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February 20, 1996

Ms. Blanca Bayo
Director of Records and Reporting
Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399

RE: Docket No. 941281-TL
Groveland Extended Area Service

Dear Ms. Bayo:

Enclosed for filing please find an original and 15 copies, together with a Certificate of Service of the testimonies of Carroll Fulmer, Bob Hayden, Alvin B. Jackson, Jr., Welton g. Cadwell, Doris Thompson, Ted Williams, Albert K. Smith, Otto Wright, Wayne Turner, Gary Williams, Tim Peters and D. Cole Whitaker which are to be presented in the above Docket.

Sincerely yours,

Richard A. Wagner
Richard A. Wagner

- ACK
- AFA _____
- APP _____
- CAF _____
- CMU *shase*
- CTR _____
- EAG _____
- LEG *1*
- LIN *5 Krug*
- LPC _____
- ROH _____
- SEC *1*
- WAS _____
- OTH _____

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Enclosure

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Williams
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DOCUMENT NUMBER-DATE
Peters
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FPSC-RECORDS/REPORTING
DOCUMENT NUMBER-DATE
Jackson
02122 FEB 21 96

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Williams
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Jackson
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Cadwell
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Thompson
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Williams
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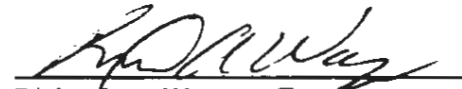
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Williams
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**Docket No. 941281-TL
Extended Area Service
Groveland Exchange to Orlando, Winter Garden
and Windermere Exchanges**

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true copy of the testimonies for CARROLL FULMER, BOB HAYDEN, ALVIN B. JACKSON, JR., WELTON G. CADWELL, DORIS THOMPSON, TED WILLIAMS, ALBERT K. SMITH, OTTO WRIGHT, WAYNE TURNER, GARY WILLIAMS, TIM PETERS and D. COLE WHITAKER have been furnished by Federal Express this 26th day of February, 1996, to Blanca Bayo, Director of Records and Reporting, Public Service Commission, 2540 Shumard Oak Blvd., Tallahassee, FL 32399; and by U.S. Mail to: Donna Conzano, Esquire, Public Service Commission, 2540 Shumard Oak Blvd., Tallahassee, FL 32399; J. Jeffry Wahlen, Esquire, Macfarlane, Ausley, Ferguson & McMullen, 227 S. Calhoun, Tallahassee, FL 32302 and Phil Carver, Esquire, c/o Nancy Simms, Bell South Telecommunications, Inc., 150 S. Monroe St., Suite 500, Tallahassee, FL 32301-1556.



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Attorney for
Carroll Fulmer & Co., Inc.

**Unofficial
FILE COPY**

1 **Testimony of Bob Hayden**
2 **Docket No. 941281-TL**
3 **Extended Area Service**
4 **Groveland Exchange to Orlando, Winter Garden**
5 **and Windermere Exchanges**
6 **February 13, 1996**

7 **Q. Please state your name and business address.**

8

9 **A. My name is Bob Hayden and my business address is**
10 **7525 American Way, Groveland, Florida 34736.**

11

12 **Q. By whom are you employed and in what capacity?**

13

14 **A. I am presently employed by Marriott Distribution as**
15 **Division Director of Operations. Marriott**
16 **Distribution has nine distribution centers**
17 **throughout the United States. One of them is**
18 **located in the Lake County Central Park.**

19

20 **Q. Would you please give us an idea of your**
21 **educational background and your working background?**

22

23 **A. I have a Business Degree from Dallas Baptist**
24 **University in Dallas, Texas and I am currently**
25 **enrolled in the MBA Program at Dallas Baptist**

1 University, Dallas, Texas. Prior to coming to work
2 for Marriott Distribution I served as a consultant.
3 Prior to that I worked for Pro Source for 11 years
4 as an area General Manager in charge of a business
5 which had approximately \$250,000,000.00 in annual
6 sales.

7

8 Q. Would you please tell me what the purpose of your
9 testimony is and what your position is with regard
10 to the request pending before the Public Service
11 Commission for Extended Area Service from the
12 Groveland Exchange to the Orlando, Winter Garden
13 and Windermere exchanges?

14

15 A. I wholeheartedly support the request before the
16 Public Service Commission. Marriott Distribution
17 is a distributor of food products to hotels,
18 hospitals and other businesses. Our location in
19 the Lake County Central Park operates out of a
20 126,500 square foot distribution center. From that
21 location we will be servicing Columbia Hospitals,
22 Howard Johnsons, Ritz Carltons, all of the Marriott
23 hotels, Merrill-Lynch cafeterias, Steak and Ales
24 and Bennigan's.

25

1 We are presently hiring employees and anticipate
2 that a great number of those employees will be
3 coming from the area serviced by the Orlando,
4 Winter Garden and Windermere exchanges. As an
5 example, I have hired a Director of Distribution
6 who lives in Orlando. His job requires him to be
7 on call 24 hours a day, seven days a week.
8 Obviously, any calls by him from the Orlando,
9 Winter Garden and Windermere exchanges to his place
10 of employment and from work into those exchanges
11 would necessitate long distance calls. For those
12 employees who will be living in the Orlando, Winter
13 Garden and Windermere exchange area who will have
14 children in school there, it would be a long
15 distance call in case of a school emergency or
16 medical emergency involving those children when a
17 parent or parents are at work. In addition, for
18 something as simple as a child calling a parent to
19 let them know they were home from school or a
20 parent calling to make sure that the children had
21 arrived home from school safely that would likewise
22 be a long distance call. Thus, from the advantage
23 of my potential employees the non-optional Extended
24 Area Service would definitely be a needed service
25 which they would utilize.

1 In addition, Ryder Trucking in Orlando handles all
2 of our fleet services, and we therefore anticipate
3 a high volume of calls between the two exchanges in
4 that regard.

5
6 Further, the supplier of our material handling
7 equipment and other services and products will be
8 coming out of the Orlando, Winter Garden and
9 Windermere exchanges. Thus, any calls that we make
10 to them and that they make to us would require long
11 distance charges. To eliminate those charges for a
12 flat rate, non-optional toll would certainly be
13 beneficial not only for our business but also for
14 those businesses that we will be dealing with on a
15 daily basis. We also anticipate, as past
16 experience has dictated, numerous calls from
17 customers both those that they will initiate to us
18 and that we will initiate to them.

19
20 So from a standpoint of our potential employees,
21 customers and suppliers of services, I believe that
22 those community of interest factors justify
23 surveying for a non-optional Extended Area of
24 Service but also the ultimate granting of that
25 Extended Area of Service.

1 Q. Does this conclude your testimony?
2
3 A. Yes, it does.
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