

## Telcos launch stinging attack on Telstra

**"Enough's enough" say Telstra's competitors, tired of being screwed.**

Seven major telcos have launched a publicity campaign against Telstra following the telco's plans to lock competitors out of its next generation broadband network.

As part of its "strategic review", Telstra's new CEO Sol Trujillo said the company would install a new next-generation network that would run fibre to pillars in residential streets and use existing copper phone lines into customers' homes to provide 12Mbit/s ADSL.

But he said the new network will only be built if Telstra got permission from the Government to prevent access to any of its competitors. That means anyone

wanting the high-speed broadband through Telstra's network would have to buy it from BigPond at a price.

Trujillo said that even though Telstra had among the highest telco profit margins in the world, he wanted to raise them further.

"We want to add value to our services so customers will pay the price we think is right for them," Trujillo said. Greg Winn, Chief Operating Officer, added, "We're not building the network for Optus, SingTel or any other competitor. We're building the network for Telstra's use with Telstra's customers."

Optus, AAPT, iNet, Macquarie

Telecom, PowerTel, Primus and Soul Telecommunications placed a full-page ad in *The Australian* claiming that Telstra is mounting an aggressive campaign to "wind back regulation and regain its monopoly."

Paul Fletcher, Director Optus Corporate and Regulatory Affairs said, "Telstra has been running a concerted campaign of attacking the regulation of telecommunications for several months. The advertisement highlights the flaws in Telstra's arguments — and suggests that Telstra's real motivation is to resist competition," he said.