



June 11, 1997  
Overnight  
FILE COPY

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Winter Park, FL  
32790-0200

Mr. David J. Draper  
Division of Communication  
2450 Shumard Oak Boulevard  
Gerald L. Gunter Building  
Room 270  
Tallahassee, FL 32399-0850

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

Re: Request of Business Telecom, Inc. d/b/a BTI - Docket  
# 970486-TX

Dear David:

Enclosed for filing is the original financial capability statement of Business Telecom, Inc. d/b/a BTI for use in the above mentioned docket.

Please acknowledge receipt of this filing by date-stamping the extra copy of this cover letter and returning it to me in the self-addressed, stamped envelope provided for this purpose.

Questions regarding this filing may be directed to me at (407) 740-8579.

Yours truly,

Thomas M. Forte  
Consultant to  
Business Telecom, Inc.

- ACK
- AFA
- APP
- CAF
- CMU
- CTR
- EAG
- LEG
- LIN
- OPC
- RCH
- SEC
- WAS
- OTH

Enclosures

cc: B. Greene - BTI  
to file: BTI - FL (CLEC)  
TMX#: FL97000a

RECEIVED & FILED

FPSC-BUREAU OF RECORDS

DOCUMENT NUMBER-DATE

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FPSC-RECORDS REPORTING

**BUSINESS TELECOM, INC. d/b/a BTI**

**Dockets #'s 970486-TX**

Business Telecom, Inc. d/b/a BTI ("BTI") provided Year End 1996 financial statements, marked PROPRIETARY and CONFIDENTIAL with its application as proof of the company's ability to provide alternative local and interexchange services within Florida. These statements show that the company has a very good current ratio (1.13%) as well as a positive operating income.

BTI proposes to operate as a reseller in the state. There are minimal capital requirements or expenses that the company will experience when starting its Florida operations. All network transmission facilities will be provided by the underlying carrier. BTI does not incur any network costs until calls are placed by the customers. The company has structured its retail pricing so that its per minute rate covers its per minute cost, thus assuring an almost instantaneous positive cash flow.

The company also points to the resumes provided with the application. These resumes show that BTI has the managerial experience and entrepreneurial skill necessary to run the company.