

**KLEIN, ZELMAN, ROTHERMEL & DICHTER, L.L.P.**

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NANCY B. SCHESS

JEFFREY M. SCHLOSSBERG  
DAVID O. KLEIN

June 20, 1997

**VIA FEDERAL EXPRESS**

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

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:

A.J.

770757-TX

Re: Quintelco Inc.'s Application for Authority to  
Provide Local and Long Distance Telecommunications Service

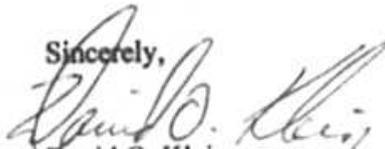
Dear: Sir or Madam (s),

Enclosed please find an original and twelve (12) copies of Quintelco, Inc.'s Application for a Certificate of Service Authority to provide local and long distance telecommunications services in the State of Florida. In addition, I have enclosed two checks in the amount of \$250.00.

I have also enclosed an extra copy of this cover letter to be dated, stamped and returned to me in the postage prepaid envelope.

If you have any questions, or require any other additional information, please do not hesitate to contact me.

Sincerely,

  
David O. Klein

DOCUMENT NUMBER-DATE

06275 JUN 23 97

FPSO-RECORDS/REPORTING

STATE OF FLORIDA  
PUBLIC SERVICE COMMISSION

In the Matter of the Application of )  
 )  
Quintelco, Inc. for a Certificate of Public )  
Convenience and Necessity to provide )  
Telecommunication Services )

Docket No. \_\_\_\_\_

**APPLICATION FOR A CERTIFICATE OF  
PUBLIC CONVENIENCE AND NECESSITY**

Quintelco, Inc. (hereinafter "Quintelco") hereby requests that the Florida Public Service Commission ("PSC") issue a Certificate of Public Convenience and Necessity granting Quintelco authority to provide non-facilities-based interexchange and local services in the State of Florida. In support thereof, the following information is provided:

**1. Name and Address of Applicant**

The full name of the Applicant and its business address is:

Quintelco, Inc.  
1 Blue Hill Plaza  
Pearl River, NY 10965  
914-620-1212

The Representative of the Applicant to whom the PSC is requested to direct correspondence is:

Joel R. Dichter  
Klein, Zelman, Rothermel & Dichter L.L.P.  
485 Madison Avenue  
New York, New York 10022  
212-935-6020

DOCUMENT NUMBER-DATE

06275 JUN 23 1985

FPSC RECORDS/REPORTING

The Registered Agent in the State of Florida is:

Corporation Service Company  
1201 Hays Street  
Tallahassee, FL 32301  
(904) 222-9171

## **2. Certificate of Incorporation**

Quintelco was incorporated in the State of Delaware on May 1, 1996. A copy of its Certificate of Incorporation is attached hereto as Exhibit 1. Quintelco is certified to do business as a foreign corporation in Florida. A copy of Quintelco's authorization is attached hereto as Exhibit 2.

## **3. Shareholders and Officers**

Quintelco's Officers and Directors are as follows:

Jeffrey L. Schwartz - Chairman and Director

Jay Greenwald - President and Director

Claudia Newman Hirsch - Executive Vice President and Director

Andrew Stollman - Senior Vice President, Secretary and Director

Daniel Harvey - Treasurer

Michael G. Miller - Director

Murray L. Skala - Director

Mark Gutterman - Director

Edwin A. Levy - Director

Vincent Tese - Director

River, NY 10965, 914-620-1212.

The Executive Officers of Quintelco have extensive experience in the telecommunications industry. Particularly Andrew Stollman, Quintelco's Secretary and Senior Vice President, who prior to joining Quintelco was the national marketing manager for Infotrax Communications, Inc. and Advanced Marketing & Promotions, Inc. Both companies are in the business of providing telecommunication services. The relevant operational and managerial experience of Quintelco's Executive Management staff is set forth in Exhibit 3 attached hereto.

Customer complaints can be addressed to:

Tanora Simmons  
Quintelco, Inc.  
1 Blue Hill Plaza  
Pearl River, NY 10965  
(800) 532-3940

#### **4. Financial Qualifications**

Attached hereto as Exhibit 4 is a copy of the applicant's parent Corporation, Quintel Entertainment, Inc.'s 1996, financial statements for fiscal year ending November 30, 1996. These financial statements demonstrate that Quintelco has the financial ability to provide the services that it hereby requests authority to offer to the public.

#### **5. Current Business Transactions**

Quintelco currently provides resold interexchange telecommunications services in Illinois, New Jersey, New York, California, Delaware, Georgia, and Kansas.

Quintelco is in the process of petitioning the remaining States for local and long distance resale authority. In no instance has an application been denied or rejected.

**6. The Services to be Offered by Applicant**

Quintelco intends to subscribe to and resell all forms of telephone service including interexchange and local services in the State of Florida including: local dial tone services, Message Telephone Service, Wide Area Telephone Service, WATS-like services, Foreign Exchange Service, private lines, tie lines, access service, cellular service, local switched service and other services and facilities of communications common carriers and other entities. Quintelco intends to provide service to both residential and business class customers throughout the entire State of Florida.

**7. Communications network and technical support**

Quintelco submits this application to provide non-facilities-based resale of telecommunications services that will be provided over the networks of incumbent long distance and local exchange carriers that it has contracted with. Quintelco neither owns, nor leases equipment or facilities used for the transport of telecommunications services. Therefore, applicant is solely dependent on the technical capabilities of Florida's incumbent long distance and local exchange carriers.

Quintelco has only recently contacted the incumbent carriers in Florida. Negotiations are to begin shortly.

**8. How competition will be enhanced if the applicant is allowed to enter the market.**

Quintelco proposes to acquire and resell various voice and data communications services offered by communications common carriers, and to package and provide these services for the specialized functions and needs of its customers. In particular, services will be acquired from underlying communications common carriers at bulk rates and will be resold to applicant's

customers, so that customers will benefit from reduced pricing. The experienced management, technical, and operations expertise of the Quintelco team will enable Quintelco to begin offering competitive high-quality service immediately upon the grant of the authority requested herein.

In addition to reduced pricing, the introduction of Quintelco services will promote competition and lead to greater efficiencies and more rapid introduction of new technologies in the use of telephone service. Thus, Commission grant of this application will significantly serve the public interest through enhanced competition in the market for local and interexchange services through the addition of a well managed new entrant into the local market.

#### **9. Formal Complaints**

No officer, director, or shareholder, nor any of the Quintelco's business operations, have been involved in any formal complaint or other investigatory or enforcement proceeding.

#### **10. Proposed Tariff**

Quintelco's proposed tariff is attached hereto as Exhibit 5.

In view of the foregoing, Quintelco, Inc., respectfully submits that the Public Convenience and Necessity would be served by grant of its petition for certification to operate as a reseller of telephone services within the State of Florida.

Respectfully submitted,

Quintelco, Inc.

By:

A handwritten signature in cursive script, appearing to read "David O. Klein", is written over a horizontal line.

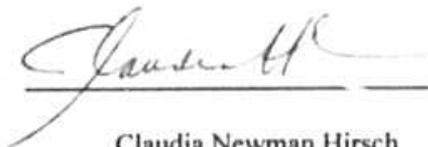
David O. Klein  
Klein, Zelman, Rothermel & Dichter, L.L.P.  
485 Madison Avenue  
New York, NY 10022  
212-935-6020  
Attorney for Quintelco, Inc.

STATE OF NEW YORK

COUNTY OF Rockland

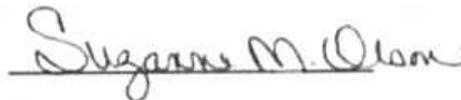
VERIFICATION

I, Claudia Newman Hirsch, declare that I am the Executive Vice President of Quintelco, Inc., the Applicant. I verify that, based upon information and belief, I have knowledge of the statements in the foregoing Application and I declare that they are true and correct. In addition, I hereby assert my willingness to comply with all the rules and regulations that the Commission may lawfully impose upon Quintelco's provision of service.

  
\_\_\_\_\_

Claudia Newman Hirsch

Sworn to me before, the undersigned Notary Public on this the 17<sup>th</sup> day of June, 1997

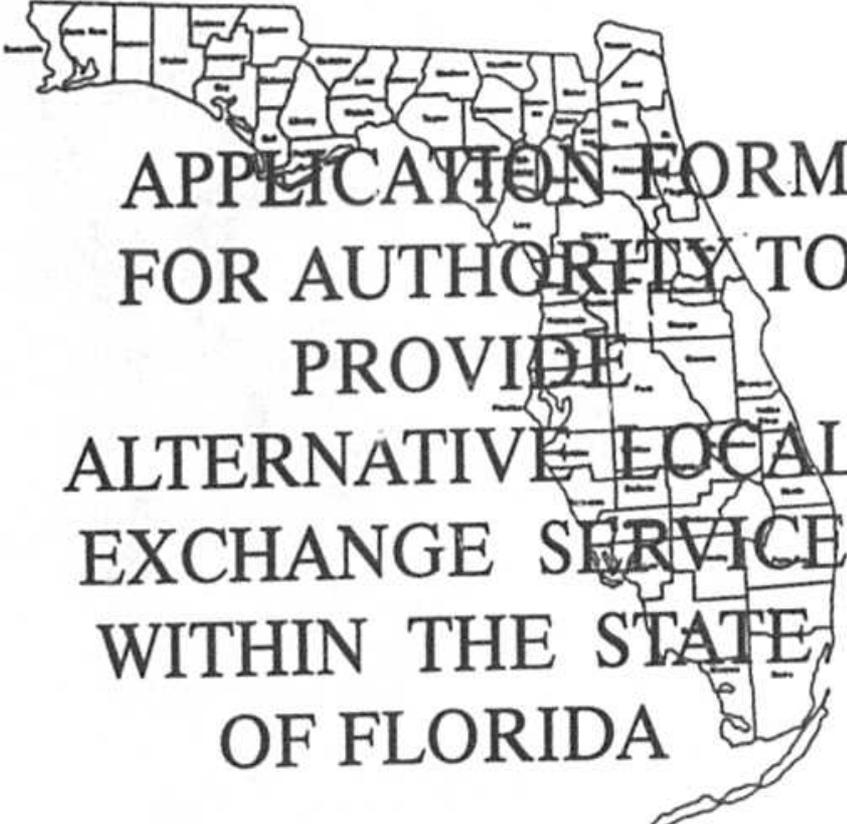
  
\_\_\_\_\_

Notary Public

Suzanne M. Olson

Print or Type Name

**SUZANNE M. OLSON**  
Notary Public, State of New York  
No. 5010252  
Residing in Rockland County  
Term Expires March 29, 1999



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

1. This is an application for (check one):
- Original authority (new company)
  - Approval of transfer (to another certificated company)  
Example, a certificated company purchases an existing company and desires to retain the original certificate authority.
  - Approval of assignment of existing certificate (to a noncertificated company)  
Example, 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)  
Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of applicant:

Quintelco, Inc.

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

Quintelco, Inc.

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

Fictitious name registration number: \_\_\_\_\_

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

Quintelco, Inc. (914) 620-1212  
1 Blue Hill Plaza  
Pearl River, N.Y. 10965

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

Corporation Service Company  
1201 Hays Street  
Tallahassee, FL 32301

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"/> Joint Venture       | <input type="checkbox"/> Other, Please explain _____ |

7. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

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.

None

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

Corporate charter number: F97000002748

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.

e-mail: jdichter@legal.org Joel R. Dichter, Esq. New York, N.Y. 10022  
Klein, Zelman, Rothermel & Dichter (212) 935-6020  
485 Madison Ave. Fax (212) 753-8101

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

Preparing, or applications pending in all 50 states

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. Registrant's customer service department is managed by Rosalie Klein, and is overseen by Claudia Hirsch Executive Vice President of Quintelco, Inc. Customer service will be available 24 hours per day, 7 days per week. Customer service may be contacted via a toll-free number, 1-800-532-3940.
15. Please complete and file a price list in accordance with Commission Rule 25-24.825.
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.

See Attached

Regarding the showing of financial capability, the following applies:

The application should contain 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 attest that the financial statements are true and correct.

**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, described in detail the difference.)

Technical support will be provided by Incumbant Local Exchange Carriers, with which the company has entered into agreements. Such technical support will be provided in the Quintelco, Inc. name, but will be serviced by ILECs.

STATE OF FLORIDA  
PUBLIC SERVICE COMMISSION DEPOSIT

DATE

D551

JUN 23 1997

In the Matter of the Application of )  
)  
Quintelco, Inc. for a Certificate of Public )  
Convenience and Necessity to provide )  
Telecommunication Services )

Docket No. 940757-TX

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 forwards check:  
SLG

**APPLICATION FOR A CERTIFICATE OF  
PUBLIC CONVENIENCE AND NECESSITY**

Quintelco, Inc. (hereinafter "Quintelco") hereby requests that the Florida Public Service Commission ("PSC") issue a Certificate of Public Convenience and Necessity granting Quintelco authority to provide non-facilities-based interexchange and local services in the State of Florida. In

KLEIN, ZELMAN, ROTHERMEL & DICHTER, L.L.P.  
GENERAL ACCOUNT  
485 MADISON AVE.  
NEW YORK, N.Y. 10022

REMITTANCE ADVICE				

3419

PAY Two hundred fifty and 00/100

DOLLARS

DATE	TO THE ORDER OF	CHECK AMOUNT
6-21-97	Florida Public Service Commission	1515-00

CHECK AMOUNT
250 00



STERLING NATIONAL BANK  
& TRUST COMPANY OF NEW YORK

KLEIN, ZELMAN, ROTHERMEL & DICHTER, L.L.P.  
GENERAL ACCOUNT  
485 MADISON AVE.  
NEW YORK, N.Y. 10022

REMITTANCE ADVICE				

3420

PAY Two hundred fifty and 00/100

DOLLARS

DATE	TO THE ORDER OF	CHECK AMOUNT
6-20-97	Florida Public Service Commission	1515

CHECK AMOUNT
250 00



STERLING NATIONAL BANK  
& TRUST COMPANY OF NEW YORK  
540 Madison Ave. at 55th St., New York, N.Y. 10022

DOCUMENT NUMBER-DATE

06275 JUN 23 97