

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

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September 20, 2006

**VIA OVERNIGHT DELIVERY**

**FILED**

SEP 21 2006

Ms. Colleen Dale  
Chief ALJ and Executive Secretary  
Missouri Public Service Commission  
200 Madison Street, Suite 100  
Jefferson City, MO 65102

**Missouri Public  
Service Commission**

Re: Pelzer Communications Corporation – LOCAL EXCHANGE

Dear Ms. Dale:

I hereby seek to appear in Pelzer Communications Corporation's Application for Certificate of Service Authority to Provide Local Telecommunications Services Within the State of Missouri.

Enclosed please find an original and eight (8) copies of the Acknowledgement Receipt of \$100.00 as required by Rule 6.01(m) for myself from the Clerk of the Supreme Court along with the Application for Certificate of Service Authority to Provide Local Telecommunications Services Within the State of Missouri and Motion for Protective Order for information that is "highly confidential".

**The Motion includes one copy of the confidential information in redacted form marked "Proprietary Information" and eight (8) copies of the intact confidential information marked "Confidential, Subject to Protective Order".**

Please send notification of the filing of this application to lsteinhart@telecomcounsel.com. I have also enclosed an extra copy of this letter to be date stamped and returned to me in the enclosed, self-addressed, postage prepaid envelope.

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  
GA Bar No. 678222  
Attorney for Pelzer Communications Corporation

Enclosures

cc: Gus Pelzer  
Michael Dandino, Office of Public Counsel  
General Counsel, Missouri Public Service Commission



THOMAS F. SIMON  
CLERK

**CLERK OF THE SUPREME COURT**  
**STATE OF MISSOURI**  
**POST OFFICE BOX 150**  
**JEFFERSON CITY, MISSOURI**  
**65102**

TELEPHONE  
(573) 751-4144

September 18, 2006

*This will hereby acknowledge receipt of \$100 as required by Rule 6.01(m) for Lance J. M. Steinhart, appearing in the matter of Pelzer Communications Corporation's Application for Certificate of Service Authority to Provide Local Exchange Telecommunications Services Within the State of Missouri, before the Public Service Commission, State of Missouri.*

A handwritten signature in black ink, appearing to read "Thomas F. Simon", written over a horizontal line.

Thomas F. Simon, Clerk

BEFORE THE PUBLIC SERVICE COMMISSION  
OF THE STATE OF MISSOURI

FILED

SEP 21 2006

In the matter of the application )  
of Pelzer Communications Corporation )  
 )  
for a certificate of service authority to )  
provide resold )  
Basic Local Telecommunications Services )  
in Portions of the State of Missouri and )  
to Classify Such Services and the Company )  
as Competitive )

Missouri Public  
Service Commission

Case No.

APPLICATION

Pelzer Communications Corporation ("Applicant" or "Pelzer"),  
a Maryland Corporation, files this verified application  
respectfully requesting that the Missouri Public Service  
Commission ("Commission") issue an order that:

- (a) grants Applicant a Certificate of Service Authority to  
provide resold Basic Local Telecommunications Services  
in Portions of the State of Missouri pursuant to  
Sections 392.455 and 392.420 -.44055 of the Revised  
Statutes of Missouri (RSMo) 1994 and Sections 392.410  
and .450, RSMo Supp. 1996.
- (b) grants competitive status to Applicant pursuant to  
Section 392.361 RSMo Supp 1996., and classifies the  
Applicant's services as competitive.
- (c) waives certain Commission rules and statutory  
provisions pursuant to Section 392.420, RSMo Cum. Supp.  
1996.

In support of its request, Applicant states:

1. The legal name and principal office or place of business of the Applicant are:

Pelzer Communications Corporation

8757 Georgia Avenue, Suite 410

Silver Spring, Maryland 20910

(240) 645-1005 (Phone)

(202) 478-0864 (Fax)

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 proposes to provide resold basic local telecommunications service as a separate and distinct service within portions of the State of Missouri. Applicant is willing to comply with all applicable Commission rules and is willing to meet all relevant service standards, including, but not limited to, billing, quality of service and tariff filing and maintenance. Applicant proposes to provide services to prospective customers in exchanges currently served by Southwestern Bell Telephone Company, United Telephone Company of Missouri d/b/a Sprint, and CenturyTel as set forth in the list of exchanges attached hereto as Exhibit II. Applicant will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to affordable telecommunications services in the proposed service area as set forth in Exhibit II, in accordance with applicable law.

When it initiates service in Missouri, Pelzer Communications Corporation, (Pelzer) proposes to provide resold local exchange telecommunications services. Initially, the services Pelzer intends to offer are likely to be those local exchange telecommunications services offered by incumbent local exchange carriers in the proposed service area. Pelzer intends to provide local exchange services that may include but are not limited to the following:

- \* Basic Residential Exchange Services
- \* Residential Custom and Class Features (call waiting, caller ID, call forwarding, call blocking, speed calling, etc.)
- \* Basic Business Exchange Services
- \* Business Customer Calling and Class Features
- \* Adjunct Provided Features (voice messaging, etc.)
- \* Business and Residential Ancillary Services (911, E911, 411, Relay Service, directory listing, directory assistance, etc.)
- \* Centrex
- \* DSL and ISDN
- \* DID Trunks and Lines
- \* Private Lines

Pelzer has no current plans to install facilities for the provision of local exchange service in 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 III, along with a description of the Applicant's telecommunications background. A copy of the financial information to demonstrate Applicant's financial ability to provide service, Exhibit IV, contains confidential and proprietary information, and is being submitted under separate cover with a Motion for Protective Order.

Applicant is currently authorized in Maryland, District of Columbia and Florida to provide local exchange and interexchange services. Applicant is in the process of applying for authorization to provide competitive local exchange and interexchange services in approximately 20 contiguous states. Applicant has not been denied authority for any of the services for which it seeks authority in this Application. Applicant is currently providing service in Maryland and District of Columbia.

5. Applicant hereby respectfully requests a temporary waiver of 4 CSR 240-3.510 (1) (C) that requires Applicant to file a draft tariff simultaneously with this application until Applicant has executed interconnection agreements with the incumbent LECs and those agreements have been approved by the Commission. Applicant will file its tariff with an effective date of at least 45 days after filing.

6. Applicant hereby respectfully requests classification as a competitive telecommunications company within the State of Missouri and receive a lesser degree of regulation as permitted by Sections 392.361 and 392.420 RSMo. Applicant also requests that its services be 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 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:

Statutes

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)

Commission Rules

4 CSR 240-10.020 Depreciation fund income

4 CSR 240-3.550(5)C) File Exchange boundary maps with Commission

4 CSR 240-30.040 Uniform System of Accounts

The above-referenced rules and statutory provisions have been waived to other 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. All inquiries, correspondence, communications, pleadings, notices, orders and decisions relating to this case shall be addressed to:

Lance J.M. Steinhart  
Lance J.M. Steinhart, P.C.  
1720 Windward Concourse  
Suite 250  
Alpharetta, Georgia 30005  
(770) 232-9200 (Phone)  
(770) 232-9208 (Fax)  
[lsteinhart@telecomcounsel.com](mailto:lsteinhart@telecomcounsel.com) (Email)

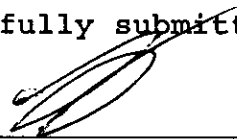
10. The Applicant has no pending actions or final unsatisfied judgments or decisions against it from any state or federal agency or court which involve customer service or rates, which action, judgment or decision has occurred within three (3) years of the date of this application. No Commission annual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

11. Pelzer submits the following arguments to demonstrate that the public interest will be served by the approval of this Application:

The grant of a certificate to provide competitive basic local telecommunications services to the Applicant will serve the public interest. The Applicant's presence in the market will expand customer choice for telecommunications service. The increased competition brought by the Applicant to the market will have the effect of improving the quality of telecommunications services in Missouri and decreasing the cost of such services through increased innovation and efficiency. The result will be beneficial to economic development in Missouri. The granting of a certificate to the Applicant will contribute to the availability of reasonably affordable local exchange services in the State of Missouri.

WHEREFORE, Applicant, Pelzer Communications Corporation, respectfully requests that the Missouri Public Service Commission grant it a certificate of service authority to provide resold Basic Local Telecommunications Services within portions of the State of Missouri. Applicant also respectfully requests classification as a competitive telecommunications company and requests that its services be classified as competitive. In addition, Applicant respectfully requests a waiver of the above-referenced rules and statutory provisions and a temporary waiver of the tariff filing requirement.

Respectfully submitted,



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

and



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

Attorneys for Applicant

ATTACHED EXHIBITS

- |             |  |
|-------------|--|
| Exhibit I   | Missouri Secretary of State Authorization<br>Articles of Incorporation                       |
| Exhibit II  | List of Exchanges  |
| Exhibit III | Executive Officers' Qualifications and Experience<br>Company's Telecommunications Background |
| Exhibit IV  | Financial Information  |

Exhibit I  
Missouri Secretary of State Authorization  
&  
Articles of Incorporation

See Attached

# STATE OF MISSOURI



Robin Carnahan  
Secretary of State

## CERTIFICATE OF AUTHORITY

WHEREAS,

*Pelzer Communication Corporation*  
F00763252


using in Missouri the name

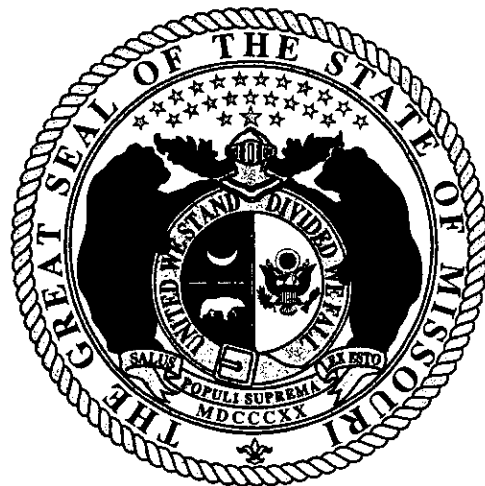
*Pelzer Communication Corporation*

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 Massachusetts.

NOW, THEREFORE, I, ROBIN CARNAHAN, 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 hereunto  
set my hand and cause to be affixed the  
GREAT SEAL of the State of Missouri.  
Done at the City of Jefferson, this  
8th day of September, 2006.

  
Secretary of State



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# ARTICLES OF INCORPORATION FOR A STOCK CORPORATION

FIRST: The undersigned Augustus Pelzer  
whose address is 10804 Blossom Lane, Silver Spring, Maryland 20903

being at least eighteen years of age, do(es) hereby  
form a corporation under the laws of the State of Maryland.

SECOND: The name of the corporation is Pelzer Communications Corporation

THIRD: The purposes for which the corporation is formed are as follows:

The purpose of this corporation is to provide telecommunications services, equipment  
~~infrastructure and consultation services to both commercial and governmental entities.~~  
In addition the company may provide billing services, as well as inside and outside  
~~plant cable installation or any other services as seems appropriate by the officers of~~  
the corporation

FOURTH: The street address of the principal office of the corporation in Maryland is  
10804 Blossom Lane Silver Spring, MD 20903

FIFTH: The name of the resident agent of the corporation in Maryland is Augustus Pelzer  
whose address is 10804 Blossom Lane, Silver Spring, Maryland 20903

SIXTH: The corporation has authority to issue 1,000 shares at \$ 1.00 par value per share.

SEVENTH: The number of directors of the corporation shall be 1 which number may be increased or  
decreased pursuant to the bylaws of the corporation, and so long as there are less than three (3) stockholders, the number  
of directors may be less than three (3) but not less than the number of stockholders, and the name(s) of the director(s) who  
shall act until the first meeting or until their successors are duly chosen and qualified is/are

Augustus Pelzer

IN WITNESS WHEREOF, I have signed these articles  
and acknowledge the same to be my act.

I hereby consent to my designation in this document  
as resident agent for this corporation.

SIGNATURE(S) OF INCORPORATOR(S):

Augustus Pelzer

SIGNATURE OF RESIDENT AGENT LISTED  
IN FIFTH:

Augustus Pelzer

Filing party's return address:

Augustus Pelzer  
10804 Blossom Lane  
Silver Spring, MD 20903



Exhibit II  
List of Exchanges

See Attached

**Southwestern Bell Service Areas:**

<b>Adrian</b>	<b>Gideon</b>	<b>Risco</b>
<b>Advance</b>	<b>Glasgow</b>	<b>Rushville</b>
<b>Agency</b>	<b>Grain Valley</b>	<b>St. Marys</b>
<b>Altenburg-Frohna</b>	<b>Gray Summit</b>	<b>San Antonio</b>
<b>Antonia</b>	<b>Hayti</b>	<b>Scott City</b>
<b>Archie</b>	<b>Herculaneum-Pevely</b>	<b>Senath</b>
<b>Argyle</b>	<b>Higbee</b>	<b>Slater</b>
<b>Armstrong</b>	<b>Hillsboro</b>	<b>Smithville</b>
<b>Ash Grove</b>	<b>Holcomb</b>	<b>Springfield</b>
<b>Beaufort</b>	<b>Hornersville</b>	<b>St. Louis</b>
<b>Bell City</b>	<b>Jasper</b>	<b>Stanberry</b>
<b>Benton</b>	<b>Kansas City</b>	<b>Trenton</b>
<b>Billings</b>	<b>Lamar</b>	<b>Tuscumbia</b>
<b>Bismarck</b>	<b>LaMonte</b>	<b>Versailles</b>
<b>Bloomfield</b>	<b>Lancaster</b>	<b>Vienna</b>
<b>Bloomsdale</b>	<b>Leadwood</b>	<b>Walnut Grove</b>
<b>Bowling Green</b>	<b>Lilbourne</b>	<b>Wardell</b>
<b>Brookfield</b>	<b>Linn</b>	<b>Ware</b>
<b>Campbell</b>	<b>Lockwood</b>	<b>Wellsville</b>
<b>Cardwell</b>	<b>Louisiana</b>	<b>Westphalia</b>
<b>Carl Junction</b>	<b>Macks Creek</b>	<b>Wyatt</b>
<b>Carrollton</b>	<b>Malden</b>	
<b>Caruthersville</b>	<b>Marble Hill</b>	
<b>Center</b>	<b>Marceline</b>	
<b>Chaffee</b>	<b>Marionville</b>	
<b>Charleston</b>	<b>Marston</b>	
<b>Clarksville</b>	<b>Meta</b>	
<b>Clever</b>	<b>Montgomery City</b>	
<b>Climax Springs</b>	<b>Mourehouse</b>	
<b>Deering</b>	<b>New Franklin</b>	
<b>DeKalb</b>	<b>New Madrid</b>	
<b>Delta</b>	<b>Oak Ridge</b>	
<b>Downing</b>	<b>Old Appleton</b>	
<b>East Prairie</b>	<b>Oran</b>	
<b>Edina</b>	<b>Patton</b>	
<b>Elsberry</b>	<b>Paynesville</b>	
<b>Essex</b>	<b>Pierce City</b>	
<b>Farley</b>	<b>Pocohontas-New Wells</b>	
<b>Fayette</b>	<b>Portage Des Sioux</b>	
<b>Fisk</b>	<b>Portageville</b>	
<b>Frankford</b>	<b>Puxico</b>	
<b>Freeburg</b>	<b>Qulin</b>	
	<b>Richwoods</b>	

**Southwestern Bell Service Areas (Continued):**

<b>Bonne Terre</b>	<b>Richmond</b>
<b>Boonville</b>	<b>St. Charles</b>
<b>Camdenton</b>	<b>St. Clair</b>
<b>Cape Girardeau</b>	<b>St. Joseph</b>
<b>Carthage</b>	<b>Sedalia</b>
<b>Cedar Hill</b>	<b>Sikeston</b>
<b>Chesterfield</b>	<b>Union</b>
<b>Chillicothe</b>	<b>Valley Park</b>
<b>DeSoto</b>	<b>Washington</b>
<b>Dexter</b>	<b>Webb City</b>
<b>Eldon</b>	
<b>Eureka</b>	
<b>Excelsior Springs</b>	
<b>Farmington</b>	
<b>Fenton</b>	
<b>Festus-Crystal City</b>	
<b>Flat River</b>	
<b>Fredericktown</b>	
<b>Fulton</b>	
<b>Gravois Mills</b>	
<b>Greenwood</b>	
<b>Hannibal</b>	
<b>Harvester</b>	
<b>High Ridge</b>	
<b>Imperial</b>	
<b>Jackson</b>	
<b>Joplin</b>	
<b>Kennett</b>	
<b>Kirksville</b>	
<b>Knob Noster</b>	
<b>Lake Ozark-Osage Beach</b>	
<b>Manchester</b>	
<b>Marshall</b>	
<b>Maxville</b>	
<b>Mexico</b>	
<b>Monett</b>	
<b>Moberly</b>	
<b>Neosho</b>	
<b>Nevada</b>	
<b>Pacific</b>	
<b>Perryville</b>	
<b>Pond</b>	
<b>Poplar Bluff</b>	

CenturyTel Service Areas:

Alton	Highlandville	Troy
Ashland	Holstein	Truxton
Augusta	Hurley	Urbana
Ava	Jamestown	Vichy
Belle	Jenkins	Warrenton
Bland	Jonesburg	Washburn
Blue Eye	Kimberling City	Wasola
Bourbon	Koshkonong	Wentzville
Bradleyville	Leasburg	West Plains
Branson	Louisburg	Wheatland
Branson West	Mano	Willow Springs
Buffalo	Mansfield	Winfield
Cabool	Marshfield	Wooldridge
Cape Fair	Marthasville	Wright City
Cassville	Morrison	
Caulfield	Moscow Mills	
Cedar Creek	Mount Sterling	
Centralia	Mountain View	
Chamois	New Melle	
Clark	Niangua	
Columbia	O'Fallon	
Conway	Old Monroe	
Crane	Ozark	
Cross Timbers	Pittsburg	
Cuba	Prairie Home	
Dardenne	Preston	
Defiance	Protem	
Dora	Reeds Spring	
Elkland	Rochepoint	
Exeter	Rockaway Beach	
Foley	Safe	
Fordland	Saint James	
Foristell	Saint Peters	
Forsyth	Seymour	
Gainesville	Shell Knob	
Galena	Sparta	
Hallsville	Sturgeon	
Hawk Point	Summersville	
Hermann	Thayer	
Hermitage	Theodosia	
High Hill	Thomasville	

Sprint/United Service Areas:

Appleton City	Blackburn	Blairstown	Brazito
Calhoun	Camden Point	Centertown	Centerview
Chilhowee	Clarksburg	Coal	Craig
Dearborn	Deepwater	Edgerton	Eugene
Fairfax	Green Ridge	Hardin	Henrietta
Holt	Hopkins	Houstonia	Ionia
King City	Kingsville	Leeton	Lincoln
Malta Bend	Missouri City	Montrose	New Bloomfield
Newburg	Norborne	Orrick	Otterville
Pickering	Sweet Springs	St. Thomas	Smithton
Strasburg		Syracuse	Taos
Tarkio		Urich	Waverly
Wellington			

Buckner	Butler	California	Cole Camp
Holden	Kearney	Lake Lotawana	Lexington
Lone Jack	Mound City	Russellville	Platte City
Pleasant Hill	Richland	Weston	St. Robert
Tipton	Waynesville		Windsor

Clinton	Ferrelview	Ft. Leonard Wood	
Harrisonville			
Lebanon	Maryville	Oak Grove	Odessa
Rolla	Salem	Warrensburg	Warsaw

Jefferson City

CenturyTel Service Areas:

Amazonia	Jericho Springs	Turney
Annapolis	Kahoka	Van Buren
Arcola	Keytesville	Vanzant
Aurora	Kidder	Walker
Avenue City	Kingston	Wayland
Avilla	La Belle	Weaubleau
Belgrade	La Plata	West Quincy
Belleview	Laddonia	Whitesville
Birch Tree	Lagrange	Winona
Bolckow	Lawson	
Boss	Lesterville	
Braymer	Lewiston	
Bronaugh	Licking	
Brunswick-Triplett	Lowry City	
Bunker	Macon	
Caledonia	Manes	
Cameron	Maysville	
Canton	Milo	
Centerville	Monroe City	
Clarence	Montauk	
Clarksdale	Monticello	
Collins	Mount Vernon	
Concordia	Mountain Grove	
Cosby	Nebo	
Dadeville	Norwood	
Dalton	Oates	
Easton	Osborn	
Edgar Springs	Osceola	
El Dorado Springs	Palmyra	
Ellsinore	Paris	
Elmer	Perry	
Eminence	Plattsburg	
Everton	Potosi	
Ewing	Raymondville	
Fillmore	Revere	
Freemont	Roby	
Golden City	Rockville	
Gorin	Rosendale	
Gower	Santa Fe	
Greenfield	Sarcoxi	
Grove Spring	Savannah	
Hamilton	Schell City	
Hartville	Shelbina	
Helena	Shelbyville	
Houston	Sheldon	
Humansville	Stewartsville	
Hunnewell	Stoutsville	
Irondale	Timbers	
Ironton	Trimble	

Exhibit III  
Executive Officers' Qualifications and Experience  
Company's Telecommunications Background  
See Attached

# KEVIN D. MURRAY

5622 13<sup>th</sup> Street NW  
Washington, DC 20011  
K.dexter@verizon.net

Home (202) 545-8740  
Mobile (202) 607-4686

## CAREER PROFILE:

Top producing sales professional with proven business development and management experience. Possesses outstanding communication, presentation and negotiation skills with a consistent record of exceeding objectives. Highly competitive spirit with experience in, leadership, team building, problem solving and market penetration.

## EXPERIENCE:

***Vice President & Executive Secretary, Pelzer Communication, Washington, DC***

**Dec 2002-Present**

- Business development and overseeing customer operations.
- Recruit, train and develop sales personal.
- Designed and implemented help desk function
- Project Manager for critical installations

***Account Manager, WorldCom Inc, Baltimore, MD***

**June 2000-Nov 2002**

- Responsible for account acquisition and maintenance in the Emerging Markets business segment, including resellers, ISPs and ASPs.
- Interface with senior level management to determine new business objectives and assist with defining applications, technology and data architecture to complement their business operations and initiatives.
- Experienced in sales and design of Private Line, SONET, Frame Relay, and IP networks, as well as web hosting and collocation services.

***Executive Director, Mid Atlantic Marketing Group, New York, NY***

**Feb 1997-April 2000**

- Managed sales operations for New York City, Philadelphia, PA and Annandale, VA regions.
- Executive Committee member involved in strategy sessions with the Board and CEO to establish short-, medium- and long-term goals.

***Sales Director, Capitol Marketing, Silver Spring, MD***

**May 1993-Jan 1997**

- Directed day-to-day sales, operations and recruiting within the DC metropolitan area.
- Advanced sales from \$60K/month to over \$250K/month within a nine-month period.

***President & CEO, MarNamics, Inc., Washington, DC***

**May 1986-April 1993**

- Managed business development initiatives, day-to-day operations, sales/marketing/promotions and technical feasibility from design to finished product.
- Recruited, trained and developed technical staff.

***Account Executive, IBM Corporation, Rockville, MD***

**May 1981-April 1986**

- #1 quota producer, 1<sup>st</sup> Quarter 1983, Mid Atlantic Region
- Negotiated \$30 million contract with Marriott Corporation to network their US-based Hotels.
- Launched the IBM Personal Computer market for the Mid-Atlantic region

## EDUCATION:

Lincoln University, Oxford, PA  
B.S. Business Administration; B.S. Economics

IBM Corporation Internship Programs (4 years)

Areas of concentration: Marketing, Systems Engineering, Administration, and Customer Relations

## AFFILIATIONS:

- Kappa Alpha Psi, Inc.
- Instructor, Shaolin Wu Shu Academy
- Instructor, Smooth & EZ Swing Dance Institute

References available upon request



# Augustus Pelzer

16827 Lehigh Drive  
Sandy Spring, MD 20860  
gpelzer@pelzercom.com

Home (301) 774-1277  
Mobile (301) 641-8818

## CAREER PROFILE:

Over the past 25 years I have honed my skills in technical, administrative, accounting and management of Telecommunications Services and Equipment. My background encompasses extensive experience in data networks, local and long distance Voices services, Internet Access as well as wide area network typology. More recently I have added Voice Over IP telephony to list of functional knowledge. My goal continues to be to build a telecommunications firm that benefits from superior knowledge of the market and technology and the glut of telecom infrastructure that currently exists by bringing to the general marketplace, telecom products, services and rates that until now are only available to the major enterprise buyer

## EXPERIENCE:

**President and CEO, Pelzer Communication, Silver Spring, MD**

**Dec 2001-Present**

AS the CEO of Pelzer Communications Corporation I spent years in planning the development and launch strategy for the company. We negotiated very aggressive contracts with the tier 1 firm, which provided us with rates that were far better than most of our competitors. We then identified a core group of potential clients which would form the foundation upon which we would build. On March 11, 2004 we launched the company with the plan of supplying one of the most needed and least offered commodities in the telecom sector, which are Customer Service and Best Value. I believed that we had reached the place where a circuits or minute of service could be purchased just about anywhere. But not many companies provided their clients with the level of customer service that was wanted. I decided to build a company that would truly get customer service done right.

**Account Executive, MCI WorldCom, Vienna VA**

**March 1997 – Oct 2001**

Lead sales representative for MCI WorldCom to the U.S. Department of Justice (CIA, FBI, DEA), Commerce Department as well as the U.S. Navy. In this capacity I was able to combine my Federal Government Contracts knowledge and technical expertise to successfully see the full range of telecommunications products and services to the Federal Government. I was responsible for the single largest Internet Access sale in the company at that time. The sale was to an 8(a) systems integrator.

**Assistant Manager, Spring Federal Systems, Herndon VA**

**Nov 1993 – March 1997**

In this capacity I was responsible for deploying telecommunications systems for the U.S. Department of Defense. My responsibilities consisted of contract negotiating with the U.S. Government to rebuild the telecommunications infrastructure in War Time Hungary and Bosnia. Another project included the sailor phone network for the U.S. Navy. Here we were tasked with deploying payphones and a calling card platform on U.S. Navy ships so that the sailors could make calls back to the U.S. I also negotiated and deployed a telephone system at the U.S. Marine/Naval Station, Guantanamo Cuba.

**Contract Administrator, Verizon Federal Systems, Silver Spring MD**

**Jan 1990 – Oct 1993**

Lead contract administrator for a Varsity of Federal Government Telecommunications Contracts. I supported account teams in proposal development, pricing, submission and presentation of RFP responses resulting in contract awards in excess of \$500,000,000.00. After award I was responsible for the implementation and management of these very technical and often mission critical telecommunications systems. As example would be the sub-marine cable plant build at the U.S. Naval Academy in Annapolis, MD.

**Administrative Marketing Specialist, IBM Corp. Washington DC**

**March 1981 – Jan 1989**

Lead a team of administrators that supported data processing account teams. Negotiated various significant commercial data network sales contracts and managed the deployment of the networks. Received various awards for outstanding service.

## EDUCATION:

University of Maryland, University College - B.S. Business Administration

Burlington County College, Pemberton NJ - A.A. Degree Business Admin.

References available upon request

Exhibit IV  
Financial Information

"PROPRIETARY INFORMATION"

**Proprietary Information**

**PELZER COMMUNICATIONS CORPORATION  
FINANCIAL STATEMENTS AND  
ACCOUNTANTS' COMPILATION REPORT**

**December 31, 2005**

# Proprietary Information

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Proprietary Information

PENAN & SCOTT, P.C.

————— Certified Public Accountants and Financial Consultants —————

To the Board of Directors  
Pelzer Communications Corporation  
Silver Spring, MD

We have compiled the accompanying statement of assets, liabilities, and equity – income tax basis of Pelzer Communications Corporation (an S-Corporation) as of December 31, 2005 and the related statements of revenues and expenses, retained earnings, and cash flows – income tax basis for the year then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The financial statements have been prepared on the basis used by the Company for income tax purposes, which is a comprehensive basis of accounting other than U.S. generally accepted accounting principles.

A compilation is limited to presenting in the form of financial statements and supplementary schedules information ~~that is the representation~~ of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures required by U.S. generally accepted accounting principles. If the omitted disclosures were included in the financial statements, they might influence the users' conclusions about the Company's financial position, and results of operations. Accordingly, these financial statements are not designed for those who are not informed about such matters.

*Penan & Scott, P.C.*

Rockville, Maryland  
August 9, 2005

# Proprietary Information

## PELZER COMMUNICATIONS CORPORATION STATEMENT OF ASSETS, LIABILITIES, AND EQUITY – INCOME TAX BASIS DECEMBER 31, 2005

### ASSETS

#### CURRENT ASSETS

Cash  
Due from Affiliate  
Deposits

Total Current Assets

#### PROPERTY AND EQUIPMENT

Office Equipment

Total Fixed Assets

Less: Accumulated Depreciation and Amortization

Net Property and Equipment

**TOTAL ASSETS**

### STOCKHOLDER'S EQUITY

#### STOCKHOLDER'S EQUITY

Retained Earnings

**TOTAL STOCKHOLDER'S EQUITY**

See accountant's compilation report.

# Proprietary Information

## PELZER COMMUNICATIONS CORPORATION STATEMENT OF REVENUES AND EXPENSES – INCOME TAX BASIS FOR THE YEAR ENDED DECEMBER 31, 2005

### REVENUES

### COST OF REVENUES EARNED

Telecommunications Cost

Consultants

Total Cost of Revenues Earned

Gross Profit

### OVERHEAD AND GENERAL AND ADMINISTRATIVE EXPENSES

Automobile Expense

Bank Charges

Commissions

Contributions

Dues and Subscriptions

Insurance

Meals and Entertainment

Miscellaneous

Office Expenses

Outside Services

Payroll Tax Expense

Printing and Reproduction

Professional Development

Professional Fees

Promotional Expense

Rent

Repairs and Maintenance

Salaries and Wages

Telephone

Travel

Total Overhead and General and Administrative Expenses

### INCOME FROM OPERATIONS

See accountant's compilation report.

# **Proprietary Information**

## **PELZER COMMUNICATIONS CORPORATION STATEMENT OF REVENUES AND EXPENSES – INCOME TAX BASIS FOR THE YEAR ENDED DECEMBER 31, 2005**

### **OTHER INCOME (EXPENSE)**

Interest Income

### **NET INCOME BEFORE INCOME TAXES**

### **INCOME TAXES**

Income Tax Expense - State

### **NET INCOME**

See accountant's compilation report.



# **Proprietary Information**

## **PELZER COMMUNICATIONS CORPORATION STATEMENT OF RETAINED EARNINGS – INCOME TAX BASIS FOR THE YEAR ENDED DECEMBER 31, 2005**

**RETAINED EARNINGS – JANUARY 1, 2005**

Distributions

Net Income

**RETAINED EARNING – DECEMBER 31, 2005**

See accountant's compilation report.

# **Proprietary Information**

## **PELZER COMMUNICATIONS CORPORATION STATEMENT OF CASH FLOWS – INCOME TAX BASIS FOR THE YEAR ENDED DECEMBER 31, 2005**

### **CASH FLOWS FROM OPERATING ACTIVITIES**

Net Income  
Adjustments to Reconcile Net Income to  
Net Cash Provided by Operating Activities:  
  
    (Increase) in Other Receivables  
  
    Total Adjustments  
  
Net Cash Provided by Operating Activities

### **CASH FLOWS (USED) BY FINANCING ACTIVITIES**

Distributions  
  
Net Cash (Used) by Financing Activities

### **NET INCREASE IN CASH**

**CASH – JANUARY 1, 2005**

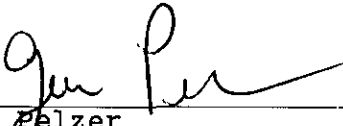
**CASH – DECEMBER 31, 2005**

See accountant's compilation report.

State of Maryland )  
County of Montgomery )  
\_\_\_\_\_ )

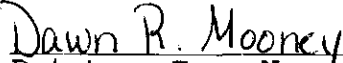
VERIFICATION

I, Gus Pelzer, being duly sworn, declare that I am the President of Pelzer Communications Corporation, 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.

  
\_\_\_\_\_  
Gus Pelzer  
President

Sworn to before me, the undersigned Notary Public on this  
22nd day of August, 2006.

Notary Public

  
\_\_\_\_\_  
Print or Type Name

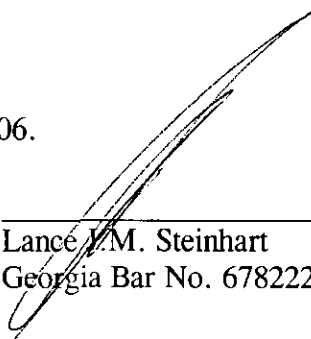
My commission expires:

\_\_\_\_\_  
DAWN R. MOONEY  
NOTARY PUBLIC STATE OF MARYLAND  
My Commission Expires May 16, 2007

**CERTIFICATE OF SERVICE**

I hereby certify that I have this day served a true copy of the foregoing Application upon the following parties, listed below, in accordance with Commission rules.

Dated this 20<sup>th</sup> day of Sept., 2006.

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

Counsel for

**PELZER COMMUNICATIONS CORPORATION**

Office of the Public Counsel

PO Box 7800

Jefferson City, MO 65102

General Counsel

Missouri Public Service Commission

PO Box 360

Jefferson City, MO 65102