

FLORIDA PUBLIC SERVICE COMMISSION  
Capitol Circle Office Center - 2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850

M E M O R A N D U M

JUNE 13, 1996

TO: DIVISION OF RECORDS AND REPORTING [RAYO]

FROM: DIVISION OF COMMUNICATIONS [WILKINS, WIGGINS] *ALM*  
DIVISION OF AUDITING & FINANCIAL ANALYSIS [JONES] *APC*  
DIVISION OF LEGAL SERVICES [LUGO] *scf/ro*

RE: DOCKET NO. 960347-TI; APPLICATION FOR CERTIFICATE TO  
PROVIDE INTEREXCHANGE TELECOMMUNICATIONS SERVICE BY  
BRITTAN COMMUNICATIONS INTERNATIONAL, INC. *BWS 100*

AGENDA: 06/25/96 - REGULAR AGENDA - PROPOSED AGENCY ACTION -  
INTERESTED PERSONS MAY PARTICIPATE

SPECIAL INSTRUCTIONS: I:PSC/CMU/WP/960347TI.RCM

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CASE BACKGROUND

Pursuant to Section 364.337(3), Florida Statutes,  
(effective July 1, 1995):

(3) The commission shall grant a certificate of authority to provide intrastate interexchange telecommunications service upon a showing that the applicant has sufficient technical, financial, and managerial capability to provide such service in the geographic area proposed to be served.

STAFF DISCUSSION

ISSUE 1: Should the Commission grant BRITTAN COMMUNICATIONS INTERNATIONAL, INC. (BCI) a certificate to provide statewide interexchange telecommunications service within the State of Florida as provided by Section 364.337 (3), Florida Statutes?

DOCUMENT NUMBER-DATE

06384 JUN 13 96

FPSC-RECORDS/REPORTING

Docket No. 960347-TI  
Date: June 13, 1996

**RECOMMENDATION:** Yes, BCI should be granted:

Florida Public Service Commission Certificate No. 4461

**STAFF ANALYSIS:** BCI filed an appropriate application with this Commission on March 18, 1996 to offer telecommunications service as a switchless rebiller of long distance service in Florida.

BCI's exhibit of managerial qualifications (pages 3-4) exhibits satisfactory records in telecommunications sales, marketing and service. In regard to technical capability, BCI indicated in their application that the company will be operating as a switchless rebiller and will rely on the network operation and management of its underlying carrier(s). The Division of Auditing and Financial Analysis reviewed BCI's financial statement to determine the company's financial viability (pages 5-6). Based on the information provided by BCI, the financial capability of the company appears adequate.

**ISSUE 2:** Should this docket be closed?

**RECOMMENDATION:** Yes, if no person whose substantial interests are affected by the Commission's Proposed Agency Action files a protest within 21 days of the issuance date of the order.

**STAFF ANALYSIS:** This docket should be closed if no person whose substantial interests are affected by the Commission's Proposed Agency Action files a protest within 21 days of the issuance date of the order.

**Experience and Qualification  
of Applicant's Management Personnel**

**Jim G. Edwards, Chairperson, President and CEO**

Prior to founding Brittan Communications International, Inc. in 1994, Mr. Edwards served as President and Chief Executive Officer of TELCAM Telecommunications Company of the Americas, Inc., a long distance telephone service provider founded by Mr. Edwards and based in Galveston, Texas. As President and CEO of TELCAM, Mr. Edwards was responsible for all aspects of the company's operations, including the expansion of those operations throughout Texas, and into Oklahoma, and California.

Prior to founding TELCAM, Mr. Edwards served as General Manager and Director of Marketing and Sales for Heartline Communications, Inc., a long distance telephone service provider based in Houston, Texas. At Heartline, Mr. Edwards was responsible for the expansion of the company's base of operations throughout a seven state region. Mr. Edwards also oversaw all of the company's marketing and sales operations.

Mr. Edwards other business experience includes: President and Owner of Time and Money Saver Magazine, a coupon sales and direct marketing company; World-Wide Operations Manager, Telegram Services, and Regional Sales Manager, Western and Central U.S., with Graphnet, Inc., a subsidiary of Graphic Scanning, Inc., an international company providing data communications public network services; and Senior National Accounts Manager with RCA Global Communications, Inc., an international voice and data network service provider.

Mr. Edwards received a bachelor of arts degree from the University of Houston.

**Michael H. Driscoll, Vice President, Secretary and Treasurer**

Mr. Driscoll, an attorney practicing law in Houston, Texas, serves as Vice President, Secretary, and treasurer of Brittan Communications International, Inc. Prior to engaging in the private practice of law, Mr. Driscoll served as a Harris County Justice of the Peace for five years. Mr. Driscoll also has served as the Presiding Judge for the City of Friendswood, Texas, and as a Hearing Judge of the Texas Education Agency.

Among many present memberships and activities, Mr. Driscoll is the Director of the South Central Branch of the Houston YMCA, and is a member of the Clear Lake Area Chamber of Commerce and the Rotary Club of Houston. Mr. Driscoll is a member of the Houston and Texas Bar Associations.

Mr. Driscoll received a law degree and a bachelor of business administration degree from the University of Houston.

**Arthur William Jones, Director of Sales and Marketing**

Mr. Jones holds the position of Director of Sales and Marketing with Brittan Communications International, Inc. Prior to joining the company, Mr. Jones served as a Director of TELCAM, where he negotiated contracts with nationwide service merchants while initiating new marketing methods for the company. Mr. Jones' prior business experience includes the sole-ownership of two businesses in Houston, Texas: Custom Building Services, a janitorial service company; and Gypsy Travel, a travel agency.

Mr. Jones received a bachelor of arts degree from the University of Houston.

**Helen N. Primeaux, Assistant Secretary**

In addition to her service as Assistant Secretary with Brittan Communications International, Inc., Ms. Primeaux' business experience includes the position of Office Manager with a small law firm in Houston, Texas, and management of customer service and complaints for Hot Shot Messenger Service. Ms. Primeaux also has been employed as Case Manager for Records, Etc., Inc., where she was responsible for document management, as well as general bookkeeping and management of accounts receivable. Ms. Primeaux also has held the position of Customer Service Representative with the City of Farmers Branch, Texas, managing water service and billing complaints.

**James T. Evans, Corporate Counsel**

Mr. Evans has been engaged in the private practice of law in Houston since 1968. Mr. Evans was a founding partner in the law firm of Evans & Birnberg, now known as Williams, Birnberg & Andersen. Since leaving the firm in 1978, Mr. Evans' representation has focused on providing legal and business advice to privately-held corporations, including advice on general corporate strategy, structuring of real estate transactions, and other cooperative investment endeavors, and on public policy issues affecting private industry.

Mr. Evans served in the United States Army Reserve in 1968 and 1969, and is on medical retired status. In 1969 Mr. Evans was named Presiding Judge of the City of Friendswood, Galveston County, Texas.

Mr. Evans received his undergraduate degree and a law degree from the University of Houston.



# Public Service Commission

-M-E-M-O-R-A-N-D-U-M-

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**DATE:** May 7, 1996  
**TO:** Tom Williams, Division of Communications  
**FROM:** Sonja Jones, Division of Auditing and Financial Analysis *ALM APC*  
**RE:** Docket No. 960347-TI, Brittan Communications International Corporation, Financial Analysis for Certificate Application for Intrastate Interexchange Telecommunications Service *YMTB KJX*

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This is a Revision of AFAD's April 25, 1996 memo.

Section 364.337 (3), Florida Statutes, requires the following:

The commission shall grant a certificate of authority to provide intrastate interexchange telecommunications service upon a showing that the applicant has sufficient technical, financial, and managerial capability to provide such service in the geographic area proposed to be served.

Also Section 364.01 (3) and (4) states that:

- (3) The Legislature finds that the competitive provision of telecommunications service, including local exchange telecommunications service, is in the public interest.
- and
- (4)(d) The Commission shall exercise its exclusive jurisdiction in order to: (d) Promote competition by encouraging new entrants into telecommunications markets
- ...

Regarding the showing of financial capability, the Finance staff has analyzed the unaudited financial statements of Brittan Communications International Corporation (BCI) for the period ending January 31, 1996. An audit could change one's opinion of the company's financial condition. As the attached schedule shows, BCI has adequate liquidity and adequate profitability but reports negative common equity.

In this matter, BCI is asking for a certificate to provide IXC service. Staff notes the limited nature of the application and that no customer provided funds appear to be at risk. For purposes of granting a certificate based on the financial information provided, the financial capability appears adequate.

cc: Division of Legal Services  
Division of Records and Reporting

DOCKET NO. 960347-T1  
BRITTAN COMMUNICATIONS INTERNATIONAL, INC.  
IXC CERTIFICATE  
FINANCIAL ANALYSIS

FROM UNAUDITED FINANCIAL STATEMENTS

	AS OF 01/31/96
CURRENT ASSETS	\$3,778,900
CURRENT LIABILITIES	3,991,916
CURRENT RATIO	0.95
CASH	275,159
COMMON EQUITY	(21,344)
TOTAL DEBT	0
TOTAL INVESTOR CAPITAL	(21,344)
COMMON EQUITY RATIO	NMF
NET INCOME	358,166
RETURN ON EQUITY	NMF

NMF = No Meaningful Figure