

**Lance J.M. Steinhart, P.C.**

Attorney At Law  
1720 Windward Concourse  
Suite 250  
Alpharetta, Georgia 30005

Also Admitted in New York  
and Maryland

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June 30, 2003

**VIA ELECTRONIC DELIVERY**

Mr. Dale Roberts  
Chief A.L.J./Executive Secretary  
Missouri Public Service Commission  
200 Madison Street, Suite 100  
Jefferson City, MO 65102  
(573) 751-3234

Re: National Access Long Distance, Inc.

Dear Mr. Roberts:

Enclosed please find for filing an electronically submitted copy of National Access Long Distance, Inc.'s Application for Certificate of Service Authority to Provide Interexchange Telecommunications Services Within the State of Missouri and Interexchange Telecommunications Tariff.

Please verify receipt of this filing via a return e-mail. If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me.

Please note that this Application is being submitted by myself and Judith A. Rau, Esq., Missouri Counsel, Bar # 24856.

Respectfully submitted,

  
Lance J.M. Steinhart  
Attorney for National Access Long Distance, Inc.

Enclosures

cc: Mari Demsky  
Office of Public Counsel  
Office of General Counsel

In the matter of the )  
Application of )  
National Access Long Distance, )  
Inc. )  
for a certificate of service )  
authority to provide ) Case No. \_\_\_\_\_  
interexchange telecommunications) )  
services and to classify such )  
services and the company as )  
Competitive )

National Access Long Distance, Inc., ("Applicant"), a Nevada Corporation, files this verified application respectfully requesting that the Missouri Public Service Commission ("Commission") issue an order that:

- In support of its request, Applicant states:

- National Access Long Distance, Inc.  
2055 Gateway Place, Suite 400  
San Jose, California 95110  
(888) 627-1484/Phone  
(888) 627-1921/Facsimile

A copy of Applicant's Articles of Incorporation and certificate of authority from the Missouri Secretary of State to transact business in Missouri are attached hereto as Exhibit I.

2. The name and address of Applicant's in-state attorney is:

Judith A. Rau, Esq.  
Rau & Rau  
119 E. Mill Street  
Waterloo, Illinois 62298

3. Applicant is a reseller of telecommunications services.

Applicant proposes to provide interexchange telecommunications services within Missouri including direct outbound dialing (1+ and 101XXXX), 800 and 888 (inbound Toll-Free), travel cards, and prepaid calling cards. Applicant respectfully requests authority to provide service to prospective business and residential customers throughout the State of Missouri.

4. Applicant has the experience in the telecommunications industry and the technical and financial resources to provide telecommunications services within Missouri. A brief description of the qualifications and experience of the key management employees is attached hereto as Exhibit II. A copy of the Applicant's Balance Sheet as of September 30, 2002 and Profit & Loss Statement for the period ending September 30, 2002 is attached hereto as Exhibit III.

5. Applicant's Tariff is attached as Exhibit IV. The proposed tariff contains the rules and regulations applicable to its customers, a description of the services offered, and a list of rates associated with such services.

6. Applicant requests classification as a competitive telecommunications company within the State of Missouri, and that its services are classified as competitive. Applicant believes that its proposed services will be subject to sufficient competition to justify a lesser degree of regulation. Granting of this application is in the public interest as it will allow greater price and service options for telephone users.

7. Applicant also respectfully requests, pursuant to Section 392.420 RSMo (Cum. Supp. 1992), that the Commission waive the application of the following rules and statutory provisions as it relates to the regulation of Applicant:

392.210.2 Establish Uniform System of Accounts for Annual reports  
392.240(1) Setting just and reasonable rates  
392.270 Ascertain Property values  
392.280 Establish Depreciation accounts  
392.290 Issuance of securities  
392.300.2 Acquisition of stock  
392.310 Issuance of stock and debt  
392.320 Stock Dividend Payment  
392.330 Issuance of securities, debts and notes  
392.340 Reorganization(s)  
4 CSR 240-10.020 Depreciation fund income  
4 CSR 240-3.545(2) (C) Posting exchange rates at central offices.  
4 CSR 240-33.030 Inform customers of lowest price  
4 CSR 240-30.040 Uniform System of Accounts

The above-referenced rules and statutory provisions have been waived as to other interexchange carriers in prior cases.

8. Applicant, pursuant to Section 386.570, Cum. Supp. 1992, will comply with all applicable Commission rules except those which are specifically waived by the Commission pursuant to a request filed by the Applicant.

9. Correspondence or communications pertaining to this Application should be addressed to:

Lance J.M. Steinhart, Esq.  
Lance J.M. Steinhart, P.C.  
1720 Windward Concourse, Suite 250  
Alpharetta, Georgia 30005  
(770) 232-9200  
(770) 232-9208 (Fax)

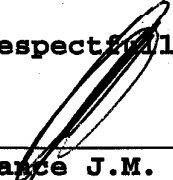
[lsteinhart@telecomcounsel.com](mailto:lsteinhart@telecomcounsel.com) (Email)

10. The Applicant has no pending actions or final unsatisfied judgments or decisions against it from any state or federal agency or court which involve customer service or rates, which action, judgment or decision has occurred within three (3) years of the date of this application. No Commission annual reports or assessment fees are overdue.

11. Grant of this Application will further the public interest by expanding the availability of competitive telecommunications services in the State of Missouri. In addition, intrastate offering of these services is in the public interest because the services will provide Missouri customers with access to new technologies and service choices, and can permit customers to achieve increased efficiencies and cost savings. In particular, the public will benefit directly, through the use of the competitive services to be offered by Applicant, and indirectly, because the presence of Applicant in this market will increase the incentives for other telecommunications providers to operate more efficiently, offer more innovative services, reduce their prices, and improve their quality of service.

**WHEREFORE**, Applicant, National Access Long Distance, Inc., respectfully requests that the Missouri Public Service Commission grant it a certificate of service authority to provide interexchange telecommunications services within the State of Missouri. Applicant also requests classification as a competitive telecommunications company and that its services be classified as competitive. In addition Applicant requests a waiver of the above-referenced rules and statutory provisions.

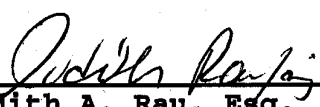
Respectfully submitted,



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Lance J.M. Steinhart, Esq.  
Attorney at Law  
Lance J.M. Steinhart, P.C.  
1720 Windward Concourse, Suite 250  
Alpharetta, Georgia 30005  
(770) 232-9200  
(770) 232-9208 (Fax)  
[lsteinhart@telecomcounsel.com](mailto:lsteinhart@telecomcounsel.com) (Email)  
Georgia Bar No. 678222

and



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Judith A. Rau, Esq.  
Rau & Rau  
119 E. Mill Street  
Waterloo, Illinois 62298  
(618) 939-7186  
Missouri Bar No. 24856

Attorneys for Applicant

ATTACHED EXHIBITS

Exhibit I	Missouri Secretary of State Authorization And Articles of Incorporation
Exhibit II	Executive Officers' Qualifications and Experience
Exhibit III	Financial Information
Exhibit IV	Tariff

Exhibit I  
Missouri Secretary of State Authorization  
and  
Articles of Incorporation



# SECRETARY OF STATE



## CORPORATE CHARTER

(CONVERSION)

I, DEAN HELLER, the duly elected and qualified Nevada Secretary of State, do hereby certify that **NATIONAL ACCESS LONG DISTANCE, INC.** did on **May 23, 2002** file in this office the original Articles of Incorporation; that said Articles are now on file and of record in the office of the Secretary of State of the State of Nevada, and further, that said Articles contain all the provisions required by the law of said State of Nevada.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Great Seal of State, at my office, in Carson City, Nevada, on May 23, 2002.



*Dean Heller*

Secretary of State

By

*[Signature]*

Certification Clerk



**DEAN HELLER**  
**Secretary of State**  
 202 North Carson Street  
 Carson City, Nevada 89701-4201  
 (775) 684 5708

**Articles of  
 Incorporation**  
 (PURSUANT TO NRS 78)

Office Use Only:

FILED # C13030-02

**MAY 23 2002**

*Important: Read attached instructions before completing*

<b>1. Name of Corporation</b>	National Access Long Distance, Inc.			IN THE OFFICE OF DEAN HELLER, SECRETARY OF STATE	
<b>2. Resident Agent Name and Street Address:</b> <i>(Must be a Nevada address, whose records may be served).</i>	NAME Business Filings Incorporated PHYSICAL STREET ADDRESS 7583 Water View Way ADDITIONAL MAILING ADDRESS				
	CITY Reno	STATE NEVADA	ZIP 89511		
	CITY	STATE	ZIP		
<b>3. Shares:</b> <i>(No of shares corporation authorized to issue)</i>	Number of shares with par value: 50,000		Par value: \$1.00	Number of shares without par value: 0	
<b>4. Names, Addresses, Number of Board of Directors/Trustees:</b>	The First Board of Directors/Trustees shall consist of members whose names and addresses are as follows: 1. NAME JAMES ERIC ROSS <i>J. Eric Ross</i> STREET ADDRESS 306 N. Sunnyvale Ave Sunnyvale, CA 94086 CITY Sunnyvale, STATE CA ZIP 94086 2. NAME STREET ADDRESS CITY STATE ZIP 3. NAME STREET ADDRESS CITY STATE ZIP 4. NAME STREET ADDRESS CITY STATE ZIP				
<b>5. Purpose</b> <i>(Optional-See Instructions)</i>	The purpose of this corporation shall be:				
<b>6. Other Matters:</b> <i>(See Instructions)</i>	Number of addition pages:				
<b>7. Names, Addresses and Signatures of Incorporators:</b> <i>(If more than two incorporators, please attach additional pages).</i>	NAME JAMES ERIC ROSS <i>J. Eric Ross</i> STREET ADDRESS 306 N. SUNNYVALE AVE SUNNYVALE, CA 94086 CITY Sunnyvale, STATE CA ZIP 94086 NAME STREET ADDRESS Signature CITY STATE ZIP				
<b>8. Certificate of Acceptance of Appointment of Resident Agent:</b>	I, RICHARD OSTER, V.P. <i>Richard Oster</i> BUSINESS FILINGS INCORPORATED hereby accept as <i>Resident Agent</i> for the above named corporation. Authorized Signature of Resident Agent or Resident Agent Company Date 1/30/02				

This form must be accompanied by appropriate fees. See attached fee schedule.

12/27/2001 11:35A GMS06 FIVE-800-4211

# STATE OF MISSOURI



Matt Blunt  
Secretary of State  
CERTIFICATE OF AUTHORITY

WHEREAS,

*NATIONAL ACCESS LONG DISTANCE, INC.*  
*F00528010*


using in Missouri the name

*NATIONAL ACCESS LONG DISTANCE, INC.*

has complied with the General and Business Corporation Law which governs Foreign Corporations; by filing in the office of the Secretary of State of Missouri authenticated evidence of its incorporation and good standing under the Laws of the State of Nevada.

NOW, THEREFORE, I, MATT BLUNT, Secretary of State of the State of Missouri, do hereby certify that said corporation is from this date duly authorized to transact business in this State, and is entitled to all rights and privileges granted to Foreign Corporations under the General and Business Corporation Law of Missouri.

IN TESTIMONY WHEREOF, I have set my hand and imprinted the GREAT SEAL of the State of Missouri, on this, the 25th day of June, 2003.

  
Secretary of State



**Exhibit II**  
**Executive Officers' Qualifications and Experience**

**See attached Resumes**

## J. Eric Ross

### SUMMARY:

A proven producer and sales leader with a strong sense of integrity. A highly motivated, self-starter who works well as an individual contributor and within a cohesive team environment.

### PROFESSIONAL EXPERIENCE:

**The Solomon Page Group, San Jose, CA**

**April 2001-October 2001**

*(A professional search firm that has a large presence on the East coast and has two offices on the West Coast, specializing in placement of finance & accounting professionals)*

#### **Executive Recruiter**

- Responsible for new business development, including sixty outbound calls daily and client maintenance, ranging from Fortune 50 to start-ups companies in the Silicon Valley
- Proactive candidate recruitment and flow for accounting and finance professionals, exceeding eight interviews weekly
- Facilitation of the placement process involving preparing, coordinating and debriefing for interviews between candidates and clients resulting in their partnering

**AOC: Palo Alto, CA**

**February 1999 - April 2001**

*(Second largest multi-national accounting and finance search firm in the world. A subsidiary of Adecco, Inc. with over 120 offices globally and over 2000 employees.)*

#### **Executive Recruiter / Mentor**

- Responsible for new business development, including sixty outbound calls daily and client maintenance, ranging from Fortune 50 to start-ups companies in the Silicon Valley
- Proactive candidate recruitment and flow for accounting and finance professionals, exceeding eight interviews weekly
- Facilitation of the placement process involving preparing, coordinating and debriefing for interviews between candidates and clients resulting in their partnering
- Client visitations to assess current needs and consult with future staffing projections
- Contract, fee and salary negotiations directly with hiring authorities
- Individual performance tracking

#### **Awards/Achievements**

- National President's Club member
- 2000-2001 Individual Superstar Achievement recipient for top ten performance out of over 300 recruiters world wide
- Nationally certified AOC Perm Mentor, Feb. 2001

- Uncontested, individual San Jose branch record holder for all categories of direct hire performance production
- Special Recognition for Permanent Placement Achievement in 2000 for one of only six recruiters in the company to exceed half a million dollars in annual billings
- National Perm Presenter in Dallas, Texas, Nov. 2000 for the firm's world wide custom built software system
- The only direct hire recruiter of twenty seven to win the first ever Northern California Regional 2000 Outstanding Achievement Award based on production and conduct
- Annual top tier Executive Recruiter Bonus Program recipient 1999-2000

**Enterprise-Rent-A-Car, San Leandro, CA February 1994-January 1999**

*(Largest privately held Rental Car Agency with annual sales over \$12 Billion. The 45 year old company "owns" the rental replacement vehicle market. It also has a fleet management arm that caters to small to midsize fleets for commercial cars/trucks)*

**Sr. Account Executive, Fleet Services San Leandro, CA August 1994 January 1999**

- Serviced and sourced new fleet accounts by direct interaction with current customers and new clientele. This was done by cold calling or resurrecting dead accounts
- Awarded Account Executive Achievement for Outstanding Sales performance a total of 9 months out of my four year career. There were 8 other account executives competing for these awards on a monthly basis.

**Assistant Branch Manager, San Jose, CA**

*February 1994 - August 1994*

- Fastest promoted AM in company history less than 90 days.
- Consistently sold over 70% Collision Damage Waiver in one of the most difficult branches to do so (dealership branch, short term rentals)
- Successfully increased revenue and profits to turn around the poorest performing branch out of the ten South Bay regional offices to achieve the number one regional branch ranking within ten months
- Hired, trained and coached a team of three management trainees, two to national rankings and one to number one regionally in sales production out of twenty eight
- Monitored daily and monthly controllable operating expenses as well as forecasting and budgeting
- Developed marketing initiatives that targeted the company's best demographical customer
- Awarded transfer and management position with thirteen months of joining the company with the standard set at twenty four months

**EDUCATION:**

**The Ohio State University, Columbus OH.**

BA Organizational Behavior minor in Spanish ~cum laude

1992

**Exhibit III**  
**Financial Information**

2:52 PM  
02/20/03  
Cash Basis

**National Access Long Distance, Inc.**  
**Balance Sheet**  
As of December 31, 2002

	<u>Dec 31, 02</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1010 - Comerica Account	32,582.45
Total Checking/Savings	<u>32,582.45</u>
Other Current Assets	
A/R - NPN	-15.39
1220 - A/R - LCR	-9,106.41
1230 - A/R - BOSS	-148,159.94
Total Other Current Assets	<u>-155,281.74</u>
Total Current Assets	<u>-122,699.29</u>
Other Assets	
L/R - Eric Ross	1,500.00
1510 - Computer Equipment	1,715.77
Total Other Assets	<u>3,215.77</u>
<b>TOTAL ASSETS</b>	<u><b>-119,483.52</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
Equity	
Retained Earnings	-12,573.70
Net Income	-106,909.82
Total Equity	<u>-119,483.52</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>-119,483.52</b></u>



State of California

County of Santa Clara

**VERIFICATION**

I, J. Eric Ross, being duly sworn, declare that I am the President of National Access Long Distance, Inc., the Applicant. I verify that, based upon information and belief, I have knowledge of the statements in the foregoing Application, and I declare that they are true and correct.

J. Eric Ross  
J. Eric Ross  
President

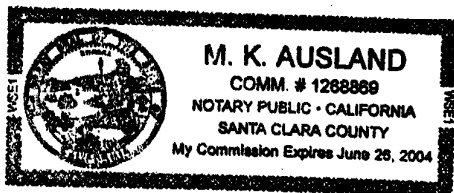
Sworn to before me, the undersigned Notary Public on this 08 day of July, 2002.

M. K. Ausland  
Notary Public

M. K. Ausland  
Print or Type Name

My commission expires:

6/26/04

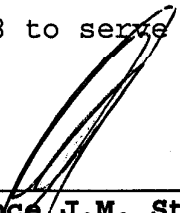


**BEFORE THE PUBLIC SERVICE COMMISSION  
OF THE STATE OF MISSOURI**

In the matter of the )  
Application of )  
National Access Long Distance, )  
Inc. )  
for a certificate of service )  
authority to provide ) Case No. \_\_\_\_\_  
interexchange telecommunications) )  
services and to classify such )  
services and the company as )  
Competitive )

**ENTRY OF APPEARANCE**

COMES NOW Lance J. M. Steinhart, Attorney at Law and pursuant to rule 4 CSR 240-2.040 herewith files his Entry of Appearance on behalf of Applicant National Access Long Distance, Inc., in connection with the above-styled proceeding. With respect to his entry, Mr. Steinhart hereby advises the Commission that he is a member in good standing of the State Bar of Georgia and the New York State Bar and is admitted to practice before District Courts. He also is on inactive status with the State Bar of Maryland. Neither the undersigned nor any member of his firm is disqualified to appear in any court. I also hereby designate Judith A. Rau, of the law firm of Rau & Rau, 119 E. Mill St., Waterloo, IL 62298 to serve as our local Missouri counsel in this matter.

  
\_\_\_\_\_  
Lance J.M. Steinhart, Esq.  
Attorney at Law  
Lance J.M. Steinhart, P.C.  
1720 Windward Concourse, Suite 250  
Alpharetta, Georgia 30005  
(770) 232-9200  
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lsteinhart@telecomcounsel.com (Email)  
Georgia Bar No. 678222

In the matter of the )  
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National Access Long Distance, )  
Inc. )  
for a certificate of service )  
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interexchange telecommunications) )  
services and to classify such )  
services and the company as )  
Competitive )

COMES NOW Judith A. Rau of the Law Firm of Rau & Rau, and pursuant to rule 4 CSR 240-2.040, herewith files her Entry of Appearance as local Missouri counsel on behalf of Applicant **National Access Long Distance, Inc.**, in connection with the above-styled proceeding.

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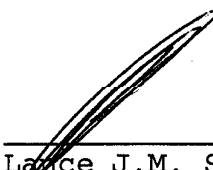
**CERTIFICATE OF SERVICE**

I hereby certify that I have this day served a true copy of the foregoing Application for Certificate of Service Authority to Provide Interexchange Telecommunications Services Within the State of Missouri on the following parties, in accordance with the Commission rules:

Office of the Public Counsel  
P. O. Box 7800  
Jefferson City, MO 65102

General Counsel  
Missouri Public Service Commission  
P. O. Box 360  
Jefferson City, MO 65102

Dated this 30<sup>th</sup> day of June, 2003.

  
\_\_\_\_\_  
Lance J.M. Steinhart  
Georgia Bar No. 678222

1720 Windward Concourse  
Suite 250  
Alpharetta, Georgia 30005  
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