



ORIGINAL
FILE COPY

August 19, 1997
Overnight

210 N. Park Ave.
P.O. Drawer 200
Winter Park, FL
32790-0200

Mr. Walter D'Haeseleer
Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oaks Boulevard
Gerald L. Gunter Bldg. Room 270
Tallahassee, FL 32399-0850

971081-TI

Tel: 407-740-8575
Fax: 407-740-0613

RE: Initial Application of Pride America, Inc. to Provide Resold Interexchange Telecommunications Services in Florida

Dear Mr. D'Haeseleer:

Enclosed for filing are the original and twelve copies of the above referenced application of Pride America, Inc. to provide resold Interexchange Telecommunications Services in Florida.

Also enclosed is the applicant's check in the amount of \$250 for the filing fee. Questions pertaining to this application or tariff should be directed to my attention at (407) 740-8575.

Please acknowledge receipt of this filing by returning, file-stamped, the extra copy of this cover letter in the self-addressed, stamped envelope enclosed for this purpose.

Thank you for your assistance.

Sincerely,

Mark G. Lammert
Consultant to Pride America, Inc.

- ACK _____
- AFA _____
- APP _____
- CAF _____
- CMR _____
- CTR _____
- EAF _____
- LE _____
- LT _____
- OL _____
- RCR _____
- SEC _____
- WAS _____
- OTH _____

Enclosures

cc: Dan Hansen
File: Pride America, Inc. - FL

Check received with filing and forwarded to [unclear] for deposit.
Fisc. [unclear] of check to R/R [unclear] deposit.

Initials of [unclear] who forwarded check:

DOCUMENT NUMBER-DATE

08413 AUG 20 5

FPSC-RECORDS/REPORTING

FLORIDA PUBLIC SERVICE COMMISSION

Application Form

for

Authority to Provide Interexchange Telecommunications Service
Between Points Within the State of Florida

ORIGINAL
FILE COPY

To: Florida Public Service Commission
Division of Records and Reporting
101 East Gaines Street
Tallahassee, Florida 32399-0850
(904) 488-4733

This package includes the original and twelve (12) copies of the application along with a non-refundable application fee of \$250.00.

1. This is an application for:

- Original Authority (new company)
- Approval of transfer (to another certificated company)
- Approval of assignment of existing certificate (to a noncertificated company)
- Approval for transfer of control (To another certificated company).

2. Select what type of business your company will be conducting (check all that apply):

Facilities based carrier - company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.

Alternative Operator Service - company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls.

Reseller - company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own Customer base for services used.

Switchless rebiller - company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discounts from underlying carrier. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.

Call aggregator - company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers associated with such aggregated telecommunications business.

3. Name of corporation, partnership, cooperative, joint venture or sole proprietorship:

Pride America, Inc.

4. Name under which the applicant will do business (fictitious name, etc.):

Pride America, Inc.

5. National address (including street name & number, post office box, city, state and zip code).

Pride America, Inc.
5403 Ashton Court
Sarasota, Florida 34233

Telephone: (941) 924-5096
Facsimile: (941) 923-5612

6. Florida address (including street name & number, post office box, city, state and zip code).

Pride America, Inc.
5403 Ashton Court
Sarasota, Florida 34233

Telephone: (941) 924-5096
Facsimile: (941) 923-5612

7. Structure of organization:

<input type="checkbox"/> Individual	<input type="checkbox"/> Corporation
<input checked="" type="checkbox"/> Foreign Corporation	<input type="checkbox"/> Foreign Partnership
<input type="checkbox"/> General Partnership	<input type="checkbox"/> Limited Partnership
<input type="checkbox"/> Other, _____	

8. If applicant is an individual or partnership, please give name, title and address of sole proprietor or partners.

Not applicable.

(a) Provide proof of compliance with the foreign partnership statute (Chapter 620.169 FS), if applicable.

(b) Indicate if the individual or any of the partners have previously been:

(1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings.

(2) officer, director, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with the company, give reason why not.

9. If incorporated, please give:

- (a) Proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

See: Attachment I

- (b) Name and address of the company's Florida registered agent.

National Registered Agents Services, Inc.
526 East Park Avenue
Tallahassee, Florida 32301

- (c) Provide proof of compliance with the fictitious name statute (Chapter 865.09 FS), if applicable.

Fictitious name registration number: Not applicable.

- (d) Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

- (1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings.

No officer, director or stockholder of the Company has been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime. No officer, director or stockholder of the Company is involved in proceedings which may result in such action.

- (2) officer, director, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with the company, give reason why not.

No officer, director or stockholder of the Company is an officer, director, partner or stockholder in any other Florida certificated telephone company.

10. Who will serve as liaison with the Commission in regard to (please give name, title, address and telephone number):

(a) The application:

Mark G. Lammert
Consultant to Pride America, Inc.
Technologies Management, Inc.
P.O. Drawer 200
Winter Park, FL 32790-0200
Telephone: (407) 740-8575
Facsimile: (407) 740-0613

(b) Official Point of Contact for the ongoing operations of the company:

Dan Hansen
Senior Vice President
Pride America, Inc.
5403 Ashton Court
Sarasota, Florida 34233
Telephone: (941) 924-5096
Facsimile: (941) 923-5612

(c) Tariff:

Mark G. Lammert
Consultant to Pride America, Inc.
Technologies Management, Inc.
P.O. Drawer 200
Winter Park, FL 32790-0200
Telephone: (407) 740-8575
Facsimile: (407) 740-0613

(d) Complaints/Inquiries from Customers:

Kim Jaspers
Telephone: (888) 774-3306

11. List the sta in which the applicant:

(a) Has operated as an interexchange carrier.

None.

(b) Has applications pending to be certificated as an interexchange carrier.

None.

(c) Is certificated to operate as an interexchange carrier.

None.

(d) Has been denied authority to operate as an interexchange carrier and the circumstances involved.

None.

(e) Has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

None.

(f) Has been involved in civil court proceedings with an interexchange carrier, local exchange carrier or other telecommunications entity, and the circumstances involved.

None.

12. What services will the applicant offer to other certified telephone companies:

- | | |
|---|------------------------------------|
| <input type="checkbox"/> Facilities | <input type="checkbox"/> Operators |
| <input type="checkbox"/> Billing and Collection | <input type="checkbox"/> Sales |
| <input type="checkbox"/> Maintenance | |
| <input checked="" type="checkbox"/> Other: <u>None anticipated at this time</u> | |

13. Do you have a marketing program?

Yes.

14. Will your marketing program:

- Pay commissions?
- Offer sales franchises?
- Offer multi-level sales incentives?
- Offer other sales incentives?

None of the Above

15. Explain any of the offers checked in question 14 (to whom, what amount, type of franchise, etc.).

Not applicable.

16. Who will receive the bills for your service (check all that apply)?

<input checked="" type="checkbox"/> Residential Customers	<input checked="" type="checkbox"/> Business Customers
<input type="checkbox"/> PATS providers	<input type="checkbox"/> PATS station end-users
<input type="checkbox"/> Hotels & motels	<input type="checkbox"/> Hotel & motel guests
<input type="checkbox"/> Universities	<input type="checkbox"/> Univ. dormitory residents
<input checked="" type="checkbox"/> Other: (specify) <u>Anyone who uses the Company's service</u>	

17. Please provide the following (if applicable):

- (a) Will the name of your company appear on the bill for your services, and if not, who will the billed party contact to ask questions about the bill (provide name and phone number) and how is this information provided?

Yes. The customer can contact the Company's Customer Service department for billing inquiries at 1-888-774-3306 with any questions. Customer service is available Monday through Friday from 8:30 AM to 5:30 PM Eastern time. Calls outside of the hours noted above will reach the answering service and will be returned the next business day. The answering service will page the designed after hours company representative for matters needing attention immediately.

- (b) The name and address of the firm who will bill for your service.

The company's billing agent is:

18. Please submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.485 (example enclosed).

See Attachment IV.

APPLICANT ACKNOWLEDGMENT STATEMENT

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of its gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of one and one-half percent, or currently applicable rates, on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax, or other currently applicable percentage, must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** A non-refundable application fee of \$250.00 must be submitted with the application.
5. **LEC BYPASS RESTRICTIONS:** I acknowledge the Commission's policy that interexchange carriers shall not construct facilities to bypass the LECs without first demonstrating to the Commission that the LEC cannot offer the needed facilities at a competitive price and in a timely manner.
6. **RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's Rules and Orders relating to my provision of interexchange telephone service in Florida. I also understand that it is my responsibility to comply with all current and future Commission requirements regarding interexchange telephone service.
7. **ACCURACY OF APPLICATION:** By my signature below, I attest to the accuracy of the information contained in this application and associated attachments.



Dag Hansen, Senior Vice President
Pride America, Inc.

7-27-97

Date

APPENDICES

- A - Certificate of Transfer Statement
- B - Customer deposits and advance payments
- C - Intrastate network
- D - Florida telephone exchanges and EAS routes

ATTACHMENTS:

- I - Florida Secretary of State Registration and Articles of Incorporation
- II - Management Profiles
- III - Financial Statements and Statement of Financial Capability
- IV - Proposed Tariff

19. The applicant will provide the following interexchange carrier services (Check all that apply):

- MTS with distance sensitive per minute rates
 - Method of access is FGA
 - Method of access is FGB
 - Method of access is FGD
 - Method of access is 800
- MTS with route specific rates per minute
 - Method of access is FGA
 - Method of access is FGB
 - Method of access is FGD
 - Method of access is 800
- MTS with statewide flat rates per minute (i.e. not distance sensitive)
 - Method of access is FGA
 - Method of access is FGB
 - Method of access is FGD
 - Method of access is 800
- MTS for pay telephone service providers.
- Block of time calling plan (Reach Out Florida, Ring America, etc.)
- 800 Service (toll free)
- WATS type service (Bulk or volume discount)
 - Method of access is via dedicated facilities
 - Method of access is via switched facilities
- Private line services (Channel Services)
(For ex. 1.544 mbps, DS-3, etc.)
- Travel service
 - Method of access is 950
 - Method of access is 800
- 900 service
- Operator Services
 - Available to presubscribed Customers
 - Available to non presubscribed Customers (for example, patrons of hotels, students in universities, patients in hospitals.
 - Available to inmates
- Services included are:
 - Station assistance
 - Person to person assistance
 - Directory assistance
 - Operator verify and interrupt
 - Conference calling

20. What does the end user dial for each of the interexchange carrier services that were checked in interexchange carrier services included (above).

Direct Dial 1+ Service - the end user dials "1+" interexchange number. Inbound Toll Free Service - end user dials the Customer's toll-free number (i.e. "1-800/888-NXX-XXXX"). Travel Card Service and Debit Card Service - the end user dials "1-800 NXX-XXXX" + authorization code + 1 + destination number.

21. Other:

APPENDIX A

CERTIFICATE OF TRANSFER STATEMENT

I, _____, current holder of certificate number _____, have reviewed this application and join in the petitioner's request.

Not Applicable.

Signature of owner or chief officer of the certificate holder.

Title: _____

Date: _____

APPENDIX B

CUSTOMER DEPOSITS AND ADVANCE PAYMENTS

A statement of how the Commission can be assured of the security of the Customer's deposits and advance payments may be responded to in one of the following ways (applicant please check one):

- (X) The applicant will not collect deposits nor will it collect payments for service more than one month in advance.

- () The applicant will file with the Commission and maintain a surety bond in an amount equal to the current balance of deposits and advance payments in excess of one month. (Bond must accompany application.)



Dan Hansen, Senior Vice President
Pride America, Inc.

Date: 7-24-97

APPENDIX C

INTRASTATE NETWORK

1. POP: Addresses where located, and indicate if owned or leased.

1) None. 2)

3) 4)

2. SWITCHES: Address where located, by type of switch and indicate if owned or leased.

1) 2)

3) 4)

3. TRANSMISSION FACILITIES: POP-to-POP facilities by type of facilities (microwave, fiber copper, satellite, etc.) and indicate if owned or leased.

<u>POP-to-POP</u>	<u>TYPE</u>	<u>OWNERSHIP</u>
1) None		
2)		
3)		

Pride America, Inc. does not maintain any points of presence, switches or transmission facilities within the State of Florida. Originating calls are transported over facilities provided by the Company's underlying carrier(s).

4. **ORIGINATING SERVICE:** Please provide the list of exchanges where you are proposing to provide originating service within thirty (30) days after the effective date of the certificate. (Appendix D)

Service may originate statewide.

5. **TRAFFIC RESTRICTIONS:** Please explain how the applicant will comply with the EAEA requirements contained in Commission Rule 25-24.471 (4) (a) (copy enclosed).

Not applicable for 1+ calls.


6. **CURRENT FLORIDA INTRASTATE SERVICES:** Applicant has () or has not (X) previously provided intrastate telecommunications in Florida. If the answer is has, fully describe the following:

- (a) What services have been provided and when did these service begin?

Not applicable.

- (b) If the services are not currently offered, when were they discontinued?

Not applicable.



Dan Hansen, Senior Vice President
Pride America, Inc.

Date 7-25-97

APPENDIX D

FLORIDA TELEPHONE EXCHANGES AND EAS ROUTES


Describe the service area in which you hold yourself out to provide service by telephone company exchange. If all services listed in your tariff are not offered at all locations, so indicate.

In an effort to assist you, attached is a list of major exchanges in Florida showing the small exchanges with which each has extended area service (EAS).

Jacksonville
Gainesville
Daytona Beach
Ocala
Orlando
Cocoa
Melbourne
West Palm Beach
Miami
Pensacola
Panama City
Tallahassee
Titusville

Tampa
Clearwater
St. Petersburg
Lakeland
Winter Park
Ft. Lauderdale
Pompano Beach
Hollywood
North Dade
Sarasota
Ft. Myers
Naples

Pride America, Inc. intends to offer service throughout the State of Florida.



Dan Hansen, Senior Vice President
Pride America, Inc.

7-24-97

Date

APPENDIX D

FLORIDA TELEPHONE EXCHANGES AND EAS ROUTES

Describe the service area in which you hold yourself out to provide service by telephone company exchange. If all services listed in your tariff are not offered at all locations, so indicate.

In an effort to assist you, attached is a list of major exchanges in Florida showing the small exchanges with which each has extended area service (EAS).

Jacksonville	Tampa
Gainesville	Clearwater
Daytona Beach	St. Petersburg
Ocala	Lakeland
Orlando	Winter Park
Cocoa	Ft. Lauderdale
Melbourne	Pompano Beach
West Palm Beach	Hollywood
Miami	North Dade
Pensacola	Sarasota
Panama City	Ft. Myers
Tallahassee	Naples
Titusville	

The Pride America Companies, Inc. d/b/a Pride America, Inc. intends to offer service throughout the State of Florida.



Dan Hansen, Senior Vice President
Pride America, Inc.

7-24-97

Date

ATTACHMENT I

AUTHORITY TO OPERATE IN FLORIDA AND ARTICLES OF INCORPORATION

Pride America, Inc. was incorporated in Delaware in February 1997.



FLORIDA DEPARTMENT OF STATE
Sandra B. Mortham
Secretary of State

May 12, 1997

ALAN G. LONGWELL
PRIDE AMERICA, INC.
5403 ASHTON CT.
SARASOTA, FL 34233

Qualification documents for PRIDE AMERICA, INC. were filed on May 12, 1997 and assigned document number F97000002500. Please refer to this number whenever corresponding with this office.

Your corporation is now qualified and authorized to transact business in Florida as of the file date.

A corporation annual report will be due this office between January 1 and May 1 of the year following the calendar year of the file date. A Federal Employer Identification (FEI) number will be required before this report can be filed. If you do not already have an FEI number, please apply NOW with the Internal Revenue by calling 1-800-829-3576 and requesting form SS-4.

Please be aware if the corporate address changes, it is the responsibility of the corporation to notify this office.

Should you have any questions regarding this matter, please telephone (904) 487-6091, the Foreign Qualification/Tax Lien Section.

Lee Rivers
Document Examiner
Division of Corporations

Letter Number: 897A00025143

State of Delaware
Office of the Secretary of State

PAGE 1

I, EDWARD J. FREEL, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF INCORPORATION OF "PRIDE AMERICA, INC.", FILED IN THIS OFFICE ON THE SEVENTH DAY OF FEBRUARY, A.D. 1997, AT 9 O'CLOCK A.M.

A CERTIFIED COPY OF THIS CERTIFICATE HAS BEEN FORWARDED TO THE KENT COUNTY RECORDER OF DEEDS FOR RECORDING.




Edward J. Freel, Secretary of State

2715890 8100

971041913

AUTHENTICATION: 8321669

DATE: 02-07-97

CERTIFICATE OF INCORPORATION**OF****PRIDE AMERICA, INC.**

The undersigned, for the purpose of organizing a corporation for conducting the business and promoting the purposes hereinafter stated, under and pursuant to the provisions of the General Corporation Law of the State of Delaware, does hereby certify that:

FIRST: The name of the corporation (hereinafter called the "Corporation") is **PRIDE AMERICA, INC.**

SECOND: The address of the registered office of the corporation in the State of Delaware is 9 East Loockerman Street, City of Dover, County of Kent; and the name of the registered agent of the corporation in the State of Delaware at such address is National Registered Agents, Inc.

THIRD: The purpose of the Corporation is to conduct any lawful business, to promote any lawful purpose and to engage in any lawful act or activity for which corporations may be organized under the General Corporation Law of the State of Delaware.

FOURTH: The total number of shares of stock which the corporation is authorized to issue one thousand (1,000) shares of Common Stock. The par value of each of such shares is \$.01.

FIFTH: Election of directors need not be by ballot except and to the extent provided in the by-laws of the corporation.

SIXTH: In furtherance and not in limitation of the powers conferred upon the Board of Directors by law, the Board of Directors shall have power to make, adopt, alter, amend or repeal from time to time the by-laws of the corporation, subject to the right of the stockholders entitled to vote with respect thereto to alter and repeal the by-laws made by the Board of Directors.

SEVENTH: Whenever a compromise or arrangement is proposed between this corporation and its creditors or any class of them and/or between this corporation and its stockholders or any class of them, any court of equitable jurisdiction within the State of Delaware may, on the application in a summary way of this corporation or of any creditor or stockholders thereof or on the application of any receiver or receivers appointed for this corporation under the provisions of Section 291 of Title 8 of the Delaware Code or on the application of trustees in dissolution or of any receiver or receivers appointed for this corporation under the provisions of Section 279 of Title 8 of the Delaware Code order a meeting of the creditors or class of creditors, and/or of the stockholders or class of stockholders of this corporation, as the case may be, to be

summoned in such manner as the said court directs. If a majority in number representing three-fourths in value of the creditors or class of creditors, and/or of the stockholders of this corporation, as the case may be, agree to any compromise or arrangement and to any reorganization of this corporation as a consequence of such compromise or arrangement, the said compromise or arrangement and the said reorganization shall, if sanctioned by the court to which the said application has been made, be binding on all the creditors or class of creditors, and/or on all the stockholders or class of stockholders of this corporation, as the case may be, and also on this corporation.

EIGHTH: The personal liability of the directors of the corporation is hereby eliminated to the fullest extent permitted by the provisions of paragraph (7) of subsection (b) of § 102 of the General Corporation Law of the State of Delaware, as the same may be amended and supplemented.

NINTH: The corporation shall, to the fullest extent permitted by the provision of §145 of the General Corporation Law of the State of Delaware, as the same may be amended and supplemented, indemnify any and all persons whom it shall have power to indemnify under said section from and against any and all of the expenses, liabilities or other matters referred to in or covered by said section, and the indemnification provided for herein shall not be deemed exclusive of any other rights to which those indemnified may be entitled under any bylaw, agreement, vote of stockholders or disinterested directors or otherwise, both as to action in his official capacity and as to action in another capacity while holding such office, and shall continue as to a person who has ceased to be a director, officer, employee, or agent and shall inure to the benefit of the heirs, executors, and administrators of such a person.

TENTH: The name and mailing address of the incorporator is: Philip Karasyk, 233 Broadway, Suite 1800, New York, New York 10279.

IN WITNESS WHEREOF, said corporation has caused this certificate to be signed by Philip Karasyk, Sole Incorporator, this 7th day of February, 1997.


Philip Karasyk, Sole Incorporator

ATTACHMENT II
MANAGEMENT PROFILES

PRIDE AMERICA, INC.
Profiles of Key Personnel

Pride America, Inc.'s management team includes the following individuals:

David Branch	- Chief Executive Officer and President
Dan Hansen	- Senior Vice President
Marty Kern	- Vice President of Sales and Operations
Daniel Branch	- Vice President - Finance and MIS
Kim Jaspers	- Customer Service Manager

The profiles of the each member of the management team are noted on the following pages.

The team consists of members who possess experience in primary business disciplines of managing a successful telecommunications company. The individuals on the team have experience in the provision of quality telecommunications services and successful business management.

David Branch, Chief Executive Officer and President

Mr. David Branch has been the Chief Executive Officer and President of The Pride America Companies, Inc. and its subsidiary, Pride America, Inc., since its inception in February 1997. In that capacity, Mr. Branch is responsible for the strategic direction of the Company, evaluating new services and markets, and promoting the financial health of the Company.

Prior to Pride America, Mr. Branch has been influential in changing technologies involving numerous telecommunications technologies including wireless/cellular, long distance, payphones and ATM's. Mr. Branch is a board member of the California Payphone Association. Mr. Branch received a Bachelors degree in Communications from Loyola University.

Dan Hansen, Senior Vice President

Mr. Hansen has been the Senior Vice President of The Pride America Companies, Inc. and its subsidiary, Pride America, Inc., since its inception in February 1997. Mr. Hansen is responsible to lead Pride America, Inc. on a day-to-day basis. Mr. Hansen responsible for assisting Mr. Branch on the strategic direction of the Company, evaluating, negotiating and executing contracts, promoting the financial health of the Company and ensuring the Company's network and technical support is impeccable. In addition, Mr. Hansen is responsible for ensuring that the Company has policies regarding customer service and support.

Prior to Pride America, Mr. Hansen worked in the pay phone business in the 1980's handling every aspect of the operation including technical support, installation, operations, service and customer support. For the past several years, Mr. Hansen has worked as the National Sales Manager for the largest AT&T operator service aggregator to the industry. Mr. Hansen is a board member of the California Payphone Association serving as its Vice President. Mr. Hansen received a Bachelors degree in Economics and Management from the University of California Irvine.

PRIDE AMERICA, INC.
Profiles of Key Personnel, continued

Marty Kern, Vice President of Sales and Marketing

Mr. Kern has been the Vice President of Sales and Marketing of The Pride America Companies, Inc. and its subsidiary, Pride America, Inc., since its inception in February 1997. In the capacity of Vice President of Sales and Marketing, Mr. Kern is responsible for the strategic direction of the Company, evaluating and implementing market and service strategies, preparing market and product projections, establishing the sales and customer service policies of the Company and ensuring the products and services of the Company are properly supported by the Network and Technical staff.

Prior to Pride America, Mr. Kern has developed innovative media training programs designed to simultaneously train thousands of participants around the world. Mr. Kern received a Bachelors degree in Psychology from Rutgers University.

Daniel Branch, Vice President - Finance and MIS

Mr. Daniel Branch has been the Vice President of Finance of The Pride America Companies, Inc. and its subsidiary, Pride America, Inc., since its inception in February 1997. In the capacity of Vice President - Finance, Mr. Branch is responsible for promoting the financial health of the Company, maintaining the Company's accounting and legal records, evaluating strategic plans for financial prudence and billing for the Company's products and services.

Prior to Pride America, Mr. Branch had an expanded financial career after receiving an Accounting degree from Ithica College in Upstate New York. Some of the highlights of Mr. Branch's financial career has been the development of computer systems for nationally expanding corporations and the identification and acquisition of new business entities.

Kim Jaspers, Customer Service Manager

Ms. Jaspers has held the position of Customer Service Manager at Pride America, Inc. since its inception in February 1997. Ms. Jaspers' primary responsibilities include comprehensive customer support, market studies and new product/service development.

Prior to Pride America, Inc., Ms. Jaspers held similar responsibilities with other telecommunications providers.

mergers and acquisitions and ensuring the Company's network and technical support is impeccable.

ATTACHMENT III

FINANCIAL STATEMENTS

Pride America, Inc.

Statement of Financial Capability

The purpose of this document is to highlight the financial strengths of the Company and serve as the Company's Statement of Financial Capability.

Pride America, Inc. has sufficient financial capability to provide the requested telecommunication services in Florida, the financial capability to maintain these services, and the financial capability to meet its lease and ownership obligations. Attached is the balance sheet of Pride America, Inc. as of July 23, 1997.

Pride America, Inc. has not been operating since its inception in February 1997 and therefore does not have an income statement.

Some of Pride America, Inc.'s highlights are:

- * Current asset ratio of 1.26.8
- * Cash & cash equivalents of \$1,458 with \$193,772 of working capital available. The working capital balance is classified as Other Assets. The working capital is very liquid. The Company merely needs to transfer the money out of the investment account where the balance resides.
- * Property, plant & equipment balance of \$161,246 which consists of the Company's investment in infrastructure to commence operations.
- * Positive equity balance of \$386,218.

The Company has established a strong team to support its venture into the telecommunications market. The Company has and will outsource business functions to obtain expertise and provide a financial and technical competitive advantage in the industry.

Summary

As noted in the analysis documented above, the Company has prepared prudently for its venture into the resold interexchange services market. The Company has positioned itself to add large amounts of revenue growth while keeping expenses under control. The Company has sufficient financial capability to provide the requested telecommunication services, sufficient financial capability to meet all lease and ownership obligations, and sufficient financial capability to maintain a large Customer base.

Pride America
Balance Sheet
July 23, 1997

ASSETS

Current Assets		
Cash in Bank	\$	1,488.03
Petty Cash	\$	100.00
Accounts Receivable	\$	829.84
A/R-Owner	\$	10.00
A/R-Energy	\$	900.00
Merchandise Inventory	\$	69,015.92
Training Material Inventory	\$	<u>80,563.54</u>
Total Current Assets	\$	152,877.33
Property and Equipment		
Telephone System	\$	10,000.00
Stage Equipment	\$	3,389.61
Video and Audio	\$	63,047.40
Signs	\$	5,378.65
Furniture and Fixtures	\$	3,162.84
Computers	\$	43,568.17
Computer Software	\$	<u>32,709.42</u>
Total Property and Equipment	\$	161,246.09
Other Assets		
Working Capital	\$	<u>193,772.24</u>
Total Other Assets	\$	193,772.24
Total Assets	\$	<u>507,895.66</u>

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	121,662.53
Sales Tax Payable	\$	<u>15.10</u>
Total Current Liabilities	\$	121,677.63
Capital	\$	386,218.03
Total Capital	\$	<u>386,218.03</u>
Total Liabilities and Capital	\$	<u>507,895.66</u>

ATTACHMENT IV
PROPOSED TARIFF

TITLE PAGE
FLORIDA TELECOMMUNICATIONS TARIFF
OF
Pride America, Inc.

This tariff contains the descriptions, regulations, and rates applicable to the furnishing of resold telecommunication services provided by Pride America, Inc. ("Pride America") with principal offices located at 5403 Ashton Court, Sarasota, FL 34233. This tariff applies for services furnished within the State of Florida. This tariff is on file with the Florida Public Service Commission, and copies may be inspected, during normal business hours, at the Company's principal place of business.

ISSUED:

EFFECTIVE:

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Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

CHECK SHEET

This tariff contains Sheets, as listed below, each of which is effective as of the date shown on each sheet. Original and revised pages as named below comprise all changes from the original tariff.

SHEET	REVISION	SHEET	REVISION
1	Original	28	Original
2	Original	29	Original
3	Original	30	Original
4	Original	31	Original
5	Original	32	Original
6	Original	33	Original
7	Original	34	Original
8	Original	35	Original
9	Original	36	Original
10	Original		
11	Original		
12	Original		
13	Original		
14	Original		
15	Original		
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24	Original		
25	Original		
26	Original		
27	Original		

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SYMBOLS

The following are the only symbols used for the purposes indicated below:

- D - Delete or Discontinue
- I - Change Resulting in an Increase to a Customer's Bill
- M - Moved from another Tariff Location
- N - New
- R - Change Resulting in a Reduction to a Customer's Bill
- T - Change in Text or Regulation but no Change in Rate or Charge.

When changes are made in any tariff sheet, a revised sheet will be issued canceling the tariff sheet affected. Changes will be identified on the revised sheet(s) through the use of the above mentioned symbols.

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TARIFF FORMAT

- A. Sheet Numbering** - Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between sheets 14 and 15 would be 14.1.
- B. Sheet Revision Numbers** - Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current sheet version on file with the FPSC. For example, the 4th revised Sheet 14 cancels the 3rd revised Sheet 14. Because of various suspension periods, deferrals, etc. the FPSC follows in their tariff approval process, the most current sheet number on file with the Commission is not always the tariff pages in effect. Consult the check sheet for sheet currently in effect.
- C. Paragraph Numbering Sequence** - There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:
- 2.
 - 2.1.
 - 2.1.1.
 - 2.1.1.A.
 - 2.1.1.A.1.
 - 2.1.1.A.1.(a).
 - 2.1.1.A.1.(a).I.
- D. Check Sheets** - When a tariff filing is made with the FPSC, an updated check sheet accompanies the tariff filing. The check sheet lists the sheets contained in the tariff, with a cross reference to the current revision number. When new pages are added, the check sheet is changed to reflect the revision. All revisions made in a given filing are designated by an asterisk (*). There will be no other symbols used on the check sheet if these are the only changes made to it (i.e., the format, etc. remains the same, just revised revision levels on some pages). The tariff user should refer to the latest check sheet to find out if a particular sheet is the most current on file with the FPSC.

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SECTION 1.0 - TECHNICAL TERMS AND ABBREVIATIONS

1.1 Abbreviations

The following abbreviations are used herein only for the purposes indicated below:

C.O.	-	Central Office
FCC	-	Federal Communications Commission
FPSC	-	Florida Public Service Commission
IXC	-	Interexchange Carrier
LATA	-	Local Access and Transport Area
LEC	-	Local Exchange Carrier
MTS	-	Message Telecommunications Service
PBX	-	Private Branch Exchange

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SECTION 1.0 - TECHNICAL TERMS AND ABBREVIATIONS, (Con't.)

1.2 Definitions

Access Line - An arrangement which connects the Subscriber's or Customer's location to the Carrier's designated point of presence or network switching center.

Authorized User - A person, firm or corporation, or any other entity authorized by the Customer or Subscriber to communicate utilizing the Company's services.

Carrier or Company - Pride America, Inc. ("Pride America") unless otherwise indicated by the context.

Customer or Subscriber - The person, firm or corporation, or other entity which orders, cancels, amends, or uses service and is responsible for the payment of charges and/or compliance with tariff regulations.

Customer Premises Equipment - Terminal equipment, as defined herein, which is located on the Customer's premises.

Debit Account - An account which consists of a prepaid usage balance depleted on a real time basis during each Debit Service Call.

Debit Card - A card issued by the Company which provides the Customer with a Personal Account Code and instructions for accessing the Carrier's network.

Debit Service Call - A service accessed via a Toll Free (i.e. 800/888) number or other access code dialing sequence whereby the customer or Authorized User dials all of the digits necessary to route a call. Network usage for each call is deducted from the available usage balance on a Company-issued Debit Account.

End User - Any person, firm, corporation, partnership or other entity which uses the services of the Carrier under the provisions and regulations of this tariff. The End User is responsible for payment unless the charges for the services utilized are accepted and paid by another Customer.

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SECTION 1.0 - TECHNICAL TERMS AND ABBREVIATIONS, (Cont'd)

1.2 Definitions, (Cont'd)

Holidays - Holidays observed by the Company as specified in this tariff.

LATA - Local access and transport area. A geographic area established by the US District Court for the District of Columbia in Civil Action No. 17-49, within which a local exchange company provides communications services.

Personal Account Code - A pre-defined series of numbers to be dialed by the Customer or Authorized User upon access to the Carrier's network which identifies the Debit Account from which charges for service shall be debited and which validates the caller's authorization to use the services provided.

Presubscribe - A method used to identify Pride America as the Customer's primary interexchange carrier and provides the Customer with direct dial "1+" long distance calling on Pride America's network.

Renewal - A method of replenishing a Debit Account's Available Usage Balance with additional minutes of use as authorized and paid for by the Customer.

Pride America - Used throughout this tariff to refer to Pride America, Inc.

Switched Access - Where access between the Customer and the Carrier is provided on local exchange company Feature Group circuits. The cost of switched Feature Group access is billed to the Carrier.

V & H Coordinates - Geographic points which define the originating and terminating points of a call in mathematical terms so that the airline mileage of the call may be determined. Call mileage is used for the purposed of rating calls.

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SECTION 2.0 - RULES AND REGULATIONS

2.1 Undertaking of the Company

Pride America is a resale common carrier providing intrastate direct dialed and travel card services to Customers within the State of Florida. Pride America's services and facilities are furnished for communications originating at specified points within the State of Florida under terms of this tariff.

Pride America provides for the installation, operation, and maintenance of the communications services provided herein in accordance with the terms and conditions set forth under this tariff. Pride America may act as the Customer's agent for ordering access connection facilities provided by other carriers or entities, when authorized by the Customer, to allow connection of a Customer's location to the Pride America services. The Customer shall be responsible for all charges due for such service arrangement.

The Company's services are provided on a monthly basis unless otherwise provided, and are available twenty-four (24) hours per day, seven (7) days per week.

2.2 Applicability of Tariff

This tariff is applicable to telecommunications services provided by Pride America within the state of Florida.

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5403 Ashton Court
Sarasota, Florida 34233

SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.3 Payment and Credit Regulations

2.3.1 Payment Arrangements

The Customer is responsible for payment of all charges for services and equipment furnished to the Customer for transmission of calls via the Company. The Customer agrees to pay to the Company or its authorized agent any cost(s) incurred as a result of any delegation of authority resulting in the use of his or her communications equipment and/or network services which result in the placement of calls via the Company. The Customer agrees to pay the Company or its authorized agent any and all cost(s) incurred as a result of the use of the service arrangement, including calls which the Customer did not individually authorize.

All charges due by the Customer are payable to the Company or any agency duly authorized to receive such payments. Terms of payment shall be according to the rules and regulations of the agency and subject to the rules of regulatory agencies, such as the Florida PSC. Any objections to billed charges must be promptly reported to the Company or its billing agent. Adjustments to Customers' bills shall be made to the extent that circumstances exist which reasonably indicate that such changes are appropriate.

Charges for installations, service connections, moves, and rearrangements, where applicable, are payable upon demand by the Company or its authorized agent. The billing thereafter will include recurring charges and actual usage as defined in this tariff.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.3 Payment and Credit Regulations, (Cont'd)

2.3.2 Deposits

The Company does not require a deposit from the Customer.

2.3.3 Advance Payments

For Customers whom the Company determines an advance payment is necessary, the Company reserves the right to collect an amount not to exceed one (1) month's estimated charges as an advance payment for service. This will be applied against the next month's charges and a new advance payment may be collected for the next month.

2.3.4 Taxes and Billing Format

For all services other than Debit Card Services, the Company reserves the right to bill any and all applicable taxes in addition to normal long distance usage charges, including, but not limited to: Federal Excise Tax, State Sales Tax, Municipal Taxes, and Gross Receipts Tax. Such taxes will be itemized separately on Customer invoices.

2.3.5 Commercial Credit Card Payment Option

Customers may choose to pay monthly bills via certain commercial credit cards accepted by the Company. Credit card billed Customers will receive monthly call detail statements, which are separate from the credit card bills. If the Customer's credit card company rejects billing, the Company will make three attempts - two by telephone and one by mail - to contact the Customer for alternative payment arrangements. If alternative payment arrangements are not made in seven days, the Customer's long distance service is discontinued.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)**2.4 Refunds or Credits for Service Outages or Deficiencies****2.4.1 Interruption of Service**

Credit allowances for interruptions of service which are not due to the Carrier's testing or adjusting, to the negligence of the Customer, or to the failure of channels, equipment or communications systems provided by the Customer, are subject to the general liability provisions set forth in Section 2.4 herein. No credit is issued for outages less than 1/2 hour in duration. Credit for outages greater than 1/2 in duration is issued for fixed recurring monthly charges only. No credit is given for usage-sensitive charges. Outage credits are calculated in thirty minute intervals. The amount of the credit is determined by pro-rating the monthly recurring charge for the time of the outage (in thirty-minute intervals). It shall be the obligation of the Customer to notify Carrier immediately of any interruption in service for which a credit allowance is desired by Customer. Before giving such notice, Customer shall ascertain that the trouble is not within his or her control, or is not in wiring or equipment, if any, furnished by Customer and connected to Carrier's terminal. Interruptions caused by Customer-provided or Carrier-provided automatic dialing equipment are not deemed an interruption of service as defined herein since the Customer has the option of using the long distance network via local exchange company access.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

**2.4 Refunds or Credits for Service Outages or Deficiencies,
(Cont'd)**

2.4.2 Inspection, Testing and Adjustment

Upon reasonable notice, the facilities provided by the Company shall be made available to the Company for such tests and adjustments as may be deemed necessary for maintenance in a condition satisfactory to the Company. No interruption allowance will be granted for the time during which such tests and adjustments are made.

2.4.3 Liability

- (A) The liability of the Company for any claim or loss, expense or damage (including indirect, special, or consequential damage) for any interruption, delay, error, omission, or defect in any service, facility or transmission provided under this tariff shall not exceed an amount equivalent to the proportionate charges to the Customer for the period of service or the facility provided during which such interruption, delay, error, omission, or defect occurs.
- (B) The Company shall not be liable for any claim or loss, expense, or damage (including indirect, special, or consequential damage), for any interruption, delay, error, omission, or other defect in any service facility, or transmission provided under this tariff, if caused by any person or entity other than the Company, by any malfunction of any service or facility provided by any other carrier, by any act of God, fire, war, civil disturbance, or act of government, or by any other cause beyond the Company's direct control.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.4 Refunds or Credits for Service Outages or Deficiencies,
(Cont'd)

2.4.3 Liability (Cont'd)

- (C) The Company shall not be liable for, and shall be fully indemnified and held harmless by Customer or other users of its service against any claim or loss, expense, or damage, (i) for defamation, invasion of privacy, infringement of copyright or patent, unauthorized use of any trademark, trade name, or service mark, unfair competition, interference with or misappropriation or violation of any contract, proprietary or creative right, or any other injury to any person, property, or entity arising from the material data, information, or content revealed to, transmitted, processed, handled, or used by Company under this tariff, or (ii) for connecting, combining, or adapting Company's facilities with Customer's apparatus or systems, or (iii) for any act or omission of the Customer, or (iv) for any personal injury or death of any person, or for any loss of or damage to Customer's premises or any other property, whether owned by Customer or others, caused directly or indirectly by the installation, maintenance, location, condition, operation, failure or removal of equipment or wiring provided by the Company if not directly caused by negligence of the Company.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

**2.4 Refunds or Credits for Service Outages or Deficiencies,
(Cont'd)**

2.4.3 Liability (Cont'd)

- (D) The Company will provide credit on charges disputed by Customer in writing that are verified as incorrect by Company. If objection in writing is not received by Company within a reasonable period of time after bill is rendered (as determined by current law and regulatory policy), the account shall be deemed correct and binding upon the Customer.

2.5 Minimum Service Period

The minimum service period is one month (30 days).

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.6 Refusal or Discontinuance by Company

- 2.6.1** Service may be suspended by the Company, without notice to the Customer, by blocking traffic to certain cities or NXX exchanges, or by blocking calls using certain Customer travel cards when the Company deems it necessary to take such action to prevent unlawful use of its service. Pride America will restore services as soon as it can be provided without undue risk, and will upon request by the Customer, assign new travel card codes to replace ones that have been deactivated.
- 2.6.2** Pride America may refuse or discontinue service under the following conditions provided that, unless otherwise stated, the Customer shall be given notice to comply with any rule or remedy any deficiency:
- (A) For non-compliance with or violation of any State, municipal, or Federal law, ordinance or regulation pertaining to telephone service.
 - (B) For use of telephone service for any purpose other than that described in the application.
 - (C) For neglect or refusal to provide reasonable access to Pride America or its agents for the purpose of inspection and maintenance of equipment owned by Pride America or its agents.
 - (D) For noncompliance with or violation of Commission regulation or rules and regulations on file with the Commission.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.6 Refusal or Discontinuance by Company, (Cont'd)

2.6.2 (Cont'd)

- (E) For nonpayment of bills, provided that suspension or termination of service shall not be made without five (5) days written notice to the Customer, except in extreme cases. Such notice will be provided in a mailing separate from the customer's regular monthly bill for service.
- (F) Without notice in the event of Customer or Authorized User use of equipment in such a manner as to adversely affect Pride America's equipment or service to others.
- (G) Without notice in the event of tampering with the equipment or services owned by Pride America or its agents.
- (H) Without notice in the event of unauthorized or fraudulent use of service. Whenever service is discontinued for fraudulent use of service, Pride America may, before restoring service, require the Customer to make, at his or her own expense, all changes in facilities or equipment necessary to eliminate illegal use and to pay an amount reasonably estimated as the loss in revenues resulting from such fraudulent use.
- (I) Without notice by reason of any order or decision of a court or other government authority having jurisdiction which prohibits Company from furnishing such services.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.7 Limitations of Service

- 2.7.1 Service will be furnished subject to the availability of the necessary facilities and/or equipment and subject to the provisions of this tariff.
- 2.7.2 Pride America reserves the right to discontinue furnishing service, upon written notice, when necessitated by conditions beyond its control, or when the Customer is using the service in violation of the provisions of this tariff, or in violation of law.
- 2.7.3 The Company does not undertake to transmit messages, but offers the use of its facilities when available, and will not be liable for errors in transmission or for failure to establish connections.
- 2.7.4 Pride America reserves the right to discontinue the offering of service or deny an application for service if a change in regulation materially and negatively impacts the financial viability of the service in the best business judgment of the Company.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.8 Use of Service

Service may be used for any lawful purpose for which it is technically suited. Customers reselling or rebilling Pride America's Florida intrastate service must have a Certificate of Public Convenience and Necessity as an interexchange carrier from the Florida Public Service Commission.

2.9 Employee Concessions

[Reserved for Future Use]

2.10 Terminal Equipment

Company's facilities and service may be used with or terminated in Customer-provided terminal equipment or systems, such as PBXs, key systems, multiplexers, repeaters, signaling sets, teleprinters, handsets, or data sets. Such terminal equipment shall be furnished and maintained at the expense of the Customer, except as otherwise provided. Customer is responsible for all costs at his or her premises, including personnel, wiring, electrical power, and the like, incurred in the use of Company's service.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.11 Applicable Law

This tariff shall be subject to and construed in accordance with Florida law.

2.12 Cost of Collection and Repair

Customer is responsible for any and all costs incurred in the collection of monies due the Company including legal and accounting expenses. The Customer is also responsible for recovery costs of Company-provided equipment and any expenses required for repair or replacement of damaged equipment.

2.13 Tests, Pilots, Promotional Campaigns and Contests

The Company may conduct special tests or pilot programs and promotions at its discretion to demonstrate the ease of use, quality of service and to promote the sale of its services. The Company may also waive a portion or all processing fees or installation fees for winner of contests and other occasional promotional events sponsored or endorsed by the Company. From time to time the Company may waive all processing fees for a Customer.

These promotions will be approved by the FPSC with specific starting and ending dates with promotions running under no circumstances longer than 90 days in any twelve month period.

2.14 Restoration of Service

Restoration of service shall be accomplished in accordance with Florida PSC rules and regulations.

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SECTION 2.0 - RULES AND REGULATIONS, (Cont'd)

2.15 Other Rules

- 2.15.1 The Company may temporarily suspend service without notice to the Customer, by blocking traffic to certain cities or NXX exchanges, or by blocking calls using certain Personal Account codes when the Company deems it necessary to take such action to prevent unlawful use of its service. The Company will restore service as soon as service can be provided without undue risk of fraud.
- 2.15.2 The Company makes every effort to reserve 800/888 vanity numbers requested by Customers, but makes no guarantee or warranty that the requested number(s) will be available.
- 2.15.3 The Company will participate in porting 800/888 numbers only if the account balance is zero and all charges incurred as a result of the toll free number have been paid.
- 2.15.4 If a Customer who has received a toll free number does not subscribe to 800/888 service within ninety (90) calendar days, the Company reserves the right to make the assigned number available for use by another Customer.
- 2.15.5 Toll free numbers (i.e. 800, 888) shared by more than one Customer, whereby individual Customers are identified by a unique Personal Account Code, may not be assigned or transferred for use with service provided by another carrier. Subject to the limitations provided in this tariff, the Company will only honor Customer requests for a change in Resp. Org. or 800/888 service provider for 800/888 numbers dedicated to the sole use of that single Customer.

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SECTION 3.0 - DESCRIPTION OF SERVICE

3.1 Quality and Grade of Service Offered

Minimum Call Completion Rate - Customers can expect a call completion rate of not less than 95% during peak use periods for Feature Group D 1+ dialing. The call completion rate is calculated as the number of calls completed (including calls completed to a busy line or to a line which remains unanswered by the called party) divided by the number of calls attempted.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (Cont'd)**3.2 Calculation of Distance**

Usage charges for all mileage sensitive products are based on the airline distance between serving wire centers associated with the originating and terminating points of the call.

The serving wire centers of a call are determined by the area codes and exchanges of the origination and destination points.

The distance between the Wire Center of the Customer's equipment and that of the destination point is calculated by using the "V" and "H" coordinates found in BellCore's V&H Tape and NECA FCC Tariff No. 4.

- Step 1 - Obtain the "V" and "H" coordinates for the Wire Centers serving the Customer and the destination point.
- Step 2 - Obtain the difference between the "V" coordinates of each of the Wire Centers. Obtain the Difference between the "H" coordinates.
- Step 3 - Square the differences obtained in Step 2.
- Step 4 - Add the squares of the "V" difference and "H" difference obtained in Step 3.
- Step 5 - Divide the sum of the square obtained in Step 4 by ten (10). Round to the next higher whole number if any fraction results from the division.
- Step 6 - Obtain the square root of the whole number obtained in Step 5. Round to the next higher whole number if any fraction is obtained. This is the distance between the Wire Centers.

Formula:

$$\sqrt{\frac{(V_1 - V_2)^2 + (H_1 - H_2)^2}{10}}$$

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SECTION 3.0 - DESCRIPTION OF SERVICE, (Cont'd)

3.3 Timing of Calls

Billing for calls placed over the network is based in part on the duration of the call.

- 3.3.1 Timing for all calls begins when the called party answers the call (i.e. when two way communications are established). Answer detection is based on standard industry answer detection methods, including hardware and software answer detection.
- 3.3.2 Chargeable time for all calls ends when one of the parties disconnects from the call.
- 3.3.3 Minimum call duration and call timing increments for billing purposes is specified on a per-product basis in Section 3.5 of this tariff.
- 3.3.4 There is no billing applied for incomplete calls.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (Cont'd)

3.4 Rate Periods

3.4.1 Time of Day Periods

For purposes of determining the applicable rate, the following rate period definitions are used:

DAY RATE PERIOD: 8:00 am to, but not including, 5:00 pm Monday through Friday

NON-DAY RATE PERIOD: All other times not included in the "DAY" period.

	MON	TUES	WED	THUR	FRI	SAT	SUN
8:00AM TO 5:00PM *	DAYTIME RATE PERIOD						
5:00PM TO 8:00AM *	NON-DAY RATE PERIOD						

* to, but not including

3.4.2 Holiday Rates - Apply to that portion of a call occurring on Company acknowledged Holidays. The rate is equivalent to the Non-Day Rate. Holiday rates apply on New Year's Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (Cont'd)

3.5 Service Offerings

Pride America provides direct dialed, travel card and debit card services for communications originating and terminating within the State of Florida under terms of this tariff.

3.5.1 Direct Dial 1+ Service

Direct Dial 1+ Service allows Customers to make 1+ direct dialed calls from presubscribed switched access lines. This service is available from equal access end offices only. Customers access the service via switched access lines. For billing purposes, call timing is rounded up to the nearest six (6) second increment after the initial minimum period of eighteen (18) seconds.

3.5.2 Inbound Toll Free (i.e. 800/888) Service

Inbound Toll Free Service provides an in-bound Toll Free calling service to Pride America Customers. The Pride America Customer is billed for each Toll Free call, rather than the call originator. Calls terminate to the Pride America Toll Free Customer via switched access lines. For billing purposes, call timing is rounded up to the nearest six (6) second increment after the initial minimum period of eighteen (18) seconds.

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 3.0 - DESCRIPTION OF SERVICE, (Cont'd)

3.5 Service Offerings, cont'd.

3.5.3 Travel Card

Pride America's Travel Card provide telecommunications services and optional enhanced service to customers while traveling away from the office or home. Customers must dial a Toll-Free (i.e. 800/888) access number followed by their authorization code to make a call or use the service. A monthly credit limit will be assigned to each card for fraud protection. Customers have the option of raising or lowering the limit amount to best suit their calling practices. For billing purposes, call timing is rounded up to the nearest six (6) second increment after the initial minimum period of eighteen (18) seconds.

3.5.4 Debit Card Services

Pride America's Debit Service allows Customers to place direct dialed calls between locations within the State of Florida. Customers access the Company's network by dialing an 800/888 number or other access dialing sequence and entering a Personal Account Code. The Company's system informs the Customer of the Available Usage Balance remaining in his/her Debit Account and prompts the Customer to place a call by entering a destination telephone number. Network usage for calls placed is deducted from the Available Usage Balance in the Customer's account on a real time basis as the call progresses.

Network usage for Debit Card Calls is deducted from the Available Usage Balance in Customer's Debit Account in full minute increments. For debiting purposes, call timing is rounded up to the nearest one (1) minute increment after the initial minimum period of one (1) minute.

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 3.0 - DESCRIPTION OF SERVICE, (Cont'd)

3.5 Service Offerings, cont'd.

3.5.5 Directory Assistance

Directory Assistance is available to Customers of Pride America. A Directory Assistance charge applies to each call to the Directory Assistance Bureau. Up to two requests may be made on each call to Directory Assistance. The Directory Assistance charge applies to each call regardless of whether the Directory Assistance Bureau is able to furnish the requested telephone number.

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 4.0 - RATES

4.1 General

Each Customer is charged individually for each call placed through the Company. Charges may vary by product type, time of day, day of week and call duration.

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 4.0 - RATES, (Cont'd)

4.2 Exemptions and Special Rates

4.2.1 Discounts for Hearing Impaired Customers

A telephone toll message which is communicated using a telecommunications device for the deaf (TDD) by properly certified hearing or speech impaired persons or properly certified business establishments or individuals equipped with TDDs for communicating with hearing or speech impaired persons will receive, upon request, credit on charges for certain intrastate toll calls placed between TDDs. The credit to be given on a subsequent bill for such calls placed between TDDs will be equal to applying the evening rate during business day hours and the night/weekend rate during the evening rate period. Discounts do not apply to surcharges or per call add-on charges for operator services when the call is placed by a method that would normally incur the surcharge.

4.2.2 Emergency Call Exemptions

The following calls are exempted from all charges: Emergency calls to recognizable authorized civil agencies including police, fire, ambulance, bomb squad and poison control. Pride America will only handle these calls if the caller dials all of the digits to route and bill the call. Credit will be given for any billed charges pursuant to this exemption on a subsequent bill after verified notification by the billed Customer within thirty (30) days of billing.

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 4.0 - RATES, (Cont'd)

4.2 Exemptions and Special Rates, (Cont'd)

4.2.3 Telecommunications Relay Service Rates

For intrastate toll calls received from the relay service, call charges shall be discounted by 50% from the otherwise applicable usage rate for a voice non-relay call, except that where the calling or called party indicates that either party is both hearing and visually impaired, the call shall be discounted 60 percent. The above discounts apply only to time-sensitive elements of a charge for the call and shall not apply to per call charges such as a credit call surcharge.

4.2.4 Directory Assistance

There shall be no charge for the first 50 directory assistance calls made per billing cycle for lines or trunks serving individuals with disabilities. The Company shall charge the prevailing tariff rates for every call in excess of 50 calls within a billing cycle.

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 4.0 - RATES, (Cont'd)

4.3 Late Payment Charge

A late fee of 1.5% per month will be charged on any past due balance.

4.4 Return Check Charge

A return check charge of \$25.00 or 5% of the balance due (whichever is greater) will be assessed for checks returned for insufficient funds. Any applicable return check charges will be assessed according to the terms and conditions of the billing entity (i.e. local exchange company and/or commercial credit card company) and pursuant to Florida law and FPSC regulations.

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 4.0 - RATES, (Cont'd)

4.5 Direct Dial 1+ Service

Calls are billed in six (6) second increments after the initial minimum period of eighteen (18) seconds.

	Per Minute Rate	
	<u>DAY</u>	<u>NON-DAY</u>
Residential Customers	\$0.1490	0.1490
Business Customers	0.1290	0.1290

A monthly service fee of \$5.00 applies per residential account. There is no monthly service fee for business customers.

4.6 Inbound Toll Free (800/888) Service

Calls are billed in six (6) second increments after the initial minimum period of eighteen (18) seconds.

	Per Minute Rate	
	<u>DAY</u>	<u>NON-DAY</u>
Residential Customers	\$0.1490	0.1490
Business Customers	0.1290	0.1290

A monthly service fee of \$5.00 applies per residential account. There is no monthly service fee for business customers.

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 4.0 - RATES, (Cont'd)**4.7 Travel Card Service**

Calls are billed in six (6) second increments with a minimum call duration of eighteen (18) seconds.

PER MINUTE RATES	Residence	Business
DAY	\$0.1990	\$0.1990
NON-DAY	\$0.1990	\$0.1990

A per call surcharge of \$0.25 applies to residential accounts. There is no per call surcharge for business customers.

ISSUED:**EFFECTIVE:**

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233

SECTION 4.0 - RATES, (Cont'd)

4.8 Debit Card Service Rates

Pride America's Debit Cards are available in varying denominations. Debit Card service rates are not distance or time of day sensitive in nature. Holiday discounts do not apply.

Network usage for Debit Card Calls is deducted from the Available Usage Balance in Customer's Debit Account in full minute increments. For debiting purposes, call timing is rounded up to the nearest one (1) minute increment after the initial minimum period of one (1) minute.

Rate per minute: \$0.199

Debit Card Sponsor Program

The Debit Card Sponsor Program is offered to organizations or commercial entities for distribution to their members, patrons or customers. The marketing vehicle and expiration period is selected by the Sponsor upon joint agreement between the Company and the Sponsor. The Sponsor is responsible for obtaining all necessary permissions for the use of any trade mark, trade name, service mark or other image on the card. The Sponsor may distribute the Carrier's debit card accounts free of charge to end users. At the option of the Sponsor, these cards may not be replenishable. The Company reserves the right to approve or reject any image and to specify the customer information language and use of the Carrier's trade mark, trade name, service mark or other image on the card.

4.9 Directory Assistance

Directory Assistance, Per Call \$0.65

ISSUED:

EFFECTIVE:

ISSUED BY: Dan Hansen, Senior Vice President
5403 Ashton Court
Sarasota, Florida 34233



DEPOSIT

DATE

August 19, 1997
Overnight

D596TM

AUG 20 1997

210 N. Park Ave.
P.O. Drawer 200
Winter Park, FL
32790-0200

Mr. Walter D'Haeseleer
Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oaks Boulevard
Gerald L. Gunter Bldg. Room 270
Tallahassee, FL 32399-0850

Tel: 407-740-8575
Fax: 407-740-0613

RE: Initial Application of Pride America, Inc. to Provide Resold Interexchange Telecommunications Services in Florida

Dear Mr. D'Haeseleer:

Enclosed for filing are the original and twelve copies of the above referenced application of Pride America, Inc. to provide resold Interexchange Telecommunications Services in Florida.

Also enclosed is the applicant's check in the amount of \$250 for the filing fee. Questions pertaining to this application or tariff should be directed to my attention at (407) 740-8575.

Please acknowledge receipt of this filing by returning, file-stamped, the extra copy of this cover letter in the self-addressed, stamped envelope enclosed for this purpose.

Thank you for your assistance.

Sincerely,



P.O. Drawer 200
Winter Park, FL
32790-0200

210 N. Park Avenue
Winter Park, FL 32789
(407) 740-8575



750 PARK AVENUE
WINTER PARK, FLORIDA 32789

17270

NUMBER

17270

PAY:

TWO HUNDRED FIFTY DOLLARS

DATE

08/19/97

AMOUNT

*****\$250.00

TO THE

ORDER OF
FLORIDA PUBLIC SERVICE COMM.
RECORDS & REPORTING
2540 SHUMARD OAK BLVD.
TALLAHASSEE FL 32399-0850

TECHNOLOGIES MANAGEMENT, INC.



210 N. Park Ave.
P.O. Drawer 200
Winter Park, FL
32790-0200

Tel: 407-740-8575
Fax: 407-740-0613

DEPOSIT

D596TM

DATE

AUG 20 1997

August 19, 1997
Overnight

Mr. Walter D'Haeseleer
Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oaks Boulevard
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Thank you for your assistance.

Sincerely,

Mark G. Lammert
Consultant to Pride America, Inc.

Enclosures

cc: Dan Hansen
File: Pride America, Inc. - FL