



The Wireless Association™

Expanding the Wireless Frontier

Steve Largent
President/CEO

April 25, 2006

The Honorable Joe Barton
Chairman
Committee on Energy and Commerce
2125 Rayburn House Office Building
Washington, DC 20515

The Honorable John Dingell
Ranking Member
Committee on Energy and Commerce
2322 Rayburn House Office Building
Washington, DC 20515

Dear Chairman Barton and Ranking Member Dingell:

As you are well aware, the concept of network neutrality has generated intense debate within the context of broader reform of our telecommunications laws. I write today on behalf of CTIA -The Wireless Association® to express our opposition to any rules which would impose nondiscriminatory net neutrality requirements on network operators. We believe that such rules are unnecessary and would be especially problematic if applied in the wireless context.

The wireless industry is epitomized by intense competition among carriers to acquire additional customers. This competition guarantees that wireless consumers have a variety of choice among content, devices and providers. The result is a hypercompetitive marketplace that relies on branding, exclusive content deals and a niche focus to meet consumers' demand and to acquire customers. Net neutrality rules that impose nondiscriminatory requirements on network operators would make this business model impossible and result in a net loss for consumers as their demands will remain unfulfilled. As Wall Street experts have also testified, such rules would drive away essential investment from this sector of the telecommunications industry.

In that anticipatory legislation rarely yields desired results, and in the absence of significant absence of market failure, CTIA believes that regulations to preserve net neutrality are not needed. To the extent new rules are deemed necessary, we believe the measured approach taken in the current bill establishes adequate protections for a competitive Internet marketplace. Further amendments imposing additional nondiscriminatory requirements would prevent market forces from taking their normal course where innovation, technological progress and competition differentiate among industry participants and ultimately determine winners and losers. We therefore urge the rejection of amendments that would expand on the existing provisions of the bill.

Thank you for your continued efforts to improve our telecommunications laws and we look forward to working with you in the future.

Thanks, Joe!

Sincerely,

Steve Largent

