

ORIGINAL  
*Universal Beepers Express*  
1585 South Congress Avenue  
Delray Beach Florida 33445

April 25, 2003

030428-TX

Florida Public-  
Service Commission  
Tallahassee, FL 32399

RE: Statement of financial and managerial capability

Dear Sir/Madame:

As you can see from our attached financials, profit and loss statement and balance sheet, we have steadily built our current business. We have incrementally built the assets and volume each year. Both myself and my brother are actively involved in every aspect of management. Our family has been involved in the electronics/communications business since 1953, Philips Electronics. In 1995 we formed Universal Beeper, which specializes in beeper and cellular service. We currently operate seven retail locations, and represent most of the wireless service providers. Since our initial application in 2001, our business has transformed from a family run operation, to a more formally structured company, these changes were necessitated by the rapid growth of our business.

The need for modernization and professional operational managers was also necessitated by our transgression of failing to make the annual filing with your office which led to the cancellation of our previously granted certificate. For professional operational managers, we have added on a full time basis Mr. Tony Drassiou and Mr. Nihad Sakhalla both of whom have earned their MBAs and have a tremendous amount of professional experience in the telecommunications industry. Mr. Drassiou also holds a degree in engineering. We have also retained the services of Mr. Jacob Stone to serve as council for Universal Wireless to ensure that we are always in compliance.

Resulting from the efforts of Mr. Tony Drassiou and Mr. Nihad Sakhalla, we have computerized our inventory and centralized our base of management, these changes not only have resulted in greater efficiency, but also better quality of service to our customers.

Due to our positive financial track record and extensive telecommunications managerial experience, we hope you will agree that we are sufficiently qualified to provide alternative local exchange services, we further hope that you will see that we have learned a great deal from our previous negligent behavior, and have addressed the shortcomings.

Sincerely,

*Saed Khalil*

Saed Khalil, President  
Universal Beeper Express, Inc.

Check received with filing and forwarded  
to Fiscal for deposit. Fiscal to forward  
deposit information to Records.

Initials of person who forwarded check:

gm

DOCUMENT NUMBER - DATE

04076 MAY-6 88

FPSC-COMMISSION CLERK

DISTRIBUTION CENTER  
03 MAY -6 AM 11:24

**\*\* FLORIDA PUBLIC SERVICE COMMISSION \*\***

**DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**  
**CERTIFICATION**

**APPLICATION FORM**  
**for**  
**AUTHORITY TO PROVIDE**  
**ALTERNATIVE LOCAL EXCHANGE SERVICE**  
**WITHIN THE STATE OF FLORIDA**

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**Instructions**

- ◆ This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Page 12).
- ◆ Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.
- ◆ Use a separate sheet for each answer which will not fit the allotted space.
- ◆ Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

**Florida Public Service Commission**  
***Division of the Commission Clerk and Administrative Services***  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6770**

- ◆ If you have questions about completing the form, contact:

**Florida Public Service Commission**  
**Division of Competitive Markets and Enforcement**  
**Certification**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6600**

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## APPLICATION

1. This is an application for  (check one):

- Original certificate** (new company).
- Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority.
- Approval of assignment of existing certificate:** Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.
- Approval of transfer of control:** Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

Universal Beeper Express, Inc.

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

Universal Wireless

4. Official mailing address (including street name & number, post office box, city, state, zip code):

1585 South Congress Avenue  
Delray Beach, FL 33445

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

Same

**6. Structure of organization:**

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

**7. If individual, provide:**

Name: -NA-

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone No.: \_\_\_\_\_ Fax No.: \_\_\_\_\_

Internet E-Mail Address: \_\_\_\_\_

Internet Website Address: \_\_\_\_\_

**8. If incorporated in Florida, provide proof of authority to operate in Florida:**

- (a) The Florida Secretary of State corporate registration number:

P94000011626

**9. If foreign corporation, provide proof of authority to operate in Florida:**

- (a) The Florida Secretary of State corporate registration number:

-NA-

**10. If using fictitious name-d/b/a, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:**

- (a) The Florida Secretary of State fictitious name registration number:

\_\_\_\_\_

11. **If a limited liability partnership, provide proof of registration to operate in Florida:**

(a) The Florida Secretary of State registration number:

-NA-

12. **If a partnership, provide name, title and address of all partners and a copy of the partnership agreement.**

Name: -NA-

Title:

Address:

City/State/Zip:

Telephone No.:

Fax No.:

Internet E-Mail Address:

Internet Website Address:

13. **If a foreign limited partnership, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.**

(a) The Florida registration number:

14. **Provide F.E.I. Number(if applicable):**

15. **Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:**

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

-NA-

(b) an 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 company, give reason why not.

-NA-  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**16. Who will serve as liaison to the Commission with regard to the following?**

(a) The application:

Name: Jacob Stone

Title: Corporate Attorney

Address: 438 Plaza Real, #221

City/State/Zip: Boca Raton, Florida 33432

Telephone No.: (561)265-2000 OR (561)703-5139 Fax No. (561)265-4834

Internet E-Mail Address: jj\_stone@bellsouth.net

Internet Website Address: \_\_\_\_\_

(b) Official point of contact for the ongoing operations of the company:

Name: Saed (Sam) or Moeen (Mike) Khalil

Title: President

Address: 1585 S. Congress Avenue

City/State/Zip: Delray Beach, Florida 33445

Telephone No.: (561)265-2000 Fax No. (561)265-0660

Internet E-Mail Address: uniphoneinc@aol.com

Internet Website Address: \_\_\_\_\_

(c) Complaints/Inquiries from customers:

Name: Nihad S. Sakallah

Title: General Manager

Address: 1585 S . Congress Avenue

City/State/Zip: Delray Beach. Florida 33445

Telephone No.: (561)265-2000 Fax No. (561)265-0660

Internet E-Mail Address: uniphoneinc@aol.com

Internet Website Address: \_\_\_\_\_

**17. List the states in which the applicant:**

(a) has operated as an alternative local exchange company.

None  
\_\_\_\_\_  
\_\_\_\_\_

(b) has applications pending to be certificated as an alternative local exchange company.

None  
\_\_\_\_\_  
\_\_\_\_\_

(c) is certificated to operate as an alternative local exchange company.

None  
\_\_\_\_\_  
\_\_\_\_\_

(d) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

None  
\_\_\_\_\_  
\_\_\_\_\_

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

Had certification revoked for failure to make annual filings. There was no active business conducted which required reporting. I realize that the reporting should have been made irrespective of activity. Since this lapse, I have made organizational changes which have made my company more efficient and will prevent any future failures to comply with the annual filing statement or any other compliance matters.

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

-NA-

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**18. Submit the following:**

- A. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.**
- B. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.**
- C. Financial capability.**

The application **should contain** the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer **affirming that the financial statements are true and correct** and should include:

1. the balance sheet:
2. income statement: and
3. statement of retained earnings.

**NOTE:** *This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.*

Further, the following (which includes supporting documentation) should be provided:

1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.
3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**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 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. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

**UTILITY OFFICIAL:**

**Saed Khalil**  
\_\_\_\_\_  
Print Name

*Saed Khalil*  
\_\_\_\_\_  
Signature

**President**  
\_\_\_\_\_  
Title

*4-30-2003*  
\_\_\_\_\_  
Date

Telephone No.: (561)265-1190

Fax No. (561)265-4834

Address: 1585 S . Congress Avenue

City/State/Zip: Delray Beach. Florida 33445

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**AFFIDAVIT**

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

**Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."**

**UTILITY OFFICIAL:**

**Saed Khalil**  
\_\_\_\_\_  
Print Name

*Saed Khalil*  
\_\_\_\_\_  
Signature

**President**  
\_\_\_\_\_  
Title

*4-30-2003*  
\_\_\_\_\_  
Date

**(561) 265-2000**  
\_\_\_\_\_  
Telephone No.

**(561)265-0660**  
\_\_\_\_\_  
Fax No.

**Address:** 1585 S. Congress Avenue, Delray Beach, FL 33445  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

INTRASTATE NETWORK (if available)

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request.

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

1)_____	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>OWNERSHIP</u>
1)_____	_____
2)_____	_____
3)_____	_____
4)_____	_____

# CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

I, (Name) \_\_\_\_\_  
(Title) \_\_\_\_\_ of (Name of Company)

and current holder of Florida Public Service Commission Certificate Number # \_\_\_\_\_  
\_\_\_\_\_, have reviewed this application and join in the petitioner's request for a:

- ( ) sale
- ( ) transfer
- ( ) assignment

of the above-mentioned certificate.

## UTILITY OFFICIAL:

\_\_\_\_\_  
**Print Name**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Title**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Telephone No.**

\_\_\_\_\_  
**Fax No.**

**Address:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**UNIVERSAL BEEPERS EXPRESS  
FINANCIAL STATEMENTS  
THREE YEARS ENDED 12/31/02**

**UNIVERSAL BEEPERS EXPRESS, INC.**

**Balance Sheet**

As of December 31, 2002

	<u>Dec 31, 00</u>	<u>Dec 31, 01</u>	<u>Dec 31, 02</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
101 · Washington Mutual	4,379.20	11,460.73	15,505.73
<b>Total Checking/Savings</b>	<u>4,379.20</u>	<u>11,460.73</u>	<u>15,505.73</u>
<b>Other Current Assets</b>			
115 · Inventory	7,560.00	22,416.60	57,866.60
<b>Total Other Current Assets</b>	<u>7,560.00</u>	<u>22,416.60</u>	<u>57,866.60</u>
<b>Total Current Assets</b>	<u>11,939.20</u>	<u>33,877.33</u>	<u>73,372.33</u>
<b>Fixed Assets</b>			
141 · Furniture & Equipment	10,625.00	10,625.00	10,625.00
149 · Accumulated Depr.	-3,446.00	-4,773.00	-5,722.00
<b>Total Fixed Assets</b>	<u>7,179.00</u>	<u>5,852.00</u>	<u>4,903.00</u>
<b>TOTAL ASSETS</b>	<u><u>19,118.20</u></u>	<u><u>39,729.33</u></u>	<u><u>78,275.33</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Other Current Liabilities	0.00	0.00	0.00
<b>Total Current Liabilities</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total Liabilities</b>	0.00	0.00	0.00
<b>Equity</b>			
301 · Capital Stocks	500.00	500.00	500.00
304 · Distributions	-183,325.80	-200,037.80	-215,149.80
305 · Shareholders Loans	-33,919.00	-32,707.20	-211,795.91
3900 · Retained Earnings	132,446.00	161,219.80	271,974.33
Net Income	103,417.00	110,754.53	232,746.71
<b>Total Equity</b>	<u>19,118.20</u>	<u>39,729.33</u>	<u>78,275.33</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>19,118.20</u></u>	<u><u>39,729.33</u></u>	<u><u>78,275.33</u></u>

**UNIVERSAL BEEPERS EXPRESS, INC.**

**Profit & Loss**

January 2000 through December 2002

	<u>Jan - Dec 00</u>	<u>Jan - Dec 01</u>	<u>Jan - Dec 02</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
602 · Sales	449,543.44	532,211.31	779,135.81	1,760,890.56
<b>Total Income</b>	<u>449,543.44</u>	<u>532,211.31</u>	<u>779,135.81</u>	<u>1,760,890.56</u>
<b>Cost of Goods Sold</b>				
777 · Purchases	296,912.74	349,649.16	392,505.53	1,039,067.43
780 · Commissions & Labor	0.00	10,500.00	61,540.02	72,040.02
<b>Total COGS</b>	<u>296,912.74</u>	<u>360,149.16</u>	<u>454,045.55</u>	<u>1,111,107.45</u>
<b>Gross Profit</b>	152,630.70	172,062.15	325,090.26	649,783.11
<b>Expense</b>				
854 · Advertising	17,565.80	14,961.77	18,695.69	51,223.26
855 · Auto Expenses	0.00	3,165.00	0.00	3,165.00
859 · Bank Charges	2,162.83	1,832.51	2,215.88	6,211.22
879 · Donation	0.00	0.00	0.00	0.00
905 · Insurance	664.00	1,347.20	1,080.00	3,091.20
906 · Legal & Accounting	2,100.00	1,350.00	2,450.00	5,900.00
910 · Licenses & taxes	401.00	550.00	465.00	1,416.00
918 · Office Expenses	2,759.63	3,556.89	3,485.60	9,802.12
919 · Payroll	0.00	0.00	18,000.00	18,000.00
920 · Payroll Taxes	40.00	0.00	1,377.00	1,417.00
928 · Rent	7,548.40	17,924.60	28,486.08	53,959.08
929 · Repair & Maintenance	688.24	625.33	724.65	2,038.22
941 · Telephone	9,420.22	10,232.56	9,836.40	29,489.18
945 · Utilities	3,504.21	3,833.40	4,029.84	11,367.45
946 · Security System	500.37	601.36	548.41	1,650.14
<b>Total Expense</b>	<u>47,354.70</u>	<u>59,980.62</u>	<u>91,394.55</u>	<u>198,729.87</u>
<b>Net Ordinary Income</b>	105,276.00	112,081.53	233,695.71	451,053.24
<b>Other Income/Expense</b>				
<b>Other Expense</b>				
975 · Depreciation Expenses	1,859.00	1,327.00	949.00	4,135.00
999 · Suspense	0.00	0.00	0.00	0.00
<b>Total Other Expense</b>	<u>1,859.00</u>	<u>1,327.00</u>	<u>949.00</u>	<u>4,135.00</u>
<b>Net Other Income</b>	<u>-1,859.00</u>	<u>-1,327.00</u>	<u>-949.00</u>	<u>-4,135.00</u>
<b>Net Income</b>	<u><u>103,417.00</u></u>	<u><u>110,754.53</u></u>	<u><u>232,746.71</u></u>	<u><u>446,918.24</u></u>