

HELEIN & ASSOCIATES, P. C.

ATTORNEYS AT LAW

FILE COPY

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WRITER'S DIRECT DEAL NUMBER:

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January 2, 1997

VIA OVERNIGHT DELIVERY

Sonja Jones
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

7/10019-71

Re: American Telecom Inc.'s Application for Authority to Provide Interexchange Telecommunications Service Within the State of Florida

Dear Ms. Jones:

Enclosed are an original and twelve (12) copies of American Telecom Inc.'s Application for Authority to Provide Interexchange Telecommunications Service Within the State of Florida. American Telecom is a non-facilities based reseller of 1+, 800, and calling card telecommunications services. Also enclosed is the filing fee of \$250.00 made payable to the Florida Public Service Commission. If you have any further questions regarding this matter please feel free to contact me at the number above.

An extra copy of this filing is enclosed. Please date-stamp and return the extra copy in the self-addressed, stamped envelope provided. If you have any questions regarding this applications please contact me at the number listed above.

- ACK _____
- AFA _____
- APP _____
- CAF _____
- CMU _____
- CTR _____
- EAG _____
- LEG _____
- LIN _____
- OPD _____
- RCM _____
- SEL _____
- W _____
- OTH _____

Enclosures

Respectfully submitted,

Charles H. Helein

A.J.

DOCUMENT NUMBER-DATE

00054 JAN-96

FIVE RECORDS/REPORTING

EXHIBIT 2

American Telcom Inc.

PROPOSED TARIFF

**** FLORIDA PUBLIC SERVICE COMMISSION ******DIVISION OF COMMUNICATIONS**
BUREAU OF SERVICE EVALUATION**APPLICATION FORM**
for
AUTHORITY TO PROVIDE INTEREXCHANGE TELECOMMUNICATIONS SERVICE
WITHIN THE STATE OF FLORIDA
Instructions

- A. This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Appendix A).
- B. Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. If you have questions about completing the form, contact:
- Florida Public Service Commission
Division of Communications
Bureau of Service Evaluation
101 East Gained Street
Tallahassee, Florida 32399-0866
(904) 488-1280
- E. Once completed, submit the original and twelve (12) copies of this form along with a non-refundable application fee of \$250.00 to:

Florida Public Service Commission
Division of Administration, Room G-50
101 East Gained Street
Tallahassee, Florida 32399-0866
(904) 488-4733

FORM PSC/CMU 31 (4/91)
Required by Commission Rule Nos. 25-24.471
25-24.473 & 25-24.480(2)

DOCUMENT NUMBER-DATE

00054 JAN-36

FREQ-RECORDS-REPORTING

1. This is an application for (check one):
 - 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. The legal name of the applicant:

American Telecom Inc.

3. Name under which the applicant will do business:

American Telecom Inc.

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

American Telecom Inc.
2800 Middlebelt, Suite 220
Farmington Hills, MI 48334

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

None

6. Structure of organization:
 - Individual Corporation
 - Foreign Corporation Foreign Partnership
 - General Partnership Limited Partnership
 - Other _____

7. If applicant is an individual or partnership, please give name, title and address of sole proprietor or partners.
 - (a) Provide proof of compliance with the foreign partnership statute (Chapter 620.169 FS), if applicable.
 - (b) Provide proof of compliance with the fictitious name statute (Chapter 865.09 FS), if applicable.

8. If incorporated, please give:

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

Authority has been requested, and will be forwarded under separate cover upon receipt.

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

See Exhibit 1

9. If incorporated, indicate if any of the officers, directors, partners 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. If so, please explain.

No

- (b) 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.

No

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

- (a) The application;

Charles H. Helein, Esq., Regulatory Counsel
Helein & Associates, P.C.
8180 Greensboro Drive, Suite 700
McLean, VA 22102
(703) 714-1300

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

Saad Hajjar, President/CEO
28000 Middlebelt, Suite 220
Farmington Hills, MI 48334
(810) 737-2100

(c) Tariff:

Charles H. Helein, Esq., Regulatory Counsel
Helein & Associates, P.C.
8180 Greensboro Drive - Suite 700
McLean, VA 22102
(703) 714-1300

(d) Complaints/Inquiries from customers;

Saad Hajjar, President/CEO
28000 Middlebelt, Suite 220
Farmington Hills, MI 48334
800-203-8908

11. List the states in which the applicant:

(a) Has operated as an interexchange carrier.

Applicant is a start-up company not yet operating in any state.

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

Applicant is in the process of filing applications or registrations in all of the states that regulate interexchange resale.

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

None, however Applicant is in the process of filing applications or registrations in all of the states that regulate interexchange resale.

(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 company or other telecommunications entity, and the circumstances involved.

None.

12. 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 mbs., DS-3, etc.)

Travel Service

- Method of access is 950
 Method of access is 800

___ 900 Service

X Operator Services

- X Available to presubscribed customers
___ Available to non presubscribed customers (for
example to patrons of hotels, students in
universities, patients in hospitals
___ Available to inmates

Services included are:

- X Station assistance
___ Person to Person assistance
X Directory assistance
___ Operator verify and interrupt
___ Conference Calling
___ Other:

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

Customers dial 1 + NXX + XXXX for outbound services where presubscription is not available; and 1-800 (or 888) NXX-XXXX for inbound services; 1-8-- (or 888) NXX-XXXX plus 10 digit account number, 4 digit PIN number plus NPA-NXX-XXXX for calling card services; 1-NPA-555-1212 for directory assistance; 1-800 (or888) number of carrier plus *0" for operator.

14. What services will the applicant offer to other certificated telephone companies: NONE

- () Facilities. () Operators.
() Billing and Collection. () Sales.
() Maintenance.
() Other: _____

15. Will your marketing program:
(X) Pay commissions?
() Offer sales franchises?
(X) Offer multi-level sales incentives?
() Offer other sales incentives?

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

Independent sales agents; a set percentage of revenues.

17. 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 checked="" type="checkbox"/> Hotels & motels. | <input type="checkbox"/> Hotel & motel guests. |
| <input type="checkbox"/> Universities. | <input type="checkbox"/> Univ. dormitory residents. |
| <input type="checkbox"/> Other: (specify) _____. | |

18. 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?

The Company's name will appear on its bills.

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

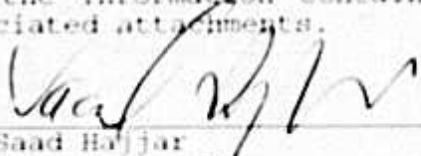
Contract negotiations for billing services have not been completed. The name and address of the firm who will handle the Company's billing will be provided to the Commission upon the signing of a contract for such services.

19. Please submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.485.

See Exhibit 2.

• • 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 on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax 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.


Saad Hajjar
President, CEI

December 24, 1996

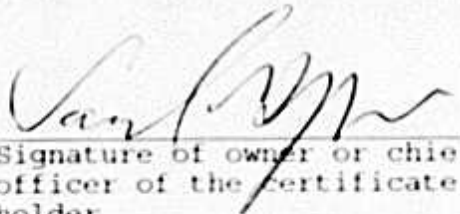
ATTACHMENTS:

- A - CERTIFICATE TRANSFER STATEMENT
- B - CUSTOMER DEPOSITS AND ADVANCE PAYMENTS
- C - INTRASTATE NETWORK
- D - FLORIDA TELEPHONE EXCHANGES
AND EAS ROUTES
- E - GLOSSARY

**** APPENDIX A ****

CERTIFICATE TRANSFER STATEMENT

I, (TYPED NAME) _____ N/A
current holder of certificate number _____, have
reviewed this application and join in the petitioner's request.



Signature of owner or chief
officer of the certificate
holder

President

Title

12/24/96

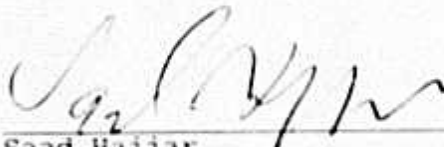
Date

** 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.)



Saad Hajjar
President, CEO

December 14, 1996

** APPENDIX C **

INTRASTATE NETWORK

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

N/A

1) 2)

3) 4)

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

1) 2) N/A

3) 4)

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

N/A

1) POP-to-POP TYPE OWNERSHIP

2)

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 will be provided on a statewide basis.

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).

Applicant's network will be available statewide on an equal access basis through presubscription or 10XXX.


6. **CURRENT FLORIDA INTRASTATE SERVICES:** Applicant () has or (x) has not 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 services begin?

Not applicable.

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

Not applicable.


Saad Hajjar
President, CEO

December 24, 1996

** APPENDIX D **

FLORIDA TELEPHONE EXCHANGES

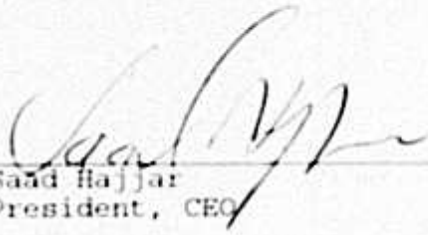
AND

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.

Service will be provided on a statewide basis.

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).



Saad Hajjar
President, CEO

December 21, 1996

** FLORIDA EAS FOR MAJOR EXCHANGES **

Extended Service Area	with	<u>These Exchanges</u>
PENSACOLA:		Cantonment, Gulf Breeze Pace, Milton Holley-Navarre.
PANAMA CITY:		Lynn Haven, Panama City Beach, Youngstown-Fountain and Tyndall AFB.
TALLAHASSEE:		Crawfordville, Havana, Monticello, Panacea, Sopchoppy and St. Marks.
JACKSONVILLE:		Baldwin, Ft. George, Jacksonville Beach, Callahan, Maxville, Middleburg,, Orange Park, Ponte Vedra and Julington.
GAINESVILLE:		Alachua, Archer, Brooker, Hawthorne, High Springs, Melrose, Micanopy, Newberry and Waldo.
OCALA:		Belleview, Citra, Dunnellon, Forest Lady Lake (B21), McIntosh, Oklawaha, Orange Springs, Salt Springs and Silver Springs Shores.
DAYTONA BEACH:		New Smyrna Beach.
TAMPA:		Central None East Plant City North Zephyrhills South Palmetto West Clearwater
CLEARWATER:		St. Petersburg, Tampa-West and Tarpon Springs.
ST. PETERSBURG:		Clearwater.
LAKELAND:		Bartow, Mulberry, Plant City, Polk City and Winter Haven.

** FLORIDA EAS MAJOR EXCHANGES CONTINUE **

ORLANDO:	Apopka, East Orange, Lake Buena Vista, Oviedo, Windermere, Winter Garden, Winter Park, Montverde, Reedy Creek and Oviedo-Winter Springs.
WINTER PARK:	Apopka, East Orange, Lake Buena Vista, Orlando, Oviedo, Sanford, Windermere, Winter Garden, Oviedo-Winter Springs, Reedy Creek, Geneva and Montverde.
TITUSVILLE:	Cocoa and Cocoa Beach.
COCOA:	Cocoa Beach, Eau Gallie, Melbourne and Titusville.
MELBOURNE:	Cocoa, Cocoa Beach, Eau Gallie and Sebastian.
SARASOTA:	Bradenton, Myakka and Venice.
FT. MYERS:	Cape Coral, Ft. Myers Beach, North Cape Coral, North Ft. Myers, Pine Island, Lehigh Acres and Sanibel-Captiva Islands.
NAPLES:	Marco Island and North Naples.
WEST PALM BEACH:	Boynton Beach and Jupiter.
POMPANO BEACH:	Boca Raton, Coral Springs, Deerfield Beach and Ft. Lauderdale.
FT. LAUDERDALE:	Coral Springs, Deerfield Beach, Hollywood and Pompano Beach.
HOLLYWOOD:	Ft. Lauderdale and North Dade.
NORTH DADE:	Hollywood, Miami and Perrine.
MIAMI:	Homestead, North Dade and Perrine.

**** APPENDIX E ****

**** GLOSSARY ****

ACCESS CODE: The term denotes a uniform four or seven digit code assigned to an individual IXC. The five digit code has the form 10XXX and the seven digit code has the form 950-10XX.

BYPASS: Transmission facilities that go direct from the local exchange end user to an IXC point of presence, thus bypassing the local exchange company.

CARRIERS CARRIER: An IXC that provides telecommunications service, mainly bulk transmission service, to other IXC only.

CENTRAL OFFICE: A local operating unit by means of which connections are established between subscribers' lines and trunk or toll lines to other central offices within the same exchange or other exchanges. Each three (3) digit central office code (NXX) used shall be considered a separate central office unit.

CENTRAL OFFICE CODE: The term denotes the first three digits (NXX) of the seven (7) digit telephone number assigned to a customer's telephone exchange service.

COMMISSION: The Florida Public Service Commission.

COMPANY, TELEPHONE COMPANY, UTILITY: These terms may be used interchangeably herein and shall mean any person, firm, partnership or corporation engaged in the business of furnishing communication service to the public under the jurisdiction of the Commission.

DEDICATED FACILITY: The term denotes a transmission circuit which is permanently for the exclusive use of a customer or a pair of customers.

END USER: The term denotes any individual, partnership, association, corporation, governmental agency or any other entity which (A) obtains a common line, uses a pay telephone or obtains interstate service arrangements in the operating territory of the company or (B) subscribes to interstate services provided by an IXC or uses the services of the IXC when the IXC provides interstate service for its own use.

EQUAL ACCESS EXCHANGE AREAS: EAEA means a geographic area, configured based on 1987 planned toll center/access tandem areas, in which local exchange companies are responsible for providing equal

access to both carriers and customers of carriers in the most economically efficient manner.

EXCHANGE: The entire telephone plant and facilities used in providing telephone service to subscribers located in an exchange area. An exchange may include more than one central office unit.

EXCHANGE (SERVICE) AREA: The territory, including the base rate suburban and rural areas served by an exchange, within which local telephone service is furnished at the exchange rates applicable within that area.

EXTENDED AREA SERVICE: A type of telephone service furnished under tariff provision whereby subscribers of a given exchange or area may complete calls to, and receive messages from, one or more other contiguous exchanges without toll charges, or complete calls to one or more other exchanges without toll message charges.

FACILITIES BASED: An IXC that has its own transmission and/or switching equipment or other elements of equipment and does not rely on others to provide this service.

FOREIGN EXCHANGE SERVICES: A classification of exchange service furnished under tariff provisions whereby a subscriber may be provided telephone service from an exchange other than the one from which he would normally be served.

FEATURE GROUPS: General categories of unbundled tariffs to stipulate related services.

- Feature Group A:** Line side connections presently serving specialized common carriers.
- Feature Group B:** Trunk side connections without equal digit or code dialing.
- Feature Group C:** Trunk side connections presently serving AT&T-C.
- Feature Group D:** Equal trunk access with subscription.

INTEREXCHANGE COMPANY: means any telephone company, as defined in Section 364.02(4), F.S. (excluding Payphone Providers), which provides telecommunication service between exchange areas as those areas are described in the approved tariffs of individual local exchange companies.

INTER-OFFICE CALL: A telephone call originating in one central office unit or entity but terminating in another central office

unit or entity both of which are in the same designated exchange area.

INTRA-OFFICE CALL: A telephone call originating and terminating within the same central office unit or entity.

INTRASTATE COMMUNICATIONS: The term denotes any communications in Florida subject to oversight by the Florida Public Service Commission as provided by the laws of the State.

INTRA-STATE TOLL MESSAGE: Those toll messages which originate and terminate within the same state.

LOCAL ACCESS AND TRANSPORT AREA: LATA means the geographic area established for the administration of communications service. It encompasses designated exchanges, which are grouped to serve common social, economic and other purposes.

LOCAL EXCHANGE COMPANY (LEC): Means any telephone company, as defined in Section 364.02(4), F.S., which, in addition to any other telephonic communication service, provides telecommunication service within exchange areas as those areas are described in the approved tariffs of the telephone company.

OPTIONAL CALLING PLAN: An optional service furnished under tariff provisions which recognizes a need of some subscribers for extended area calling without imposing the cost on the entire body of subscribers.

900 SERVICE: A service similar to 800 service, except this service is charged back to the customer based on first minute plus additional minute usage.

PIN NUMBER: A group of numbers used by a company to identify their customers.

PAY TELEPHONE SERVICE COMPANY: Means any telephone company, other than a Local Exchange Company, which provides pay telephone service as defined in Section 364.335(4), F.S.

POINT OF PRESENCE (POP): Bell-coined term which designates the actual (physical) location of an IXC's facility. Replaces some applications of the term "demarcation point."

PRIMARY SERVICE: Individual line service or party line service.

RESELLER: An IXC that does not have certain facilities but purchases telecommunications service from an IXC and then resells that service to others.

STATION: A telephone instrument consisting of a transmitter, receiver, and associated apparatus so connected as to permit sending and/or receiving telephone messages.

SUBSCRIBER, CUSTOMER: These terms may be used interchangeably herein and shall mean any person, firm, partnership, corporation, municipality, cooperative organization, or governmental agency supplied with communication service by a telephone company.

SUBSCRIBER LINE: The circuit or channel used to connect the subscriber station with the central office equipment.

SWITCHING CENTER: Location at which telephone traffic, either local or toll, is switched or connected from one circuit or line to another. A local switching center may be comprised of several central office units.

TRUNK: A communication channel between central office units or entities, or private branch exchanges.

EXHIBIT 1

American Telcom Inc.

**CERTIFICATE OF AUTHORITY TO DO BUSINESS
REGISTERED AGENT**

American Telecom Inc. has applied for a certificate of authority.
A copy will be forwarded as soon as it is received.

REGISTERED AGENT


Corporation Service Company
1201 Hays Street
Tallahassee, FL 32301

EXHIBIT 3

American Telcom Inc.

BALANCE SHEET AND INCOME STATEMENT

Attached are Applicant's Balance Sheet and Income Statement. Applicant is a start-up company and does not have audited financial statements. As President and CEO, I affirm that the financial statements are true and correct.



Saad Hajjat, President/CEO

AMERICAN TELCOM INC.
Saad Hajar, President/CEO
28000 Middlebelt, Suite 220
Farmington Hills, MI 48334
Issued:

F.P.S.C. NO. 1
Original Sheet No. 1

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

TITLE SHEET

FLORIDA TELECOMMUNICATIONS TARIFF

This tariff contains the description, regulations, and rates applicable to the furnishing of service and facilities for telecommunications services provided by American Telecom Inc., with principal offices at 28000 Middlebelt, Suite 220, Farmington Hills, MI 48334. This tariff applies to services furnished within Florida. This tariff is on file with the Florida Public Service Commission, where copies may be inspected during normal business hours.

AMERICAN TELCOM INC.
Saad Hajar, President/CEO
28000 Middlebelt, Suite 220
Farmington Hills, MI 48334
Issued:

F.P.S.C. NO. 1
Original Sheet No. 2

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

CHECK SHEETS

Pages 1 through 24 inclusive of this tariff are effective as of the date shown at the bottom of the respective page(s). Original and revised pages as named below comprise all changes from the original tariff and are currently in effect as of the date at the bottom of this page.

<u>PAGE</u>	<u>REVISION</u>
1	Original
2	Original
3	Original
4	Original
5	Original
6	Original
7	Original
8	Original
9	Original
10	Original
11	Original
12	Original
13	Original
14	Original
15	Original
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17	Original
18	Original
19	Original
20	Original
21	Original
22	Original
23	Original
24	Original

AMERICAN TELCOM INC.
Saad Hajar, President/CEO
28000 Middlebelt, Suite 220
Farmington Hills, MI 48334
Issued:

F.P.S.C. NO. 1
Original Sheet No. 3

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

TABLE OF CONTENTS

TITLE SHEET	1
CHECK SHEETS	2
TABLE OF CONTENTS	3
SYMBOLS	5
TARIFF FORMAT	6
SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS	8
SECTION 2 - RULES AND REGULATIONS	9
2.1 <u>Undertaking of Company</u>	9
2.2 <u>Limitations</u>	9
2.3 <u>Liabilities of the Company</u>	10
2.4 <u>Interruption of Service</u>	11
2.5 <u>Restoration of Service</u>	13
2.6 <u>Deposits</u>	13
2.7 <u>Advance Payments</u>	13
2.8 <u>Taxes</u>	14
2.9 <u>Collection of Charges</u>	14
2.10 <u>Employee Concessions</u>	15
2.11 <u>Specific Services</u>	15
2.12 <u>Billing</u>	15

AMERICAN TELCOM INC.
Saad Hajar, President/CEO
28000 Middlebelt, Suite 220
Farmington Hills, MI 48334
Issued:

F.P.S.C. NO. 1
Original Sheet No. 4

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 3 - DESCRIPTION OF SERVICES	16
3.1 <u>Usage Based Services</u>	16
3.2 <u>Rate Plans</u>	17
3.3 <u>Calculation of Distance</u>	17
3.4 <u>Minimum Call Completion Rate</u>	18
3.5 <u>Directory Assistance</u>	18
SECTION 4 - RATES	19
4.1 <u>Description of Rates</u>	19
4.2 <u>Plan A: Basic Residential 1+ Calling Plan</u>	19
4.3 <u>Plan B: Basic Business 1+ Calling Plan</u>	19
4.4 <u>Plan C: Basic Business Toll Free Service (800/888)</u>	20
4.5 <u>Plan D: Calling Card Service</u>	20
4.6 <u>Directory Assistance Charges</u>	20
4.7 <u>Rate Period Charges</u>	21
4.8 <u>Method of Computing Charges</u>	21
4.9 <u>Regulatory Costs, Fees and Taxes</u>	22
4.10 <u>Returned Check Charge</u>	22
4.11 <u>Promotions</u>	22
4.12 <u>Discounts for Hearing Impaired Customers</u>	23
4.13 <u>Late Payment Charge</u>	23
4.14 <u>Operation of Telecommunications Relay Service</u>	23

AMERICAN TELCOM, INC.

Saad Hajar, President/CEO
28000 Middlebelt, Suite 220
Farmington Hills, MI 48334

Issued:

F.P.S.C. NO. 1
Original Sheet No. 5

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

SYMBOLS

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

- (D) - Discontinued rate or regulation
- (I) - Increase in rate
- (M) - Moved to/from another tariff location
- (N) - New rate or regulation
- (R) - Reduction in rate
- (C) - Change in text only

AMERICAN TELECOM, INC.
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Issued:

TELECOMMUNICATIONS SERVICES TARIFF

TARIFF FORMAT

Effective:

F.P.S.C. NO. 1
Original Sheet No. 6

- A. Page Numbering - Page numbers appear in the upper right corner of the page. Pages are numbered sequentially. However, new pages are occasionally added to the tariff. When a new page is added between pages already in effect, a decimal is added. For example, a new page added between pages 14 and 15 would be 14.1.
- B. Page Revision Numbers - Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current page version on file with the FPSC. For example, 4th Revised Page 14 cancels the 3rd Revised Page 14. Because of various suspension periods, deferrals, etc., the FPSC follows in its tariff approval process, the most current page number on file with the FPSC is not always the tariff page in effect. Consult the Check Sheet for the page 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
21
211
211A
211A.1
211A.1(a)
211A.1(a).1
211A.1(a).1(1)
211A.1(a).1(1)(i)

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Saad Hajjar, President/CEO
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TELECOMMUNICATIONS SERVICES TARIFF

TARIFF FORMAT (cont'd)

- 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 pages 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 this page 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 page is the most current on file with the FPSC.

FPSC NO.1
Original Sheet No. 7

Effective:

AMERICAN TELCOM INC.
Saad Hajar, President/CEO
28000 Middlebelt, Suite 220
Farmington Hills, MI 48334
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F.P.S.C. NO. 1
Original Sheet No. 8

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

Access Line - A telephone line provided by local exchange carriers which connect a telephone or other communications device at a customer's location to American Telcom Inc.'s underlying carrier's telecommunications network switching center(s).

Authorization or Account Code - A numerical code of four to eleven digits, one or more of which codes are available to a customer to enable the customer to lawfully connect its communication devices for the purpose of accessing the telecommunications networks of American Telcom Inc.'s Underlying Carrier, and which thereby are used to prevent unauthorized network access and to identify the customer and its calling volumes for billing purposes.

Carrier or Company - American Telcom Inc..

Customer - The person, firm, corporation, end user or other entity which orders or uses services and is responsible for the payment of charges.

FPSC - Florida Public Service Commission.

Holidays- New Year's Day, Fourth of July, Labor Day, Thanksgiving Day and Christmas Day.

Service Agreement - Company's standard form for the ordering and acceptance of a customer's request for and commitment to take Company's service offerings pursuant to this tariff.

Rate Center - The Points of Presence (POPs) or first point of interconnection of local exchange facilities providing access to the long distance network of the Company's Underlying Carrier and the point from which a customer's traffic is rated and billed.

Underlying Carrier - The telecommunications carrier whose network facilities provide the technical capability and capacity necessary for the transmission and reception of customer telecommunications traffic within Florida.

AMERICAN TELCOM, INC.
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Effective:

F.P.S.C. NO. 1
Original Sheet No. 9

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 2 - RATES AND REGULATIONS

- 2.1 Undertaking of Company
- Company undertakes to provide only those designated Services as are furnished under the terms and subject to the conditions and customer payment of the applicable rates of this tariff for communications originating and terminating within Florida.
- The Company's Services are available to its customers twenty four hours per day, seven days per week.
- 2.2 Limitations
- 2.2.1 Service is offered subject to the availability of the facilities of Company's underlying Carrier and the provisions of this tariff.
- 2.2.2 Company reserves the right to discontinue furnishing service, or limit the use of service necessitated by conditions beyond its control, including without limitation, for customer non-payment of charges; or when the customer's use of a service becomes or is in violation of the law or the provisions of this tariff.
- 2.2.3 The Services provided under this tariff are subject to the direct and exclusive control of the Company. No one may alter or affect the Services nor transfer or assign its use of the Services without the express written consent of the Company, which consent may be withheld, without limitation, by Company in its sole discretion at any time such alteration, effect, transfer or assignment would result in an interruption of the Services or a change in the customer's location to which the Services are to be provided.

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F.P.S.C. NO. 1
(Original Sheet No. 10)

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 2 - RULES AND REGULATIONS (cont'd)

2.2 Limitations (cont'd)

2.2.4 In the event prior written permission from the Company is given for any assignment or transfer, all regulations and conditions contained in this tariff shall apply to all such permitted assignees or transferees, as well as all conditions for service.

2.3 Liabilities of the Company

2.3.1 Company has no liability for damages arising out of mistakes, interruptions, omissions, delays, errors, or defects in the transmission or call processing of customers' communications traffic by the underlying Carrier. The Company's liability for such damages occurring in the course of furnishing the Company's services but not caused by its gross negligence or willful misconduct or that of its employees or agents, in no event shall exceed an amount equivalent to the proportionate charge to the customer for the period during which such mistakes, interruptions, omissions, delays, errors, or defects in the Company's furnishing of its services occur.

2.3.2 Acceptance of the provisions of Section 2.3.1 by the Commission does not constitute its determination that the limitation of liability imposed by the Company should be upheld in a court of law; but the recognition that as it is the duty of the courts to adjudicate negligence claims and rights to recover damages therefor, so it is the duty of the courts to determine the validity of the exculpatory provisions of Section 2.3.1.

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 2 - RATES AND REGULATIONS (cont'd)

2.3 Liabilities of the Company (cont'd)

2.3.3 Company shall be indemnified and held harmless by the customer against:

(A) Claims for libel, slander, or infringement of copyright or trademark arising out of the material, data, information, or other content of a customer's communications traffic;

(B) Claims for patent infringement arising from a customer's use of its equipment, facilities or systems with the Company's Services; and

(C) All other claims arising out of any act or omission of the customer in connection with any service provided by Company.

2.4 Interruption of Service

2.4.1 Credit allowance for the interruption of service is subject to the general liability provisions set forth in Section 2.3.1 herein. Customer shall receive no credit allowance for interruption of service due to Carrier's testing or adjusting, negligence of the customer, or to the failure of channels or equipment provided by the customer. It shall be the obligation of the customer to notify the Company immediately of any interruption in service for which a credit allowance is claimed. Before giving such notice, the customer shall ascertain that the trouble is not being caused by any action or omission within customer's control, or is not in writing or equipment, if any, furnished by the customer in connection with the Company's Services.

2.4.2 No credit is allowed in the event service must be interrupted in order to provide routine service quality or related investigations.

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Farmington Hills, MI 48334
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Effective:

F.P.S.C. NO. 1
(Original Sheet No. 12)

SECTION 2 - RULES AND REGULATIONS (cont'd)

TELECOMMUNICATIONS SERVICES TARIFF

2.4 Interruption of Service (cont'd)

2.4.3 Credit for failure of service shall be allowed only when such failure is caused by or occurs due to causes within the control of Company or in the event Company is entitled to a credit for the failure of the facilities of Company's underlying Carrier used to furnish customer's service.

2.4.4 No credit shall be allowed.

(A) For failure of services or facilities of customer, or

(B) For failure of services or equipment caused by the negligence or willful acts of customer.

2.4.5 Credit for an interruption shall commence after customer notifies Company of the interruption or when Company becomes aware thereof, and ceases when service has been restored.

2.4.6 Before customer notifies Company of an interruption, customer shall make reasonable attempts to ascertain that customer, a third party, or its or their actions and/or equipment is/are not the cause thereof.

2.4.7 Credits are applicable only to that portion of service interrupted.

2.4.8 For purposes of credit computation, every month shall be considered to have 720 hours.

2.4.9 No credit shall be allowed for an interruption of a continuous duration of less than two hours.

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 2 - RULES AND REGULATIONS (Cont'd)

2.4 Interruption of Service (cont'd)

2.4.10 The customer shall be credited for an interruption of two hours or more at the rate of 1/720th of the monthly charge for the service affected for each hour or major fraction thereof that the interruption continues. Calculations of the credit shall be made in accordance with the following formula

Credit Formula:

$$\text{Credit} = \frac{A}{720} \times B$$

"A" = outage time in hours

"B" = total monthly charge for affected facility

2.5 Restoration of Service

The use and restoration of service shall be administered by the Underlying Carrier in accordance with the priority system specified in the Rules and Regulations of the Florida Public Service Commission.

2.6 Deposits

The Company does not require a deposit from its customers.

2.7 Advance Payments

The Company does not collect advance payments.

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 2 - RULES AND REGULATIONS (Cont'd)

2.8 Taxes

All state and local taxes levied by governmental entities upon customers (for example, sales taxes) are listed as separate line items on customer bills and are not included in the Company's scheduled rates.

2.9 Collection of Charges

2.9.1 In the event Company incurs fees or expenses, including attorneys' fees, to collect, or attempt to collect, any charges owed Company by customer, including charges alleged to have resulted from fraud or abuse of customer's services, the Company shall charge customer all such fees and expenses, including Company's reasonable attorney's fees, incurred to collect or to attempt to collect its charges, and Company shall be entitled to recover such fees or expenses irrespective of whether it prevails in any legal action brought to collect its charges, all in accordance with and subject to the following additional legal requirements -

2.9.2 In accordance with the "filed tariff doctrine," as established by judicial and regulatory decisions and precedents, customer shall pay all charges due and owing irrespective of any claims of loss, liability, set off, damages, or other claims against Company to which customer may claim to be entitled. The duty to pay such charges shall arise upon the demand for payment by Company and shall not be delayed or deferred by the commencement of any legal or equitable action by either customer or Company in connection with such charges incurred under this tariff.

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 2 - RULES AND REGULATIONS (cont'd)

2.9.3 Customer agrees that all actions, suits, or proceedings to recover charges due under this tariff shall be prosecuted in the United States District Court for the Eastern District of Virginia. Customer consents to and submits to the exercise of jurisdiction over the subject matter, waives personal service of any and all process upon it, and consents that all such service of process be made by registered mail directed to customer at its address registered with Company. Service so made shall be deemed to be completed five business days after such process shall have been deposited in the mail, postage prepaid. Customer waives trial by jury; any objection based on forum non conveniens, any objection to venue or jurisdiction of any action instituted hereunder, and consents to the granting of such legal or equitable relief as deemed appropriate by the Court.

2.10 Employee Concessions

There are no employee concessions.

2.11 Specific Services

The Company does not currently offer any specific services for which conditions of eligibility apply.

2.12 Billing

Company's billing agents are certified local exchange carriers operative in Florida.

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Issued:

F.P.S.C. NO. 1
(Original Sheet No. 16)

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 3 - DESCRIPTION OF SERVICES

3.1

Usage Based Services

The Company's charges are based on the actual usage of the Company's services, plus any special features and/or service options, if any. Charges begin when the designated communication termination(s) is/are accessed and enabled thereby ("connected") to receive the communications from the originating location on the network. Charges cease when the termination(s) is/are disconnected.

3.1.1. Long distance usage charges are based on the actual usage of the Company's network. Timing for all calls begin 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.

3.1.2. Chargeable time for all calls ends when one of the parties disconnects from the call. Unless otherwise specified in this tariff, the minimum call duration for billing purposes is six seconds.

3.1.3. Unless otherwise specified in this tariff, usage is measured and rounded to the higher increment for billing purposes.

3.1.5. There are no billing charges applied for incomplete calls.

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 3 - DESCRIPTION OF SERVICES (Cont'd)

3.2 Rate Plans

Carrier's Rate Plans provide for switched equal access inbound and outbound services using standard equal access dialing to place interLATA and intralATA calls from customer premises to points located within Florida. Rates, charges and restrictions are set forth in § 4 following.

3.3 Calculation of Distance

Company's current services are not distance sensitive. Charges tariffed on a distance sensitive basis will be based on the airline distance between rate centers located within Florida. The distance between rate centers is determined by applying the vertical and horizontal coordinates associated with the rate centers involved as set forth in such major carriers tariffs as AT&T's FCC No. 10. A standard formula for calculating distance such as the following will be used.

Step 1 - Obtain the "V" and "H" coordinates for the originating point and the destination point.

Step 2 - Obtain the difference between both the "V" coordinates and "H" coordinates of each of the Rate Centers.

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.

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F.P.S.C. NO. 1
Original Sheet No. 18

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 3 - DESCRIPTION OF SERVICES (Cont'd)

3.4 Minimum Call Completion Rate

Calls may be originated in equal access areas only (EGD) and Carrier's minimum call completion rate is 95%.

3.5 Directory Assistance

The Company provides standard Directory Assistance.

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F.P.S.G. NO. 1
 (Original Sheet No. 19)

Effective

TELECOMMUNICATIONS SERVICES TARIFF

SECTION F - RATES

4-1 Description of Rates

Switched services are available to business and residential subscribers under the following rate plans. Calls in each rate plan are billed in initial and additional increments with minimum billing increments as specified. No charge is made for uncompleted calls.

4-2 Plan A: Basic Residential 1+ Calling Plan

Plan A offers InterLATA/IntraLATA service to residential customers, with no monthly service or installation charges. Calls are billed in full minute increments rounded to the next highest full minute of call duration.

InterLATA and IntraLATA: \$0.019/minute

4-3 Plan B: Basic Business 1+ Calling Plan

Plan B offers InterLATA/IntraLATA service for business customers, with no monthly service or installation charges. Calls are billed in minimum increments of eighteen (18) seconds and additional increments of six (6) second rounded to the next highest additional increment.

Initial Minimum Charge

\$0.057

Each Additional 6 seconds

\$0.019

InterLATA and IntraLATA:

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 4 - RATES (cont'd)

4.4 Plan C, Basic Business Toll Free Service (800/888)
 Plan C is available to business customers with a need for toll free service for their customers operations. There are no monthly service or installation charges. Calls are billed in initial minimum durations of eighteen (18) seconds and additional increments of six (6) seconds rounded to the next highest additional increment.

InterLATA/IntraLATA

Incremental 6 seconds	Initial 18 seconds
\$0.0177	\$0.0531

4.5 Plan D, Calling Card Service

Plan D is available to residential or business customers to provide calling from remote access locations from their prescribed premises. There are no monthly service or installation charges. Charges are billed in full minute increments rounded to the next highest full minute in call duration. A per call charge applies.

\$0.025/minute
 \$0.025/call

4.6 Directory Assistance Charge: \$0.05 per call

Pursuant to Florida Public Service Commission Rules and Regulations, the Company will not charge for the first fifty (50) directory assistance calls made each month by a handicapped person.

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F.P.S.C. NO. 1
(Original Sheet No. 21)

Effective:

TELECOMMUNICATIONS SERVICES TARIFF

SECTION 4 - RATES (Cont'd)

- 4.7 Rate Period Charges
- 4.7.1 Rate periods - Company may in the future offer rate periods calling based on a peak and off-peak rating methodology. For such offerings, the rates will apply for all days of the week including holidays. The Peak rate period is 7:00 AM to, but not including, 7:00 PM, five days a week. The Off-Peak rate period is all other time periods. For New Year's Day (January 1), Independence Day (July 4), Labor Day, Thanksgiving Day and Christmas Day (December 25), the Off-Peak rate applies.
- 4.7.2 Charges for Rate Period Calling are determined by the time of day rate periods for InterLATA calls only and minutes of use within each rate period. The rate period is determined by the time and day of call origination at the customer's location. Calls initiated during one time period and ending during a different period will be billed for the usage during each time period at the rates applicable to that time period.
- 4.8 Method of Computing Charges
- Charges for each call are totaled by rate period. If the computed charges include a fraction of a mill, the fraction is rounded up to the next whole mill (e.g., \$1.4266 would be rounded up to \$1.436).

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TELECOMMUNICATIONS SERVICES TARIFF

SECTION 4 - RATES (cont'd)

Effective:

F.P.S.C. NO. 1
Original Sheet No. 23

4.12

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 night rate during business day hours and the night rate for night rate calls. Discounts do not apply to surcharges or previously discounted charges.

4.13

Late Payment Charge

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

4.14

Operation of Telecommunications Relay Services

Intrastate toll calls received from the relay service, each local exchange and interexchange telecommunications company billing relay call where either the calling or called party indicates that either party is both hearing and visually impaired, the call will be discounted by 50% of the applicable rate for a voice nonrelay call except that where either the calling or called party indicates that applicable rate for voice nonrelay call shall not apply to per call charges such as a credit card surcharge.

Normel Sheena, C.P.A., P.C.
17220 W. Twelve Mile, Suite 200
Southfield, Michigan 48076
Telephone (810) 552-8585, Fax (810) 552-0867

American Telcom Inc.

We have compiled the accompanying Balance Sheet and Income Statement - Tax Basis for American Telcom Inc. as of September 30, 1996 and for the period then ending, in accordance with standards established by the American Institute of Certified Public Accountants. The financial statements have been prepared on the accounting basis used for federal income tax purposes and are not intended to conform to generally accepted accounting principles.

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

Management has elected to omit substantially all of the informative disclosures (and the Statement of Cash Flows) ordinarily included in financial statements prepared on the income tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusion about the company's financial position, accordingly, these financial statements are not designed for those who are not informed about such matters.

The Company, with consent of its shareholders, has elected under the Internal Revenue Code to be an S Corporation. In lieu of corporate income taxes, the shareholders of an S Corporation are taxed on their proportionate share of the Company's taxable income. Therefore, no provision of liability for federal income taxes has been included in these financial statements.

Normel Sheena, C.P.A.
October 24, 1996

American Telcom Inc.
Balance Sheet
As of September 30, 1996
(Unaudited)

ASSETS

Current Assets:

Cash on Hand	\$ 100.00
Cash in Bank - Madison	(38,073.09)
Cash in Bank - P.O.A.	293,024.43
Loan Receivable - ITC	117,801.89
Loan Receivable - Laundromat	4,695.83
Investment - Stock & Bonds	153,220.85
Certificates Of Deposit	200,000.00
Investment - Fortune Hqts	<u>232,869.88</u>
Total Current Assets	963,639.79

Property and Equipment:

Furniture, Fixture & Equip.	18,412.04
Less Accumulated Depreciation	<u>(3,458.22)</u>
Total Property and Equipment	14,953.82

Other Assets:

Security Deposits	1,134.00
Loan Rec. - Officer	40,000.00
Deposit - 7 Mile Rd	84,849.08
Deposit - Southfield Bldg	5,512.60
Deposit - Exohesitov	5,000.00
Deposit - Vaughn	4,000.00
Deposit - 8 Mi Evergreen	<u>5,000.00</u>
Total Other Assets	<u>145,495.68</u>
Total Assets	<u>\$ 1,124,089.29</u>

LIABILITIES AND STOCKHOLDER'S EQUITY

Current Liabilities:

Federal W/H Tax Payable	\$ 6,901.11
State W/H Tax Payable	2,937.80
MESC Tax Payable	40.45
FUTA Tax Payable	12.00
Single Business Tax Payable	<u>500.00</u>
Total Current Liabilities	10,391.36

Long-Term Liabilities:

Loan Payable - MCI	<u>47,404.34</u>
Total Long-Term Liabilities	47,404.34

Stockholder's Equity:

Common Stock, \$1 Par Value, 50,000 Shares Authorized, 300 Shares Issued and Outstanding	300.00
Accum. Adjustment Account	(462,768.86)
Current Income / (Loss)	<u>1,528,757.45</u>
Total Stockholder's Equity	<u>1,056,293.59</u>

See Accountant's Compilation Report

**American Telcom Inc.
Balance Sheet
As of September 30, 1996
(Unaudited)**

Total Liabilities and Stockholder's Equity \$ 1,124,089.29

American Telcom Inc.
Income Statement
For The Period Ended September 30, 1996
(Unaudited)

	<u>1 Month Ended</u>		<u>9 Months Ended</u>	
	<u>Sep. 30, 1996</u>	<u>Pct</u>	<u>Sep. 30, 1996</u>	<u>Pct</u>
Revenue:				
Fee Collected	<u>\$ 1,001,705.28</u>	<u>100.00</u>	<u>\$ 2,930,886.03</u>	<u>100.00</u>
Total Revenue	1,001,705.28	100.00	2,930,886.03	100.00
Cost of Revenue:				
Commissions	<u>171,851.10</u>	<u>17.16</u>	<u>1,011,026.68</u>	<u>34.50</u>
Total Cost of Revenue	171,851.10	17.16	1,011,026.68	34.50
Gross Profit	829,854.18	82.84	1,919,859.35	65.50
Expenses:				
Payroll	22,700.00	2.27	145,935.00	4.98
Taxes - FICA	369.76	0.04	9,911.89	0.34
Taxes - FUTA	12.00	0.00	124.00	0.00
Taxes - MEWC	40.45	0.00	553.45	0.02
Taxes - SBT	500.00	0.05	700.00	0.02
Taxes - Property	0.00	0.00	97.37	0.00
Depreciation	434.46	0.04	2,328.49	0.08
Rent	3,125.00	0.31	25,418.88	0.87
Interest	0.00	0.00	173.63	0.01
Health Insurance - Employees	2,043.72	0.20	8,297.62	0.28
Insurance - Employees	0.00	0.00	244.00	0.01
Insurance - General	0.00	0.00	653.00	0.02
Repairs And Maintenance	0.00	0.00	422.00	0.01
Equipment Rental	240.00	0.02	1,376.85	0.05
Traveling Expenses	12,881.01	1.29	43,921.07	1.50
Meetings And Lunches	5,592.54	0.56	6,112.26	0.21
Auto Lease	373.10	0.04	2,838.49	0.10
Office Expenses	195.77	0.02	2,136.75	0.07
Office Supplies	0.00	0.00	3,000.00	0.10
Licenses	0.00	0.00	500.50	0.02
Supplies	0.00	0.00	54.44	0.00
Utilities	0.00	0.00	446.65	0.02
Telephone	0.00	0.00	71,366.85	2.43
Legal And Accounting	0.00	0.00	6,117.00	0.21
Bank Charges	6.00	0.00	36.00	0.00
Seminars & Conventions	99.00	0.01	5,785.00	0.20
Books & Journals	0.00	0.00	152.70	0.01
Contributions	40.00	0.00	6,635.00	0.23
Promotion And Advertising	12,223.01	1.22	42,195.04	1.44
Auto Expense	340.70	0.03	687.61	0.02
Postage	0.00	0.00	225.00	0.01
Freight	287.75	0.03	2,454.75	0.08
Penalties	<u>74.00</u>	<u>0.01</u>	<u>195.61</u>	<u>0.01</u>
Total Expenses	61,578.27	6.15	391,096.90	13.34
Net Income (Loss)	<u>\$ 768,275.91</u>	<u>76.70</u>	<u>\$ 1,528,762.45</u>	<u>52.16</u>

See Accountant's Compilation Report

EXHIBIT 4

American Telcom Inc.

TECHNICAL QUALIFICATIONS

Applicant is a non-facilities based reseller of telecommunications services. As such, facilities are maintained utilizing the technical expertise of its underlying carrier. American Telcom has retained the services of telcom consultant, Global Telecompetition Consultants, Inc. American Telcom will use the high level of GTC's telecommunications expertise as necessary while it works on developing similar resources on an in-house basis.

Attached hereto is the resume of GTC's President, Philip E. Balevere.

Philip E. Balevre

14525 Antigone Drive
 Gaithersburg, Maryland 20878
 Phone 301-424-8593, Facsimile 301-424-5887
 philip@balevre.com

Experience Summary

- 6/96 - Pres. Global TeleCompetition Consultants (International telecommunications consulting firm)
 President
- 6/94 - 6/96 Sequel Communications, Inc. (International facilities based carrier & ISP, USA-Asia)
 Acting President and COO
- 4/94 - 6/94 Bell Atlantic (Regional Bell Operating Company)
 Marketing Manager/Manager Competitive Analysis - Small Business Marketing Services
- 11/90 - 12/91 Service Access Corporation (Consultant - Interim management positions and contracted projects)
- | | | |
|---------------|--------------------------------|--|
| 11/94 - 12/94 | Information Technologies, Inc. | Prepared bid for rural telco plant - Asia |
| 11/94 | New Century Telecom, Inc. | CXR/SS7 Backbone business plan |
| 2/94 - 2/94 | American Wireless Comm Corp. | Business plan - PCS Consortium |
| 1/94 - 2/94 | Sequel Concepts, Inc. | Business plan - Int'l carrier/ISP |
| 10/93 - 12/93 | Mitel, Inc. | Performed int'l marketing study |
| 4/91 - 6/93 | EnGarde, Inc. | Business plan - Smart Buildings |
| 11/92 - 7/93 | INTEX | Wrote mktg plan, operated as VP Mktg |
| 1/91 - 6/91 | State of Maryland | Re-engineered State Telecom Systems |
| 11/90 - 1/91 | Advanced Network & Svcs. | Implemented Client Services plan for Internet backbone |
- 7/91 - 11/92 Mitel, Inc. (Enterprise Group: Telco equipment manufacturer - Dialers, ISDN, etc.)
 Product Marketing Manager
- 7/87 - 3/91 National Telecommunications Network (Fiber Optic carrier consortium, known as NTN)
 Senior Director Network Services
- 12/83 - 7/87 Microtel, Inc. (First U.S. fiber optic based carrier, now LDDS/Worldcom)
 Director Special Projects, Director Carrier Sales
- 3/82 - 12/83 GTE Special Services Products Division (Telco manufacturer, division of GTE Lenkurt)
 Senior Sales Engineer
- 1/73 - 3/82 United Telephone Company (Local Exchange Company, now U.S. Sprint)
 Engineering and Management Positions
- 7/71 - 1/73 Interdata, Inc. (Computer manufacturer, now Perkin-Elmer, Inc.)
 Buyer/Purchasing Engineer
- 1/68 - 7/71 Electronic Associates, Inc. (Analog computer manufacturer)
 Component Value Engineer

Philip E. Balevre

14525 Antigone Drive
Gaithersburg, Maryland 20878
Phone 301-424-8593, FAX 301-424-5887
philip@balevre.com

Experience Detail

6/96 - Pres. Global TeleCompetition Consultants
President

Created international consulting organization specializing in telecommunications and Internet undertakings. Market primarily in teleco related areas such as: Federal and State Regulatory and certification, local resale and interconnection, wireless, PCS, Internet and Intranet, international, technical/engineering, marketing, strategic planning, telemedicine and support ACTA and GAT trade associations on a daily basis.

6/94 - 6/96 Sequel Concepts, Inc.
acting President and Chief Operating Officer - Sequel Communications, Inc.

Directed and managed the start-up of this international telecommunications operation between the USA and the Philippines. Company doubled its traffic to Asia on a monthly basis via AsiaCall debit card offering and became the largest Internet Services Provider in the Philippines (Sequel.Net). Laid out and implemented the fiber optic backbone network, switches, multiplexing, server and router arrangement, marketing plan, all products and services, promotion, managed network operations and the "back-office" support of it, including: Billing, administration, customer service and provisioning. This undertaking is the implementation of the business plan I authored described below.

11/92 - 12/94 Service Access Corporation
President

Telecommunications consulting in a variety of areas including: Business planning, strategic alliances, regulatory, operations, network planning, switch administration, Internet, billing, customer service, marketing, promotion/advertising, and the computer modules to support them. The following itemizes consulting projects and interim management positions contracted through Service Access Corporation.

4/94 - 6/94 Bell Atlantic: Small Business Marketing Services LOB

Created new products and the programs to market them. Wrote practices for small business marketing standardization, provided competitive information from the carrier's point of view for strategic planning, tactical offensives and LOB Presidential briefings, and issued marketing directives to emphasize applications instead of technology. Authored business plan to operate Bell Atlantic interactive TV from the home using a PCS or cellular telephone and AIN software.

11/94-12/94 Information Technologies, Inc. (Infocom)

Wrote business plan and proposal to provide telecommunications to rural locations in the Philippines using VSAT and PCS technology.

11/94 New Century Telecommunications, Inc.

Authored business and operating plan for a backbone network, 5S-7 system and back-office organization providing support for resellers, and wireless providers associated with the FCC PCS spectrum auction.

2/94 - 2/94 American Wireless Communications Corporation (AWCC)

Contributed to business plan to establish a national consortium of minority, women owned and small businesses to participate in the PCS spectrum auction. AWCC's objective was to establish a winning bidding strategy for itself and its members, raise capital to independently bid for PCS spectrum and create a backbone network to support it. Consulted to organization following its inception.

1/94 - 2/94 Sequel Concepts, Inc.

Developed business plan to create and operate an international telecommunications company between the USA and the Philippines. The company's network would permit outsourced programmers of U.S. based customers to remain in the Philippines. In addition, the company would target selected ethnic markets with niche international services, including traditional voice and data products, and Internet access in the Philippines. The plan prescribed how to start the company and how to operate it thereafter.

10/93 - 12/93 Mitel, Inc.

Initiated and performed market study. Provided data and recommendations on telecommunications markets domestically and internationally. Advised on carrier and telco business methods, products, services and rational for carrier and telco equipment selection.

4/91 - 6/93 EnGarde, Inc.

Developed start-up organization to provide a customized "Service Management Platform" for facility monitoring, management and control services for customers with both single and multiple business facility locations ("networked smart buildings"). Initial system utilized private telecommunications network to gather and transport site information to centralized operating center from 192 cellular tower locations throughout Georgia. Also instituted plan using "Meteor Burst" technology for paging, global transport of information collected from sensors, including structural stress monitors and vehicle location devices.

11/92-7/93 International Telecommunications Exchange Corp. (INTEX)

Wrote and executed Marketing Plan operating as VP Marketing. Created and launched new products and services in addition to traditional long-distance offerings such as

travel card, debit card, scrambled cellular, international-conferencing & voice-mail, international call-back, data applications and networks. Performed market analyses, product evaluation, developed pricing, and assisted in tariff coordination. Directed sales organization consisting of 324 independent sales agencies nationwide and abroad. Purchased telecom switch to support above applications and supervised its operation.

7/91 - 11/92 Mitel, Inc. (Enterprises Group)
Product Marketing Manager

Implemented new procedures for marketing, product and project managers, R&D and sales interaction. Developed lease program for quick turn-around and temporary product provisioning. Program/project manager for product teams. Established new line of intelligent products supporting ISDN, wireless, SS7, AIN and mixed media facility applications. Products were targeted to both local and long distance telecom markets and primarily addressed the physical network level. Using combination of this new technology and new alliances, developed new generation security telecom surveillance products for federal law enforcement agencies. Formulated and implemented plan to support Mitel Sales Agents and distributors worldwide. Developed market for Operator Services System to :OSP, hospitality, healthcare and other vertical markets. Liaison to Mitel's RCA interconnect organization. Mitel representative to ACTA.

7/87 - 3/91 National Telecommunications Network ("NTN")
Sr. Director Network Services

Developed the infrastructure and helped coordinate the effort of seven regional fiber-optic carriers: Microtel, Witel, CNI, RCI, Latel, Telecom*USA and LDXnet. Developed marketing program. Chaired the NTN Marketing Committee. Established the NTN Customer Service program. Created mechanized interpartner order processing and provisioning system. Created interpartner trouble reporting procedures. Developed competitive pricing for NTN. Introduced and launched new products. Wrote NTN automated customer billing procedures. Created, then managed billing function and consortium partner settlements process. Wrote NTN Rates and Tariffs procedural manual. Reconciled NTN accounts billing \$9 Million within 0.01%. Managed System Integrator federal project bidding process. Managed NTN's contract administration. Assisted in NTN SS7 network development. Directed the NTN staff on a daily basis. Designed and installed internal telecom network. NTN's liaison to Internet development via National Research Initiative NRI. Consultant/advisor to the Maryland Information Technologies Center.

12/83 - 7/87 LDDS/Worldcom, Inc. (Formerly Microtel, Inc.)
NTN Sales Director, Director Carrier Sales and Director Special Projects

As one of the initial employees, created original products, marketing/sales tools, pricing structures and billing system. Set industry pricing standards before 11 channels were tariffed by Bell System. Sold initial key carrier accounts representing 53% of total company revenue at a cost of sales ratio of less than 2%. Trained commercial sales force in applications. Initiated and managed fiber construction projects for carrier customer's network access, coordinated customer premise fiber installations and was responsible for contract administration. Instrumental in fiber network topography and development of NTN. Charter member of NTN committees.

3/82 - 12/83 GTE Special Service Products Division (now Xtel, Inc.)
Sr. Sales Engineer

Introduced new product line of data and transmission equipment to new Southeast and Caribbean territory. Consulted with telephone operating companies for product development during era of analog to digital transformation. Sold \$1.5 Million exceeding \$800K quota by 562%.

1/73- 3/82 United Telephone Company (now U.S. Sprint)
Various engineering and management positions with Florida Group and UTS Headquarters, Kansas City

Started as Special Services engineer designing all Special Service voice and data circuits in the State of Florida. Directed 2 to 4 wire toll switch conversion (ETSI) as new Transmission Engineer. Promoted to Operations Toll and Carrier Engineer, implemented transmission systems (Wrote installation spec for 1st "T" Carrier installation). Promoted to Engineering Manager, Transmission and Protection-Message Circuit Engineering. Converted & rehomed major analog to digital intercity facilities. Promoted to Staff Supervisor, Special Services. Consolidated and standardized company methods and procedures resulting from three company merger. Introduced innovative methods for installation of hardware still used today. Promoted to Assistant Staff Director, Special Service Operations, corporate headquarters in Kansas City. Consolidated and standardized company methods, contributed to Part 68 research, member of corporate Standards Committee and authored a Special Service Procedural handbook for use by UTS companies nationwide.

7/71 - 1/73 Interdata, Inc. (now Perkin-Elmer, Inc.)
Buyer

1/68 - 7/71 Electronic Associates, Inc. ("EAI")
Component Value Engineer

EDUCATION

RCA INSTITUTES, Inc.
New York, New York
Certificate Electrical Engineering, 1967

HELEIN & ASSOCIATES, P. C.

ATTORNEYS AT LAW

1100 GREENSBORO DRIVE
SUITE 700
MCLEAN, VA 22102

(703) 714-1300 (TELEPHONE)
(703) 714-1330 (FACSIMILE)

WRITER'S DIRECT DIAL NUMBER:

(703) 714-1301

January 2, 1997

DEPOSIT TREAS. REC. DATE

0432 JAN 03 '97

VIA OVERNIGHT DELIVERY

Sonja Jones
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

970019-TI

Re: American Telecom Inc.'s Application for Authority to Provide Interexchange
Telecommunications Service Within the State of Florida

Dear Ms. Jones:

Enclosed are an original and twelve (12) copies of American Telecom Inc.'s Application for Authority to Provide Interexchange Telecommunications Service Within the State of Florida. American Telecom is a non-facilities based reseller of 1 + 800, and calling card telecommunications services. Also enclosed is the filing fee of \$250.00 made payable to the Florida Public Service Commission. If you have any further questions regarding this matter please feel free to contact me at the number above.

An extra copy of this filing is enclosed. Please date-stamp and return the extra copy in the self-addressed, stamped envelope provided. If you have any questions regarding this applications please contact me at the number listed above.

Respectfully submitted,



Charles H. Helein

Enclosures

HELEIN & ASSOCIATES, P. C.

ATTORNEYS AT LAW

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SUITE 700
MCLEAN, VA 22102

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Sonja Jones
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AMERICAN TELCOM INC.
28000 MIDDLEBELT, STE. 220 PH. 810-737-0577
FARMINGTON HILLS, MI 48334

EXPLANATION	AMOUNT

3496

PAY Two Hundred Fifty DOLLARS

DATE	TO THE ORDER OF	GROSS	BCC REC	MED	FED WITH	STATE	CHECK NO	CHECK AMOUNT
	Florida Public Service Commission						3496	\$250.-

DESCRIPTION: Filing Fee

MAIN OFFICE
MADISON NATIONAL BANK
MADISON HEIGHTS, MICHIGAN 48071

Robert J. Helms