td>$4500.00</td>
</tr>
<tr>
<td>3 months</td>
<td>$9500.00</td>
</tr>
<tr>
<td>3 months</td>
<td>$9500.00</td>
</tr>
<tr>
<td>3 months</td>
<td>$9500.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$16000.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$22000.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$27000.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$35000.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$43000.00</td>
</tr>
<tr>
<td>6 months</td>
<td>$55000.00</td>
</tr>
</tbody>
</table>

Prices for other data rates will be provided on application. Customers should enquire at their local Telecom ROC office.

4. PAYPHONES
(Note: all Payphone prices are GST inclusive)

4.1 Payphone Calls to/from Ross Island (Scott Base Telephone Service)
Calls to telephones connected to the Scott Base Telephone Service (SBTS) can be made from all payphones. Payphones connected to the SBTS can be used to make local calls, calls to New Zealand and calls to the rest of the World.

**International Calls and calls to the Scott Base Telephone Service**
International Calls and calls to the Scott Base Telephone Service from A/B coinphones must be placed through the operator. Scott Base Telephone Service and international charge steps apply. Customers wishing to know the price of a Scott Base Telephone Service or international call should enquire from the Operator.

4.1.1 Charges for Plessey 2001 Payphones

**Direct Dial Call Charges**
The following table sets out the charges for direct dialled local, national and international calls from Plessey 2001 payphones.

<table>
<thead>
<tr>
<th>Type of Call/Charging Step</th>
<th>Call Duration In Minutes</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>SBTS**</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td></td>
<td>1.80</td>
<td>3.60</td>
<td>5.40</td>
<td>7.20</td>
<td>9.00</td>
<td>10.80</td>
<td>12.60</td>
<td>14.40</td>
<td>16.20</td>
<td>18.00</td>
<td></td>
</tr>
</tbody>
</table>

Notes:
- **SBTS** refers to calls to the Scott Base Telephone Service.

4.1.2 Charges for Plessey 3001 Payphones

**Direct Dial Call Charges**
The following table sets out the charges for direct dialled local, national and international calls from Plessey 3001 payphones.

<table>
<thead>
<tr>
<th>Type of Call/Charging Step</th>
<th>CALL DURATION IN MINUTES</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>SBTS**</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td></td>
<td>1.80</td>
<td>3.60</td>
<td>5.40</td>
<td>7.20</td>
<td>9.00</td>
<td>10.80</td>
<td>12.60</td>
<td>14.40</td>
<td>16.20</td>
<td>18.00</td>
<td></td>
</tr>
</tbody>
</table>

Notes:
- **SBTS** refers to calls to the Scott Base Telephone Service.
- The price for the first minute of a national or international call from a Coinphone 3001 payphone includes a $0.20 flagfall charge. This charge applies to direct dialled and operator-assisted calls.
4.1.3 Cardphone (Debit Card Payphone 3073) Charges from New Zealand

**Call Charges**

The following table sets out the charges for local, national and international calls from Cardphone 3073 stations in New Zealand.

<table>
<thead>
<tr>
<th>Type of Call/Charging Step</th>
<th>CALL DURATION IN MINUTES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
</tr>
<tr>
<td>SBTS**</td>
<td>$1.80</td>
</tr>
</tbody>
</table>

**Notes:**
- **SBTS** refers to calls to the Scott Base Telephone Service.
- The price for the first minute of a national or international call from a Cardphone 3073 payphone includes a $0.20 flagfall charge. This charge applies to direct dialled and operator-assisted calls.

4.1.4 Cardphone (Debit Card Payphone 3073) Charges from Scott Base

**Call Charges**

The following table sets out the charges for calls from Cardphone 3073 stations at Scott Base.

<table>
<thead>
<tr>
<th>Type of Call/Charging Step</th>
<th>CALL DURATION IN MINUTES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
</tr>
<tr>
<td>Local Calls</td>
<td>$0.20</td>
</tr>
<tr>
<td>Calls to New Zealand</td>
<td>$1.80</td>
</tr>
<tr>
<td>Calls to Rest of World</td>
<td>$5.60</td>
</tr>
</tbody>
</table>

5. PERMIT TO CONNECT SPECIFICATIONS

5.1 PTC Specifications

(NOTE: Prices in this Section are GST inclusive)

<table>
<thead>
<tr>
<th>100-Series PTC NO</th>
<th>General Specifications and Codes of Practice Title</th>
<th>Issue</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>PTC 113:</td>
<td>Code of Practice for ISDN Building Cabling and Wiring Draft</td>
<td>February 1992</td>
<td>$25.00</td>
</tr>
</tbody>
</table>

6. INTERCONNECTION

6.1 Access Levy

The standard terms and conditions of access to the Telecom network for service operators will include an access levy. This levy will reflect the economic and commercial value of such access, including the costs of maintaining and developing Telecom's residential and rural telephone network.

7. DISCOUNTS

7.1 International Leased Circuits

7.1.1 "Great Mates-Fibre Rates"

This was a promotional campaign for trans-Tasman leased services. For a limited period, Tasman II fibre cable capacity between Australia and New Zealand, was offered at reduced prices, under 12 month term contracts.

This offer provided an end to end trans-Tasman service between the Central Business Districts in Auckland and Wellington, and Sydney and Melbourne. Customers could select billing in New Zealand or Australia dollars, single ended billing or half circuit charging. The exchange rate and pricing will be fixed for the term of the contract.

**Terms**

The terms of the offer were as follows:

1. Targeted at existing AVD, digital sub-rates, upgrades and new circuits.
2. Tasman II fibre at fibre rates from 64K to 192kbits.
3. Minimum 1 year term contract.
4. Contracts must be signed during the limited offer period.
5. Customer requested RFS date must be prior to 30 June 1992.
6. Standard provisioning and upgrade times will apply.
7. Prices and exchange rate fixed for the term of the contract.

**Prices**
Maximum prices as follows (either NZ$, A$ or 1/2 NZ$ + 1/2 A$) for term of contract (exchange rate used NZD 1.00 =AUD 0.72 with prices adjusted for convenience).

<table>
<thead>
<tr>
<th>Data Rate</th>
<th>Installation NZ$</th>
<th>Discount on Installation %</th>
<th>Monthly Rental NZ$</th>
<th>Discount on Monthly Rental %</th>
<th>Upgrade NZ$</th>
<th>Discount on Upgrade %</th>
</tr>
</thead>
<tbody>
<tr>
<td>64</td>
<td>6640</td>
<td>17</td>
<td>17390</td>
<td>20.2</td>
<td>3740</td>
<td>6.5</td>
</tr>
<tr>
<td>128</td>
<td>6640</td>
<td>33.5</td>
<td>31590</td>
<td>14.9</td>
<td>3740</td>
<td>25.2</td>
</tr>
<tr>
<td>192</td>
<td>6640</td>
<td>33.5</td>
<td>40880</td>
<td>18.9</td>
<td>3740</td>
<td>25.2</td>
</tr>
</tbody>
</table>

Additional charges may apply for circuit terminations outside the Central Business Districts in; Auckland and Wellington, and Sydney and Melbourne.

7.1.2 **Other Discounts**
The following discounts were allowed in each case due to the commitment to maintain the capacity for the length of the contract.

A customer was allowed a discount of 17.5% on a 9.6Kbit/s SKYSTREAM service.

A customer was allowed a discount of 12.5% on a 9.6Kbit/s SKYSTREAM service.

A customer was allowed a discount of 18.9% on 2x128Kbit/s SKYSTREAM service. In addition to the above condition, this discount was allowed due to the high capacity requirements of the customer.

A customer was allowed a discount of 18.7% on a 64Kbit/s LIGHTSTREAM service.

A customer was allowed a discount of 35.6% on a 64Kbit/s SKYSTREAM service.

7.2 **National Leased Circuits**
In order to recognise and enhance a substantial commercial relationship, a customer was allowed a discount of 10.5% on the conversion of DDS circuits to MDDS circuits.

Due to the unique requirements of a customer, a discount of 29.4% was allowed on the installation of MDDS circuits.

A customer was allowed a discount of 51% on the provision of an analogue circuit. This discount was allowed due to the unique networking requirements of the customer.

In order to recognise and enhance a substantial commercial relationship, a customer was allowed a discount of 15.4% on the provision of a Digital Multidrop circuit.

**Dedicated Special Network Service**
Telecom agreed to provide a customer with a dedicated special network linking customer sites at a discount of 40% on 2MB transmission charges (excluding City Step and access charges) and subsequent installation charges.

The principles applied by Telecom in allowing this discount were:

1. **Capacity Purchased**
The network comprised a high number of long distance transmission links.

2. **Term of Contract**
A contract for 10 years was agreed.

3. **Growth and Supply of Forecasts**
   (a) Forecasts show a high level of future growth in the scale of operations expected.
   (b) A minimum committed forecast period to be updated regularly.
   (c) Provision of long term forecasts.
   (d) Regular review periods where the price of services could be revised on the basis of changes in the cost of providing services and other relevant factors.

These factors reduce the risk associated with investment in network capacity and reduce administrative costs for Telecom.

4. **Customer Factor**
Characteristics used in assessing the level of discount include:
(a) Credit-worthiness;
(b) Commitment from the customer to use Telecom services;
(c) Commitment from customer concerning prompt payment of accounts and procedures for handling disputes.

Other Terms
The standard conditions apply as to a National Account agreement, including closer business relationship, regular review meetings, centralised point of contact.

7.3 Call Promotions

7.3.1 International Calls
The following International call promotions were offered during the quarter:

1 January 1992: New Year Special. 50% of the Standard Rate for calls to the UK and Australia.
20-24 January 1992: Europe Special. $1.98 per minute to all European Community Countries.
1-2 February 1992: Chinese New Year Special. $1.88 per minute to Hong Kong, Indonesia, Malaysia, Philippines, Singapore, and Taiwan.
15-29 February 1992: Australia Special. 10% off the prevailing rate between 5pm and 11am weekdays and all day Saturday and Sunday for calls to Australia.
7-8 March 1992: 79c Weekend Special. 50% off the Standard Rate for calls to Australia.
14 March 1992: 79c "Umpires" Special. 50% off the Standard Rate for calls to Australia.
28-29 March 1992: 40% off Standard Rate to all countries.

Notes:
- Economy Rates and price specials do not apply to operator-assisted calls, or calls from Payphones or cellular phones.
- Price specials applied all day (from midnight to midnight) on the dates listed.
- Prices quoted above include GST.

7.4 National Call Plans

7.4.1 National Call (toll) Plan
In order to provide competitive national call plans, an interim approach was developed as a response to market forces. Discounts of up to 10% were allowed on the basis of the following principles and guidelines: to enhance Telecom's ability to respond to customer requirements; to increase national call volumes; and to address short term market requirements.