



DEPOSIT DATE  
D196 SEP 17 1999

210 N. Park Ave.  
Winter Park, FL  
32789

P.O. Drawer 200  
Winter Park, FL  
32790-0200

Tel: 407-740-8575  
Fax: 407-740-0613  
tmi@tminc.com

September 16, 1999  
Via Overnight Mail

Mr. Walter D'Haeseleer, Director Communications  
Florida Public Service Commission  
Division of Communication  
2540 Shumard Oak Boulevard  
Gerald L. Gunter Building, Room 270  
Tallahassee, FL 32399-0850

ORIGINAL

991406-TI

RE: **Trans National Telecommunications, Inc.**  
Initial Application and Tariff for Authority to Provide Interexchange  
Telecommunications Services within the State of Florida.

Dear Mr. D'Haeseleer:

Enclosed for filing are the original and six (6) copies of the above-referenced application of Trans National Telecommunications, Inc. Also enclosed is a \$250 check to cover the filing fee.

Please acknowledge receipt of this filing by returning, filed stamped, the extra copy of this letter in the self-addressed stamped envelope.

I may be reached at (407) 740-8575 with any questions, comments or correspondence regarding this application. Thank you for your assistance.

Sincerely,

Monique Byrnes  
Consultant to  
Trans National Telecommunications, Inc.

cc: T. Selby, Trans National  
file: Trans National - FL  
tms: fl19900

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FLORIDA PUBLIC  
SERVICE COMMISSION  
MAIL ROOM  
09 SEP 17 AM 11:20

DOCUMENT NUMBER-DATE  
11204 SEP 17 99  
FPSC-RECORDS/REPORTING



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Tel: 407-740-8575  
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tmi@tminc.com

RE: **Trans National Telecommunications, Inc.**  
Initial Application and Petition for Authority to Provide Interexchange  
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Dear Mr. D'Haeseleer:

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Sincerely,

RECEIVED  
FLORIDA  
SERVICE  
99 SEP  
MAIL

TRANS NATIONAL  
TELECOMMUNICATIONS, INC.  
8626 TESORO DRIVE, SUITE 440  
SAN ANTONIO, TX 78217

NATIONSBANK OF TEXAS  
NATIONAL ASSOCIATION  
ARLINGTON, TX 76011  
35-2/1130

2178

9/1/99

PAY TO THE ORDER OF Florida Public Service Commission

\$ 250.00

Two Hundred Fifty and 00/100\*\*\*\*\*

Florida Public Service Commission

DOLLARS  
Security features  
Included  
Details on back.

MEMO ALEC Application

002178

FLORIDA PUBLIC SERVICE COMMISSION

DIVISION OF TELECOMMUNICATIONS  
BUREAU OF CERTIFICATION AND SERVICE EVALUATION

APPLICATION FORM

for

AUTHORITY TO PROVIDE  
ALTERNATIVE LOCAL EXCHANGE SERVICE  
WITHIN THE STATE OF FLORIDA

ORIGINAL

991406-TI

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**Instructions**

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

**Florida Public Service Commission  
Division of Records and Reporting  
2450 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850  
(850) 413-6770**

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

**Florida Public Service Commission  
Division of Telecommunications  
Bureau of Certification and Service Evaluation  
2450 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850  
(850) 413-6600**

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**FORM PSC/CMU 8 (11/95)**

Required by Commission Rule Nos. 25-24.815,  
25-24.810, and 25-24.815

DOCUMENT NUMBER-DATE

11204 SEP 17 88

FPSC-RECORDS/REPORTING

# APPLICATION

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

**Original certificate** (new company)

**Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate authority.

**Approval of transfer of control:** Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

Transnational Telecommunications, Inc.

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

not applicable

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

**Name:** Transnational Telecommunications, Inc.  
**Street:** 8626 Tesoro Drive  
**P.O. Box:** Suite 440  
**City:** San Antonio  
**State:** Texas  
**Zip Code:** 78217

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

**Name:** Trans National Telecommunications, Inc.  
**Street:** 8626 Tesoro Drive  
**P.O. Box:** Suite 440  
**City:** San Antonio  
**State:** Texas  
**Zip Code:** 78217

6. Structure of organization:

- |   |  |
|---|--|
| <input type="checkbox"/> Individual                     | <input type="checkbox"/> Corporation         |
| <input checked="" type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership            | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Other, Please explain :        |  |

7. If individual, provide:

**Name:**

**Title:**

**Address:**

**City, State, Zip:**

**Telephone No.:**

**Fax No.:**

**Internet E-Mail Address:**

**Internet Website Address:**

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

(A) The Florida Secretary of State corporate registration number:

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

(A) The Florida Secretary of State corporate registration number: F99000004509

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

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

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

(A) The Florida Secretary of State registration Number:

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

**Name:**

**Title:**

**Address:**

**City, State, Zip:**

**Telephone No.:**

**Fax No.:**

**Internet E-Mail Address:**

**Internet Website Address:**

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

(A) The Florida registration number:

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

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

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

None of the company's 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.

(B) an officer, director, partner or stockholder in any other Florida certificated telephone company, If yes, give name of company and relationship. If no longer associated with company, give reason why not.

No officer, director, partner or stockholder of the company has been an officer, director, partner or stockholder in any other Florida certificated telephone company.

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

(A) The application:

**Name:** Monique Byrnes  
**Title:** Consultant to Trans National Telecommunicaitons, Inc.  
**Address:** 210 N. Park Avenue  
**City, State, Zip:** Winter Park, FL 32789  
**Telephone No.:** 407-740-8575 **Fax No.:** 407-740-0613  
**Internet E-Mail Address:** mbyrnes@tminc.com  
**Internet Website Address:** www.tminc.com

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

**Name:** Timothy G. Selby  
**Title:** President  
**Address:** 8626 Tesoro Drive, Suite 440  
**City, State, Zip:** San Antonio, Texas 78217  
**Telephone No.:** 210-829-7771 **Fax No.:**210-829-0460  
**Internet E-Mail Address:**  
**Internet Website Address:**

(C) Complaints/Inquiries from customers:

**Name:** Theresa Shaw  
**Title:**  
**Address:** 8626 Tesoro Drive, Suite 440  
**City, State, Zip:** San Antonio, Texas 78217  
**Telephone No.:** 210-829-7771 **Fax No.:**210-829-0460  
**Internet E-Mail Address:**  
**Internet Website Address:**

17. List the states in which the applicant:

(A) has operated as an alternative local exchange company

Texas

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

None

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

Texas

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

None

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

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



18. Submit the following:

(A) Financial capability.

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

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

1. The balance sheet:
2. Income statement: and
3. Statement of retained earnings.

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

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

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

B. Managerial capability.

Give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

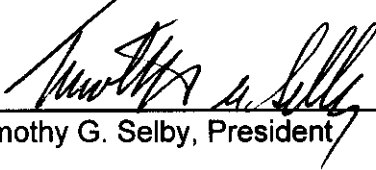
C. Technical capability.

Give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

**\*\*APPLICANT ACKNOWLEDGMENT STATEMENT\*\***

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two 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:** I understand that a non-refundable application fee of \$250.00 must be submitted with this application.

**UTILITY OFFICIAL:**

  
\_\_\_\_\_  
Timothy G. Selby, President

8/30/99  
\_\_\_\_\_  
Date

210-829-7771  
\_\_\_\_\_  
Telephone Number

210-829-0460  
\_\_\_\_\_  
Fax Number

Address: 8626 Tesoro Drive, Suite 440  
San Antonio, Texas 78217

**ATTACHMENTS:**

- A- CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B- INTRASTATE NETWORK
- C- AFFIDAVIT
- GLOSSARY

**INTRASTATE NETWORK (if available)**

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

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

<u>Location</u>	<u>Owned or Leased</u>
-----------------	------------------------

1)

2)

3)

4)

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

<u>Location</u>	<u>Type</u>	<u>Owned or Leased</u>
-----------------	-------------	------------------------

1)

2)

3)

4)

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

<u>Type of POP-to POP</u>	<u>Owned or Leased</u>
---------------------------	------------------------

1)

2)

3)

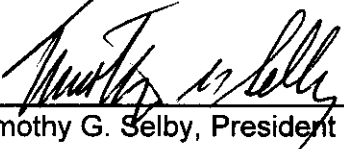
4)

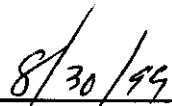
**AFFIDAVIT**

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".**

**UTILITY OFFICIAL:**

  
\_\_\_\_\_  
Timothy G. Selby, President

  
\_\_\_\_\_  
Date

210-829-7771  
Telephone Number

210-829-0460  
Fax Number

Address: 8626 Tesoro Drive, Suite 440  
San Antonio, Texas 78217

**Trans National Telecommunications, Inc.**

**EXHIBIT I**

**Financials**

Statement of Financial Capability  
Trans National Telecommunications, Inc.

Trans National Telecommunications, Inc. submits year end 1998 Balance Sheet and Income Statement as evidence of its financial capability. The Company maintains a Line of Credit with MBF Funding and another one with Fairview Financial. The Company does not plan to utilize these credit lines, instead the company continues to grow based on its revenues from local and long distance telephone services.

Trans National Telecommunications, Inc.  
Balance Sheet  
As of December 31, 1998

Assets

Cash in Bank	\$ 6,728.50
Commuter Equipment	20,100.00
Accumulated Depreciation	<u>(7,085.00)</u>
Total Assets	<u>\$ 19,743.50</u>

Liabilities & Equity

Liabilities

Accounts Payable	\$ 9,433.32
Payroll Tax Payables	922.67
Note Payable: Fairview Financial	81,927.94
Note Payable: MBM	86,063.96
Total Laibilities	<u>\$ 178,347.89</u>

Equity

Common Stock	\$ 10,000.00
Paid in Excess of Par	4,100.00
Retained Earnings	<u>(172,704.39)</u>
Total Equity	<u>\$ (158,604.39)</u>
Total Liabilities & Equity	<u>\$ 19,743.50</u>

**Trans National Telecommunications, Inc.  
Income Statement  
12 Months Ending December 31, 1998**

<b>Income</b>		<b>\$ 823,753.08</b>
<b>Expenses</b>		
Accountant	\$ 7,440.00	
Advertising	4,721.18	
Auto	1,299.63	
Bank Charge	4,205.66	
Commission	197,116.53	
Depreciation	2,785.00	
Equipmet Rental	7,052.80	
Insurance	1,296.56	
Interest	12,863.32	
Miscellaneous	2,103.00	
Office	8,802.32	
Payroll	82,825.82	
Phone Cards	8,385.00	
Postage	1,965.93	
Printing	18,867.64	
Professional Fees	17,843.80	
Refund	7,004.00	
Rehab Installations	443.91	
Rehab Telephone	3,384.85	
Rent	15,425.56	
Taxes	740.58	
Telephone	478,936.52	
Travel	64,128.33	
Utilities	7,479.99	
<b>Total Expenses</b>		<b>957,217.93</b>
<b>Net Income(Loss)</b>		<b><u><u>\$ (133,464.85)</u></u></b>



STATE OF ~~FLORIDA~~ <sup>TEXAS</sup>  
COUNTY OF Bexar

**VERIFICATION OF FINANCIAL INFORMATION**

The undersigned officer attests to the accuracy of the foregoing financial statements. The information contained therein is accurate to best of his knowledge and belief:

Timothy G. Selby Date: 8/31/99

Timothy G. Selby, President

Sworn before me this 31st day of August, 1999.

Patsy J. Hester  
Notary Public



**Trans National Telecommunications, Inc.**

**EXHIBIT II**

**Management Profiles**

# TRANS NATIONAL TELECOMMUNICATIONS, INC.

## MANAGEMENT PROFILES

### Timothy G. Selby - President

Mr. Selby is the founder and President of Trans National Telecommunications, Inc and has over 10 years experience in the industry. Mr. Selby has a proven track record of building highly successful communications companies. His latest venture, Trans National was approved for and has been operating as a competitive local exchange carrier in the state of Texas since July 1998. Trans National maintains a convenience store/grocery store route of approximately 500+ stores in which the company markets prepaid local, long distance and cellular services. Prior to Trans National, Mr. Selby was the owner and President of TexasTel, Inc. (1990-1992), a long distance company. Mr. Selby start in telecommunications was as an agent for other carriers. He was Vice President of Sales for Trans Continental Communications, Inc. (1992-1996). After that he became Vice President for Technology Development for Universal Technology and Communications Corporation (1988-1992).

### Ms. Teresa Shaw - Vice President

Ms. Shaw has over 10 years experience in various aspects of operations of the telecommunications industry. Ms. Shaw is responsible for general operations, Customer Service and billing. She has attended classes at Southwestern Bell, Sprint and GTE related to the billing, processing, maintenance and repair of local telephone services. Prior to joining Trans National, Ms. Shaw was Customer Service Manager for Universal Technology and Communications Corporation (1988-1992) and oversaw all aspects of the customer service department including, but not limited to, hiring training and managing day to day operations. From 1992-1996, Ms. Shaw was Director of Operations of Trans Continental Communications and oversaw all department operations.

Trans National Telecommunications, Inc.

EXHIBIT III

Secretary of State Registration