Lance J.M. Steinhart

Attorney At Law 6455 East Johns Crossing Suite 285 Duluth, Georgia 30097

Also Admitted in New York and Maryland

Telephone: (770) 232-9200 Facsimile: (770) 232-9208

990802-TK

June 19, 1999

## VIA OVERNIGHT DELIVERY

Florida Public Service Commission Division of Communications Certification & Compliance Section 2540 Shumard Oak Blvd. Gunter Bldg. Tallahassee, Florida 32399-0850

Re: Alliance Network, Inc.

Dear Sir/Madam:

Enclosed please find one original and six (6) copies of Alliance Network, Inc.'s Application for Authority to Provide Alternate Local Exchange Service Within the State of Florida.

Alliance Network, Inc. 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 Alliance Network, Inc.'s stated financial capability, attached to its application is a copy of the Company's Balance Sheet as of June 17, 1999. As a reseller, applicant does not intend to make a capital investment to provide service in the State of Florida, however, applicant intends to fund the provision of service through internally generated cash flow. Alliance Network, Inc. also has the ability to borrow funds, if required, based upon its financial capabilities.

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.

**RECEIVED & FILE** OF RECORDS

07558 JUN 22 8

Florida Public Service Commission June 19, 1999 Page 2

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

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

Sincerely, M. Steinhart, Esq. Lance

Attorney for Alliance Network, Inc.

Enclosures cc: Don Angle DEPOSIT

D156 JUNS

UN 2 2 1999 Attorney At Law 6455 East Johns Crossing Suite 285 Duluth, Georgia 30097

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 $\checkmark$ 

DATE

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I also have enclos Service Commission to cc	LANCE J. M. STEINHART ATTORNEY AT LAW 770-232-9200 6455 EAST JOHNS CROSSING, SUITE 285 DATE (0/19/99	2212
	DULUTH GA 30097 Pay to the Florida Public Service Commission \$ 250 Order of Florida Ripty dollars toohos Dollars	), OD
	Nations Bank Nations Bank, N.A. ACH R/T 081000052 For Alline CUM-M 2212	N-2-4 Genetis on beak.

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

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

## **INSTRUCTIONS**

- 1. This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing alternative local exchange certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee.
- 2. Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
- 3. Use a separate sheet for each answer which will not fit the allotted space.
- 4. If you have questions about completing the form, contact:

Florida Public Service Commission Division of Communications Certification & Compliance Section 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0866 (904) 413-6600

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

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

> DOCUMENT NUMBER-DATE 07558 JUN 22 8 FROM-RECORDS/REPORTING

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

. .

- (X) Original authority (new company)
- ( ) Approval of transfer (to another certificated company) <u>Example</u>, a certificated company purchases an existing company and desires to retain the original certificate of authority.
- ( ) Approval of assignment of existing certificate (to a non-certificated company)

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

- () Approval for transfer of control (to another certificated company) <u>Example</u>, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.
- 2. Name of applicant:

## Alliance Network, Inc.

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

d/b/a Not Applicable

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

Fictitious name registration number: Not Applicable

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

1001 Howard Avenue Suite 3500 New Orleans, Louisiana 70113 (504) 596-2001

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

None

- 6. Structure of organization:
  - ( ) Individual
     ( ) Corporation
     ( X ) Foreign Corporation
     ( ) Foreign Partnership
  - () General Partnership () Limited Partnership
  - ( ) Joint Venture ( ) Other, Please explain
- 7. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

N/A

8. State whether any of the officers, directors, or any of the ten largest stockholders have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, please explain.

No.

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

Corporate charter number: F9800000

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

Donald F. Angle	Lance J.M. Steinhart - Application
President	Regulatory Counsel
Alliance Network, Inc.	6455 E. Johns Crossing, Suite 285
1001 Howard Avenue	Duluth, GA 30097
Suite 3500	
New Orleans, Louisiana 70113	770-232-9200/Phone
504-596-2001/Phone	770-232-9208/Fax
504-558-0929/Fax	steinhart@mindspring.com (e-mail)

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

Applicant is not currently providing local exchange service in any state. The company is in the process of applying to provide local exchange service in Alabama, California, Florida, Georgia, Kentucky, Louisiana, Mississippi, New Jersey, New York, North Carolina, South Carolina, Texas and Tennessee.

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

No.

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

No.

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

Customer service will be available at the same times as the incumbent local exchange carriers which will provide the underlying facilities for applicant's proposed service.

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

Applicant will provide prior to the commencement of the provision of basic service.

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

Regarding the showing of financial capability, the following applies:

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

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

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

1. Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.

2. Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.

3. Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

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

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

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

## See Attached

B. Managerial capability.

## See Attached.

C. Technical capability.

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

Since applicant intends to provide only resold local exchange service utilizing the facilities of incumbent local exchange carriers, access to 911 emergency service will be provided by the LECs.

## AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange service in the State of Florida. I have read the foregoing and declare that to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083".

Official: Date

 Title:
 Donald F. Angle
 504-596-2001

 Telephone
 Number

 President
 100 mm log

Address: <u>1001 Howard Avenue, Suite 3500</u>

New Orleans, Louisiana 70113

Pl-com

FINANCIAL INFORMATION

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MANAGEMENT INFORMATION

# Alliance Network, Inc Balance Sheet As of June 17, 1999

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	Jun 17, '99
ASSETS Current Assets Checking/Savings	
1100 · Bank Account	200,000.00
Total Checking/Savings	200,000.00
<b>Total Current Assets</b>	200,000.00
Fixed Assets 1400 · Total Fixed Assets 1405 · Computer Equip	
1410 · Original Cost	3,000.00 -1.00
1415 · Depreciation	tanahan inggana pitatan pitanga anan panga tana mat
Total 1405 · Computer Eq	2,999.00
Total 1400 · Total Fixed As	2,999.00
1420 · Furn/Fixtures 1425 · Original Cost	1,500.00
1430 · Depreciation	-1.00
Total 1420 · Furn/Fixtures	1,499.00
Total Fixed Assets	4,498.00
Other Assets	60.600.00
1450 · APSI	62,500.00
Total Other Assets	62,500.00
TOTAL ASSETS	266,998.00
LIABILITIES & EQUITY Liabilities Long Term Liabilities	
1500 · Due to Parent	19,605.00
Total Long Term Liabilities	19,605.00
Total Liabilities	19,605.00
Equity 1605 · Total Equity 1615 · DFA's Investments	204 408 00
1610 · DFA's Equity	204,498.00 62,500.00
Total 1605 · Total Equity	266,998.00

06/21/99

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06/21/99

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# Alliance Network, Inc Balance Sheet As of June 17, 1999

	Jun 17, '99
Net Income	-19,605.00
Total Equity	247,393.00
TOTAL LIABILITIES & EQ	266,998.00

# DONALD F. ANGLE, M.D.

#### 173 GLENWOOD AVE. • HARAHAN, LA 70123 •

### PHONE 504 738-6180 . FAX 504 739-9411 . E-MAIL DRDANGLE@AOL.COM

#### OBJECTIVE

To use significant skills in healthcare and business on an intermittent or part time basis to provide leadership in an organization that strives for excellence, and has a clinically and socially relevant purpose.

#### SUMMARY OF QUALIFICATIONS

- Board certified physician licensed in three states with a proven record of accomplishment building both businesses and medical practices.
- Successful physician.
- Founder and President of seven corporations and businesses as diverse as construction of multi-family residential homes to physician practice management.
- Able to practice quality medicine, lead physicians, build organizational and management teams, develop, implement, and execute a variety of business strategies.
- A nationally recognized speaker in areas of corporate health care cost containment, managed care strategies, workers' compensation risk management, and medicolegal matters of employment.
- Able to contribute a vast amount of knowledge, experience, and contacts for projects requiring a wide range of expertise in business aspects of medicine.

#### EDUCATION

1980 – 1981 University Medical Center Hospital Shreveport, Louisiana Radiology post graduate residency training

Left in good standing to pursue other interests.

1976 – 1980 Louisiana State University Medical Center Shreveport, LA Doctor of Medicine

1972 - 1976Louisiana State UniversityBaton Rouge, LouisianaBachelor of Science in Zoology

1968 – 1972 Brother Martin High School New Orleans, Louisiana

#### **PROFESSIONAL EXPERIENCE**

1993 – 1997 The Company Doctor (NASDAQ:CDOC) Dallas, TX Chairman of the Board of Directors, President, Chief Executive Officer

 Founded company as merger of two occupational medicine practices; grew practice to 11 locations in three states, publicly traded, with revenue of \$12 Million annually.

- Acquired and operated a property & casualty insurance company (Risk Management Assurance Corporation) as wholly owned subsidiary.
- Responsibilities included development and implementation of all aspects of the business including: planning and development, financing, mergers and acquisitions, operations, marketing and sales, strategic alliances, and profitability.
- Definitive plan of merger agreement signed with national healthcare provider for an enterprise value of nearly \$25 Million.

# 1993 – 1997The Physician Group, PADallas, TexasPresident, Medical Director

- Group of 25 full and part time physicians practicing occupational and primary care episodic medicine.
- Responsible for all aspects of group management including recruiting, hiring, training, scheduling, quality assurance, utilization review, and administration.
- Provided part time and fill-in physician services for primary and occupational medicine in most facilities.

- 1991 – 1993 Emergency Occupational Physicians Services, Inc. Dallas, TX

## President, Chief Executive Officer

- Co-founded practice as single location occupational medicine practice; grew practice to \$2.2 Million revenues annually.
- Staff physician.

「保護課金」であるか。

Merged into larger group practice

## 1987 – 1993 Andicare, Inc.

President, Chief Executive Officer

- Founded company as single location occupational medicine practice; grew practice to \$1.4 Million revenues annually.
- Staff physician.
- Merged into larger group practice.

1986 – 1991Andicare Medical Staffing, Inc.Shreveport, LAPresident, Chief Executive Officer

- Founded company involved in emergency room physician staffing and emergency physician practice management.
- Contracted with major hospital organizations in Louisiana, Arkansas, Alabama.
- Recognized as problem solver specializing in turnaround situations.
- Responsibilities included medical director for emergency services in:
- Humana Shoals Hospital Muscle Shoals, Alabama 1985 1988
- Highland Hospital Shreveport, LA. 1990 1993

## 1983 – 1990 ANDICO, Inc

President, Chief Executive Officer

- Founded company involved in diverse business activities including real estate management and professional services contracting.
- Responsibilities included Medical director for emergency services in wide variety of settings including:

Shreveport, LA

Shreveport, LA

& casualty insurance con

- Riverside Community Hospital Bossier City, LA. 1983 1990
- (Chief of hospital medical staff 1989)

Executive Vice President, Medical Director

Louisiana Downs Race Track 1985 - 1990

## 1984 – 1986 CrestMed, Inc.

Shreveport, LA

- · Company developed and managed five minor emergency centers in Louisiana.
- First medical provider recruited to organization by real estate development firm interested in expanding base of commercial properties.
- Developed all aspects of clinical care including recruiting of all professional staff and development of all policies and procedures, and training programs.
- Directed clinical services to private patients.
- Assisted business manager with responsibilities.

1983 – 1985Physician Rx. Services, Inc.Shreveport, LAPresident

- . Co-founded home health and nursing staffing company.
- Sold interest to co-founding partner.

1974 – 1984 Angle Construction Louisiana Principal

- Founded company involved in residential renovations and new single and multifamily residential construction.
- Successfully developed multifamily residential townhouse community.
- Responsible for all phases of business from land acquisition, subdivision designation and zoning, installation of street and utilities, to marketing and sales.

#### LICENSURE AND CERTIFICATIONS

Licensed to practice medicine unrestricted :

Louisiana #15530; Texas #J0904; and Arkansas #E0519

DEA License #AA9439678

Board Certified in Emergency Medicine by American Board of Emergency Medicine.

Certified Medical Review Officer by American College of Certified Medical Review Officers.

## G. LENN BROWN 6672 Vicksburg Street NEW ORLEANS, LA 70124 504/484-7101

## EDUCATION

Attended Phoenix College & Arizona State University 1971-1974

## **PROFESSIONAL EXPERIENCE**

Bankers Life Nebraska - Insurance agent specializing in individual life, health, disability and retirement income products. 1971-1973

<u>CNA Insurance Company</u> - Agency Manager for Group Division focusing on health, life and disability income insurance. 1973-1975

<u>Mass Marketing Agency, Inc</u>. - Owner of independent insurance agency specializing in payroll deduction mass markets through public, private employer groups, association and unions. 1975-1979

<u>Pacific Association Administrators</u> - President of association administration firm specializing in providing insurance and non-insurance benefit programs to affinity groups including consumer discount programs. 1979-1984

<u>California Healthlink</u> - President of Preferred Provider Organization (PPO) network of physicians, surgeons, hospitals and health care facilities serving southern California and under contract with major health insurance companies. 1984-1987

<u>ProMark</u> - Owner of national advertising and marketing agency specializing in group cooperative advertising for doctors, lawyers and other professional groups. 1987-1992

<u>First American Group Purchasing Association</u> - Executive Director of group purchasing association for small business and affinity groups. 1992-1995

<u>Communications 2000</u> - Executive Vice President of ICP, Integrated Communications Provider offering local, long distance, wireless, paging and Internet products to consumers and business customers. 1995 - Present.

 Resume For
 Brian E. Stentz
 P.O. Box 2165
 Harvey, LA 70059
 (504) 366-1562 e-mail: Bestentz@aol.com

## **EXPERIENCE:**

**新生产的** 

March 1998 – Present Communications 2000

## National Sales Manager

Primary duties to establish a national sales organization. Recruiting and training of agents for telecommunication sales. Contact vendors to establish line of products and services to be offered for sale. Final approval of all contracts, and technical approval of all networks. Approval of commission and expense payments to agents and Regional Vice-Presidents.

## June 1995 – March 1998 Voice-Com Technologies Inc.

## President

Primary duties are to establish a new company, set up customer base, develop technical contractor support, and establish line of credit with bank and with vendors. Contact vendors to establish line of products to be offered for sale. Final approval of all contracts, and technical approval of all systems. Territory established in Southeast Louisiana and Gulf Coast of Mississippi. Responsible for design, sale, installation and maintenance of telephone and data communications systems.

### August 1991- June 1995 Business Communications Distributors Inc.

## Senior Account Executive

Primary duties were to establish a voice/data communications market in Southeast Louisiana. Established contracts with the State of Louisiana, local government agencies and major corporations. Established contacts with vendors to evaluate product lines and negotiate contracts to become resellers. Initiated the addition of data communications equipment sales to the overall marketing strategy.

February 1987 – July 1991 AT&T General Business Systems

## Account Executive

Primary duties involved designing and selling telecommunications systems to small and medium businesses. Authorized to price commitments and as to timetable of installation of new equipment. Managed the market area of Jefferson Parish, Lafourche Parish, Terrebonne Parish, and St. Mary parish in Southeast Louisiana.

October 1984 – January 1987 Gulf Wandes Inc.

## Sales Representative

Primary duties involve professional sales work using detailed knowledge of plastic pipe and structural fiberglass material in determining customer's requirements of company's products and services. Authority to commit on prices and delivery. Prepare price quotations, sales orders, make field drawings of customer's requirements for units. Assist customer in planning and purchase of company's products to meet customer's budgetary and inventory needs. Coordinate sales and service within company including delivery and payment. Includes established and new accounts in the metropolitan New Orleans, Southeast Louisiana, and South Mississippi areas.

STER BEACHTER

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## September 1981 – September 1984 Industrial Air & Hydraulics Inc.

## Sales Representative

Primary duties involve professional sales work using detailed knowledge of fluid power characteristics in determining customer's requirements of company's products and services. Authority to commit on prices and delivery, prepare price quotations, sales orders, make fields drawings of customer's requirements for units, equipment, pumps motors, filters, and other hydraulic products. Assist customer in planning and purchase of company's products to meet customer's budgetary and inventory needs. Coordinate sales and services within company including delivery and payment. Includes established and new accounts in the metropolitan New Orleans, Houma, Thibodaux, and South Mississippi areas.

# July 1977 – August 1981

Triplex Inc.

## Inside Sales/Purchasing Agent

Primary duties receive incoming sales calls, order entry and purchasing of inventory and special items. Established a purchasing department and inventory control methods.

## January 1972 - July 1977

## <u>Retail</u>

## Management

Various retail management positions, ranging from assistant manager in a small clothing store to assistant buyer for a chain of department stores.

## EDUCATION:

<u>College</u> BS Degree in Business Administration Nicholls State University Thibodaux, LA 1978

Professional AT&T Professional Selling Skills I & II - 1987 Technical Training and Certification on Multiple Manufacturer's Telecommunications Equipment – 1987, 1990, 1992, 1993, 1995, 1997 DEPOSIT

D156

DATE JUN 2 2 1999 Attorney At Law 6455 East Johns Crossing Suite 285 Duluth, Georgia 30097

Also Admitted in New York and Maryland

Telephone: (770) 232-9200 Facsimile: (770) 232-9208

June 19, 1999

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990804-TX

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	to the Florida Public
LANCE J. M. STEINHART	2212
ATTORNEY AT LAW 770-232-9200	G A A A A A A A A A A A A A A A A A A A
6455 EAST JOHNS CROSSING, SUITE 285	
DULUTH, GA 30097	A C C C C C C C C C C C C C C C C C C C
Pay to the Alorida Public Service Commission	220,00
Two hundred statey dollars tools	Dollars
Nations Bank	
	DOCUMENT NUMBER-DATE
NationsBank, N.A. ACH R/T 061000962	07558 JUN 22 8
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For All Hip Concerne	FPSC-RECORDS/REPORTH