

MICROSUN TELECOMMUNICATIONS, INC.

DEPOSIT

DATE

D7 16

FEB 25 1998

SUITE 100  
800 WEST OAKLAND PARK BLVD.  
FORT LAUDERDALE, FLORIDA 33311  
TEL NO: 954-564-9400

February 20, 1998

Florida Public Service Commission  
Capital Circle Office Center  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850

980289-TX

Attn: Peter Lester

Dear Mr. Lester,

Enclosed you will find the following:

1. Completed application form.
2. Profit and loss statement for Microsun Telecommunications, Inc.
3. Balance sheet for Microsun Telecommunications, Inc.
4. Letter from Riverbank, Inc. with reference to the line of credit.
5. Check in the amount of \$250.00

RECEIVED  
FEB 25 AM 7:01  
MAIL ROOM

Please be advised that Microsun Telecommunications, Inc. will perform each and every obligation relative to the applications filed and is financially able to do so.

If you have any questions concerning this please call the undersigned.

Thank you for your cooperation.

Sincerely,

  
Bliss Simring

DOCUMENT NUMBER-DATE

02609 FEB 25 88

FPSC-RECORDS/REPORTING

FLORIDA PUBLIC SERVICE COMMISSION  
CAPITAL CIRCLE OFFICE CENTER - 2540 SHUMARD OAK BOULEVARD  
TALLAHASSEE, FLORIDA 32399-0850

## APPLICATION FORM

for

### *AUTHORITY TO PROVIDE (ALEC); ALTERNATIVE LOCAL EXCHANGE SERVICE WITHIN THE STATE OF FLORIDA*

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#### INSTRUCTIONS

- ◆ This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing alternative local exchange certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee.
- ◆ Respond 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.
- ◆ If you have questions about completing the form, contact:

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**Florida Public Service Commission  
Division of Communications  
Certification & Compliance Section  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0866  
(850) 413-6600**

- ◆ Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of \$250 made payable to the Florida Public Service Commission at the above address.

## APPLICATION FORM

5. A. National mailing address including street name, number, post office box, city, state, zip code, and phone number.

800 W. Oakland Park Blvd.

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Suite 100

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Fort Lauderdale, FL 33311

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(954) 563-6229

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- B. Florida mailing address including street name, number, post office box, city, state, zip code, and phone number.

800 W. Oakland Park Blvd.

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Suite 100

---

Fort Lauderdale, FL 33311

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(954) 563-6229

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6. Structure of organization:  Check appropriate box(s)

<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"/> Joint Venture	<input type="checkbox"/> Other, Please explain _____

7. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

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## APPLICATION FORM

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

Original authority (new company)

Approval of transfer (to another certificated company)

Example, a certificated company purchases an existing company and desires to retain the original certificate authority.

Approval of assignment of existing certificate  
(to a noncertificated company)

Example, a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate.

Approval for transfer of control (to another certificated company)

Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of applicant:

\_\_\_\_\_  
Microsun Telecommunications, Inc.

3. Name under which the applicant will do business (d/b/a):

\_\_\_\_\_  
Microsun Telecommunications, Inc.

4. If applicable, please provide proof of fictitious name (d/b/a) registration.

Fictitious name registration number: \_\_\_\_\_

# APPLICATION FORM

5. A. National mailing address including street name, number, post office box, city, state, zip code, and phone number.

800 W. Oakland Park Blvd.

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Suite 100

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Fort Lauderdale, FL 33311

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(954) 563-6229

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800 W. Oakland Park Blvd.

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Suite 100

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Fort Lauderdale, FL 33311

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(954) 563-6229

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6. Structure of organization:  Check appropriate box(s)

Individual

Corporation

Foreign Corporation

Foreign Partnership

General Partnership

Limited Partnership

Joint Venture

Other, Please explain \_\_\_\_\_

7. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

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## APPLICATION FORM

8. State whether any of the officers, directors, or any of the ten largest stockholders have previously been 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.

N/A

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9. If incorporated, please provide proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number: P97000051097

10. Please provide the name, title, address, telephone number, Internet address, and facsimile number for the person serving as ongoing liaison with the Commission, and if different, the liaison responsible for this application.

Eli Bartov, President

800 West Oakland Park Blvd. Suite 100

Ft. Lauderdale, FL 33311

Tel No: 954-564-9400 Fax No: 954-566-5043 IntNet  
microsun@bellsouth.net

11. Please list other states in which the applicant is currently providing or has applied to provide local exchange or alternative local exchange service.

N/A

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## APPLICATION FORM

12. Has the applicant been denied certification in any other state? If so, please list the state and reason for denial.

N/A

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13. Have penalties been imposed against the applicant in any other state? If so, please list the state and reason for penalty.

N/A

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14. Please indicate how a customer can file a service complaint with your company.

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Customers can file a service complaint by writing to the corporate office

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which will be listed on their phone bills. They may also elect to contact us

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at a toll-free number which will be answered 24/7 either by us or an

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answering service.

15. Please complete and file a price list in accordance with Commission Rule 25-24.825.(Rule attached)

16. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide alternative local exchange service in Florida.

A. Financial capability.

Regarding the showing of financial capability, the following applies:

The application should contain the applicant's financial statements for the most recent 3 years, including:

## APPLICATION FORM

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

Further, a written explanation, which can include supporting documentation, regarding the following should be provided to show financial capability.

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

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.

If available, the financial statements should be audited financial statements.

If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should attest that the financial statements are true and correct.

- B. Managerial capability.
- C. Technical capability.

(If you will be providing local intra-exchange switched telecommunications service, then state how you will provide access to 911 emergency service. If the nature of the emergency 911 service access and funding mechanism is not equivalent to that provided by the local exchange companies in the areas to be served, described in detail the difference.)



# APPLICATION FORM

## 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 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".

Official: Eli Barton Signature 2/23/98 Date

Title: President ~~Director~~ (954) 564-9400 ~~564-9400~~ Telephone Number

Address: 800 W. Oakland Park Blvd  
Suite 100  
Ft. Lauderdale, FL 33311

FORM PSC/CMU 8 (11/95)  
Required by Chapter 364.337 F.S.

## ATTACHMENT A

### Response to question 15 on ALEC application

As per my conversation with Mr. Tom Williams of the PSC, Microsun will file its pricing schedules upon completion of the negotiation of contracts with BellSouth and other alternative local carriers. Microsun is filing the application in order to become a reseller for these local companies, and as such, cannot present pricing until those contracts are negotiated.

## ATTACHMENT B

### Response to question 16 on ALEC application

Please find attached the following items:

- i.) Evidence of financial capability, which includes a proforma cash flow projection for fiscal 1998, credit references, and relationships with financial institutions.
- ii.) Evidence of managerial and technical capabilities, shown by the resumes of the principals involved in Microsun Telecommunications, Inc.

<b>MICROSUN TELECOMMUNICATIONS, INC.</b>												
Proforma 1998												
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Total Customers	50	150	400	750	1250	1750	2250	2750	3500	4000	4500	5000
<b>Revenues</b>												
BellSouth resales <sup>1</sup>	10000	30000	80000	150000	250000	350000	450000	550000	700000	800000	900000	1000000
LD commissions <sup>2</sup> (Net)	125	375	1000	1875	3250	4375	5625	6875	8750	10000	11250	12500
<b>Total Revenues</b>	10125	30375	81000	151875	253125	354375	455625	556875	708750	810000	911250	1012500
<b>Expenses</b>												
Cost of Sales	8000	24000	64000	120000	200000	280000	360000	440000	560000	640000	720000	800000
Payroll	7680	7680	10240	10240	10240	12800	12800	15360	15360	17920	17920	17920
Occupancy	1500	1500	1500	3000	3000	3000	3000	3000	3000	4500	4500	4500
Admin Exp.	150	350	650	900	1150	1450	1800	2200	2650	3150	3700	4300
Advertising	2000	3000	5000	5000	5000	5000	6000	7000	8000	10000	10000	10000
Allow Bad Debt	300	900	2400	4500	7500	10500	13500	16500	21000	24000	27000	30000
<b>Total Expenses</b>	19630	37430	83790	143640	226890	312750	397100	484060	610010	699570	783120	866720
<b>NET PROFIT</b>	-9505	-7055	-2790	8235	26235	41625	58525	72815	98740	110430	128130	145780
<b>NOTES:</b>												
1: BellSouth resales anticipate that each new customer will have an average of 5 business lines, at a retail of \$40/line												
2: Long Distance is only estimated at \$25 per customer, with a 10% commission coming from carrier.												

# Sam Raman

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## Experience

1995-1997 Transcall Communications, Inc. Melbourne, FL

### **President**

- Founded and oversaw all aspects of international callback operation.
- Implemented new enhancements to telecommunications software
- Marketed telecommunications technology to foreign countries.
- First person certified in Florida on Cortelco DSP1000 switch.

1994-1995 Transglobal Telecom Alliance Melbourne, FL

### **Director of Operations / Director of Sales**

- Increased monthly revenue from \$30k to \$100K within 2 months
- As Director of Sales, managed 40 salespeople running 24/7.
- As Director of Operations was responsible for all customer interaction, including sales, service and accounting. Eliminated over \$50K/mo of fraud.

1992-1994 Pantera (USA) Computer Corp. Melbourne, FL

### **President**

- Founded and oversaw all aspects of international computer distribution company, primarily marketing products to Russia.
- Opened medical marketing division, which sold, installed and maintained medical billing software to doctors in the Central Florida area.

1989-1992 Computer Concepts, Inc. Morristown, NJ

Chatsworth, CA

### **Vice President**

- Oversaw all day-to-day operations of bi-coastal computer distribution and liquidation company.
- Responsible for development and implementation of internal accounting system.
- Responsible for creation and management of international sales and purchasing departments.

## Education

1981-1984 University of California Berkeley, CA

- B.A., Statistics B.S. Engineering Mathematical Statistics

## RESUME

STEVE RASABI                      800 West Oakland Park Blvd., Suite 100  
Fort Lauderdale, Florida 33311  
Tel. (954) 566-6445    Fax. (954) 566-6045

Age                                      44 years

Marital status                      Married

Children                              Three

### EDUCATION

The Cooper Union, engineering and art university, New York, N.Y. B.S. degree 1977.

The Technion of Israel University, Major in engineering management, attended 1972-1973.

### PROFESSIONAL EXPERIENCE

1994-1996 Riverbank, Inc. CEO and Chairman of the Board of Directors. The company purchases automobile finance paper from used car Dealers. Responsible for overall management of the company and all executive and monetary decisions.

1991-1994 CBS Automobile Finance Company. CEO and Chairman of the Board of Directors. CBS purchased automobile finance paper from used car Dealers. Responsible for overall management of the company and all executive monetary decisions.

1988-1991 Prospect Finance, Inc. President and manager of first operation involving automobile finance which was in the business of purchasing automobile finance paper.

1975 - 1990 Investor and owner of numerous business enterprises, including:

Holtzman Carpet Shops, Inc. owned and operated four                      retail stores in New York City.

M.D.S. Children's Wear, Inc., beginning as consultant to                      one retail store with a volume of \$700,000.00 per annum and grew to a nine store operation with an excess of \$12,000,000.00 in sales.

Involved as an owner of company importing garments from                      Taiwan and Hong Kong, retail restaurant business with an                      average of 80 employees, real estate investments in New York and Florida, including condominium, motels, shopping centers and commercial properties.

**bartov**

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From: bartov <bartov@earthlink.net>  
To: Sam Raman <microsun@eol.com>  
Subject: Resume  
Date: Monday, February 16, 1998 10:01 AM

**Resume**

Eli Bartov, 52, Industrial Engineer with MBA in marketing with administrative and leadership experience in training, directing and supervising up to 100 men in both the military and business fields, has 25 years experience in all aspects of the business world from sales, marketing and warehousing to international trade.

Since 1984 Eli has been president and CEO of Pines Automotive Inc. and Brakes Express Inc which employ 35 people and are the leaders in the brakes industry in South Florida. For the past two years he has been president of World Interactive Network Inc, a new innovative telephony company.

**Experience:**

World Interactive Network Inc(WIN)- 1996 to present  
President of company specializing in Internet telephony. WIN currently has partnerships in 27 countries and is a major player in this new evolving technology.

Pines Automotive Inc/Brakes Express Inc- 1984 to present  
President and CEO of the leading brakes distributor in South Florida. Pines is an innovative company with a unique distribution system and re-manufacturing facility specializing in the automotive aftermarket.

**Ayalon- 1978-1984**

President of international trade company specializing in high tech equipment. Responsible for locating and developing suppliers, costing, pricing, packaging, advertising, sales and market research in an international arena encompassing Europe, Asia and Africa.

**EMD- 1975 to 1978**

Vice President, Marketing of company specializing in Far East trade.

**Education:**

MBA in Marketing, 1975, Hofstra University(New York)  
BS in Industrial Engineering, 1972, Hofstra University

**Personal:**

52 years old. Married. Two children.

Excellent health.

US citizen

Lieutenant, Israeli Army, 1964-67, administrative and combat unit responsibilities.

**Microsun Telecommunications, Inc.**

800 W. Oakland Park Blvd.

Suite 100

Ft. Lauderdale, FL 33311

**Profit & Loss Statement****December 1997**

2/19/98

1:44:03 PM

	Selected Period	% of Sales	Year to Date	% of YTD Sales
Income				
Sales				
Equipment Sales	\$0.00	0.0%	\$0.00	0.0%
Line Sales	\$0.00	0.0%	\$0.00	0.0%
Total Sales	\$0.00	0.0%	\$0.00	0.0%
Freight Collected	\$0.00	0.0%	\$0.00	0.0%
Late Fees Collected	\$0.00	0.0%	\$0.00	0.0%
COMMISSION INCOME	\$23.07	100.0%	\$30.91	100.0%
Miscellaneous Income	\$0.00	0.0%	\$0.00	0.0%
Total Income	\$23.07	100.0%	\$30.91	100.0%
Cost of Sales				
Line Lease Costs	\$0.00	0.0%	\$0.00	0.0%
Software Cost	\$0.00	0.0%	\$0.00	0.0%
Equipment Purchase	\$0.00	0.0%	\$0.00	0.0%
Agency Fees	\$0.00	0.0%	\$1,000.00	3,235.2%
Discounts Given	\$0.00	0.0%	\$0.00	0.0%
Total Cost of Sales	\$0.00	0.0%	\$1,000.00	3,235.2%
Gross Profit	\$23.07	100.0%	(\$969.09)	(3,135.2%)
Expenses				
General & Administrative Exp				
Legal & Professional Fees	\$0.00	0.0%	\$0.00	0.0%
Bank Charges	\$0.00	0.0%	\$128.30	415.1%
Depreciation	\$0.00	0.0%	\$0.00	0.0%
Dues & Subscriptions	\$0.00	0.0%	\$0.00	0.0%
Office Supplies	\$0.00	0.0%	\$0.00	0.0%
Discounts Taken	\$0.00	0.0%	\$0.00	0.0%
Freight Paid	\$0.00	0.0%	\$0.00	0.0%
Late Fees Paid	\$0.00	0.0%	\$0.00	0.0%
Corporation Taxes	\$0.00	0.0%	\$0.00	0.0%
Professional Fees	\$0.00	0.0%	\$558.96	1,801.9%
Total General & Administrative Exp	\$0.00	0.0%	\$685.26	2,217.0%
Advertising & Promotion Exp				
Advertising	\$0.00	0.0%	\$0.00	0.0%
In-store Promotions	\$0.00	0.0%	\$0.00	0.0%
Total Advertising & Promotion Exp	\$0.00	0.0%	\$0.00	0.0%
Operating Expenses				
Postage	\$0.00	0.0%	\$200.00	647.0%
Printing	\$0.00	0.0%	\$1,060.00	3,429.3%
Rent	\$0.00	0.0%	\$0.00	0.0%
Telephone	\$0.00	0.0%	\$0.00	0.0%
Answering Service	\$0.00	0.0%	\$127.95	413.9%
Utilities	\$0.00	0.0%	\$0.00	0.0%
Maintenance Supplies	\$0.00	0.0%	\$0.00	0.0%
Store Supplies	\$0.00	0.0%	\$0.00	0.0%
Total Operating Expenses	\$0.00	0.0%	\$1,387.95	4,490.3%
Wages & Salaries				
Wages	\$0.00	0.0%	\$0.00	0.0%
Vacation Pay Expense	\$0.00	0.0%	\$0.00	0.0%
Employer Payroll Tax Expense	\$0.00	0.0%	\$0.00	0.0%
Total Wages & Salaries	\$0.00	0.0%	\$0.00	0.0%
Employee Benefits				
Workers' Compensation	\$0.00	0.0%	\$0.00	0.0%
Group Medical Insurance	\$0.00	0.0%	\$0.00	0.0%
Disability Insurance	\$0.00	0.0%	\$0.00	0.0%



Profit & Loss Statement

December 1997

2/19/98  
1:44:05 PM

	Selected Period	% of Sales	Year to Date	% of YTD Sales
Total Employee Benefits	\$0.00	0.0%	\$0.00	0.0%
Total Expenses	\$0.00	0.0%	\$2,073.21	6,707.2%
Operating Profit	\$23.07	100.0%	(\$3,042.30)	(9,842.4%)
Other Income				
Interest Income	\$0.00	0.0%	\$0.00	0.0%
Total Other Income	\$0.00	0.0%	\$0.00	0.0%
Other Expenses				
Interest Expense	\$0.00	0.0%	\$0.00	0.0%
Total Other Expenses	\$0.00	0.0%	\$0.00	0.0%
Net Profit / (Loss)	\$23.07	100.0%	(\$3,042.30)	(9,842.4%)

**Microsun Telecommunications, Inc.**  
800 W. Oakland Park Blvd.  
Suite 100  
Ft. Lauderdale, FL 33311

**Balance Sheet**

**December 1997**

2/19/98  
1:43:44 PM

<b>Assets</b>		
<b>Current Assets</b>		
Cash On Hand		
Barnett Bank Checking	\$1,457.70	
Total Cash On Hand		\$1,457.70
Operating Equipment		\$20,000.00
Total Current Assets		\$21,457.70
<b>Total Assets</b>		<u>\$21,457.70</u>
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Loan Repayment	(\$7,500.00)	
Total Current Liabilities		(\$7,500.00)
<b>Total Liabilities</b>		<u>(\$7,500.00)</u>
<b>Equity</b>		
<b>Owner's/Shareholder's Equity</b>		
Owner/Shareholder Investment	\$9,500.00	
Total Owner's/Shareholder's Equity		\$9,500.00
Current Year Earnings		(\$3,042.30)
Historical Balancing		\$22,500.00
<b>Total Equity</b>		<u>\$28,957.70</u>
<b>Total Liability &amp; Equity</b>		<u>\$21,457.70</u>

# **RIVERBANK, INC.**

800 West Oakland Park Blvd., Suite 100  
Ft. Lauderdale, FL 33311

(954) 564-9400  
Fax (954) 566-1654  
Cust. Svc. (954) 564-6200

February 20, 1998

Florida Public Service Commission  
Capital Circle Office Center  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850

Attn: Peter Lester

Dear Mr. Lester,

This letter will confirm that Riverbank, Inc. has extended a line of credit to Microsun Telecommunications, Inc. for the year 1998 in the sum of \$100,000.00 to guarantee their financial stability and performance under the application filed with your office.

If any additional credit is necessary we will give due consideration to an application to increase the line of credit and assume it will receive a favorable response.

Thank you for your consideration.

Sincerely,



Steve Rasabi

MICROSUN TELECOMMUNICATIONS, INC.

DEPOSIT  
D7 16

DATE  
FEB 25 1998

SUITE 100  
800 WEST OAKLAND PARK BLVD.  
FORT LAUDERDALE, FLORIDA 33311  
TEL NO: 954-564-9400

February 20, 1998

Florida Public Service Commission  
Capital Circle Office Center  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850

Attn: Peter Lester

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Please be advised that Microsun Telecommunications, Inc. will perform each and every obligation relative to the applications filed and is financially able to do so.

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 FLORIDA PUBLIC SERVICE COMMISSION  
 MAIL ROOM  
 98 FEB 25 AM 7:01  
 DOCUMENT NUMBER - DATE  
 02609 FEB 25 98  
 FPSC RECORDS/REPORTING

MICROSUN TELECOMMUNICATIONS, INC.  
800 W. OAKLAND PARK, STE. 100  
FORT LAUDERDALE, FL 33311

1005

2-20-98

63-1402/870  
18

PAY TO THE ORDER OF

Florida Public Service Commission

\$250.00

Two hundred + Fifty ~~xx~~

DOLLARS

**Barnett**

009-018  
491 N.W. 40th Avenue  
Plantation, Florida 33317

FOR Filing Fees