

**NEWMAN, COMLEY & RUTH**

PROFESSIONAL CORPORATION

ATTORNEYS AND COUNSELORS AT LAW

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ROBERT K. ANGSTEAD  
ROBERT J. BRUNDAGE  
MARK W. COMLEY  
CATHLEEN A. MARTIN  
STEPHEN G. NEWMAN  
JOHN A. RUTH

December 2, 1999

TA-2000-359

The Honorable Dale Hardy Roberts  
Secretary/Chief Regulatory Law Judge  
Missouri Public Service Commission  
P.O. Box 360  
Jefferson City, MO 65102-0360

**FILED**

DEC 3 1999

Re: Trans National Telecommunications, Inc.

**Missouri Public  
Service Commission**

Dear Judge Roberts:

Please find enclosed for filing in the referenced matter an original and fourteen copies of a Application for Certificate of Service Authority and for Competitive Classification.

Please contact me if you have any questions regarding this filing. Thank you.

Very truly yours,

NEWMAN, COMLEY & RUTH P.C.

By:

  
Mark W. Comley  
comleym@ncrpc.com

MWC:ab

Enclosure

cc: Office of Public Counsel  
Monique Byrnes

FILED

DEC 3 1999

BEFORE THE PUBLIC SERVICE COMMISSION  
OF THE STATE OF MISSOURI

Missouri Public  
Service Commission

In the Matter of the Application of )  
**Trans National Telecommunications, Inc.** )  
for a Certificate of Service Authority to provide )  
Resold Basic Local Telecommunications Service )  
in portions of the State of Missouri and for )  
Competitive Classification. )

Case No. TA-2000-359

APPLICATION FOR CERTIFICATE OF SERVICE AUTHORITY AND  
FOR COMPETITIVE CLASSIFICATION

COMES NOW Trans National Telecommunications, Inc. ("Applicant" or "Trans National"), by its undersigned counsel, and hereby applies pursuant to Sections 392.361, 392.420, and 392.430 RSMo 1994, 392.410, 392.450 RSMo Supp. 1998, the Federal Telecommunications Act of 1996, and 4 CSR 240-2.060, for authority to provide basic local telecommunications service in portions of the State of Missouri and to classify said service as competitive. In support of its verified Application, Applicant states as follows:

1. Trans National is a corporation duly organized and existing under and by virtue of the laws of the State of Texas and is duly authorized to do business in Missouri. Pursuant to the relevant provisions of 4 CSR 240-2.060, documents from the Secretary of State of both Missouri and Texas are attached hereto and incorporated herein by reference as Appendix A.

Trans National's principal place of business mailing address is:

Trans National Telecommunications, Inc.  
8626 Tesoro Drive, Suite 440  
San Antonio, Texas 78217  
Telephone: (210) 829-7771

2. All correspondence, communications, pleadings, notices, order and decisions relating to this Application should be addressed to:

Mark W. Comley  
NEWMAN, COMLEY & RUTH P.C.  
601 Monroe Street, Suite 301  
P.O. Box 537  
Jefferson City, MO 65102-0537  
(573) 634-2266  
(573) 636-3306 FAX

Monique Byrnes  
TECHNOLOGIES MANAGEMENT, INC.  
210 Park Avenue North  
Winter Park, FL 32789  
(407) 740-8575  
(407) 740-0613 FAX

All inquiries or communications regarding the ongoing operations of Trans National should be addressed to:

Mr. Timothy Selby, President  
Trans National Telecommunications, Inc.  
8626 Tesoro Drive, Suite 440  
San Antonio, Texas 78217  
Telephone:  
Facsimile:

(210) 829-7771  
(210) 829-0460

3. By this application, Applicant requests certificate of service authority to provide resold basic local exchange services to both residence and business customers throughout all exchanges currently served by Southwestern Bell Telephone Company ("SWBT"), GTE Midwest, Inc. ("GTE"), and Sprint of Missouri ("Sprint"). The specific SWBT, GTE and Sprint exchanges within which Applicant proposes to offer services are attached hereto and incorporated herein by reference as Appendix B. Applicant's proposed service areas will follow the respective exchange boundaries of the stated incumbent LECs and shall be no smaller than an exchange as required by Section 392.455(3) RSMo Supp. 1998. Applicant may seek authorization to provide this service in exchanges served by other incumbent LECs in a subsequent proceeding.

4. Applicant plans to offer basic local service through resale arrangements with the above-specified incumbent LECs. Applicant is currently in the process of negotiating a resale agreement with SWBT and expects to file same in the near future. Should Applicant's Application be granted, Applicant plans to commence offering basic local service immediately upon receiving

Commission approval of its resale agreement(s) and related tariffs.

5. Pursuant to this Application, Applicant seeks to offer and provide basic local telecommunications service to both residential and business customers on a prepaid basis, including: basic dial tone and limited optional features currently offered by the incumbent LECs.

6. Trans National provides comprehensive customer service to its customers. Complaints may be reported by the customer via Trans National's toll free customer service number, which is 1-800-997-8757. All service is prepaid. Customer service representatives are available to assist customers Monday through Friday, 9:00 a.m. to 6:00 p.m. Central Time. Trans National's customer service representatives are prepared to respond to a broad range of service matters, including inquiries regarding: (1) the types of services offered by Trans National and the rates associated with such services; (2) monthly billing statements; (3) problems or concerns pertaining to a customer's current service; and (4) general telecommunications matters.

7. Applicant intends to offer its services in accord with its tariffs. The provisions of 4 CSR 240-2.060(4)(H) require that a proposed tariff with a forty-five (45) day effective date be included with this application, and Applicant wishes to comply with this requirement. Because negotiations are not final with any of the incumbent local exchange companies in whose territory Applicant intends to provide service, the charges for interconnection and network elements, and other material provisions and terms have not been concluded, and Applicant requests the Commission to waive the provisions of this rule. Applicant intends to supply its proposed tariffs to the Commission with at least a thirty-day effective date at or near the time its interconnection agreements are approved.

8. Applicant possesses the technical and managerial expertise and experience necessary to provide the services it proposes as required by Section 392.455(1) RSMo Supp. 1998. Applicant

has demonstrated this capacity by its successful provision of prepaid local exchange service in the State of Texas since 1998. Applicant has recently received authority to offer prepaid local exchange service in the State of Tennessee and has filed for authority in Arkansas and Oklahoma. In addition, a list of Applicant's principals and their qualification is attached hereto and incorporated herein as Appendix C.

9. Applicant possesses the necessary financial qualifications to provide the services it proposes as required by Section 392.455(1) RSMo Supp. 1997 and has the necessary capital to conduct its proposed operations in Missouri. Copies of Applicant's Financial Statements are attached hereto and incorporated by reference as Appendix D.

10. Pursuant to this Application, Applicant seeks classification of its basic local telecommunications service offerings as competitive, with accompanying reduced regulation pursuant to Section 392.361 and 392.420 RSMo 1994 and 4 CSR 240-2.060(4)(F). The existing monopoly services of SWBT, GTE and Sprint will make the basic local markets Applicant seeks to enter sufficiently competitive to make a lesser degree of regulation for Applicant and its proposed services in the public interest, consistent with the legislative policies established by the Federal Telecommunications Act of 1996 and the recent revisions of Chapter 392 RSMo. This Commission already has approved several applications to provide resold and facilities-based basic local telecommunications services filed by new market entrants and has classified those new entrants and their services as competitive.

11. Applicant will offer basic local telecommunications service as a separate and distinct service in accordance with Section 392.455(4) RSMo Supp. 1998. Applicant will provide equitable access for all customers in Missouri, without regard to their income or where they might reside, to affordable telecommunications services in Applicant's proposed service area in accordance with

Section 392.455(5) RSMo Supp. 1997.

12. Applicant will comply with all applicable Commission rules and regulations, except those which are specifically waived by the Commission pursuant to Applicant's request, and is willing to meet all relevant service standards including, but not limited to, quality service, billing, and tariff filing and maintenance. Consistent with the Commission's treatment of other certificated competitive local exchange telecommunications companies, and pursuant to Section 392.420, RSMo 1994, Applicant requests that, at minimum, the following statutes and regulations for Applicant and its proposed basic local service offerings be waived at this time:

#### **RULES**

4 CSR 240-10.020	-Depreciation fund income
4 CSR 240-30.040	-Uniform system of accounts
4 CSR 240-32.030(2)	-In-state record keeping

#### **STATUTES**

Section 392.210.2	-System of Accounts
Section 392.270	-Property valuation
Section 393.280	-Depreciation rates
Section 392.290	-Issuance of securities
Section 392.300.2	-Stock ownership and sale
Section 392.310	-Issuance of stocks and bonds
Section 392.320	-Stock dividends
Section 392.330	-Issuance of securities, debt and notes
Section 392.340	-Reorganization

The above-referenced rules and statutory provisions have been waived with regard to other competitive local and basic local exchange carriers in prior cases. These rules or statutory provisions are principally designed to apply to noncompetitive telecommunications carriers. It would be inconsistent with the goal and purpose of Section 392.530 to apply them to a competitive telecommunications carrier such as the Applicant.

13. In addition, Applicant requests a waiver of the following rule:

Applicant will not have a physical presence in the State of Missouri. The Company only intends to offer prepaid local exchange service. The physical presence of the Company will be the agents with whom it contracts to allow customers to walk into retail establishment and set up and pay in advance for service. All work will be handled out of the Texas headquarters location, including customer service, order processing and billing notification. Applicant respectfully requests this additional waiver be granted.

14. Applicant is willing to comply with all applicable Commission rules and is willing to meet all relevant service standards including, but not limited to, quality of service, billing and tariff filing and maintenance.

15. Applicant submits that the public interest will be served by Commission approval of this Application because Applicant's provision of service will create and enhance competition and expand customer service options, consistent with the legislative goals set forth in the Telecommunications Act of 1996 and Chapter 392. Prompt approval of this Application also will expand the availability of innovative, high quality and reliable telecommunications services within the State of Missouri. Customers will benefit by having alternatives from which to choose and from general improvements in price features and options that are generated by competitive market pressures. In addition, Trans National customers will benefit from consolidated billing options and a single point of contact for telecommunications needs.

WHEREFORE, Applicant Trans National Telecommunications, Inc. respectfully requests that the Commission grant it a certificate of service authority to provide resold basic local telecommunications service as herein requested, classify Applicant's proposed services as competitive, and grant waivers of the aforesaid statutes and regulations, as expeditiously as possible.

Respectfully submitted,

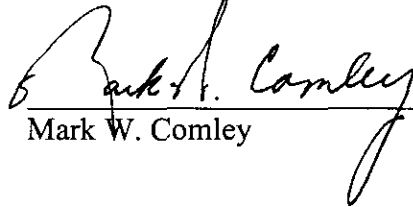


Mark W. Comley #28847  
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(573) 634-2266  
(573) 636-3306 FAX  
[comleym@ncrpc.com](mailto:comleym@ncrpc.com)

Attorneys for TRANS NATIONAL  
TELECOMMUNICATIONS, INC.

Certificate of Service

I hereby certify that a true and correct copy of the above and foregoing document was sent by U.S. Mail, postage prepaid, or hand delivered, to Office of Public Counsel, P.O. Box 7800, Jefferson City, MO 65102, on this 3rd day of December, 1999.

  
Mark W. Comley



ATTORNEY VERIFICATION

STATE OF MISSOURI

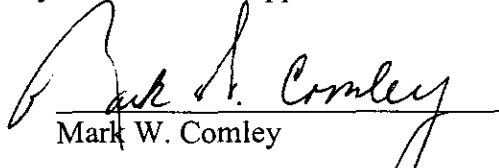
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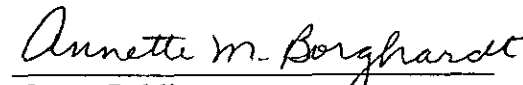
COUNTY OF COLE

)

I, Mark W. Comley, being first duly sworn, do hereby certify, depose and state that I am the attorney for Trans National Telecommunications, Inc., Applicant in the above captioned proceeding; that I have read the above and foregoing Application and the allegations therein contained are true and correct to the best of my knowledge, information and belief; and I further state that I am authorized to verify the foregoing application by the above said applicant.

  
Mark W. Comley

Subscribed and sworn to before me, a Notary Public, this 3<sup>rd</sup> day of December, 1999.

  
Notary Public

My Commission expires:

**ANNETTE M. BORGHARDT**  
Notary Public  
State of Missouri  
Commission Expires 3/11/02  
Cole County, MO

Trans National Telecommunications, Inc.

CLEC Application

Case No. \_\_\_\_\_

## **APPENDIX A**

**Articles of Incorporation**

**Missouri Secretary of State**

# STATE OF MISSOURI



**Rebecca McDowell Cook**  
**Secretary of State**

## CORPORATION DIVISION - CERTIFICATE OF AUTHORITY

WHEREAS,  
TRANS NATIONAL TELECOMMUNICATIONS, INC.

USING IN MISSOURI THE NAME  
TRANS NATIONAL TELECOMMUNICATIONS, 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 TEXAS.

NOW, THEREFORE, I, REBECCA MCDOWELL COOK, 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 7TH DAY OF SEPTEMBER, 1999.

  
Secretary of State



\$155.00



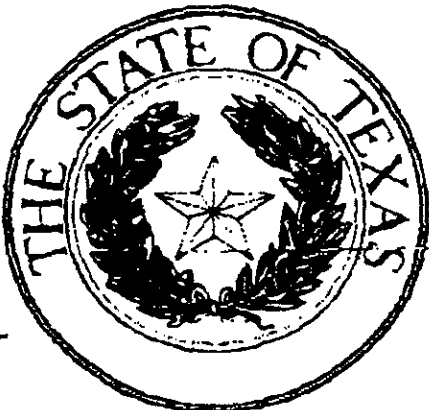
# The State of Texas

## SECRETARY OF STATE

IT IS HEREBY CERTIFIED that  
Articles of Incorporation of

**TRANS NATIONAL TELECOMMUNICATIONS, INC.**  
File No. 1410619

were filed in this office and a certificate of incorporation was issued to this corporation,  
and no certificate of dissolution is in effect and the corporation is currently in existence.

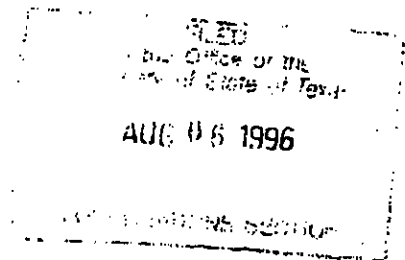


IN TESTIMONY WHEREOF, I have hereunto  
signed my name officially and caused to be  
impressed hereon the Seal of State at my office in  
the City of Austin, on September 28, 1998.

Alberto R. Gonzales  
Secretary of State

BAM

**ARTICLES OF INCORPORATION**  
**OF**  
**TRANS NATIONAL TELECOMMUNICATIONS, INC.**



**ARTICLE ONE**

The name of the corporation is TRANS NATIONAL TELECOMMUNICATIONS, INC.

**ARTICLE TWO**

The period of its duration is perpetual.

**ARTICLE THREE**

The purpose for which the corporation is organized is the transaction of any and all lawful business for which corporations may be incorporated under the Texas Business Corporation Act.

**ARTICLE FOUR**

The aggregate number of shares which the corporation shall have the authority to issue is one hundred thousand (100,000) shares at \$10.00 par value. Each share of stock shall have identical rights and privileges in every respect.

**ARTICLE FIVE**

The corporation will not commence business until it has received for the issuance of shares consideration of the value of One Thousand Dollars (\$1,000.00) consisting of money, labor done or property actually received.

**ARTICLE SIX**

The street address of its initial registered office is 8531 North New Braunfels, Suite 100, San Antonio, Bexar County, Texas 78217, and the name of its initial registered agent at such address is Richard H. Kitch, Jr..

**ARTICLE SEVEN**

The number of directors constituting the initial board of directors is one (1), the name and address of the person who is to serve as director until the first annual meeting of the shareholders or until a successor is elected and qualified is:


Frank Selby  
8828 Tesoro Drive, Suite 440  
San Antonio, Texas 78217

**ARTICLE EIGHT**

The name and address of the incorporator is:

Richard H. Kiltch, Jr.  
8531 North New Braunfels, Suite 100  
San Antonio, Texas 78217

Signed on: Aug 5, 1999.

  
Richard H. Kiltch, Jr.

Trans National Telecommunications, Inc.  
CLEC Application  
Case No. \_\_\_\_\_

## **APPENDIX B**

### **Service Areas**

## Proposed Exchanges to be Served

### Exchanges Served by Southwestern Bell:

Adrian	Climax Sprgs N.	Helena	Mehlville
Advance	Creve Coeur	Herculaneum-	Meta
Agency	De Kalb	Pevely	Mexico
Altenburg-	De Soto	Higbee	Moberly
Frohna	Deering	High Ridge	Monett
Antonia	DeSoto	Hillsboro	Montgomery City
Archie	Dexter	Holcomb	Morehouse
Argyle	Downing	Hornersville	Nashua
Armstrong	E. Independence	Horseshoe Bend	Neosho
Ash Grove	East Prairie	House Springs	Nevada
Beaufort	Edina	Imperial	New Franklin
Bell City	Eldon	Independence	New Madrid
Belton	Elsberry	Jackson	Nixa
Benton	Essex	Jasper	Oak Ridge
Billings	Eureka	Joplin	Old Appleton
Bismarck	Excelsior Spgs.	Kansas City	Oran
Bloomfield	Fair Grove	Kaskaskia	Osage Beach
Bloomsdale	Farley	Kennett	Overland
Blue Springs	Farminton	Kirksville	Pacific
Bonne Terre	Fayette	Kirkwood	Parkville
Boonville	Fenton	Knob Noster	Patton
Bowling Green	Ferguson	La Monte	Paynesville
Bridgeton	Festus-	Ladue	Perryville
Brookfield	Crystal City	Lake Ozark	Pierce City
Camdenton	Fisk	Lamar	Pocahontas-
Camdenton N.	Flat River	Lancaster	New Wells
Campbell	Florissant	Leadwood	Pond
Cape Girardeau	Frankford	Lees Summit	Poplar Bluff
Cardwell	Fredericktown	Lilbourn	Portage des Sioux
Carl Junction	Freeburg	Linn	Portageville
Carrollton	Fulton	Lockwood	Puxico
Carthage	Gideon	Louisiana	Puxico West
Caruthersville	Gladstone	Macks Creek	Qulin
Cedar Hill	Glasgow	Malden	Raytown
Center	Grain Valley	Manchester	Republic
Chaffee	Gravois Mills	Marble Hill	Richmond
Charleston	Gray Summit	Marceline	Richwoods
Chesterfield	Greenwood	Marionville	Risco
Chillicothe	Hannibal	Marshall	Riverview
Clarksville	Harvester	Marston	Rogersville
Clever	Hayti	Maxville	Rushville
Climax Springs	Hazelwood	McClure	Saint Charles



Exchanges Served by Southwestern Bell, (cont'd):

Saint Clair	Smithville	Town & Country	Webb City
Saint Joseph	S. Independence	Trenton	Webster Groves
Saint Louis	South Kansas City	Tuscumbia	Weldon Springs
Saint Marys	Spanish Lake	Union	Wellsville
Sainte Genevieve	Springfield	Valley Park	Westphalia
San Antonio	St. Charles	Versailles	Willard
Sappington	St. Louis	Vienna	Woods Mill
Scott City	Stanberry	Walnut Grove	Wyatt
Sedalia	Strafford	Wardell	
Senath	Sunrise Beach	Ware	
Sikeston	Tiffany Springs	Washington	

Exchanges Served by GTE Midwest, Inc.:

Alton	Almer	La Belle	Preston
Arcola	Eminence	La Plata	Protem
Augusta	Everton	Ladonia	Reeds Spring
Avilla	Exeter	Leasburg	Revere
Belgrade	Foley	Lesterville	Roby
Bellevue	Fordland	Licking	Rockaway Beach
Birch Tree	Foristell	Louisburg	Rockville
Bland	Forsyth	Lowry City	Safe
Blue Eye	Fremont	Manes	Saint James
Bourbon	Gainesville	Mano	Saint Peters
Bradleyville	Galena	Marshfield	Santa Fe
Branson	Golden City	Marthasville	Sarcoie
Branson West	Gorin	Milo	Schell City
Bronaugh	Greenfield	Montauk	Sheldon
Bunker	Groverspring	Morrison	Shell Knob
Caledonia	Hartville	Moscow Mills	Sparta
Cape Fair	Hawk Point	Mount Sterling	Stoutsville
Cassville	Hermitage	Nebo	Thayer
Centerville	High Hill	New Melle	Theodosia
Chamois	Highlandville	Niangua	Timber
Concordia	Holstein	Norwood	Troy
Cross Timbers	Irondale	O'Fallon	Urbana
Cuba	Ironton	Oates	Van Buren
Dadeville	Jamestown	Old Monroe	Vanzant
Dardenne	Jenkins	Ozark	Vichy
Defiance	Jerico Springs	Perry	Walker
El Dorado Spgs.	Jonesburg	Pittsburg	Warrenton
Elkland	Kimberling City	Potosi	Washburn
Ellsinore	Koshkonong	Prairie Home	Wasola

Exchanges Served by GTE Midwest, Inc., cont'd.:

Wentzville	Winfield	Woolridge
Wheatland	Winona	Wright City

Exchanges Served by GTE North, Inc.:

Amazonia	Clarksdale	Hamilton	Rocheport
Ashland	Collins	Humansville	Rosendale
Ava	Columbia	Kahoka	Savannah
Avenue City	Cosby	Kidder	Stewartsville
Bolckow	Crane	Kingston	Sturgeon
Boss	Dora	Macon	Trimble
Braymer	Easton	Mansfield	Wayland
Cameron	Edgar Springs	Maysville	Weaubleau
Centralia	Fillmore	Osborn	Whitesville
Clark	Gower	Osceola	

United Telephone Company of Missouri:

Appleton City	Holt	Orrick
Blackburn	Holts Summit	Otterville
Blairstown	Hopkins	Pickering
Brazito	Houstonia	Platte City
Buckner	Ionia	Pleasant Hill
Butler	Jefferson City	Richland
Calhoun	Kearney	Rolla
California	King City	Russellville
Camden Point	Kingsville	Saint Robert
Centertown	Lake Lotawana	Salem
Chilhowee	Lebanon	Smithton
Clarksburg	Leeton	Strasburg
Clinton	Lexington	Sweet Springs
Coal	Lincoln	Syracuse
Cole Camp	Lonejack	Taos
Craig	Malta Bend	Tarkio
Dearborn	Maryville	Tipton
Deepwater	Missouri City	Urich
Edgerton	Montrose	Warrensburg
Eugene	Mound City	Warsaw
Fairfax	New Bloomfield	Waverly
Ferrelview	Newburg	Waynesville
Fort Leonard Wood	Norborne	Wellington
Green Ridge	Oak Grove	Weston
Hardin	Odessa	Windsor

Trans National Telecommunications, Inc.

CLEC Application

Case No. \_\_\_\_\_

## **APPENDIX C**

### **Management Profiles**

**Trans National Telecommunications, Inc.**  
**Resumes of Key Personal**

Timothy G. Selby - President

Mr. Selby is the founder and President of Trans National Telecommunications, Inc and has over 10 years experience in the industry. Mr. Selby has a proven track record of building highly successful communications companies. His latest venture, Trans National was approved for and has been operating as a competitive local exchange carrier in the state of Texas since July 1998. Trans National maintains a convenience store/grocery store route of approximately 500+ stores in which the company markets prepaid local, long distance and cellular services. Prior to Trans National, Mr. Selby was the owner and President of TexusTel, Inc. (1990-1992), a long distance company. Mr. Selby start in telecommunications was as an agent for other carriers. He was Vice President of Sales for Trans Continental Communications, Inc. (1992-1996). After that he became Vice President for Technology Development for Universal Technology and Communications Corporation (1988-1992).

Ms. Teresa Shaw - Vice President

Ms. Shaw has over 10 years experience in various aspects of operations of the telecommunications industry. Ms. Shaw is responsible for general operations, Customer Service and billing. She has attended classes at Southwestern Bell, Sprint and GTE related to the billing, processing, maintenance and repair of local telephone services. Prior to joining Trans National, Ms. Shaw was Customer Service Manager for Universal Technology and Communications Corporation (1988-1992) and oversaw all aspects of the customer service department including, but not limited to, hiring training and managing day to day operations. From 1992-1996, Ms. Shaw was Director of Operations of Trans Continental Communications and oversaw all department operations.

Michael B. Mansfield - Director

Mr. Mansfield is a Director of Trans National and currently owns and operates the following companies: MMGGK, Inc., a North Carolina corporation established in 1987 which operates athletic clubs and net 3.5 million in 1998; JM + MM Consultants, Inc., a Virginia corporation established in 1994 which operates an athletic club and net \$700,000 in 1998; MBM Fund, Inc., a North Carolina corporation established in 1993 which purchases business notes, mortgages and real estate both for holding purposes and for resale; and Myles, LLC and a Virginia LLC established in 1996 which buys and holds commercial real estate. Mr. Mansfield holds a BA in Education.

## **Resumes of Key Personal, Continued**

### **Byron T. Young - Vice President**

Mr. Young joined Trans National in July, 1999 and bring with him seven years of experience in the areas of finance and budgeting, lender relations and operations management. He has a proven track record of developing new business opportunities. Prior to joining Trans National Mr. Young was the owner and partner of Discount Cellular and Paging (1992-1994) which grew to annual sales of \$500,000 in two years. From 1994 to September 1999 Mr. Young was President and CEO of Paging Express Incorporated. The company expanded from 1 to 4 chain stores in two years, with annual sales of \$800,000. The company was sold in September, 1999 and Mr. Young continues on a consulting basis to assist the new owner. In addition, Mr. Young was founder and President of Express Telecommunications, Inc., d/b/a Phone America from 1996 - July 1999 where he developed marketing, customer service, data merging and databanking, provisioning, backoffice operations and carrier relations programs. Express Telecommunications, Inc. made three acquisitions which tripled the size of the company in 1999, and was merged with Trans National in July, 1999.

### **Madeline Barrientos - Agent Relations Manager**

Mrs. Barrientos joined Trans National in July, 1998. She currently manages an agent base of over 600. She is responsible for inventory in each location, handles customer service problems in the field, invoices and calculates commissions by location monthly. She has successfully completed training by GTE on their WISE systems to electronically process orders for customers in the GTE area. Prior to joining Trans National, Mrs. Barrientos was Human Resources Administrator for EC Technologies.

### **Flora Navarro - Customer Service Manager**

Ms. Navarro joined Trans National Telecommunications, Inc. in August 1997. She manages, trains and supervises the Trans National customer service staff. She has successfully completed training at Southwestern Bell on their Consumer Ease and Toolbar programs to electronically process orders for customers in the Southwestern Bell area. Prior to joining Trans National, Ms. Navarro was the Operator Services Customer Service Supervisor for U.S. Long Distance (March 1994-August 1997), supervising thirty operators and handling all escalated calls.

### **Sara Diaz - Billing and Collections Manager**

Ms. Diaz came to Trans National in August, 1998. She maintains a customer base of over 5,000 customers and is responsible for accurate ensuring accurate invoicing. She is responsible for all questions related to billing and payments. Prior to joining Trans National Ms. Diaz was a Billing Specialist with Career Point Business School where she was responsible for student loan payments (1992-1998).

Trans National Telecommunications, Inc.  
Communications Corporation  
CLEC Application  
Case No. \_\_\_\_\_

## **APPENDIX D**

### **Financial Statements**

Trans National Telecommunications, Inc.  
Balance Sheet  
As of December 31, 1988

Assets

Cash in Bank	\$ 8,728.50
Commuter Equipment	20,100.00
Accumulated Depreciation	<u>(7,085.00)</u>
Total Assets	<u>\$ 19,743.50</u>

Liabilities & Equity

Liabilities

Accounts Payable	\$ 9,433.32
Payroll Tax Payables	922.87
Note Payable: Fairview Financial	81,827.94
Note Payable: MBM	<u>86,083.96</u>
Total Laibilities	<u>\$ 178,347.89</u>

Equity

Common Stock	\$ 10,000.00
Paid in Excess of Par	4,100.00
Retained Earnings	<u>(172,704.39)</u>
Total Equity	<u>\$ (158,604.39)</u>
Total Liabilities & Equity	<u>\$ 19,743.50</u>

Trans National Telecommunications, Inc.  
Income Statement  
12 Months Ending December 31, 1998

Income \$ 823,753.08

Expenses

Accountant	\$ 7,440.00	
Advertising	4,721.18	
Auto	1,299.63	
Bank Charge	4,205.66	
Commission	197,116.53	
Depreciation	2,785.00	
Equipment Rental	7,052.80	
Insurance	1,296.56	
Interest	12,863.32	
Miscellaneous	2,103.00	
Office	8,802.32	
Payroll	82,825.82	
Phone Cards	8,385.00	
Postage	1,965.93	
Printing	18,967.64	
Professional Fees	17,843.80	
Refund	7,004.00	
Rehab Installations	443.91	
Rehab Telephone	3,384.85	
Rent	15,425.56	
Taxes	740.58	
Telephone	478,936.52	
Travel	64,128.33	
Utilities	7,479.99	
Total Expenses		957,217.93
Net Income(Loss)		<u>\$ (133,464.85)</u>