



Public Service Commission  
-M-E-M-O-R-A-N-D-U-M-

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**DATE:** October 28, 2002  
**TO:** Division of The Commission Clerk and Administrative Services (Bayo)  
**FROM:** Division of Competitive Services and Enforcement (D. Buys)  
**RE:** Docket No. 020666-TI - Compliance Investigation of Sky Telecom, Inc. for apparent violation of Rule 25-24.910, F.A.C., Certificate of Public Convenience and Necessity Required.

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Please file the attached letter from Sky Telecom, Inc., dated September 1, 2002, in the abovereferenced docket.

DRB/  
Attachment

cc: Office of the General Counsel (L. Fordham)

AUS \_\_\_\_\_  
CAF \_\_\_\_\_  
CMP \_\_\_\_\_  
COM \_\_\_\_\_  
CTR \_\_\_\_\_  
ECR \_\_\_\_\_  
GCL \_\_\_\_\_  
OPC \_\_\_\_\_  
MMS \_\_\_\_\_  
SEC \_\_\_\_\_  
OTH \_\_\_\_\_

DOCUMENT NUMBER-DATE

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FPSC-COMMISSION CLERK

# The Phonecard Warehouse

www.thephonecards.com

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10376 E Colonial Drive, #135 Orlando, FL 32817 407-382-7888 407-273-9888

COMPETITIVE SERVICES

TPC

10376 E. Colonial Drive # 135

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Telephone: (407) 382 7888

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Dale R. Buys

Division of Competitive Services & Enforcement

Florida Public Services Commission

2540 Shumard Oak Boulevard

Tallahassee, FL 32399

1<sup>st</sup> September 2002

Dear Sir,

RE: Docket No. 020666-TI – Certificate issue

In reference to your august 20<sup>th</sup> 2002 Conference I hereby send you this reply that we are a mere buy and sell wholesale/retail supplier. We do not produce any minutes or process calls, neither do we have our own switches or carrier routes what so ever.

The reason why in the first place we requested for a license was due to an employee who we hired for administration work and had wrongly advised us to apply for a license that that we do not require in the operation that we carry out. It was just internal miscommunications.

We are what you would call a sales and marketing company whereby we buy and sell products (Phone Cards) or time of of huge companies (Union Telecom, OTC, Locus, Ultimate Communications, etc) that either are also just selling their own name brand cards or have their own switches or routes. In other words, we buy cards that are already famous out in the market and keep some profit and resell to other smaller companies/distributors or stores.

The other scenario of our business is when we ask a switch carrier to program a card that would sell really good, or that is better by a few minutes to a certain country, and that it would be better looking, or have a better commission (%), than that of the existing cards in the market. This way we can stay in the market and compete with other companies like ours and also if we are lucky, have a card that is really good and that the consumer is satisfied with and we would be the only one who would be selling it. For the same reason, we do not print carrier information on the cards instead it would say services provided or distributed by my company name. We no longer use our company name as per your request while back. If the consumer has a problem with the phone card, they can easily dial customer service and get a refund or return it to the point of purchase and receive an exchange or credit.

At the present time, We do not have any written contracts with any of the companies that we buy from. Every detail is verbal and based on a good and clean relationship. For example, it is like buying a 12pk of coke, you do not have a contract for that or telling your favorite bakeshop to bake a cake for you in a particular shape or size to suit your needs, you do not have a contract for that either. The carrier approves all the requested cards and rates on the card. The carrier controls the switches and routes. we do not have anything to do with that.

The name of our company was dissolved in late 1999 from Sky Telecom, Inc. due to another company (Skytel, inc.) that did not want us to use it because their company name was similar to ours. In order to resolve this matter in a polite and gentle way and also keeping in mind that their company was formed way

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before ours, we decided to change the name of our company which would put all other discrepancies to rest.

Last but not least the link [buyaphonecard.com](http://buyaphonecard.com) is a company based out of Houston, Texas that we link the business to due to good family relationship. That office is a separate office of its own that does Internet business. We provide the Internet link between us due to family relation.

Lastly, we invite you to inspect our premises and be satisfied with seeing that whatever I have stated above is what you will see. I will hereby send a few samples of the products we buy and sell. If you have any other questions or comments please feel free to call on the above number or e-mail me at [tinopatel@hotmail.com](mailto:tinopatel@hotmail.com).

Yours Sincerely,



Tino Patel.  
VP, TPC, inc .