

**DECLARATION OF DAVID A. CHRISTOPHER**  
**CHIEF MARKETING OFFICER**

I, David A. Christopher, hereby declare the following:

1. My name is David A. Christopher. I am Chief Marketing Officer of AT&T's Mobility and Consumer Markets division. My responsibilities involve overseeing AT&T's national consumer marketing operations, including approving rate plans and service offerings. I am familiar with the handsets and plans AT&T offers to customers, and with the process that AT&T uses to set the prices and terms of its service.

2. This declaration provides information showing that AT&T's acquisition of Centennial Communications Corp. ("Centennial") will not harm competition in the provision of wireless services in any area of the continental United States.

3. Within the continental United States, excluding Puerto Rico and the U.S. Virgin Islands, AT&T makes nearly all competitive decisions in response to national competition. AT&T offers national plans that give subscribers a consistent number of minutes of service for a single monthly price, with no roaming charges, and does not provide regional or local plans that vary depending on subscriber location. (A small number of customers continue to receive service on previously purchased local plans that are no longer promoted or actively sold.)

4. AT&T's plans are uniform for a number of reasons. Demand for wireless telephony is generally similar throughout the country, and we have found that plans that appeal to consumers in one part of the country also appeal to customers living elsewhere. Providing the same plans across the country is more cost-efficient: national plans eliminate the administrative costs that were associated with local plans, which required customized training for sales and

customer service personnel, and also permit AT&T to contract more easily with national retailers to sell AT&T wireless service, an additional efficiency.

5. In addition, the other national carriers also offer national plans. One of AT&T's objectives is to develop its rate plans, features, and prices in response to the plans offered by the other national carriers. Centennial plays an insignificant role in AT&T's pricing decisions: within the continental United States, AT&T does not view Centennial as a competitor it must consider in developing plans and service offerings. I am unaware of AT&T having reduced pricing or otherwise responded to plans offered by Centennial.

6. Very infrequently, AT&T can lower plan prices in a local area or region to boost sales by offering promotional plans generally lacking in some of the features of our standard plans (i.e. without rollover minutes, unlimited on-network mobile-to- mobile calling, or some other feature.) All such rate plan promotions must be approved at senior levels and approval is rarely granted. (No promotions have been approved this year.)

I declare under penalty of perjury that the foregoing is true and correct. Executed on November 21, 2008.

Signed:   
David A. Christopher  
Chief Marketing Officer  
AT&T Mobility and Consumer Markets