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Edward L. Schrock

Congress of the United States

2nd District, Virginia

April 15, 2002

Mr. Timothy Muris, Chairman
Federal Trade Commission
Room 159
600 Pennsylvania Avenue, NW
Washington, DC 20580

Re: Proposed Telemarketing Rule – Comment FTC File No. R411001

Dear Chairman Muris:

I am writing to express my views on FTC's proposed changes to the Telemarketing Sales Rule (TSR). I am concerned that these regulations will be difficult and costly to implement and maintain for small businesses.

The proposed changes to the TSR will worsen an already confusing web of regulations from the FTC and state governments as well as business that are and are not regulated by the FTC. I agree with you that complying with the regulatory framework is a necessary cost of doing business, but that does not mean that we should worsen an already confusing system. Small businesses may find complex, new regulations prohibitively difficult and expensive to follow, leading to business closures and layoffs.

As in any business, there are companies in the telemarketing industry that take advantage of consumers and who do not follow the rules in place. The FTC should continue to vigilantly hold these people and companies responsible rather than harming an entire industry for the actions of a few.

I do not contest that some new regulations regarding the telemarketing industry may be necessary. In fact, when Congress recently passed the Know Your Caller Act, I supported this legislation when it came to the House floor. Rather, I urge you to take caution when finalizing these regulations so as to not hurt small businesses that otherwise thrive in this industry.

Sincerely,

Ed Schrock
Member of Congress