

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

August 5, 2000

VIA OVERNIGHT DELIVERY

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

Re: Trans National Communications International, Inc.

Dear Sir/Madam:

Enclosed please find one original and six (6) copies of Trans National Communications International, Inc.'s Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida. Please note that the company is currently authorized to provide Interexchange Service in 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 the application, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,


Lance J.M. Steinhart, Esq.
Attorney for Trans National Communications International, Inc.

Enclosures
cc: Richard Hargrave

DOCUMENT NUMBER-DATE
09571 AUG-8 2000
FPSC-RECORDS/REPORTING

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:


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

ORIGINAL

Also Admitted in New York
and Maryland

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

August 5, 2000

VIA OVERNIGHT DELIVERY

001679-TX

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

DEPOSIT DATE
D 3 44 AUG 0 8 2000

Re: Trans National Communications International, Inc.

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Sincerely,


Lance J.M. Steinhart, Esq.
Attorney for Trans National Communications International, Inc.

Enclosures
cc: Richard Hargrave

FPSC BUREAU OF RECORDS

DOCUMENT NUMBER-DATE

09571 AUG-88

FPSC-RECORDS/REPORTING

LANCE J. M. STEINHART
ATTORNEY AT LAW
770-232-9200
6455 EAST JOHNS CROSSING, SUITE 285
DULUTH, GA 30097


2615

Date 8-7-00

64-5/810 GA
821

Pay to the order of Florida Public Service Commission \$ 250,00

Two hundred fifty and 00/100 Dollars

 Security features are indicated. Details on back.

Bank of America.



ACH R/T 061000052

For TRUST - PAFL



REDACTED

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

DIVISION OF TELECOMMUNICATIONS
BUREAU OF CERTIFICATION AND SERVICE EVALUATION

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

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 Appendix A).
- ◆ 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 Telecommunications
Bureau of Certification and Service Evaluation
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600

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:

Trans National Communications International, 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):

2 Charlegate West

Boston

MA

02215

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

None at this time

6. Structure of organization:

- () Individual () Corporation
() Foreign Corporation () Foreign Partnership
() General Partnership () Limited Partnership
() Other _____

7. **If individual**, provide:

Name: Not applicable

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:
Not applicable

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: Not applicable

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): 04-3284489

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.

None

(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.

Some of the officers and shareholders were also officers & shareholders of Trans National Communications, Inc., which is no longer in business.

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

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: Richard Hargrave

Title: Chief Financial Officer

Address: 133 Federal Street

City/State/Zip: Boston, MA 02110

Telephone No.: 617-369-1000 **Fax No.:** 617-369-1110

Internet E-Mail Address: rhargrave@tninternet.com

Internet Website Address: www.tncii.com

(c) Complaints/Inquiries from customers:

Name: Chuck Luca

Title: VP of Customer Care

Address: 133 Federal Street

City/State/Zip: Boston, MA 02110

Telephone No.: 617-369-1000 **Fax No.:** 617-369-1110

Internet E-Mail Address: cluca@tninternet.com

Internet Website Address: www.tncii.com

17. List the states in which the applicant:

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

None

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

Connecticut, Pennsylvania and Maryland.

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

New York and New Jersey.

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

None

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

None

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

None

18. Submit the following:

A. 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.*


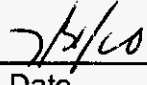
Further, the following (which includes supporting documentation) should be provided:

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.
- B. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.
- C. 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.

**** 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:

 _____ Signature	 _____ Date
CFO _____ Title	617-369-1000 _____ Telephone No.
Address: <u>2 Charlesgate West</u> _____ Boston, MA 02215	617-369-1110 _____ Fax No.

ATTACHMENTS:


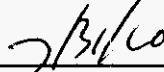
- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - INTRASTATE NETWORK
- C - AFFIDAVIT

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:

 _____ Signature	 _____ Date
CFO	617-369-1000
_____ Title	_____ Telephone No.
Address: 2 Charlesgate West	617-369-1110
Boston, MA 02215	_____ Fax No.

LIST OF ATTACHMENTS

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

FINANCIAL INFORMATION

MANAGEMENT ACCOUNTS
TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, INC

JUNE 30, 2000

I, Richard Hargrave, Chief Financial Officer, hereby certify, to the best of my knowledge, that the attached financial statements fairly represent, in all material respects, the company's financial condition as of the date of said financial statements.



Richard Hargrave

July 26, 2000
Date

Trans National Communications International, Inc
Balance Sheet
June 30, 2000
(in thousands)

Assets

Current Assets:

Cash	\$949
Accounts Receivable, Net Of Allowance For Doubtful Accounts of \$84	3,229
Due From Affiliated Company	151
Other Assets	297

Total Current Assets	<u>4,626</u>
-----------------------------	--------------

Fixed Assets, Net	231
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Total Assets	<u><u>\$4,857</u></u>
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Liabilities And Shareholders' Equity

Current Liabilities:

Accounts Payable And Accrued Expenses	\$4,584
Customer Deposits	4

Total Current Liabilities	<u>4,588</u>
----------------------------------	--------------

Shareholders' Equity:

Common Stock \$0.01 Par Value; 10,000 Shares Authorized; 4,473 Issued And Outstanding.	0
Capital In Excess Of Par	2,235
Accumulated Deficit	<u>(1,966)</u>
	<u>269</u>

Total Liabilities And Shareholders' Equity	<u><u>\$4,857</u></u>
---	-----------------------

Trans National Communications International, Inc
Statement Of Operations
Six Months Ended June 30
(in thousands)

	<i>Month</i>	<i>YTD</i>
Revenue	\$1,626	\$10,404
Direct Costs	(1,193)	(7,985)
	<u>433</u>	<u>2,419</u>
Selling, General And Administrative Expenses	(391)	(2,020)
	<u>42</u>	<u>399</u>
Income From Operations		
Other Income/(Expense)	(6)	(12)
	<u>\$36</u>	<u>\$387</u>
Net Income		



Draft; Subject to Audit

FINANCIAL STATEMENTS
TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, INC
YEARS ENDED DECEMBER 31, 1999 AND 1998

I, Richard Hargrave, Chief Financial Officer, hereby certify, to the best of my knowledge, that the attached financial statements fairly represent, in all material respects, the company's financial condition as of the date of said financial statements.

A handwritten signature in dark ink, appearing to be "RH", written over a horizontal line.

Richard Hargrave

2/16/00

Date

*Draft; Subject to Audit*

Trans National Communications International, Inc
 Balance Sheet, December 31
 (in thousands)

	1999	1998
Assets		
<i>Current Assets:</i>		
Cash	\$1,612	\$1,009
Accounts Receivable	2,861	2,427
Owed By Affiliated Company	494	0
Other Assets	208	0
Total Current Assets	<u>5,175</u>	<u>3,436</u>
Fixed Assets, Net	142	45
Total Assets	<u><u>\$5,317</u></u>	<u><u>\$3,481</u></u>
Liabilities And Shareholders' Equity		
<i>Current Liabilities:</i>		
Accounts Payable And Accrued Expenses	\$5,298	\$3,718
Customer Deposits	7	2
Advances From Affiliated Company	0	2,225
Total Current Liabilities	<u>5,305</u>	<u>5,945</u>
<i>Shareholders' Equity:</i>		
Common Stock \$2.00 Par Value; 10,000 Shares Authorized; 4,473 Issued And Outstanding.	9	9
Capital In Excess Of Par	2,225	0
Accumulated Deficit	<u>(2,222)</u>	<u>(2,473)</u>
Total Shareholders' Equity	<u>12</u>	<u>(2,464)</u>
Total Liabilities And Shareholders' Equity	<u><u>\$5,317</u></u>	<u><u>\$3,481</u></u>

See accompanying notes.

*Draft; Subject to Audit*

Trans National Communications International, Inc
Statement Of Operations
Year Ended December 31
(in thousands)

	<i>1999</i>	<i>1998</i>
Revenue	\$17,925	\$13,834
Direct Costs	(14,914)	(12,018)
	<u>3,011</u>	<u>1,816</u>
Selling, General And Administrative Expenses	(3,318)	(1,891)
Loss From Operations	<u>(307)</u>	<u>(75)</u>
Interest And Other Expense	(14)	(228)
Interest And Other Income	572	2
Net Profit (Loss)	<u><u>\$251</u></u>	<u><u>(\$301)</u></u>

See accompanying notes.

Statement of Shareholders' Equity
(in thousands)

	<u>Common Stock</u>		<u>Capital</u>	
	<u>Number Of</u>	<u>Par</u>	<u>In Excess</u>	<u>Accumulated</u>
	<u>Shares</u>	<u>Value</u>	<u>Of Par</u>	<u>Deficit</u>
Balance At December 31, 1997	9	9	0	(2,172)
Net Loss				(301)
Balance At December 31, 1998	<u>9</u>	<u>\$9</u>	<u>\$0</u>	<u>(\$2,473)</u>
Contributed In Year			2,225	
Net Profit				251
Balance At December 31, 1999	<u><u>9</u></u>	<u><u>\$9</u></u>	<u><u>\$2,225</u></u>	<u><u>(\$2,222)</u></u>

*Draft; Subject to Audit*

Trans National Communications International, Inc
 Statement Of Cash Flow
 Year Ended December 31
 (in thousands)

	1999	1998
Operating Activities:		
Net Profit (Loss):	251	(301)
Adjustment To Reconcile Net Profit (Loss) To Net Cash Provided By Operating Activities:		
Depreciation And Amortization	82	31
Changes In Operating Assets And Liabilities:		
Accounts Receivable	(434)	(674)
Other Assets	(208)	25
Accounts Payable And Accrued Expenses	1,580	2,562
Customer Deposits	5	1
Owed By Affiliated Company	(494)	0
Net Cash Provided By Operating Activities	<u>782</u>	<u>1,644</u>
Investing Activities:		
Purchase Of Fixed Assets	(179)	(37)
Net Cash Used In Investing Activities	<u>(179)</u>	<u>(37)</u>
Financing Activities:		
Capital In Excess Of Par	2,225	0
Advances From Affiliated Company	(2,225)	(674)
Net Cash Used In Financing Activities	<u>0</u>	<u>(674)</u>
Net Increase In Cash and Cash Equivalents	603	933
Cash At Beginning Of Year	1,009	76
Cash At End Of Year	<u>1,612</u>	<u>1,009</u>



Draft; Subject to Audit

**Trans National Communications International, Inc
Statement Of Operations
Notes to Financial Statements (in thousands)**

1. Description Of Business

Trans National Communications International, Inc ("the Company") was incorporated in the State of Delaware on August 1, 1995. The Company is a non-facilities based integrated communications company providing long distance and other telecommunications services designated primarily for commercial customers throughout the United States. The Company markets these telecommunications services through a network of independent agents and third party endorsements.

The Company is a member of a group of affiliated companies under common control (the "Affiliated Group") and has extensive transactions and relationships with members of the group. Because of these relationships, the terms of these transactions may be different than those that would result among wholly unrelated parties. The Company is wholly-owned by the shareholders of Trans National Group Services, LLC, a Delaware corporation.

2. Summary Of Significant Accounting Policies

Cash And Cash Equivalents

The Company considers all highly liquid investments with an original maturity of three months or less to be cash equivalents.

Fixed Assets

Fixed assets are recorded at historical cost. The Company depreciates its fixed assets using the straight-line method with half-year convention over their estimated useful lives, which range from three to five years.

Revenue Recognition

Revenue from long distance services is recorded in the month in which the Company's customers complete the telephone call based on the minutes of use and contracted rates. Revenue from other telecommunications services is recorded in the month in which the Company's customers use the Company's services.

Income Taxes

The shareholders of the Company have elected to be treated for Federal and State tax purposes under Subchapter S of the Internal Revenue Code. Accordingly, the Company does not provide for Federal and State income taxes since the shareholders, not the Company, are liable for Federal and State income taxes.

Concentrations Of Credit Risks

Financial instruments, which potentially expose the Company to concentration of credit risk, include cash and cash equivalents. The Company's trade accounts receivables are not subject to any concentration of credit risk. A significant amount of the Company's cash and cash equivalents are held in two banks. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$100. Uninsured cash balances totaled approximately \$1,412 at December 31, 1999. The Company does not believe that such deposits are subject to any unusual credit risk associated with operating its business.



Draft; Subject to Audit

Trans National Communications International, Inc
 Statement Of Operations
 Notes to Financial Statements (in thousands)

2. Summary of Significant Accounting Policies (continued)

Financial Instruments

The carrying amount of the Company's financial instruments, which include cash, cash equivalents, accounts receivable, amounts owed by affiliated company, other assets, accounts payable, accrued expenses, customer deposits, and advances from affiliated company approximates their fair value at the balance sheet date.

Use Of Estimates

The preparation of financial statements in the accordance with generally accepted accounting principles requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities and the disclosure for contingent assets and liabilities at the date of the financial statements. They also affect the reported amounts of reserves and expenses during the reported period. Actual results could vary from those estimates and assumptions.

3. Related Party Transactions

[Wording to be created.]

4. Fixed Assets

Fixed Assets consist of the following at December 31:

	1999	1998
Data Processing Equipment	\$260	\$112
Less: Accumulated Depreciation	(118)	(67)
	<u>\$142</u>	<u>\$45</u>

MANAGEMENT INFORMATION

BRUCE E. ROGOFF

PROFESSIONAL EXPERIENCE

1995 – date Trans National Group Boston, MA
Vice Chairman, Chief Executive Officer of U.S. businesses

- TNT Vacations, dominant New England tour operator to the Caribbean.
- Trans National Communications International, Inc., switchless reseller of long distance telecommunication services to small business and residential customers.
- Club Development, Inc., launched direct marketed membership organizations: Golf Society of the U.S. (sold to SportsSoft.net) and Adventure Club of North America (sold to Times Mirror Corporation).
- TN Marketing, direct marketer of book and video continuity series to members of affinity groups, magazine subscribers and catalog customers.

1987-1995 Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C.
Partner (1991-1995)

Practice centered on private company mergers, acquisition and finance.
Director of Private Equity and Venture Capital Practice, Member of Executive Committee and Compensation Committee.

1985-1987 Fine & Ambrogne
Associate

Focussed on corporate tax and real estate finance.

1983-1985 Foley, Hoag & Eliot
Associate

EDUCATION

1983 Boston University School of Law Boston, MA
JD, cum laude

1979 Cornell University Ithaca, NY
BS Industrial and Labor Relations

BOARD MEMBERSHIPS

LiveBridge, Inc., Portland, OR. (1996-) outbound/inbound and e-commerce support teleservices company with 15 call centers throughout the U.S. and Canada.

International Data Response Corporation, San Diego, CA. (1996-1999) \$200 million teleservice leveraged build-up sponsored by McCown Deleuw. Merged into Telespectrum Corp (NASDAQ: TLSP) in June, 1999.

Interzine Productions, Norwalk, CT (1997-1998) Internet content provider focussed on the golf, autoracing, and skiing markets. Sold to Times Mirror Corporation.

RESUME FOR
RICHARD HARGRAVE, BA, ACA
118 Ridge Street
Millis, MA 02054-1110
Telephone: (508) 376-0173

KEY STRENGTHS

- Highly motivated and committed to the success of the business.
- Ability to direct and enthuse staff and encourage commitment to success.
- Adept at problem solving and implementing defined solutions.
- Excellent financial services experience, in particular in the insurance and customer service industries.
- Broad corporate finance experience including business planning, business start-ups, joint ventures, business sales, flotations and share buy-ins.
- Excellent international accounting experience with strong technical knowledge.
- Strong leadership and team building skills.
- Disciplined, analytical administrator and effective communicator at all levels.
- Broad understanding of computing and technological applications.
- Experienced and confident in international business travel.

EDUCATION / PROFESSIONAL TRAINING

1970 to 1977 Bournemouth School for Boys (Grammar School)

3 'A' Levels - Mathematics, Economics and German.

10 'O' levels.

1977 to 1980 University of Kent at Canterbury, England

Bachelor of Arts (Honours), Upper 2nd Class, in Accounting and Economics.

1981 to 1984 Neville Russell, Chartered Accountants, London

Associate of the Institute of Chartered Accountants in England and Wales.

In Part 1 of the Professional Examinations, awarded 6th place in the national Order of Merit and the Railton Prize for the best paper on law.

RICHARD HARGRAVE, BA, ACA
CAREER HISTORY

November 1998 to Date – Chief Financial Officer, Trans National Communications International, Inc, Boston

Responsible for all financial aspects of this Boston, MA based but nationally represented switchless reseller of integrated telecommunications services such as long-distance and data services.

May 1998 to August 1998 – Partner, Neville Russell, Chartered Accountants, London

The primary focus of the role as a partner within Neville Russell was to be the central point of contact within the partnership for people or companies wishing to buy, sell or move within the London insurance market. The secondary focus of the role was to advise both insurance and non-insurance clients on their business strategy and approach to business planning.

Assignments included:

- Structuring of a management buy-out of a Lloyd's insurance broker including preparing five year financial projections and the management team's business plan.
- Assisting a management team in their negotiations with a U.S. insurance company for the formation of a managing general agency.
- Project managing the third party service provider aspects of a \$200 million asset securitisation bond issue

June 1995 to August 1997 – Chief Financial Officer, *Innovative Services of America*, Denver

In June 1995, appointed as the first Chief Financial Officer of a fast growing Denver, Colorado based company providing customer care and inbound customer services to predominantly Fortune 500 companies (such as General Electric, MasterCard International, AT&T and Sears Roebuck). The services included arranging insurance placements, claims adjudication, technical support, complaint resolution and answering customer enquiries. Formed in 1992, this company grew from annual revenues in 1995 of \$16million and employing 400 people to 1997 projected revenues of \$25million and employing 1,000 people.

As part of the Senior Management Team, responsible for the financial aspects of the company's business. Particular achievements included:

- Instituted cash management systems, including detailed cash flow and operational projection models.
- Principal contributor to cost-cutting measures which reduced annual expenses by more than \$1 million.

RICHARD HARGRAVE, BA, ACA
CAREER HISTORY – *Innovative Services of America* (continued)

- Streamlined financial reporting, reducing the monthly reporting cycle from 20 days to 9 days.
- Prepared audited financial statements in accordance with both U.K. and U.S. G.A.A.P.
- Led the team that chose a new corporate accounting system.
- Improved the company's model for pricing new business and responsible for signing-off all new business quotations.
- Designed daily income statements for each business unit.
- Designed a basis for allocating overhead expenses to each business unit.
- Acted as the company's corporate Secretary, including reporting to the company's owners.
- Key player in joint venture negotiations with a Fortune 500 company that purchased the company in March 1997. Responsible for the financial and tax structuring of the transaction.

1988 to 1995 – Group Financial Director, Crawley Warren Group plc, London

Appointed as the first Group Financial Director of an international Lloyd's insurance broking group with offices in 5 countries employing over 400 people and comprising 14 principal trading subsidiary and joint venture companies. The group successfully diversified away from its Lloyd's insurance broking base into broader financial services. In 1993 consolidated revenue was £19million and assets totalled £58 million.

- Played a key role in the successful completion of:
 - ◇ Buy-in of the company's second largest shareholder (32%).
 - ◇ Sale of the group's market-leading Canadian insurance company.
 - ◇ Purchase of a significant group business.
 - ◇ Investment by a \$1.5bn U.S. financial institution into a joint venture company.
- Responsible for all financial systems and reporting, both in London and overseas.
- Prepared audited group financial statements in accordance with U.K. G.A.A.P and U.S. companies' financial statements in accordance with U.S. G.A.A.P.
- Managed and directed an accounts department of 17 and an information technology department of 9.

RICHARD HARGRAVE, BA, ACA

CAREER HISTORY - Crawley Warren Group plc (continued)

- Headed team that defined and implemented the group's strategy for the introduction of electronic placing under the London Insurance Market Network (LIMNET).
- Initiated improved quality control standards through the introduction of a company procedures manual.
- Acted as the group's Compliance Officer and head of the Security Committee.
- Responsible for the financial and administrative running of all overseas offices involving regular management visits.
- Director of a market-leading Canadian insurance company with premium income of C\$90million. Member of that company's audit committee.
- Implemented the group's policy for investing cash funds.
- Designed a detailed cash flow model for the Lloyd's broking business taking into account Lloyd's solvency requirements.
- With the Chairman, responsible for all aspects of managing the group's day to day business.

1981 to 1988 – Neville Russell, Chartered Accountants, London

Qualified as a Chartered Accountant in 1984. Between 1981 and 1985 gained experience from a variety of assignments in financial advice and audit to growing businesses across a range of sectors. In 1986, formed and ran the corporate finance department of Neville Russell. Assignments during the period 1986 to 1988 included advice on:

- Raising capital and capital reorganisations
- Acquisitions
- Business planning and strategy
- Flotations.

REFERENCES

Personal and business references will be provided upon request.

As seen in the

Boston Business Journal

Personnel File

BY UPENDRA MISHRA



photo by Jim Spirakis

STEVEN BELKIN

BELIEVE IT

Position:

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Personnel File Steven Belkin

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"Success is happiness, and happiness is acceptance, compassion and understanding of yourself," he said. "Also, I think success is having balance in your life; you have to have balance between your work, your spouse, children, friends and exercise."

As for how Belkin's life is balanced, he works two days a week at the company, devotes two days to community service and three days a week with his family—wife Joan, and two daughters: Julie, 20, a junior at Cornell, and Amy, 17, a senior at Weston High School. He exercises daily, either playing tennis or golf or lifting weights.

He's a trustee and chairman of the executive committee of the Sports Museum of New England; a trustee of Temple Beth Elohim; active in the Anti-Defamation League, Combined Jewish Philanthropies, Grow Clinic for Children at Boston Medical Center; and a member of the Cornell University Council and the Overseers' Committee for Harvard Business School.

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For the future, we pledge to our customers to continue focusing on quality, value and customer satisfaction while anticipating the opportunities that will best benefit each. At Trans National Communications International, we're transforming today into a more affordable tomorrow—for all!

Brian C. Twomey
133 Summit St.
Brookline, MA
(Home) 617-233-5210
(Office) 617-369-1210

SUMMARY

Telecommunications sales, service and marketing professional with extensive experience in product development, management and integration and on-going management of multiple sales channels. Channel management experience includes outside/direct, inside/telesales (inbound and outbound), outsourced telemarketing, agents/VARs, retail. Significant experience in all phases of strategic sales/marketing planning, targeting, automating, training and on-going management of multiple channel organizations.

PROFESSIONAL EXPERIENCE

Trans National Communications International, Inc - Boston, MA. February 1998 to date
President

- Responsible for transitioning this long distance reseller to an integrated communications company.

Senior Vice President of Sales

- Took additional responsibility for inside sales channel
- Increased revenue 50% year-on-year.

Vice President of Sales

- Opened up a new agent sales channel for long distance reseller

FaxNet Corp - Boston, MA. October 1996 - February 1998

Vice President of Sales

- \$12 million start-up Corporation, developing and marketing enhanced fax services to businesses. Total of 92 employees.
- General management responsibility for all sales channels, including direct mail, outside, outbound telesales, outsourced telemarketing, agents and retail.
- Management responsibility for internal organization of 34 sales and administrative professionals. Direct management of outsourced telemarketing relationships.
- Responsible for entire sales budget of \$12 million in annual sales, 24,000 new accounts - first budget year. Current projection to attain in excess of 120% of new account goal, while maintaining initial expense budget.
- Direct management responsibility for team of 4 managers and 2 sales administrators.

WearGuard Corp - Norwell, MA. February 1995 - October 1996

General Manger/Director of Sales

- \$100 million division of Aramark Corp, selling customized uniform and safety wear.
- General management responsibility for Business Sales Division.
- P&L responsibility for sales and service organization of over 60 direct, telephone sales and account management representatives.
- Develop Division strategy, annual budget, sales/marketing/service organization plans.
- Attained annual sales growth in excess of 40% to over \$35 million, without increasing initial sales organization.
- Direct management responsibility for team of 6 sales managers, training and administrative staff.
- Major accomplishments include complete realignment of sales/service organizations including sales methodology, training, development of strategic account plans, development of vertical market sales territories/plans/goals.

Software Spectrum Inc. - Garland, TX. October 1993 - February 1995

Director of Sales & Service

- \$250 million software/hardware reseller.
- General management of organization of over 100 sales representatives, including direct, outbound sales, catalog -sales, inside sales/service, multi-level help desk personnel.
- Responsible for over \$100 million in annual sales revenues.
- Direct management of 7 sales managers, 2 product managers and 1 VAR manager.
- Major accomplishments include increasing AGP and net operating profits by over 80%, development and implementation of comprehensive sales/service training programs, as well as development and implementation of custom sales automation for all telephone and field sales representatives.

McCaw Cellular Communications - Oklahoma City, OK. January 1992 - October 1993

Director of Sales and Marketing - Southwest Region.

- P&L responsibility for all product, sales and marketing in the Southwest Region.
- Sales management includes field, telephone, retail, agents and customer service groups.
- Organization responsibility over a 6 state region consisting of over 200 sales reps, 20 managers and 9 direct reporting managers.
- Annual revenues in excess of \$250 Million.
- Major accomplishments include sales results of 107% of budgeted revenues on 103% of sales, development and implementation of centralized telephone sales, account management and service teams, and development, integration and management of multichannel sales/marketing strategic plans.

US Sprint - Kansas City, MO. May 1989 - January 1992

Assistant Vice President - Business Marketing Group

- Sales and general management of all non-direct sales channel business revenues.
- Management and service of customer base with annual revenues in excess of \$150 Million.
- Management of division of over 90 sales and service representatives.

Director - Emerging & Enabling Technologies

- Direct responsibility for all product related joint ventures, acquisitions and complementary marketing relationships.
- Management of staff of 10 corporate development specialists.

Director - Product Management

- P&L responsibility for 800 and 1+ switched and dedicated business services.
- Responsible for product direction, price, advertising and sales promotion.
- Management of staff of 8 product managers.

NYNEX / AT&T - Boston, MA. June 1980 - May 1989

Staff Director - Regional Services Planning

- Product management of intelligent network products.

Account Executive and other professional positions, 1980 - 1986.

EDUCATION

Merrimack College; North Andover, MA. Graduation 1980. B.S. Majors: Accounting, Finance.
University of New Hampshire; Durham, NH. 1982,83. Executive MBA - AT&T Sponsored.

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Lance J.M. Steinhart
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August 5, 2000

VIA OVERNIGHT DELIVERY

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

001079-JK

DEPOSIT DATE
D344 AUG 09 2000

Re: Trans National Communications International, Inc.

Dear Sir/Madam:

Enclosed please find one original and six (6) copies of Trans National Communications International, Inc.'s Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida. Please note that the company is currently authorized to provide Interexchange Service in 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 the application, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,

LANCE J. M. STEINHART
ATTORNEY AT LAW
770-232-9200
6455 EAST JOHNS CROSSING, SUITE 285
DULUTH, GA 30097

2615

Date 8-7-00

64-5/610 GA 821

International, Inc.

Pay to the order of Florida Public Service Commission \$ 250.00

Two hundred fifty and 00/100 Dollars

Bank of America

AGHT/H/T 061000052

For TRCF-BAFL

2615

DOCUMENT NUMBER-DATE

09571 AUG-88

FPSC-RECORDS/REPORTING