

RICHARD A. WAGNER

ATTORNEY AT LAW

304 EAST COLONIAL DRIVE

ORLANDO, FLORIDA 32801

TELEPHONE (407) 423-3401

February 20, 1996

Ms. Blanca Bayo
Director of Records and Reporting
Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399

RE: Docket No. 941281-TL
Groveland Extended Area Service

Dear Ms. Bayo:

Enclosed for filing please find an original and 15 copies, together with a Certificate of Service of the testimonies of Carroll Fulmer, Bob Hayden, Alvin B. Jackson, Jr., Welton g. Cadwell, Doris Thompson, Ted Williams, Albert K. Smith, Otto Wright, Wayne Turner, Gary Williams, Tim Peters and D. Cole Whitaker which are to be presented in the above Docket.

Sincerely yours,

Richard A. Wagner
Richard A. Wagner

- ACK
- AFA _____
- APP _____
- CAF _____
- CMU *shase*
- CTR _____
- EAG _____
- LEG *1*
- LIN *5 Krug*
- LPC _____
- ROH _____
- SEC *1*
- WAS _____
- OTH _____

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Enclosure

FPSC-RECORDS/REPORTING
DOCUMENT NUMBER-DATE
Whitaker
02133 FEB 21 96

FPSC-RECORDS/REPORTING
DOCUMENT NUMBER-DATE
Peters
02132 FEB 21 96

FPSC-RECORDS/REPORTING
DOCUMENT NUMBER-DATE
Fulmer
02122 FEB 21 96

FPSC-RECORDS/REPORTING
DOCUMENT NUMBER-DATE
Hayden
02123 FEB 21 96

DOCUMENT NUMBER-DATE
Jackson
02124 FEB 21 96
FPSC-RECORDS/REPORTING

DOCUMENT NUMBER-DATE
Cadwell
02125 FEB 21 96
FPSC-RECORDS/REPORTING

DOCUMENT NUMBER-DATE
Thompson
02126 FEB 21 96
FPSC-RECORDS/REPORTING

DOCUMENT NUMBER-DATE
Williams
02127 FEB 21 96
FPSC-RECORDS/REPORTING

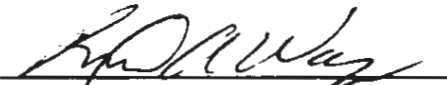
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Williams
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FPSC-RECORDS/REPORTING
DOCUMENT NUMBER-DATE
Williams
02128 FEB 21 96

**Docket No. 941281-TL
Extended Area Service
Groveland Exchange to Orlando, Winter Garden
and Windermere Exchanges**

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true copy of the testimonies for CARROLL FULMER, BOB HAYDEN, ALVIN B. JACKSON, JR., WELTON G. CADWELL, DORIS THOMPSON, TED WILLIAMS, ALBERT K. SMITH, OTTO WRIGHT, WAYNE TURNER, GARY WILLIAMS, TIM PETERS and D. COLE WHITAKER have been furnished by Federal Express this 26th day of February, 1996, to Blanca Bayo, Director of Records and Reporting, Public Service Commission, 2540 Shumard Oak Blvd., Tallahassee, FL 32399; and by U.S. Mail to: Donna Conzano, Esquire, Public Service Commission, 2540 Shumard Oak Blvd., Tallahassee, FL 32399; J. Jeffry Wahlen, Esquire, Macfarlane, Ausley, Ferguson & McMullen, 227 S. Calhoun, Tallahassee, FL 32302 and Phil Carver, Esquire, c/o Nancy Simms, Bell South Telecommunications, Inc., 150 S. Monroe St., Suite 500, Tallahassee, FL 32301-1556.


Richard A. Wagner, Esquire
Florida Bar No. 139672
304 East Colonial Drive
Orlando, Florida 32801
(407) 423-3401
Attorney for
Carroll Fulmer & Co., Inc.

1 corporations. My responsibilities include (along
2 with the other Board members) establishing general
3 corporate policy with respect to matters such as
4 business activities, products, pricing and
5 services, financing for the corporations,
6 initiating extraordinary corporate transactions
7 such as purchase and sale of assets, acquiring
8 related businesses and general supervision of the
9 corporate officers and personnel.

10

11 Q. Please state your educational background and
12 professional experience.

13

14 A. I graduated from Ridge Spring High School in Ridge
15 Spring, South Carolina. I have been self-employed
16 since ¹⁹⁵³~~1955~~. I have been primarily engaged in the
17 business of a transportation broker and related
18 trucking industry operations. Since 1981 we have
19 been operating as a common carrier and as an exempt
20 and regulated Interstate Commerce Commission
21 broker. Carroll Fulmer & Co., Inc., the
22 operational company for Carroll Fulmer Group, Inc.
23 operates 18 offices throughout the United States
24 and provides the services I just mentioned for
25 shipments in the United States and Canada.

1
2 I am a member of the National Agricultural
3 Transportation League and am past Chairman of the
4 Board of that organization. I am a member of the
5 American Trucking Association and various other
6 trucking industry affiliates. I served on the
7 National Safety Committee of the American Trucking
8 Association. I am a member of the City of Orlando
9 Naval Training Center Reuse Commission Committee.
10 More personally I am a member of the St. Paul's
11 Evangelical Lutheran Church of Orlando. I serve on
12 the Board of Visitors for the Southern Seminary,
13 was an original founding director of Orlando
14 Lutheran Towers, a retirement and nursing home
15 facility located in Orlando, and past Chairman of
16 the Board of that organization. I have served with
17 the Boy Scouts of America and also with the Orange
18 County Zoning and Planning Board. I served in the
19 Naval Reserves for eight years and received an
20 Honorable Discharge in 1959.

21

22 Q. Mr. Fulmer, what is the purpose of your testimony
23 here today?

24

25 A. The purpose of my testimony is to address the issue

1 of the community of interest factors other than
2 traffic studies which would justify the surveying
3 and ultimate granting of non-optional Extended Area
4 Service from the Groveland exchange to the Orlando,
5 Winter Garden and Windermere exchanges.

6

7 Q. What is your position with regard to the petition
8 before the Public Service Commission in this
9 Docket?

10

11 A. My position both personally and from a business
12 standpoint is that I wholeheartedly support the
13 proposed non-optional Extended Area Service.

14

15 Personally I reside in Orlando with my wife and, as
16 earlier noted, our business is located in the
17 Groveland 429 exchange within the Lake County
18 Central Park. Thus whenever I am at work and need
19 to make calls to my wife or if she is at work and I
20 might be at home, those calls all incur long
21 distance charges. In addition, because of the
22 recent relocation of our family business, several
23 of my children are relocating in the Groveland area
24 and for us to be able to make calls to them and for
25 them to be able to make personal calls to us will

1 necessitate long distance charges.

2

3 From a business standpoint, we chose last year to
4 relocate to Lake County because our business had
5 grown more quickly than we had anticipated and we
6 out grew our existing business facility located in
7 Orlando. Because we are in the trucking business
8 we need to be located in proximity to major
9 highways and interstates. That type of property
10 for our facilities was not available at a
11 reasonable cost in the Orlando area so we had to
12 look to Lake County. We chose to relocate in Lake
13 County because we knew we would have employees who
14 would choose to remain in the Orlando area and
15 drive to the site which we presently occupy. Thus
16 we were able to retain most of our employees
17 notwithstanding the fact that we moved our business
18 operations.

19

20 We presently have approximately 67 employees in our
21 Lake County office of which approximately 34
22 percent reside in the Orlando, Winter Garden and
23 Windermere exchanges. They have children enrolled
24 in school there or have doctors located in those
25 areas, etc. Obviously, when it becomes necessary

1 for them to attend to emergencies such as a child's
2 illness or something requires them to stay at home
3 for them to contact us it is a long distance call.
4 Likewise, if for example, they want something as
5 routine as their children calling them when they
6 get home from school to make sure they are OK, that
7 again is a long distance call. They also make
8 necessary calls from our place of business for
9 personal use and that requires or incurs additional
10 long distance charges.

11

12 A great number of our customers are located in the
13 Orlando exchange area and in order to maintain that
14 business we have to maintain an "800" number which
15 we would not have to have if we had the Extended
16 Area Service available. When we originally
17 considered relocating to Lake County, Mr. Skip
18 Baker who was employed by United Telephone
19 indicated that we would be in the Clermont exchange
20 and thus not incur long distance charges for calls
21 back to the Orlando, Winter Garden and Windermere
22 area. He even gave us a reserved telephone number
23 of 394-0000. Subsequent to that time after having
24 made financial and other commitments for moving the
25 business was when I became aware that we were

1 actually going to be in the Groveland exchange and
2 would incur long distance charges for calls to the
3 Orlando, Winter Garden and Windermere exchanges.
4 In addition, not only are our customers located in
5 the Orlando area, but people who supply us with
6 professional services such as legal advise, CPA's
7 are located in the Orlando exchange. This means
8 from a business standpoint that our cost of
9 operation are larger than they necessarily would be
10 with the Extended Area Service.

11
12 We anticipate remaining in our present location for
13 a considerable period of time. When we purchased
14 there it was with the thought of being able to
15 accommodate a significant expansion of our
16 business. With such expansion will come additional
17 employees, and although we anticipate hiring some
18 locally within the area, we very much anticipate a
19 considerable number of them will be from the
20 Orlando, Winter Garden and Windermere exchange
21 areas. This is especially true in light of the
22 present traffic congestion in the early morning and
23 evening hours in the Orlando area. Our present
24 employees within those exchanges do not incur that
25 congestion because of their ability to travel on

1 the Florida State Turnpike and Highway 27 to reach
2 our location at its intersection with Highways 19
3 and 27.

4
5 In short, it just makes good sense both personally,
6 that is from my individual standpoint, and from the
7 standpoint of my employees and business to have the
8 Extended Area Service. I very much recognize that
9 there would be a monthly charge added to our phones
10 for this service, but likewise believe that it is
11 preferable to the charges which we are presently
12 incurring. For the reasons that I have spoken
13 about, I would ask that the Public Service
14 Commission determine that there are sufficient
15 community of interest factors other than the
16 traffic studies to justify surveying for non-
17 optional Extended Area Service.

18
19 Q. Does that conclude your testimony?

20
21 A. Yes.

22

23

24

25