

ORIGINAL

NOWALSKY, BRONSTON & GOTHARD

A Professional Limited Liability Company
Attorneys at Law

Leon L. Nowalsky
Benjamin W. Bronston
Edward P. Gothard

3500 North Causeway Boulevard
Suite 1442
Metairie, Louisiana 70002
Telephone: (504) 832-1984
Facsimile: (504) 831-0892

Monica Borne Haab
EllenAnn G. Sands
Bruce C. Betzer

October 23, 2001

Via Overnight Delivery

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-0850

RECEIVED - FPSC
01 OCT 24 AM 10:13
COMMISSION
CLERK

RE: D-Tel, Inc.

011385 - TX

Dear Sirs:

Enclosed please find an original and six (6) copies of Application Form for authority to provide alternative local exchange telecommunications service within the State of Florida, submitted on behalf of D-Tel, Inc. Also enclosed is the requisite \$250.00 filing fee.

Please acknowledge receipt of this filing by returning a date stamped copy of this letter in the self-addressed envelope provided.

Thank you for your assistance. Please call with any questions.


Sincerely,



Monica Borne Haab

Enclosure

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward a copy of check to RAR with proof of deposit.

Initials of person who forwarded check:


RECEIVED & FILED

RLM

FPSC-BUREAU OF RECORDS

DOCUMENT NUMBER - DATE

13455 OCT 24 01

FPSC-COMMISSION CLERK

APPLICATION

1. This is an application for \checkmark (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 of authority.
- Approval of assignment of existing certificate:** Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.
- 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:

D-Tel, Inc.

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

Same as 2 above.

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

72 Bridge Road

Islandia, New York 11749

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

None.

6. Structure of organization:

- | | |
|--|---|
| <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"/> Other _____ | |

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:

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): _____ Applied for. _____

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.

No.

(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.

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

(a) The application:

Name: Monica Borne Haab
Title: Attorney for Applicant
Address: 3500 N. Causeway Blvd., Suite 1442
City/State/Zip: Metairie, Louisiana 70002

Telephone No.: (504) 832-1984 Fax No.: (504) 831-0892
Internet E-Mail Address: mborne@nbglaw.com
Internet Website Address: _____

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

Name: Joseph Magliulo
Title: President
Address: 72 Bridge Road
City/State/Zip: Islandia, New York 11749
Telephone No.: (631) 234-6123 Fax No.: (631) 234-5743
Internet E-Mail Address: imagliulo@xenyn.com
Internet Website Address: _____

(c) Complaints/Inquiries from customers:

Name: Joseph Magliulo
Title: President
Address: 72 Bridge Road
City/State/Zip: Islandia, New York 11749
Telephone No.: (631) 234-6123 Fax No.: (631) 234-5743
Internet E-Mail Address: imagliulo@xenyn.com
Internet Website Address: _____

17. List the states in which the applicant:

(a) has operated as an alternative local exchange company.

None.

(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.

None.

(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. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.**

Exhibit B.

- B. 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.**

Exhibit C.

C. Financial capability.

See Exhibit D.

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.

THIS PAGE MUST BE COMPLETED AND SIGNED

APPLICANT ACKNOWLEDGMENT STATEMENT

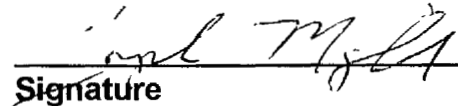
- 1. REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$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 the application.

UTILITY OFFICIAL:

Joe Magliulo
Print Name

President
Title

(631) 234-6123
Telephone No.


Signature

10/20/01
Date

(631) 234-5743
Fax No.

Address: 72 Bridge Road

Islandia, New York 11749

THIS PAGE MUST BE COMPLETED AND SIGNED

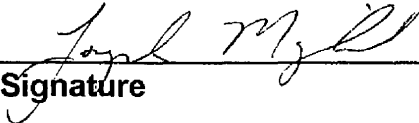
AFFIDAVIT

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 company 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:

Joe Magliulo
Print Name


Signature

President
Title

10/20/01
Date

(631) 234-6123
Telephone No.

(631) 234-5743
Fax No.

Address: 72 Bridge Road
Islandia, New York 11749

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.

1) _____ 2) _____

3) _____ 4) _____

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

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.

POP-to-POP

OWNERSHIP

1) _____

2) _____

3) _____

4) _____

CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

I, (Name) _____
(Title) _____ of (Name of Company)

and current holder of Florida Public Service Commission Certificate Number # _____
_____, have reviewed this application and join in the petitioner's request for a:

- () sale
- () transfer
- () assignment

of the above-mentioned certificate.

UTILITY OFFICIAL:

Print Name

Signature

Title

Date

Telephone No.

Fax No.

Address: _____

EXHIBIT A

ARTICLES OF INCORPORATION

ARTICLES OF INCORPORATION

The undersigned incorporator(s), for the purpose of forming a corporation under the Florida Business Corporation Act, hereby adopt(s) the following Articles of Incorporation.

ARTICLE I NAME

The name of the corporation shall be:

D-Tel, Inc.

ARTICLE II PRINCIPAL OFFICE

The principal place of business and mailing address of this corporation shall be:

D-Tel, Inc.
73 Bridge Road
Islandia, NY 11749

ARTICLE III SHARES

The number of shares of stock that this corporation is authorized to have outstanding at any one time is:

200 Shares at No Par Value

ARTICLE IV INITIAL REGISTERED AGENT AND STREET ADDRESS

The name and address of the initial registered agent is:

UCC FILING & SEARCH SERVICES, INC.
526 E. PARK AVENUE
TALLAHASSEE, FLORIDA 32301

Prepared By:
Bruce E. Hubbard
77 East John St.
Hicksville, New York 11801
1-616-935-8940

ARTICLES V INCORPORATOR(S)

The name(s) and street address(es) of the incorporator(s) to these Articles of Incorporation is(are):

Joseph Magliulo
72 Bridge Road
Islandia, NY 11749

The undersigned incorporator(s) has(have) executed these Articles of Incorporation this

17 day of October 2001.


Joseph Magliulo - Incorporator
SIGNATURE

EXHIBIT B

MANAGERIAL CAPABILITY

Joseph Magliulo

President

Telecommunications experience includes all aspects of the industry with extensive experience with Payphone Operators from both wireless and wireline platforms.

◆ Major Accounts, CellularOne

- Cellular telephone sales and service

◆ President, Cellular Payphones

- Sales, installation and service of wireless payphones in NYC taxicabs and “for-hire” vehicles.

◆ Director National Accounts, RSL Communications

- Sixth-largest facilities-based International LD carrier in the U.S.

◆ Vice President Alternate Channels, North American Telecommunications

- Payphone Services Group, Agent Program, Site Acquisitions
- Sales, Provisioning, Billing, Collections, Customer Service and Dial-Around Compensation.
- Negotiation-Implementation of Interconnection Agreements with Verizon and BellSouth for payphone program UNE-P platform.
- Proudly built, operated and expanded the most successful payphone program with the largest payphone customer base in the New York region.

EXHIBIT C

TECHNICAL CAPABILITY

The Company will resell the services of certificated underlying carrier. Therefore, the Company's technical capability is equivalent to that of its underlying ILEC. The Company's underlying service provide will be BellSouth.

EXHIBIT D

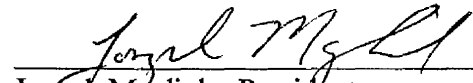
FINANCIAL DOCUMENTATION

The Company does not have audited financial statements. The Company was established on October 17, 2001, and therefore, has not begun operations. The Company has, however, attached its initial Income Statement and Balance Sheet reflecting the Company's initial capitalization.

As additional support of its financial viability, the Company has attached as part of Exhibit D projected financial statements.

AFFIRMATION

I, Joe Magliulo, President of D-Tel, Inc. do hereby acknowledge that the information set forth in the attached financial statements is true and correct to the best of my knowledge and belief.



Joseph Magliulo, President
D-Tel, Inc.

10/20/01

D-Tel, Inc.
Income Summary
January 1 through October 20, 2001

	<u>Jan 1 - Oct 20, '01</u>
TOTAL	<u><u>0.00</u></u>

10/20/01

D-Tel, Inc.
Income Detail
January 1 through October 20, 2001

	<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Memo</u>	<u>Account</u>	<u>Clr</u>	<u>Amount</u>	<u>Balance</u>
TOTAL							<u> </u>	<u> 0.00</u>

10/19/01

D-Tel, Inc.
Balance Sheet
As of October 19, 2001

	<u>Oct 19, '01</u>
ASSETS	
Current Assets	
Checking/Savings	
Checking	5,000.00
Savings	95,000.00
Total Checking/Savings	<u>100,000.00</u>
Total Current Assets	<u>100,000.00</u>
TOTAL ASSETS	<u><u>100,000.00</u></u>
LIABILITIES & EQUITY	
Equity	
Opening Bal Equity	100,000.00
Total Equity	<u>100,000.00</u>
TOTAL LIABILITIES & EQUITY	<u><u>100,000.00</u></u>

10/19/01

D-Tel, Inc.
Itemized Balance Sheet
As of October 19, 2001

Type	Date	Num	Memo	Clr	Split	Amount	Balance
ASSETS							0.00
Current Assets							0.00
Checking/Savings							0.00
Checking							0.00
Deposit	10/1/2001		Account Ope...	X	Opening Bal E...	1,000.00	1,000.00
General Journal	10/2/2001		Balance Adju ..	X	Opening Bal E...	4,000.00	5,000.00
Total Checking						5,000.00	5,000.00
Savings							0.00
Deposit	10/2/2001		Account Ope...	X	Opening Bal E...	95,000.00	95,000.00
Total Savings						95,000.00	95,000.00
Total Checking/Savings						100,000.00	100,000.00
Accounts Receivable							0.00
Accounts Receivable							0.00
Total Accounts Receivable							0.00
Total Accounts Receivable							0.00
Other Current Assets							0.00
Undeposited Funds							0.00
Total Undeposited Funds							0.00
Total Other Current Assets							0.00
Total Current Assets						100,000.00	100,000.00
Fixed Assets							0.00
Total Fixed Assets							0.00
Other Assets							0.00
Total Other Assets							0.00
TOTAL ASSETS						100,000.00	100,000.00
LIABILITIES & EQUITY							0.00
Liabilities							0.00
Current Liabilities							0.00
Accounts Payable							0.00
Total Accounts Payable							0.00
Credit Cards							0.00
Total Credit Cards							0.00
Other Current Liabilities							0.00
Sales Tax Payable							0.00
Total Sales Tax Payable							0.00
Total Other Current Liabilities							0.00
Total Current Liabilities							0.00
Long Term Liabilities							0.00
Total Long Term Liabilities							0.00
Total Liabilities							0.00

10/19/01

D-Tel, Inc.
Itemized Balance Sheet
As of October 19, 2001

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Memo</u>	<u>Clr</u>	<u>Split</u>	<u>Amount</u>	<u>Balance</u>
Equity							0.00
Opening Bal Equity							0.00
Deposit	10/1/2001		Account Ope...		Checking	1,000.00	1,000.00
Deposit	10/2/2001		Account Ope...		Savings	95,000.00	96,000.00
General Journal	10/2/2001		Balance Adju...		Checking	4,000.00	100,000.00
Total Opening Bal Equity						100,000.00	100,000.00
Retained Earnings							0.00
Total Retained Earnings							0.00
Net Income							0.00
Total Net Income							0.00
Total Equity						100,000.00	100,000.00
TOTAL LIABILITIES & EQUITY						100,000.00	100,000.00

D-Tel Communications

LOCAL SERVICE PROJECTED DETAILED REVENUE, EXPENSE AND INCOME ASSUMPTIONS YEAR 1

	Revenue Per Agent Per Month	Cost of Sales Per Month	Revenue Per Line	Cost of Sales Per Line	Percentage Of Cost	Percentage Of Sales
REVENUES:						
Local Service	1,000.00		50.00		100%	
LD Service	200.00		\$10			
TOTAL REVENUES	1,200.00		60.00			
OPERATING EXPENSES:						
Verizon Charges		720.00		36.00	72.95	60.00
Customer Discount		120.00		6.00	12.16	10.00
Bad Debt		12.00		0.60	1.22	1.00
Agent Commissions		120.00		6.00	12.16	10.00
Billing Company		15.00		0.75	1.52	1.25
TOTAL OPERATING EXPENSES		987.00		49.35	100.00	82.25
Earnings Before Income Taxes and S,G&A	213.00		10.65			
Operating Income	213.00		10.65			82.25

ASSUMPTIONS:

- 20 Lines per month quota per Agent.
- \$50 Average monthly bill per line per month (Local).
- \$20 Average monthly bill per line per month (LD) -
- 60% Verizon charges per Verizon Agreement (see Exhibit A).
- 10% D-Tel, Inc. discount offered to customers.
- 1% Bad debt based on industry statistics.
- 10% Agent Commissions per Agent Agreement (see Exhibit B).
- \$0.75 Billing company charges per line per month.

50% OF CUSTOMERS WILL TAKE THIS SERVICE.
--

D-Tel Communications

LOCAL SERVICE PROJECTED DETAILED REVENUE, EXPENSE AND INCOME ASSUMPTIONS YEAR 2

	Revenue Per Agent Per Month	Cost of Sales Per Month	Revenue Per Line	Cost of Sales Per Line	Percentage Of Cost	Percentage Of Sales
REVENUES:						
Local Service	1,000.00		\$50		100%	
LD Service	200.00		\$10			
TOTAL REVENUES	1,200.00		\$60			
OPERATING EXPENSES:						
Verizon Charges		720.00		36.00	72.95	60.00
Customer Discount		120.00		6.00	12.16	10.00
Bad Debt		12.00		0.60	1.22	1.00
Agent Commissions		120.00		6.00	12.16	10.00
Billing Company		15.00		0.75	1.52	1.25
TOTAL OPERATING EXPENSES		987.00		49.35	100.00	82.25
Earnings Before Income Taxes and S,G&A	213.00		10.65		100%	
Operating Income	213.00		10.65			82.25

ASSUMPTIONS:

- 20 Lines per month quota per Agent
- \$50 Average monthly bill per line per month (Local).
- \$20 Average monthly bill per line per month (LD) -

50% OF CUSTOMERS WILL TAKE THIS SERVICE.
--
- 60% Verizon charges per Verizon Agreement (see Exhibit A).
- 10% D-Tel, Inc. discount offered to customers.
- 1% Bad debt based on industry statistics.
- 10% Agent Commissions per Agent Agreement (see Exhibit B).
- \$0.75 Billing company charges per line per month.

D-Tel Communications

LOCAL SERVICE

PROJECTED DETAILED REVENUE, EXPENSE AND INCOME ASSUMPTIONS YEAR 3

	Revenue Per Agent Per Month	Cost of Sales Per Month	Revenue Per Line	Cost of Sales Per Line	Percentage Of Cost	Percentage Of Sales
REVENUES:						
Local Service	1,000.00		\$50		100%	
LD Service	200.00		\$10			
TOTAL REVENUES	1,200.00		\$60			
OPERATING EXPENSES:						
Verizon Charges		720.00		36.00	72.95	60.00
Customer Discount		120.00		6.00	12.16	10.00
Bad Debt		12.00		0.60	1.22	1.00
Agent Commissions		120.00		6.00	12.16	10.00
Billing Company		15.00		0.75	1.52	1.25
TOTAL OPERATING EXPENSES		987.00		49.35	100.00	82.25
Earnings Before Income Taxes and S,G&A	213.00		10.65		100%	
Operating Income	213.00		10.65			82.25

ASSUMPTIONS:

- 20 Lines per month quota per Agent.
- \$50 Average monthly bill per line per month (Local).
- \$20 Average monthly bill per line per month (LD) - 50% OF CUSTOMERS WILL TAKE THIS SERVICE.
- 60% Verizon charges per Verizon Agreement (see Exhibit A).
- 10% D-Tel, Inc. discount offered to customers.
- 1% Bad debt based on industry statistics.
- 10% Agent Commissions per Agent Agreement (see Exhibit B).
- \$0.75 Billing company charges per line per month.

D-Tel Communications

LOCAL SERVICE PROJECTED NUMBER OF PHONE LINES ON SERVICE YEAR 1

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
NUMBER OF PHONE LINES THIS PERIOD	200	200	200	600	200	200	200	600	240	240	240	720	240	240	240	720	2,640
CUMULATIVE NUMBER OF PHONE LINES	200	400	600	600	800	1,000	1,200	1,200	1,440	1,680	1,920	1,920	2,160	2,400	2,640	2,640	2,640

ASSUMPTIONS:

- 20 Line quota per Agent
- 10 Agent s in the first qtr.
- 10 Agent s in the second qtr.
- 12 Agent s in the third qtr.
- 12 Agent s in the fourth qtr.

D-Tel Communications

LOCAL SERVICE PROJECTED NUMBER OF PHONE LINES ON SERVICE YEAR 2

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
NUMBER OF PHONE LINES THIS PERIOD	200	200	200	600	200	200	200	600	240	240	240	720	240	240	240	720	2,640
CUMULATIVE NUMBER OF PHONE LINES	2,840	3,040	3,240	3,240	3,440	3,640	3,840	3,840	4,080	4,320	4,560	4,560	4,800	5,040	5,280	5,280	5,280

ASSUMPTIONS:

- 20 Line quota per Agent
- 10 Agent s in the first qtr.
- 10 Agent s in the second qtr.
- 12 Agent s in the third qtr.
- 12 Agent s in the fourth qtr.

D-Tel Communications

LOCAL SERVICE PROJECTED NUMBER OF PHONE LINES ON SERVICE YEAR 3

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
NUMBER OF PHONE LINES THIS PERIOD	280	280	280	840	320	320	320	960	360	360	360	1,080	400	400	400	1,200	4,080
CUMULATIVE NUMBER OF PHONE LINES	5,560	5,840	6,120	6,120	6,440	6,760	7,080	7,080	7,440	7,800	8,160	8,160	8,560	8,960	9,360	9,360	9,360

ASSUMPTIONS:

- 20 Line quota per Agent
- 14 Agent s in the first qtr.
- 16 Agent s in the second qtr.
- 18 Agent s in the third qtr.
- 20 Agent s in the fourth qtr.

D-Tel Communications

LOCAL SERVICE PROJECTED SALES, GENERAL & ADMINISTRATIVE EXPENSES YEAR 1

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
SALARY-MANAGEMENT	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
SALARY ADMINISTRATIVE ASST	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	36,000
1 SALARY-SALES PERSON	2,000	2,000	2,000	6,000	2,000	2,000	2,000	6,000	2,000	2,000	2,000	6,000	2,000	2,000	2,000	6,000	24,000
SALARY-CUSTOMER SERVICE	1,600	1,600	1,600	4,800	3,200	3,200	3,200	9,600	3,200	3,200	3,200	9,600	3,200	3,200	3,200	9,600	33,600
RENT	1,000	1,000	1,000	3,000	1,000	1,000	1,000	3,000	1,000	1,000	1,000	3,000	1,000	1,000	1,000	3,000	12,000
UTILITIES	300	300	300	900	300	300	300	900	300	300	300	900	300	300	300	900	3,600
PHONES/COMMUNICATIONS	200	200	200	600	250	250	250	750	300	300	300	900	400	400	400	1,200	3,450
LEGAL	200	200	200	600	200	200	200	600	200	200	200	600	200	200	200	600	2,400
ACCOUNTING	300	300	300	900	300	300	300	900	300	300	300	900	300	300	300	900	3,600
ADVERTISING	200	200	200	600	200	200	200	600	200	200	200	600	200	200	200	600	2,400
POSTAGE	50	50	50	150	60	60	60	180	70	70	70	210	70	70	70	210	750
DUES & SUBSCRIPTIONS	50	50	50	150	50	50	50	150	50	50	50	150	50	50	50	150	600
OFFICE EXPENSE	2,000	2,000	2,000	6,000	2,000	2,000	2,000	6,000	2,000	2,000	2,000	6,000	2,000	2,000	2,000	6,000	24,000
TRAVEL & ENTERTAINMENT	200	200	200	600	200	200	200	600	200	200	200	600	200	200	200	600	2,400
TOTAL EXPENSES	11,100	11,100	11,100	33,300	12,760	12,760	12,760	38,280	12,820	12,820	12,820	38,460	12,920	12,920	12,920	38,760	148,800

ASSUMPTIONS:

- 2 Management personnel.
- 1 Administrative Asst. to assist with licensing in additional markets.
- 1 Customer Service person in the first qtr.
- 2 Customer Service person in the second qtr.
- 2 Customer Service person in the third qtr.
- 2 Customer Service person in the fourth qtr.

D-Tel Communications

LOCAL SERVICE PROJECTED SALES, GENERAL & ADMINISTRATIVE EXPENSES YEAR 2

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
SALARY-MANAGEMENT	10,000	10,000	10,000	30,000	10,000	10,000	10,000	30,000	10,000	10,000	10,000	30,000	10,000	10,000	10,000	30,000	120,000
SALARY ADMINISTRATIVE ASST	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	72,000
2 SALARY-SALES PERSON	4,000	4,000	4,000	12,000	4,000	4,000	4,000	12,000	4,000	4,000	4,000	12,000	4,000	4,000	4,000	12,000	48,000
SALARY-CUSTOMER SERVICE	12,800	12,800	12,800	38,400	16,000	16,000	16,000	48,000	16,000	16,000	16,000	48,000	19,200	19,200	19,200	57,600	192,000
RENT	1,500	1,500	1,500	4,500	1,500	1,500	1,500	4,500	1,500	1,500	1,500	4,500	1,500	1,500	1,500	4,500	18,000
UTILITIES	500	500	500	1,500	500	500	500	1,500	500	500	500	1,500	500	500	500	1,500	6,000
PHONES/COMMUNICATIONS	450	450	450	1,350	500	500	500	1,500	500	500	500	1,500	550	550	550	1,650	6,000
LEGAL	400	400	400	1,200	400	400	400	1,200	400	400	400	1,200	400	400	400	1,200	4,800
ACCOUNTING	500	500	500	1,500	500	500	500	1,500	500	500	500	1,500	500	500	500	1,500	6,000
ADVERTISING	700	700	700	2,100	700	700	700	2,100	700	700	700	2,100	700	700	700	2,100	8,400
POSTAGE	80	80	80	240	80	80	80	240	90	90	90	270	90	90	90	270	1,020
DUES & SUBSCRIPTIONS	100	100	100	300	100	100	100	300	100	100	100	300	100	100	100	300	1,200
OFFICE EXPENSE	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,700	2,700	2,700	8,100	30,600
TRAVEL & ENTERTAINMENT	300	300	300	900	300	300	300	900	300	300	300	900	300	300	300	900	3,600
TOTAL EXPENSES	39,830	39,830	39,830	119,490	43,080	43,080	43,080	129,240	43,090	43,090	43,090	129,270	46,540	46,540	46,540	139,620	517,620

ASSUMPTIONS:

- 2 Management personnel.
- 2 Administrative Asst. to assist with licensing in additional markets.
- 8 Customer Service person in the first qtr.
- 10 Customer Service person in the second qtr.
- 10 Customer Service person in the third qtr.
- 12 Customer Service person in the fourth qtr.

D-Tel Communications

LOCAL SERVICE

PROJECTED SALES, GENERAL & ADMINISTRATIVE EXPENSES YEAR 3

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
SALARY-MANAGEMENT	10,000	10,000	10,000	30,000	10,000	10,000	10,000	30,000	10,000	10,000	10,000	30,000	10,000	10,000	10,000	30,000	120,000
SALARY ADMINISTRATIVE ASST	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	72,000
3 SALARY-SALES PERSON	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	6,000	6,000	6,000	18,000	72,000
SALARY-CUSTOMER SERVICE	19,200	19,200	19,200	57,600	19,200	19,200	19,200	57,600	19,200	19,200	19,200	57,600	22,400	22,400	22,400	67,200	240,000
RENT	1,000	1,000	1,000	3,000	1,000	1,000	1,000	3,000	1,000	1,000	1,000	3,000	1,000	1,000	1,000	3,000	12,000
UTILITIES	550	550	550	1,650	550	550	550	1,650	550	550	550	1,650	550	550	550	1,650	6,600
PHONES/COMMUNICATIONS	550	550	550	1,650	550	550	550	1,650	550	550	550	1,650	605	605	605	1,815	6,765
LEGAL	440	440	440	1,320	440	440	440	1,320	440	440	440	1,320	440	440	440	1,320	5,280
ACCOUNTING	550	550	550	1,650	550	550	550	1,650	550	550	550	1,650	550	550	550	1,650	6,600
ADVERTISING	770	770	770	2,310	770	770	770	2,310	770	770	770	2,310	770	770	770	2,310	9,240
POSTAGE	88	88	88	264	88	88	88	264	99	99	99	297	99	99	99	297	1,122
DUES & SUBSCRIPTIONS	110	110	110	330	110	110	110	330	110	110	110	330	110	110	110	330	1,320
OFFICE EXPENSE	2,750	500	500	3,750	2,750	2,750	2,750	8,250	2,750	2,750	2,750	8,250	2,970	2,970	2,970	8,910	29,160
TRAVEL & ENTERTAINMENT	500	500	500	1,500	500	500	500	1,500	500	500	500	1,500	500	500	500	1,500	6,000
TOTAL EXPENSES	48,508	46,258	46,258	141,024	48,508	48,508	48,508	145,524	48,519	48,519	48,519	145,557	51,994	51,994	51,994	155,982	588,087

ASSUMPTIONS:

- 2 Management personnel.
- 2 Administrative Asst. to assist with licensing in additional markets.
- 12 Customer Service person in the first qtr.
- 12 Customer Service person in the second qtr.
- 12 Customer Service person in the third qtr.
- 14 Customer Service person in the fourth qtr.

D-Tel Communications

LOCAL SERVICE PROJECTED INCOME STATEMENT YEAR 1

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
REVENUES																	
LOCAL SERVICE	10,000	20,000	30,000	60,000	40,000	50,000	60,000	150,000	72,000	84,000	96,000	252,000	108,000	120,000	132,000	360,000	822,000
LONG DISTANCE	2,000	4,000	6,000	12,000	8,000	10,000	12,000	30,000	14,400	16,800	19,200	50,400	21,600	24,000	26,400	72,000	164,400
TOTAL REVENUES	12,000	24,000	36,000	72,000	48,000	60,000	72,000	180,000	86,400	100,800	115,200	302,400	129,600	144,000	158,400	432,000	986,400
OPERATING EXPENSES																	
LOCAL & LONG DISTANCE	9,870	19,740	29,610	59,220	39,480	49,350	59,220	148,050	71,064	82,908	94,752	248,724	106,596	118,440	130,284	355,320	811,314
EARNINGS BEFORE TAXES AND SG&A																	
TAXES AND SG&A	2,130	4,260	6,390	12,780	8,520	10,650	12,780	31,950	16,336	17,892	20,448	53,676	23,004	25,560	28,116	76,680	175,086
SALES, GENERAL & ADMIN	11,100	11,100	11,100	33,300	12,760	12,760	12,760	38,280	12,820	12,820	12,820	38,460	12,920	12,920	12,920	38,760	148,800
EBITDA	(8,970)	(6,840)	(4,710)	(20,520)	(4,240)	(2,110)	20	(6,330)	2,516	5,072	7,628	15,216	10,084	12,640	15,196	37,920	26,286
OPERATING INCOME	(8,970)	(6,840)	(4,710)	(20,520)	(4,240)	(2,110)	20	(6,330)	2,516	5,072	7,628	15,216	10,084	12,640	15,196	37,920	26,286

D-Tel Communications

LOCAL SERVICE PROJECTED INCOME STATEMENT YEAR 2

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
REVENUES																	
LOCAL SERVICE	142,000	152,000	162,000	456,000	172,000	182,000	192,000	546,000	204,000	216,000	228,000	648,000	240,000	252,000	264,000	756,000	2,406,000
LONG DISTANCE	28,400	30,400	32,400	91,200	34,400	36,400	38,400	109,200	40,800	43,200	45,600	129,600	48,000	50,400	52,800	151,200	481,200
TOTAL REVENUES	170,400	182,400	194,400	547,200	206,400	218,400	230,400	655,200	244,800	259,200	273,600	777,600	288,000	302,400	316,800	907,200	2,887,200
OPERATING EXPENSES																	
LOCAL & LONG DISTANCE	140,154	150,024	159,894	450,072	169,764	179,634	189,504	538,902	201,348	213,192	225,036	639,576	236,880	248,724	260,568	746,172	2,374,722
EARNINGS BEFORE TAXES AND SG&A																	
	30,246	32,376	34,506	97,128	36,636	38,766	40,896	116,298	43,452	46,008	48,564	138,024	51,120	53,676	56,232	161,028	512,478
SALES, GENERAL & ADMIN	39,830	39,830	39,830	119,490	43,080	43,080	43,080	129,240	43,090	43,090	43,090	129,270	46,540	46,540	46,540	139,620	517,620
EBITDA	(9,584)	(7,454)	(5,324)	(22,362)	(6,444)	(4,314)	(2,184)	(12,942)	362	2,918	5,474	8,754	4,580	7,136	9,692	21,408	(5,142)
OPERATING INCOME	(9,584)	(7,454)	(5,324)	(22,362)	(6,444)	(4,314)	(2,184)	(12,942)	362	2,918	5,474	8,754	4,580	7,136	9,692	21,408	(5,142)

D-Tel Communications

LOCAL SERVICE PROJECTED INCOME STATEMENT YEAR 3

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
REVENUES																	
LOCAL SERVICE	278,000	292,000	306,000	876,000	322,000	338,000	354,000	1,014,000	372,000	390,000	408,000	1,170,000	428,000	448,000	468,000	1,344,000	4,404,000
LONG DISTANCE	55,600	58,400	61,200	175,200	64,400	67,600	70,800	202,800	74,400	78,000	81,600	234,000	85,600	89,600	93,600	268,800	880,800
TOTAL REVENUES	333,600	350,400	367,200	1,051,200	386,400	405,600	424,800	1,216,800	446,400	468,000	489,600	1,404,000	513,600	537,600	561,600	1,612,800	5,284,800
OPERATING EXPENSES:																	
LOCAL & LONG DISTANCE	274,386	288,204	302,022	864,612	317,814	333,606	349,398	1,000,818	367,164	384,930	402,696	1,154,790	422,436	442,176	461,916	1,326,528	4,346,748
EARNINGS BEFORE TAXES AND SG&A																	
TAXES AND SG&A	59,214	62,196	65,178	186,588	68,586	71,994	75,402	215,982	79,236	83,070	86,904	249,210	91,164	95,424	99,664	286,272	938,062
SALES, GENERAL & ADMIN	48,508	46,258	46,258	141,024	48,508	48,508	48,508	145,524	48,519	48,519	48,519	145,557	51,994	51,994	51,994	155,982	588,087
EBITDA	10,706	15,938	18,920	45,564	20,078	23,486	26,894	70,458	30,717	34,551	38,385	103,653	39,170	43,430	47,690	130,290	349,965
OPERATING INCOME	10,706	15,938	18,920	45,564	20,078	23,486	26,894	70,458	30,717	34,551	38,385	103,653	39,170	43,430	47,690	130,290	349,965

D-Tel Communications

LOCAL SERVICE BALANCE SHEET YEAR 1

ASSETS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
CURRENT ASSETS												
CASH	100,000	110,280	97,440	86,730	76,490	68,380	62,400	57,716	55,588	56,016	58,900	64,340
ACCOUNTS RECEIVABLE	62,500	30,000	48,000	66,000	84,000	102,000	122,400	144,000	165,600	187,200	208,800	230,400
TOTAL CURRENT ASSETS	162,500	140,280	145,440	152,730	160,490	170,380	184,800	201,716	221,188	243,216	267,700	294,740

LIABILITIES & OWNER'S EQUITY

CURRENT LIABILITIES												
ACCOUNTS PAYABLE	20,970	30,840	40,710	52,240	62,110	71,980	83,884	95,728	107,572	119,516	131,360	143,204
TOTAL CURRENT LIABILITIES	20,970	30,840	40,710	52,240	62,110	71,980	83,884	95,728	107,572	119,516	131,360	143,204
OWNER'S EQUITY												
PAID IN CAPITAL	100,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
RETAINED EARNINGS	(8,970)	(15,810)	(20,520)	(24,760)	(26,870)	(26,850)	(24,334)	(19,262)	(11,634)	(1,550)	11,090	26,286
TOTAL LIABILITIES & OWNERS EQUITY	112,000	1,015,030	1,020,190	1,027,480	1,035,240	1,045,130	1,059,550	1,076,466	1,095,938	1,117,966	1,142,450	1,169,490

D-Tel Communications

LOCAL SERVICE BALANCE SHEET YEAR 2

ASSETS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
CURRENT ASSETS												
CASH	72,336	56,752	43,298	31,974	19,530	9,216	1,032	-5,806	-10,088	-11,814	-14,434	-14,498
ACCOUNTS RECEIVABLE	249,600	267,600	285,600	303,600	321,600	339,600	360,000	381,600	403,200	424,800	446,400	468,000
TOTAL CURRENT ASSETS	321,936	324,352	328,898	335,574	341,130	348,816	361,032	375,794	393,112	412,986	431,966	453,502

LIABILITIES & OWNER'S EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	179,984	189,854	199,724	212,844	222,714	232,584	244,438	256,282	268,126	283,420	295,264	307,108
TOTAL CURRENT LIABILITIES	179,984	189,854	199,724	212,844	222,714	232,584	244,438	256,282	268,126	283,420	295,264	307,108

OWNER'S EQUITY

PAID IN CAPITAL	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
RETAINED EARNINGS	16,702	9,248	3,924	(2,520)	(6,834)	(9,018)	(8,656)	(5,738)	(264)	4,316	11,452	21,144
TOTAL LIABILITIES & OWNERS EQUITY	1,196,686	1,199,102	1,203,648	1,210,324	1,215,880	1,223,566	1,235,782	1,250,544	1,267,862	1,287,736	1,308,716	1,328,252

D-Tel Communications

LOCAL SERVICE BALANCE SHEET YEAR 3

ASSETS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
CURRENT ASSETS												
CASH	468,000	311,906	319,444	329,964	340,442	354,328	371,622	391,539	415,290	442,875	470,045	501,475
ACCOUNTS RECEIVABLE	333,600	517,200	542,400	570,000	598,800	627,600	658,800	691,200	723,600	758,400	794,400	830,400
TOTAL CURRENT ASSETS	801,600	829,106	861,844	899,964	939,242	981,928	1,030,422	1,082,739	1,138,890	1,201,275	1,264,445	1,331,875

LIABILITIES & OWNER'S EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	322,894	334,462	348,280	366,322	382,114	397,906	415,683	433,449	451,215	474,430	494,170	513,910
TOTAL CURRENT LIABILITIES	322,894	334,462	348,280	366,322	382,114	397,906	415,683	433,449	451,215	474,430	494,170	513,910

OWNER'S EQUITY

PAID IN CAPITAL	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
RETAINED EARNINGS	31,850	47,788	66,708	86,786	110,272	137,166	167,883	202,434	240,819	279,989	323,419	371,109
TOTAL LIABILITIES & OWNERS EQUITY	1,364,744	1,382,250	1,414,988	1,453,108	1,492,386	1,535,072	1,583,566	1,635,883	1,692,034	1,754,419	1,817,589	1,885,019

D-Tel Communications

LOCAL SERVICE STATEMENT OF CASH FLOWS YEAR 1

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
CASH FLOWS FROM OPERATING ACTIVITIES:																	
CASH RECEIVED FROM CUSTOMERS	0	31,250	43,250	74,500	30,000	42,000	54,000	126,000	66,000	79,200	93,600	238,800	108,000	122,400	136,800	367,200	806,500
CASH PAID TO SUPPLIERS AND EMPLOYEES	0	20,970	30,840	51,810	40,710	52,240	62,110	155,060	71,980	83,884	95,728	251,592	107,572	119,516	131,360	358,448	816,910
NET CASH FLOW FROM OPERATING ACTIVITIES	-	10,280	12,410	22,690	(10,710)	(10,240)	(8,110)	(29,060)	(5,980)	(4,684)	(2,128)	(12,792)	428	2,884	5,440	8,752	(10,410)
CASH FLOWS FROM FINANCING ACTIVITIES:																	
CASH RECEIVED FROM INVESTORS	100,000	0	0	100,000	0	0	0	-	0	0	0	-	0	0	0	-	100,000
NET INCREASE (DECREASE IN CASH)	100,000	10,280	12,410	22,690	(10,710)	(10,240)	(8,110)	(29,060)	(5,980)	(4,684)	(2,128)	(12,792)	428	2,884	5,440	8,752	(10,410)
CASH & CASH EQUIVALENTS, BEGINNING OF MONTH	0	100,000	110,280	210,280	122,690	111,980	101,740	336,410	93,630	87,650	82,966	264,246	80,838	81,266	84,150	246,254	1,057,190
CASH & CASH EQUIVALENTS, END OF MONTH	100,000	110,280	122,690	332,970	111,980	101,740	93,630	307,350	87,650	82,966	80,838	251,454	81,266	84,150	89,590	255,006	1,146,780

D-Tel Communications

LOCAL SERVICE STATEMENT OF CASH FLOWS YEAR 2

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
CASH FLOWS FROM OPERATING ACTIVITIES:																	
CASH RECEIVED FROM CUSTOMERS	151,200	164,400	176,400	492,000	188,400	200,400	212,400	601,200	224,400	237,600	252,000	714,000	266,400	280,800	295,200	842,400	2,649,600
CASH PAID TO SUPPLIERS AND EMPLOYEES	143,204	179,984	189,854	513,042	199,724	212,844	222,714	635,282	232,684	244,438	256,282	733,304	268,126	283,420	295,264	846,810	2,728,438
NET CASH FLOW FROM OPERATING ACTIVITIES	7,996	(15,584)	(13,454)	(21,042)	(11,324)	(12,444)	(10,314)	(34,082)	(8,184)	(6,838)	(4,282)	(19,304)	(1,726)	(2,620)	(64)	(4,410)	(78,838)
CASH FLOWS FROM FINANCING ACTIVITIES:																	
CASH RECEIVED FROM INVESTORS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
NET INCREASE (DECREASE IN CASH)	7,996	(15,584)	(13,454)	(21,042)	(11,324)	(12,444)	(10,314)	(34,082)	(8,184)	(6,838)	(4,282)	(19,304)	(1,726)	(2,620)	(64)	(4,410)	(78,838)
CASH & CASH EQUIVALENTS, BEGINNING OF MONTH	89,590	97,586	82,002	269,178	68,548	57,224	44,780	170,552	34,466	26,282	19,444	80,192	15,162	13,436	10,816	39,414	559,336
CASH & CASH EQUIVALENTS, END OF MONTH	97,586	82,002	68,548	248,136	57,224	44,780	34,466	136,470	26,282	19,444	15,162	60,888	13,436	10,816	10,752	35,004	480,498

D-Tel Communications

LOCAL SERVICE STATEMENT OF CASH FLOWS YEAR 3

	JAN	FEB	MAR	QTR 1	APR	MAY	JUN	QTR 2	JUL	AUG	SEP	QTR 3	OCT	NOV	DEC	QTR 4	YR TO DT
CASH FLOWS FROM OPERATING ACTIVITIES:																	
CASH RECEIVED FROM CUSTOMERS	309,600	325,200	342,000	976,800	358,800	376,800	396,000	1,131,600	415,200	435,600	457,200	1,308,000	478,800	501,600	525,600	1,506,000	4,922,400
CASH PAID TO SUPPLIERS AND EMPLOYEES	307,108	322,894	334,462	964,464	348,280	366,322	382,114	1,096,716	397,906	415,683	433,449	1,247,038	451,215	474,430	494,170	1,419,815	4,728,033
NET CASH FLOW FROM OPERATING ACTIVITIES	2,492	2,306	7,538	12,336	10,520	10,478	13,886	34,884	17,294	19,917	23,751	60,962	27,585	27,170	31,430	86,185	194,367
CASH FLOWS FROM FINANCING ACTIVITIES:																	
CASH RECEIVED FROM INVESTORS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
NET INCREASE (DECREASE IN CASH)	2,492	2,306	7,538	12,336	10,520	10,478	13,886	34,884	17,294	19,917	23,751	60,962	27,585	27,170	31,430	86,185	194,367
CASH & CASH EQUIVALENTS, BEGINNING OF MONTH	10,752	13,244	15,550	39,546	23,088	33,608	44,086	100,782	57,972	75,266	95,183	228,421	118,934	146,519	173,689	439,142	807,891
CASH & CASH EQUIVALENTS, END OF MONTH	13,244	15,550	23,088	51,882	33,608	44,086	57,972	135,666	75,266	95,183	118,934	289,383	146,519	173,689	205,119	525,327	1,002,258

EXHIBIT E

CAPABILITY STATEMENTS

1. Although a development stage company, the Applicant will have access to sufficient financial funding to provide the requested service in the geographic area proposed to be served. This is evidenced by its assets set forth in its initial financial statements.
2. The Applicant will maintain the requested services revenue generated from its ongoing operations.
3. The Company has sufficient financial capability to meet its lease and ownership obligations which are minimal.

EXHIBIT F

PRICE LIST

D-Tel, Inc.

Florida Price List No. 1
Original Sheet 1

Alternative Local Exchange Service

TITLE SHEET

ALTERNATIVE LOCAL EXCHANGE SERVICES PRICE LIST

This price list contains the descriptions, regulations, service standards and rates applicable to alternative local exchange telecommunications services provided by D-Tel, Inc. with principal offices at 72 Bridge Road, Islandia, New York 11749. This price list applies for services furnished within the state of Florida. This price list is on file with the Florida Public Service Commission, and copies may be inspected, during normal business hours, at the Company's principal place of business.

ISSUED: October 23, 2001

EFFECTIVE:

BY:

Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

CHECK SHEET

The sheets listed below, which are inclusive of this price list, are effective as of the date shown at the bottom of the respective sheet(s). Original and revised sheets as named below comprise all changes from the original price list and are currently in effect as of the date of the bottom of this page.

SHEET	REVISION	SHEET	REVISION
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		
16	Original		
17	Original		
18	Original		
19	Original		
20	Original		
21	Original		

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EFFECTIVE:

BY:

Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

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Section 2 - Rule, Regulations and Service Quality Criteria 8

Section 3 - Basic Service Descriptions and Rates 16

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EFFECTIVE:

BY:

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D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

SYMBOLS SHEET

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

D - Delete Or Discontinue

I - Change Resulting In An Increase To A Customer's Bill

M - Moved From Another Price List Location

N - New

R - Change Resulting In A Reduction To A Customer's Bill

T - Change in Text Or Regulation But No Change In Rate Or Charge

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Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

PRICE LIST FORMAT SHEETS

A. Sheet Numbering - Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the price list. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between sheets 14 and 15 would be 14.1.

B. Sheet Revision Numbers - Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current sheet version on file with the FPSC. For example, the 4th revised Sheet 14 cancels the 3rd revised Sheet 14. Because of various suspension periods, deferrals, etc, the FPSC follows in their price list approval process, the most current sheet number on file with the Commission is not always the price list page in effect. Consult the Check Sheet for the sheet currently in effect.

C. Paragraph Numbering Sequence - There are various levels of paragraph coding. Each level of coding is subservient to its next higher level as follows:

- 2.
- 2.1.
- 2.1.1.
- 2.1.1.A.
- 2.1.1.A.1.
- 2.1.1.A.1.(a).

D. Check Sheets - When a price list filing is made with the FPSC, an updated check sheet accompanies the price list filing. The check sheet lists the sheets contained in the price list, 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 price list user should refer to the latest check sheet to find out if a particular sheet is the most current on file with the FPSC.

ISSUED: October 23, 2001

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BY:

Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

D-Tel, Inc.

Florida Price List No. 1
Original Sheet 6

Alternative Local Exchange Service

EXCHANGE SERVICE LIST

The Company will provide local exchange service throughout the State of Florida. Local calling areas will coincide with those of the Incumbent Local Exchange Carrier (ILEC), unless otherwise specified.

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BY:

Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

Access Line - An arrangement which connects the customer's location to the Company's network switching center.

Authorization Code - A numerical code, one or more of which are available to a customer to enable him/her to access the carrier, and which are used by the carrier both to prevent unauthorized access to its facilities and to identify the customer for billing purposes.

Company or Carrier - D-Tel, Inc.

Customer - the person, firm, corporation or other entity which orders service and is responsible for payment of charges due and compliance with the Company's price list regulations.

Day - From 8:00 AM up to, but not including 5:00 PM local time Monday through Friday.

Evening - From 5:00 PM up to but not including 11:00 PM local time Sunday through Friday.

Holidays - The Company's recognized holidays are New Year's Day, Martin Luther King, Jr. Day, Presidents Day, Memorial Day, July 4th, Labor Day, Thanksgiving Day, Christmas Day.

Night/Weekend - From 11:00 PM up to but not including 8:00 AM Sunday through Friday, and 8:00 AM Saturday up to but not including 5:00 PM Sunday.

ISSUED: October 23, 2001

EFFECTIVE:

BY:

Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

SECTION 2 - RULES, REGULATIONS AND SERVICE QUALITY CRITERIA

2.1 Undertaking of the Company.

The Company's services and facilities are furnished for communications originating at specified points within the state of Florida under terms of this price list.

The Company's installs operates, and maintains the communications services provided herein in accordance with the terms and conditions set forth under this price list. It may act as the customer's agent for ordering access connection facilities provided by other carriers or entities when authorized by the customer, to allow connection of a customer's location to the Company's network. The customer shall be responsible for all charges due for such service arrangement.

The Company's services and facilities are provided on a monthly basis unless ordered on a longer term basis, and are available twenty-four hours per day, seven days per week.

2.2 Limitations.

- 2.2.1 Service is offered subject to the availability of facilities and provisions of this price list.
- 2.2.2 The Company's reserves the right to discontinue furnishing service, or limit the use of service necessitated by conditions beyond its control: or when the customer is using service in violation of the law or the provisions of this price list.

ISSUED: October 23, 2001

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D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

SECTION 2 - RULES AND REGULATIONS continued

2.2 Limitations (Cont.)

- 2.2.3 All facilities provided under this price list are directly controlled by the Company and the customer may not transfer or assign the use of service or facilities, except with the express written consent of the Company. Such transfer or assignment shall only apply where there is no interruption of the use or location of the service or facilities.
- 2.2.4 Prior written permission from the Company is required before any assignment or transfer. All regulations and conditions contained in this price list shall apply to all such permitted assignees or transferees, as well as all conditions for service.
- 2.2.5 Customers reselling or rebilling services must have a Certificate of Public Convenience and Necessity as an ALEC carrier from the Florida Public Service Commission.

2.3 Liabilities of the Company.

- 2.3.1 The Company's liability for damages arising out of mistakes, interruptions, omissions, delays, errors, or defects in the transmission occurring in the course of furnishing service or facilities, and not caused by the negligence of its employees or its agents, in no event shall exceed an amount equivalent to the proportionate charge to the customer for the period during which the aforementioned faults in transmission occur.
- 2.3.2 The Company shall be indemnified and held harmless by the customer against claims for libel, slander, or infringement of copyright arising out of the material, data, information, or other content transmitted over the Company's facilities.

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Joseph Magliulo, President
D-Tel, Inc.
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Alternative Local Exchange Service

SECTION 2 - RULES AND REGULATIONS continued

2.4 Interruption of Service.

- 2.4.1 Credit allowance for the interruption of service which is not due to The Company's testing or adjusting, negligence or the customer, or to the failure of channels or equipment provided by the customer, are subject to the general liability provisions set forth in 2.3.1 herein. It shall be the customer's obligation to notify the Company immediately of any service interruption for which a credit allowance is desired. Before giving such notice, the customer shall ascertain that the trouble is not being caused by any action or omission by the customer within his control, if any; furnished by the customer and connected to the Company's facilities. No refund or credit will be made for the time that the Company stands ready to repair the service and the subscriber does not provide access to the Company for such restoration work.
- 2.4.2 No credit shall be allowed for an interruption of a continuous duration of less than twenty-four hours after the subscriber notifies the Company.
- 2.4.3 The customer shall be credited for an interruption of more than twenty-four hours as follows:

Credit Formula:

$$\text{Credit} = A/B \times C$$

"A" - outage time in days

"B" - total days in month

"C" - total monthly charge for affected facility

ISSUED: October 23, 2001

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Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
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Alternative Local Exchange Service

SECTION 2 - RULES AND REGULATIONS continued

2.5 Disconnection of Service by Carrier.

The Company, upon five (5) working days written notice to the customer, may discontinue service or cancel an application for service without incurring any liability for any of the following reasons:

- 2.5.1 Non-payment of any sum due to carrier for regulated service for more than thirty days beyond the date of rendition of the bill for such service.
- 2.5.2 A violation of any regulation governing the service under this price list.
- 2.5.3 A violation of any law, rule, or regulation of any government authority having jurisdiction over such service.
- 2.5.4 The company has given the customer notice and has allowed a reasonable time to comply with any rule, or remedy, and deficiency as stated in Rule 25-4.113, F.A.C., Refusal or Discontinuance of Service by Company.
- 2.5.5 Service may be disconnected without notice for tampering with company equipment or interfering with service to other customers or for fraud.

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D-Tel, Inc.
72 Bridge Road
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Alternative Local Exchange Service

SECTION 2 - RULES AND REGULATIONS continued

2.6 Deposits

The Company does not require a deposit from the customer.

2.7 Advance Payments

For customers whom the Company feels an advance payment is necessary, the Company reserves the right to collect an amount not to exceed one (1) month's estimated charges as an advance payment for service. This will be applied against the next month's charges and if necessary a new advance payment will be collected for the next month.

2.8 Taxes

All state and local taxes (i.e., gross receipts tax, sales tax, municipal utilities tax) are listed as separate line items and are not included in the quoted rates.

2.9 Billing of Calls

All charges due by the subscriber are payable at any agency duly authorized to receive such payments. Any objection to billed charges should be promptly reported to the Company. Adjustments to customers' bills shall be made to the extent that records are available and/or circumstances exist which reasonably indicate that such charges are not in accordance with approved rates or that an adjustment may otherwise be appropriate.

2.10 Equipment

2.10.1 The Company's facilities and service may be used with or terminated in Customer-provided terminal equipment or Customer-provided communications systems, such as a PBX, key systems or Pay Telephone. Such terminal equipment shall be furnished and maintained at the expense of the Customer, except as otherwise provided. The Customer is responsible for all costs at his or her premises, including personnel, wiring, electrical power, and the like, incurred in the use of the Company's service. The Customer is responsible to ensuring that customer-provided equipment connected to Company equipment and facilities is compatible with such equipment and facilities.

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D-Tel, Inc.
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Alternative Local Exchange Service

SECTION 2 - RULES AND REGULATIONS continued

2.10 **Equipment** (contd.)

- 2.10.2 The Company shall use reasonable efforts to maintain facilities and equipment that it furnishes to the Customer. The Customer may not, nor may the Customer permit others, to disconnect, rearrange, remove, attempt to repair or otherwise interfere with any of the facilities or equipment installed by the Company, except upon the written consent of the Company.
- 2.10.3 Equipment the Company provides or installs at the Customer premises for use in connection with services the Company offers shall not be used for any purpose other than that for which the Company provided it.
- 2.10.4 The Customer shall be responsible for payment of service charges, as set forth herein, for visits by the Company's agents or employees to the premises of the Customer when the service difficulty or trouble report results from the use of equipment or facilities provided by any party other than the Company, including but not limited to the Customer.
- 2.10.5 The Company shall not be responsible for the installation, operation or maintenance of any customer-provided equipment. Where such equipment is connected to the facilities furnished pursuant to this price list, the responsibility of the Company shall be limited to the furnishing of facilities offered under this price list and to the maintenance and operation of such facilities. Subject to this responsibility, the Company shall not be responsible for the transmission of signals by customer-provided equipment or for the quality of, or defects in, such transmission; or the reception of signals by customer-provided equipment.
- 2.10.6 Upon reasonable notification to the Customer and at a reasonable time, the Company may make such tests and inspections as may be necessary to determine that the customer is complying with the requirements set forth in the section for the installation, operation and maintenance of customer-provided facilities, equipment and wiring in the connection of such facilities and equipment to Company-provided facilities and equipment.
- 2.10.7 Title to all facilities provided by the Company under this price list shall remain in the Company's name or in the name of the carrier supplying the services and facilities being resold.

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D-Tel, Inc.
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Alternative Local Exchange Service

SECTION 2 - RULES AND REGULATIONS continued

2.11 Installation

Service is installed upon mutual agreement between the Customer and the Company. The service agreement does not alter rates specified in this price list.

2.12 Service Implementation

Absent a promotional offering, service implementation charges will apply to new service orders or to orders to change existing service. Implementation charges for business services are listed in Section 3.

2.13 Reconnection Charge

A reconnection fee may be charged when service is re-established for customers who have been disconnected for non-payment, and is payable at the time that the restoration of suspended service and facilities is arranged.

2.14 Operator Service Rules

The Company will enforce the operator service rules specified by the Commission and by the FCC.

2.15 Access to Telephone Relay Services

Where required by the Commission, the Company will participate in telephone relay services for handicapped and/or hearing impaired end users, and will comply with all regulations and requirements. The Company shall impose any monthly surcharge or any other related charge upon its local exchange telecommunications subscribers as may be required by state law.

2.16 Telecommunications Relay Service

For intrastate toll calls received from the relay service, the Company will when billing relay calls discount relay service calls by 50 percent off of the otherwise applicable rate for a voice nonrelay call except that where either the calling or called party indicates that either party is both hearing and visually impaired, the call shall be discounted 60 percent off of the otherwise applicable rate for a voice nonrelay call. The above discounts apply only to time-sensitive elements of a charge for the call and shall not apply to per call charges such as a credit card surcharge.

ISSUED: October 23, 2001

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Alternative Local Exchange Service

SECTION 2 - RULES AND REGULATIONS continued

2.17 Calculation of Distance

Usage charges for all mileage sensitive products are based on the airline distance between rate centers associated with the originating and terminating points of the call.

The airline mileage between rate centers is determined by applying the formula below to the vertical and horizontal coordinates associated with the rate centers involved. The company uses the rate centers and associated vertical and horizontal coordinates that are produced by Bell Communication Research in their NPA-NXX V&H Coordinate Tape and AT&T Tariff.

Formula:
$$\frac{\sqrt{(V1 - V2)^2 + (H1 - H2)^2}}{10}$$

2.18 Cancellation of Service by Customer

Customers can cancel basic local exchange service by providing written or oral notification to the Company.

For cancellation of Private Branch Exchange (PBX) service, the customer must provide five (5) working days written notice of cancellation to the Company.

2.19 Minimum Call Completion Rate

Customers can expect a call completion rate (number of calls completed divided by the number of calls attempted) of 90% during peak use periods for all FG D services (1+ dialing).

2.20 Access to 911 Emergency Services

The Company will provide, at no cost to the customer, 911 emergency services access at levels equal to the service provided by the ILEC.

2.21 Service Quality Statement

As a reseller, the quality of service provided to the company's end users will be equal to that received from the company's underlying carrier.

ISSUED: October 23, 2001

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D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

SECTION 3 - BASIC SERVICE DESCRIPTIONS AND RATES

3.1 Timing of Calls

3.1.1 When Billing Charges Begin and End For Phone Calls

The customer's usage charge is based on the actual usage of the Company's network. Usage begins when the called party picks up the receiver, (i.e. when 2 way communication, often referred to as "conversation time" is possible.). When the called party picks up is determined by hardware answer supervision in which the local telephone company sends a signal to the switch or the software utilizing audio tone detection. When software answer supervision is employed, up to 60 seconds of ringing is allowed before it is billed as usage of the network. A call is terminated when the calling or called party hangs up.

3.1.2 Billing Increments

The billing increments for each service is set forth in the individual product rate section.

3.1.3 Per Call Billing Charges

Billing will be rounded up to the nearest penny for each call.

3.1.4 Uncompleted Calls

There shall be no charges for uncompleted calls.

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D-Tel, Inc.
72 Bridge Road
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Alternative Local Exchange Service

SECTION 3 - BASIC SERVICE DESCRIPTIONS AND RATES continued

3.2 Determining Applicable Rate in Effect.

For the initial minute, the rate applicable at the start of chargeable time at the calling station applies. For additional minutes, the rate applicable is that rate which is in effect at the calling station when the additional minute(s) begin. That is, if chargeable time begins during the Day Period, the Day Rate applies to the initial minute and to any additional minutes that the call continues during the rate period. If the call continues into a different rate period, the appropriate rates from that period apply to any additional minutes occurring in that rate period. If an additional minute is split between two rate periods, the rate period applicable at the start of the minute applies to the entire minute.

3.3 Payment of Calls

3.3.1 Late Payment Charges

Interest charges of 1.5% per month will be assessed on all unpaid balances more than thirty days old.

3.3.2 Return Check Charges

A return check charge of \$25.00 will be assessed for checks returned for insufficient funds if the face value does not exceed \$50.00, \$30.00 if the face value does exceed \$50.00 but does not exceed \$300.00, \$40.00 if the face value exceeds \$300.00 or 5% of the value of the check, which ever is greater.

3.4 Restoration of Service

A per occurrence reconnection fee is charged when service is re-established for customers who had been disconnected for non-payment. See Sections 3.7.17 and 3.8.10 for applicable restoration charges.

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Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

SECTION 3 - BASIC SERVICE DESCRIPTIONS AND RATES continued

3.5 Local Service Areas

The Company will provide Local Exchange Service in the Florida BellSouth territories. Local calling service areas will coincide with those of BellSouth, unless otherwise specified.

Installation, monthly recurring and per minute usage charges will apply to the Company's local exchange services. An addition per-call operator service charge will apply for operator-assisted calling.

3.6 Product Descriptions

3.6.1 Business Services

Business Services are offered for local calling using the facilities of the Company and/or those of other authorized Local Exchange Carriers. Business Services are offered primarily to the following:

1. Offices, stores, factories, mines and all other places of a strictly business nature;
2. Offices of hotels, boarding houses, apartment houses, colleges, quarters occupied by clubs and fraternal societies, public, private or parochial schools, hospitals, nursing homes, libraries, churches, and other institutions; and
3. Services terminating solely on the secretarial facilities of a telephone answering bureau.

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Alternative Local Exchange Service

SECTION 3 - BASIC SERVICE DESCRIPTIONS AND RATES continued

3.6 Product Descriptions, cont.

3.6.2 Residential Local Exchange Service

Residential local exchange service provides the Customer with a single, voice-grade, DTMF communications channel. Each Local Line will include a telephone number, as well as access to the service.

Residence Service is furnished in private homes or apartments, including all parts of the subscriber's domestic establishment, for domestic use and not for substantial occupational use; in the study of a clergyman located in a church, in a college fraternity or sorority house, college dormitories, convents and monasteries for domestic rather than occupational use in residential quarters.

3.6.3 Directory Listings

For each Customer of Exchange Access Service(s), the Company shall arrange for the listing of the Customer's main billing telephone number in the directory(ies) published by the dominant Local Exchange Carrier in the area at no additional charge. At a Customer's option, the Company will arrange for additional listings at an additional charge.

3.6.4 Operator-Assisted Services

Operator-assisted services are provided to Customers on a presubscribed basis. Services are also provided to Customers and Users of exchange access lines which are presubscribed to the Company's interexchange outbound calling services. Various billing arrangements are available with the Company's operator-assisted service including Calling Card, Commercial Credit Card, Collect, Person-to- Person and Third Party. Monthly and/or usage-sensitive charges apply, as well as per call operator charges.

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Alternative Local Exchange Service

SECTION 3 - BASIC SERVICE DESCRIPTIONS AND RATES continued

3.6.5 Directory Assistance

Customers and users of the Company's services may obtain directory assistance in determining telephone numbers within the state by calling the Directory Assistance operator.

A credit will be given for calls to Directory Assistance when;

1. The Customer experiences poor transmission or is cut-off during the call,
2. The Customer is given an incorrect telephone number, or
3. The Customer inadvertently misdials an incorrect Directory Assistance NPA.

To receive a credit, the customer must notify the Company operator or Business Office of the problem experienced.

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EFFECTIVE:

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Joseph Magliulo, President
D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749

Alternative Local Exchange Service

SECTION 3 - BASIC SERVICE DESCRIPTIONS AND RATES continued

3.7 Business Service Rates and Plan Offerings

The Company will offer service to large business consumers on an Individual Case Basis.

3.8. Miscellaneous Non-Recurring Charges

	<u>NRC</u>
Returned Check	\$25.00
PIC Change	\$5.00

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EFFECTIVE:

BY:

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D-Tel, Inc.
72 Bridge Road
Islandia, New York 11749