

# Winners and Losers

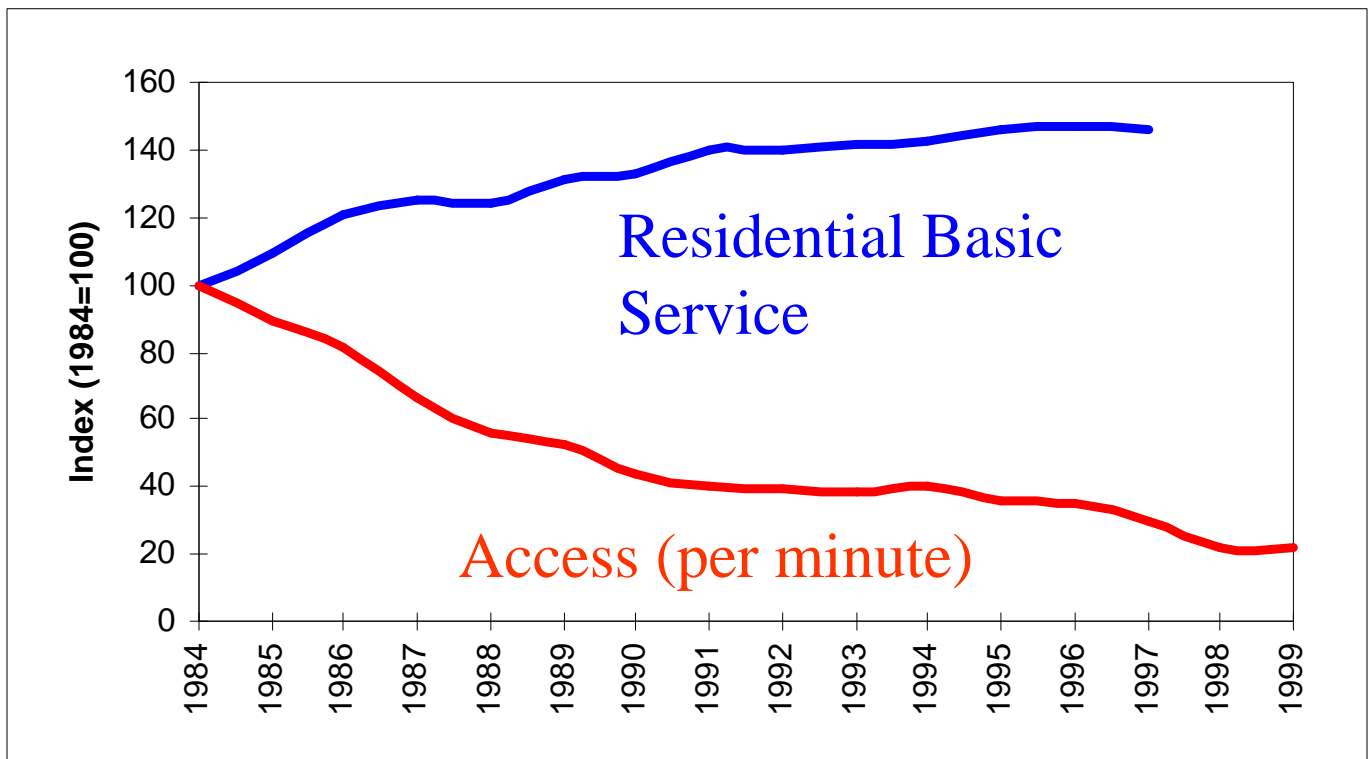
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\$ Within 5 years after deregulation of airlines, how many communities in the U.S. lost *all* of their commercial air service?

\$ Answer: About 116.

# Who Does Competition Help?

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# Dialing for Dollars

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6 calls per month, 10 min./call

- Basic rate: 25 cents/min = \$15.00
- Other rate: 9 cents/min = \$5.40

# Are You Average?

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\$ 150 toll minutes per month

\$ 16 toll calls per month

\$ 33% of calls 1 minute or less

\$ 17% of calls 1-3 minutes

\$ 33% of calls made on peak

# What's the Best Deal?

	Qwest	AT&T	MCI	MCI	220
Off peak	9¢	7¢	5¢	5¢	9¢
On peak	9¢	7¢	10¢	25¢	9¢
Fee	None	\$4.95	\$5.95	\$1.95	None
Other					20 min 99¢
Avg.	<b>\$13.50</b> <b>(9¢)</b>	\$15.45 (10.3¢)	\$15.95 (10.6¢)	\$19.45 (13.0¢)	\$16.83 (11.2¢)
All off peak	\$13.50 (9¢)	\$15.45 (10.3¢)	\$12.45 (8.3¢)	<b>\$9.45</b> <b>(6.3¢)</b>	\$16.83 (11.2¢)

# What You Can Do

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- \$ Look past regulated utility bills
- \$ Help clients become educated, aggressive consumers
- \$ Leverage size and knowledge to get better deals