

**Lance J.M. Steinhart, P.C.**  
Attorney At Law  
6455 East Johns Crossing  
Suite 285  
Duluth, Georgia 30097

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and Maryland

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Facsimile: (770) 232-9208

January 11, 2002

**VIA OVERNIGHT DELIVERY**

Florida Public Service Commission  
Tariff Section  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850

Re: Wholesale Carrier Services, Inc.

Dear Sir/Madam:

020043-TX

Enclosed please find one original and six (6) copies of Wholesale Carrier Services, Inc.'s (WCS) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$250.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding this matter, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for Wholesale Carrier Services, Inc.

Enclosures  
cc: Chris S. Barton

DOCUMENT NUMBER-DATE  
00471 JAN 14 2002  
FPSC-COMMISSION CLERK

**\*\* FLORIDA PUBLIC SERVICE COMMISSION \*\***

**DIVISION OF REGULATORY OVERSIGHT**  
**CERTIFICATION SECTION**

**APPLICATION FORM**  
**for**  
**AUTHORITY TO PROVIDE**  
**ALTERNATIVE LOCAL EXCHANGE SERVICE**  
**WITHIN THE STATE OF FLORIDA**

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Instructions

This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Page 12).

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***  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6770**

If you have questions about completing the form, contact:

**Florida Public Service Commission**  
**Division of Regulatory Oversight**  
**Certification Section**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6480**

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## 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 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:

WHOLESALE CARRIER SERVICES, INC.

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

\_\_\_\_\_

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

7200 W. Camino Real	Ste. 303
Boca Raton	FL 33433

\_\_\_\_\_  
\_\_\_\_\_

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

7200 W. Camino Real, Suite 303, Boca Raton, Florida 33433

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**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:**

P96000042828

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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)**: 65-0667666 \_\_\_\_\_

**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

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(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

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

(a) The application:

Name: Lance J.M. Steinhart

Title: Regulatory Counsel

Address: 6455 East Johns Crossing; Suite 285

City/State/Zip: Duluth, Georgia 30097

Telephone No.: (770) 232-9200 Fax No.: (770) 232-9208

Internet E-Mail Address: lsteinhart@telecomcounsel.com

Internet Website Address: \_\_\_\_\_

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

Name: Chris S. Barton  
Title: President  
Address: 7200 W. Camino Real Ste. 303  
City/State/Zip: Boca Raton FL 33433  
Telephone No.: (561) 852-3400 Fax No.: (561) 750-7244  
  
Internet E-Mail Address: sales@wcs-online.com  
Internet Website Address: www.wcs-online.com

(c) Complaints/Inquiries from customers:

Name: Stephen J. Cohen  
Title: Operations Manager  
Address: 7200 W. Camino Real Ste. 303  
City/State/Zip: Boca Raton FL 33433  
Telephone No.: (561) 852-3400 Fax No.: (561) 750-7244  
  
Internet E-Mail Address: \_\_\_\_\_  
Internet Website Address: www.wcs-online.com

**17. List the states in which the applicant:**

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

None

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

None

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

None

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

None

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

None

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(f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

None

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**18. Submit the following:**

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

See Attached biographical information.

**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.**

See Attached biographical information. In addition, the company will rely upon its underlying facilities-based carriers for technical maintenance.



### **C. 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.

**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:**

Chris S. Barton

**Print Name**

President

**Title**

(561) 852-3400

**Telephone No.**



**Signature**

1/11/02

**Date**

(561) 750-7244

**Fax No.**

**Address:**

7200 W. Camino Real

Ste. 303

Boca Raton

FL

33433

**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:**

Chris S. Barton

**Print Name**

President

**Title**

(561) 852-3400

**Telephone No.**



**Signature**

1/11/02

**Date**

(561) 750-7244

**Fax No.**

**Address:**

7200 W. Camino Real

Ste. 303

Boca Raton

FL

33433

## **LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**

## FINANCIAL INFORMATION

## MANAGEMENT INFORMATION

## OFFICER BIOGRAPHY

**Chris S. Barton**, President, is the founder and sole shareholder of Wholesale Carrier Services, Inc. Mr. Barton, 36, is a 15 year veteran in the telecommunications marketplace. Upon leaving the University of Texas at Austin in 1987 as Computer Engineering major, Chris began a 10 year sales and management career with MCI Telecommunications. Following a successful series of advancements in corporate sales positions, Chris' tenure at MCI finished with as a Branch Manager in Miami managing one of Worldcom's largest markets.

Mr. Barton established Wholesale Carrier Services, Inc. primarily to serve the needs of underdeveloped telecommunications departments in hotel chains and large corporations. As a result of the breakup of the phone company monopolies and the constantly advancing technologies in the communications marketplace, WCS found itself uniquely positioned to cater to customers seeking assistance in the selection of technology vendors and network design. WCS exclusively pursues large-enterprise, commercial network clients with billings in excess of \$500,000 annually in total telecommunications expenditures. By focusing on the upper end of the telecommunications market, WCS has been able to secure long term consulting and network contracts with its customers, bringing stability and strong corresponding growth. Due to our focus on a select group of large network clients, WCS is also able to provide exemplary customer service combined with thorough industry knowledge on a wide variety of services. The depth of our clients' purchasing needs allows WCS to create and market unique products on facilities strategically owned and operated by WCS. This minimizes the brokering or "middleman effect" and allows WCS to control the quality, billing integrity and provisioning of the various services we offer.

Mr. Barton is also the founder and managing partner of G3 Networks LLC. Based in Miami, FL. G3 offers a variety of enhanced communications services products as a state-of-the-art service bureau. G3 Networks, LLC maintains an intelligent DS3-level call processing platform which currently manages a capacity of over 4 million calls per month, an internet telephony switch and voice response platform supporting up to 1,500 ports of service. Some of the services provided are database-driven toll-free call routing applications supporting clients with hundreds, even thousands of locations,

Internet web page "Call Me" buttons, PC-to-phone dialing, prepaid local and long distance calling. G3 Networks also builds and maintains highly specialized telephone direct response applications for a variety television, print and radio advertisers.

Mr. Barton is an early equity partner in iBill.Com, a highly profitable, \$500 million emerging "dot.com" company. Established in Fort Lauderdale in 1996, iBill fulfills today's growing need for fast, reliable and secure electronic commerce solutions. iBill is one of the fastest growing world-class providers of electronic commerce services to small-to-midsize Web sites selling access, content, services, and tangible products. A May 2001 article in *Forbes Magazine* listed iBill as the 5th most visited B2B Internet site in the world with over 1.4 million unique visitors each month, serving more than 50,000 small, mid-sized and high-volume merchants.

Mr. Barton also is an equity partner and advisor to Eureka! Broadband, est. 1998, to help landlords transform carefully selected commercial properties into specialized, high technology buildings. Eureka! Broadband implements this strategy by forming alliances and joint ventures with landlords to deploy and sell services over advanced broadband networks within their buildings. Eureka! Broadband operates in over 80 million sq feet of commercial office space with nearly 100 employees in 6 US markets. Recently, Eureka merged with Gillette Global Network (<http://www.ggn.com>) . Eureka has secured nearly \$100 million in venture financing rounds from Spectrum Equity Investors, CB Richard Ellis Investors, and AT&T Ventures



**STATEMENT OF FINANCIAL CAPABILITY  
WHOLESALE CARRIER SERVICES, INC.**

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Applicant's stated financial capability, a copy of its Balance Sheet as of December 31, 2001 and Profit & Loss Statement for period ending December 31, 2001 is provided with its application under separate cover, which demonstrates that the Company is profitable. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.