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September 17, 2002

VIA FEDERAL EXPRESS

FILED⁴

SEP 18 2002

Mr. Dale Roberts
Chief ALJ and Executive Secretary
Missouri Public Service Commission
200 Madison Street, Suite 100
Jefferson City, MO 65102

Missouri Public
Service Commission

Re: Integrated Telecommunication Services, LLC – LOCAL EXCHANGE

Dear Mr. Roberts:

Enclosed please find for filing an original and eight (8) copies of Integrated Telecommunication Services, LLC 's Application for Certificate of Service Authority to Provide Local Exchange Telecommunications Services Within the State of Missouri, along with a Motion for Protective Order for information that is "highly confidential".

The Motion includes one copy of the confidential information in redacted form marked "Non Proprietary Version" and eight (8) copies of the intact confidential information.

I have also enclosed an extra copy of this letter to be date stamped and returned to me in the enclosed, self addressed, postage prepaid envelope. If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me.

Please note that this Application is being submitted by myself and Judith A. Rau, Esq., Missouri Counsel, Bar # 24856.

Respectfully submitted,


Lance J.M. Steinhart
GA Bar No. 678222
Attorney for Integrated Telecommunication Services, LLC

Enclosures

cc: Enos Barger
Michael Dandino, Office of Public Counsel
General Counsel, Missouri Public Service Commission

BEFORE THE PUBLIC SERVICE COMMISSION
OF THE STATE OF MISSOURI

In the matter of the application)
of Integrated Telecommunication Services, LLC))
for a certificate of service authority to)
provide resold and facilities-based)
Basic Local Telecommunications Services)
in Portions of the State of Missouri and)
to Classify Such Services and the Company)
as Competitive)

Case No.

FILED⁴

SEP 18 2002

APPLICATION

Missouri Public
Service Commission

Integrated Telecommunication Services, LLC ("Applicant" or "ITS"), an Arkansas Limited Liability Company, files this verified application respectfully requesting that the Missouri Public Service Commission ("Commission") issue an order that:

- (a) grants Applicant a Certificate of Service Authority to provide resold and facilities-based Basic Local Telecommunications Services in Portions of the State of Missouri pursuant to Sections 392.455 and 392.420 - .44055 of the Revised Statutes of Missouri (RSMo) 1994 and Sections 392.410 and .450, RSMo Supp. 1996.
- (b) grants competitive status to Applicant pursuant to Section 392.361 RSMo Supp 1996., and classifies the Applicant's services as competitive.
- (c) waives certain Commission rules and statutory provisions pursuant to Section 392.420, RSMo Cumm. Supp. 1996.

In support of its request, Applicant states:

1. The legal name and principal office or place of business of the Applicant are:

Integrated Telecommunication Services, LLC

516 Cate Avenue

Jonesboro, Arkansas 72401

(870) 268-8401 (Phone)

(870) 268-8071 (Fax)

A copy of Applicant's Articles of Organization, and certificate of authority from the Missouri Secretary of State to transact business in Missouri are attached hereto as Exhibit I.

2. The name and address of Applicant's in-state attorney is:

Judith A. Rau, Esq.

Rau & Rau

119 E. Mill Street

Waterloo, Illinois 62298

3. Applicant proposes to provide resold and facilities-based basic local telecommunications service as a separate and distinct service within portions of the State of Missouri. Applicant is willing to comply with all applicable Commission rules and is willing to meet all relevant service standards, including, but not limited to, billing, quality of service and tariff filing and maintenance. Applicant proposes to provide services to prospective customers in exchanges currently served by Southwestern Bell Telephone Company, Verizon Midwest Inc., United Telephone Company of Missouri d/b/a Sprint, and CenturyTel as set forth in the list of exchanges attached hereto as Exhibit II. Applicant will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to affordable telecommunications services in the proposed service area as set forth in Exhibit II, in accordance with applicable law.

When it initiates service in Missouri, Integrated Telecommunication Services, LLC, (ITS) proposes initially to provide resold local exchange telecommunications services, and thereafter to provide services utilizing the UNE-P platform, and may thereafter provide facilities-based local exchange services through the use of its own facilities and unbundled network elements. Initially, the services ITS intends to offer are likely to be those local exchange telecommunications services offered by incumbent local exchange carriers in the proposed service area. ITS intends to provide local exchange services that may include but are not limited to the following:

- * Basic Residential Exchange Services
- * Residential Custom and Class Features (call waiting, caller ID, call forwarding, call blocking, speed calling, etc.)
- * Basic Business Exchange Services
- * Business Customer Calling and Class Features
- * Adjunct Provided Features (voice messaging, etc.)
- * Business and Residential Ancillary Services (911, E911, 411, Relay Service, directory listing, directory assistance, etc.)
- * Centrex
- * DSL and ISDN
- * DID Trunks and Lines
- * Private Lines

ITS does not initially intend to install any switching equipment for the provision of local exchange service in the State of Missouri, but may install such equipment in the future.

If ITS installs facilities in Missouri, it will probably use the following or a similar configuration of equipment: ITS will provide voice and high speed data services through a combination of the latest technology switching and transport media comprised of the Lucent Technology 5 ESS Generic 13 switch module, ADSL/SDSL transport and Internet service equipment and the latest Optical multiplexer DAC's configurations. The switching system consists of a central processing and control complex capable of interconnection as a peer to the incumbent as well as competitive local exchange companies. The hub portion of the switch will interconnect with the public switched network on Signaling System 7 ("SS7") or Feature Group D ("FGD") facilities. The system's remote module capability will allow properties to be served in a manner that provides the exchange of appropriate signaling, control and calling/caller information to the network in accordance with network standards and specifications. Additionally, these services will be delivered over a combination of delivery mechanisms through incumbent local carriers' unbundled loop network, both copper and fiber and transport networks, as well as via ITS constructed facilities.

4. Applicant has the experience in the telecommunications industry and the technical and financial resources to provide telecommunications services within Missouri. A brief description of the qualifications and experience of the key management employees is attached hereto as Exhibit III, along with a description of the Applicant's telecommunications background. A copy of the financial information to demonstrate Applicant's financial ability to provide service, Exhibit IV, contains confidential and proprietary information, and is being submitted under separate cover with a Motion for Protective Order.

Applicant is currently authorized to provide local exchange services in Arkansas. Applicant is in the process of applying for authorization to provide competitive local exchange and interexchange services in Kansas, Louisiana, Mississippi, Missouri, Oklahoma, Tennessee and Texas. Applicant has not been denied authority for any of the services for which it seeks authority in this Application. Applicant is currently providing service in Arkansas.

5. Applicant hereby respectfully requests a temporary waiver of 4 CSR 240-2.060 (6) (C) that requires Applicant to file a draft tariff simultaneously with this application until Applicant has executed interconnection agreements with the incumbent LECs and those agreements have been approved by the Commission. Applicant will file its tariff with an effective date of at least 45 days after filing.

6. Applicant hereby respectfully requests classification as a competitive telecommunications company within the State of Missouri and receive a lesser degree of regulation as permitted by Sections 392.361 and 392.420 RSMo. Applicant also requests that its services be classified as competitive. Applicant believes that its proposed services will be subject to sufficient competition to justify a lesser degree of regulation. Granting of this application will allow greater price and service options for telephone users.

7. Applicant also respectfully requests, pursuant to Section 392.420 RSMo (Cum. Supp. 1992), that the Commission waive the application of the following rules and statutory provisions as it relates to the regulation of Applicant:

Statutes

392.210.2 Establish Uniform System of Accounts for Annual reports
392.240(1) Setting just and reasonable rates
392.270 Ascertain Property values
392.280 Establish Depreciation accounts
392.290 Issuance of securities
392.300.2 Acquisition of stock
392.310 Issuance of stock and debt
392.320 Stock Dividend Payment
392.330 Issuance of securities, debts and notes
392.340 Reorganization(s)

Commission Rules

4 CSR 240-10.020 Depreciation fund income
4 CSR 240-30.010(2)C Posting exchange rates at central offices.
4 CSR 240-33.030 Inform customers of lowest price
4 CSR 240-32.030(4)C File Exchange boundary maps with Commission
4 CSR 240-35 Reporting of bypass
4 CSR 240-30.040 Uniform System of Accounts

The above-referenced rules and statutory provisions have been waived to other carriers in prior cases.

8. Applicant, pursuant to Section 386.570, Cum. Supp. 1992, will comply with all applicable Commission rules except those which are specifically waived by the Commission pursuant to a request filed by the Applicant.

9. All inquiries, correspondence, communications, pleadings, notices, orders and decisions relating to this case shall be addressed to:

Lance J.M. Steinhart
1720 Windward Concourse
Suite 250
Alpharetta, Georgia 30005
(770) 232-9200
(770) 232-9208 (Fax)

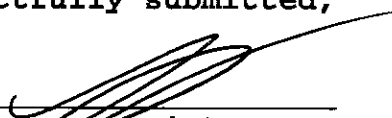
10. The Applicant has no pending actions or final unsatisfied judgments or decisions against it from any state or federal agency or court which involve customer service or rates, which action, judgment or decision has occurred within three (3) years of the date of this application. No Commission annual reports or assessment fees are overdue.

11. ITS submits the following arguments to demonstrate that the public interest will be served by the approval of this Application:

The grant of a certificate to provide competitive basic local telecommunications services to the Applicant will serve the public interest. The Applicant's presence in the market will expand customer choice for telecommunications service. The increased competition brought by the Applicant to the market will have the effect of improving the quality of telecommunications services in Missouri and decreasing the cost of such services through increased innovation and efficiency. The result will be beneficial to economic development in Missouri. The granting of a certificate to the Applicant will contribute to the availability of reasonably affordable local exchange services in the State of Missouri.

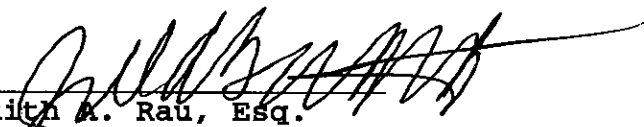
WHEREFORE, Applicant, Integrated Telecommunication Services, LLC, respectfully requests that the Missouri Public Service Commission grant it a certificate of service authority to provide resold and facilities-based Basic Local Telecommunications Services within portions of the State of Missouri. Applicant also respectfully requests classification as a competitive telecommunications company and requests that its services be classified as competitive. In addition, Applicant respectfully requests a waiver of the above-referenced rules and statutory provisions and a temporary waiver of the tariff filing requirement.

Respectfully submitted,



Lance J. M. Steinhart, Esq.
Attorney at Law
1720 Windward Concourse, Suite 250
Alpharetta, Georgia 30005
(770) 232-9200
GA Bar No. 678222

and



Judith A. Rau, Esq.
Rau & Rau
119 E. Mill Street
Waterloo, Illinois 62298
(618) 939-7186
MO Bar No. 24856

Attorneys for Applicant

ATTACHED EXHIBITS

- Exhibit I** **Missouri Secretary of State Authorization**
Articles of Organization
- Exhibit II** **List of Exchanges**
- Exhibit III** **Executive Officers' Qualifications and Experience**
Company's Telecommunications Background
- Exhibit IV** **Financial Information**

Exhibit I
Missouri Secretary of State Authorization
&
Articles of Organization

See Attached

No. FL0070441

STATE OF MISSOURI



Matt Blunt
Secretary of State

CERTIFICATE OF REGISTRATION
FOREIGN LIMITED LIABILITY COMPANY

WHEREAS,
INTEGRATED TELECOMMUNICATION SERVICES, LLC

using in Missouri the name
INTEGRATED TELECOMMUNICATION SERVICES, LLC

and existing under the laws of the State of ARKANSAS
has filed with this state its application for registration and
WHEREAS this application for registration conforms to the
Missouri Limited Liability Company Act;

NOW, THEREFORE, I, MATT BLUNT, Secretary of State of the
State of Missouri, by virtue of authority vested in me by law,
do certify and declare that on the 11th day of SEPTEMBER, 2002,
the above Foreign Limited Liability Company is duly authorized
to transact business in the State of Missouri
and is entitled to any rights granted
Limited Liability Companies.

IN TESTIMONY WHEREOF, I have set my
hand and imprinted the GREAT SEAL of
the State of Missouri, on this, the
11th day of SEPTEMBER, 2002.



\$105.00

Secretary of State

Matt Blunt



STATE OF MISSOURI

Rebecca McDowell Cook, Secretary of State
P.O. Box 778, Jefferson City, MO 65102
Corporation Division

Application for Registration of a Foreign
Limited Liability Company

(Submit in duplicate with registration fee of \$105.00)

- (1) The name of the foreign limited liability company is:
Integrated Telecommunication Services, LLC
(2) The name under which the foreign limited liability company will conduct business in Missouri is...
(3) The foreign limited liability company was formed under the laws of Arkansas on the date of
November 8, 2000 and is to dissolve on Perpetual
(4) The purpose of the foreign limited liability company or the general character of the business it proposes to transact in this state is:
Provide Telecommunication Services
(5) The name and address of the limited liability company's registered agent in Missouri is...
TCS Corporate Services, Inc. 222 E. Dunklin, Ste. 102, Jefferson City, MO 65101

The Secretary of State is appointed agent for service of process if the foreign limited liability company fails to maintain a registered agent. Note: failure to maintain a registered agent constitutes grounds to cancel the registration of the foreign limited liability company.

- (6) The address of the registered office in the jurisdiction organized. If none required, then the principal office address of the foreign limited liability company is:
516 Cate Avenue, Jonesboro, Arkansas 72401

- (7) For tax purposes, is the limited liability company considered a corporation? yes no

In affirmation thereof, the facts stated above are true.

Handwritten signature of Geron Vail

Geron Vail

Authorized signature (please sign and print name)

Authorized signature (please sign and print name)

Authorized signature (please sign and print name)

FILED

SEP 11 2002

Handwritten signature of Matt Blunt

SECRETARY OF STATE

ARTICLES OF ORGANIZATION

OF

INTEGRATED TELECOMMUNICATION SERVICES, LLC

191900

These Articles of Organization of Integrated Telecommunication Services, LLC are hereby *APB* executed and filed in accordance with the Small Business Entity Tax Pass Through Act, Act 1003 of 1993.

1. **Name.** The name of the limited liability company shall be Integrated Telecommunication Services, LLC.

2. **Registered Office and Agent.** The agent for service of process shall be Donald L. Parker II. The address of the agent and the registered office of the limited liability company is 505 Union, Jonesboro, Arkansas 72401.

3. **Termination.** Unless earlier dissolved by the agreement of the members or pursuant to the terms of the operating agreement, the limited liability company shall terminate at midnight on December 31, 2050.

IN WITNESS WHEREOF, the undersigned has executed these Articles of Organization this

1st day of November, 2000.



Donald L. Parker II, Organizer

Exhibit II
List of Exchanges

See Attached

Southwestern Bell Service Areas:

RATE GROUP A

Adrian	Greenwood	Smithville
Advance	Hayti	Stanberry
Agency	Herculaneum-Pevely	Trenton
Altenburg-Frohna	Higbee	Tuscumbia
Antonia	Hillsboro	Versailles
Archie	Holcomb	Vienna
Argyle	Hornersville	Walnut Grove
Armstrong	Jasper	Wardell
Ash Grove	Knob Noster	Ware
Beaufort	Lamar	Wellsville
Bell City	LaMonte	Westphalia
Benton	Lancaster	Wyatt
Billings	Leadwood	
Bismarck	Lilbourne	
Bloomfield	Linn	
Bloomsdale	Lockwood	
Bonne Terre	Louisiana	
Boonville	Macks Creek	
Bowling Green	Malden	
Brookfield	Marble Hill	
Campbell	Marceline	
Cardwell	Marionville	
Carl Junction	Marston	
Carrollton	Meta	
Caruthersville	Montgomery City	
Center	Mourehouse	
Chaffee	New Franklin	
Charleston	New Madrid	
Clarksville	Oak Ridge	
Clever	Old Appleton	
Climax Springs	Oran	
Deering	Patton	
DeKalb	Paynesville	
Delta	Pierce City	
Downing	Pocohontas-New Wells	
East Prairie	Portage Des Sioux	
Edina	Portageville	
Elsberry	Puxico	
Essex	Qulin	
Eureka	Richmond	
Farley	Richwoods	
Fayette	Risco	
Fisk	Rushville	
Frankford	Ste. Genevieve	
Freeburg	St. Marys	
Gideon	San Antonio	
Glasgow	Scott City	
Grain Valley	Senath	
Gray Summit	Slater	

Southwestern Bell Service Areas (Continued):

RATE GROUP B

Camdenton
Cape Girardeau
Cantbage
Cedar Hill
Chesterfield
Chillicothe
DeSoto
Dexter
Eldon
Excelsior Springs
Farmington
Fenton
Festus-Crystal City
Flat River
Fredericktown
Fulton
Gravois Mills
Hannibal
Harvester
High Ridge
Imperial
Jackson
Joplin
Kennett
Kirksville
Lake Ozark-Osage Beach
Manchester
Marshall
Maxville
Mexico
Monett
Moberly
Neosho
Nevada
Pacific
Perryville
Pond
Poplar Bluff
St. Charles
St. Clair
St. Joseph
Sedalia
Sikeston
Union
Valley Park
Washington
Webb City

Verizon Service Areas:

Alton
Ashland
Augusta
Ava
Belle
Bland
Blue Eye
Bourbon
Bradleyville
Branson
Branson West
Buffalo
Cabool
Cape Fair
Cassville
Caulfield
Cedar Creek
Centralia
Chamois
Clark
Columbia
Conway
Crane
Cross Timbers
Cuba
Dardenne
Defiance
Dora
Elkland
Exeter
Foley
Fordland
Foristell
Forsyth
Gainesville
Galena
Hallsville
Hawk Point
Hermann
Hermitage
High Hill

Highlandville
Holstein
Hurley
Jamestown
Jenkins
Jonesburg
Kimberling City
Koshkonong
Leasburg
Louisburg
Mano
Mansfield
Marshfield
Marthasville
Morrison
Moscow Mills
Mount Sterling
Mountain View
New Melle
Niangua
O'Fallon
Old Monroe
Ozark
Pittsburg
Prairie Home
Preston
Protem
Reeds Spring
Rocheport
Rockaway Beach
Safe
Saint James
Saint Peters
Seymour
Shell Knob
Sparta
Sturgeon
Summersville
Thayer
Theodosia
Thomasville

Troy
Truxton
Urbana
Vichy
Warrenton
Washburn
Wasola
Wentzville
West Plains
Wheatland
Willow Springs
Winfield
Wooldridge
Wright City

Sprint/United Service Areas:

Appleton City
Calhoun
Chilhowee
Dearborn
Fairfax
Holt
King City
Malta Bend
Newburg
Pickering
Strasburg
Tarkio
Wellington

Blackburn
Camden Point
Clarksburg
Deepwater
Green Ridge
Hopkins
Kingsville
Missouri City
Norborne
Sweet Springs

Blairstown
Centertown
Coal
Edgerton
Hardin
Houstonia
Leeton
Montrose
Orrick
St. Thomas
Syracuse
Urich

Brazito
Centerview
Craig
Eugene
Henrietta
Ionia
Lincoln
New Bloomfield
Otterville
Smithton
Taos
Waverly

Buckner
Holden
Lone Jack
Pleasant Hill
Tipton

Butler
Kearney
Mound City
Richland
Waynesville

California
Lake Lotawana
Russellville
Weston

Cole Camp
Lexington
Platte City
St. Robert
Windsor

Clinton
Lebanon
Rolla

Ferrelview
Maryville
Salem

Ft. Leonard Wood
Oak Grove
Warrensburg

Harrisonville
Odessa
Warsaw

Jefferson City

CenturyTel Service Areas:

Amazonia
Annapolis
Arcola
Aurora
Avenue City
Avilla
Belgrade
Bellevue
Birch Tree
Bolckow
Boss
Braymer
Bronaugh
Brunswick-Triplett
Bunker
Caledonia
Cameron
Canton
Centerville
Clarence
Clarksdale
Collins
Concordia
Cosby
Dadeville
Dalton
Easton
Edgar Springs
El Dorado Springs
Ellsinore
Elmer
Eminence
Everton
Ewing
Fillmore
Freemont
Golden City
Gorin
Gower
Greenfield
Grove Spring
Hamilton
Hartville
Helena
Houston
Humansville
Hunnewell
Irontdale
Ironton

Jericho Springs
Kahoka
Keytesville
Kidder
Kingston
La Belle
La Plata
Ladonia
Lagrange
Lawson
Lesterville
Lewiston
Licking
Lowry City
Macon
Manes
Maysville
Milo
Monroe City
Montauk
Monticello
Mount Vernon
Mountain Grove
Nebo
Norwood
Oates
Osborn
Osceola
Palmyra
Paris
Perry
Plattsburg
Potosi
Raymondville
Revere
Roby
Rockville
Rosendale
Santa Fe
Sarcoxie
Savannah
Schell City
Shelbina
Shelbyville
Sheldon
Stewartsville
Stoutsville
Timbers
Trimble

Turney
Van Buren
Vanzant
Walker
Wayland
Weaubleau
West Quincy
Whitesville
Winona

Exhibit III
Executive Officers' Qualifications and Experience
Company's Telecommunications Background
See Attached

GERON VAIL

WORK EXPERIENCE

1999 – Present Integrated Telecommunication Services, LLC Jonesboro, AR

Co-Owner - President

- Own and manage all aspects of business for a competitive local exchange carrier, providing prepaid local residential phone service through resale contracts with incumbent local exchange carriers.

1996 – Present Pearson Vail, LLC

Jonesboro, AR

Co-Owner – President

- Own and manage all aspects of business for a 17-store rental purchase company located in Arkansas.

1990 – 1994 Griffin Petroleum, Inc.

Jonesboro, AR

General Manager

- Managed multiple location convenience store operation for regional, growth oriented petroleum supplier. Responsibilities included all personnel issues, purchasing, vendor relationships, security procedures, image maintenance, development and implementation of marketing and merchandising strategies.

1987 – 1990 Fedtrust, Inc.

Memphis, TN

Center Manager

- Managed customer service representatives for bankcard authorization call-in center. Developed call-in center policies and procedures. Created response scripts for customer service representatives. Scheduled and implemented mainframe system maintenance procedures and power backup policies.

1984 – 1987 Latham Properties,

Oklahoma City, OK

Property Manager

- Leasing agent and maintenance supervisor for sixty single-family real estate properties. Advertised and showed property to prospective renters. Collected rents and maintained lease agreements. Scheduled and supervised three man maintenance crew. Accounted for monthly income and expenses. Created monthly financial reports for owner.

EDUCATION

1977 - 1980	Southern Nazarene University	Bethany, OK
	<i>Business Administration</i>	
1994 - 1996	Williams Baptist College	Walnut Ridge, AR
	Counseling/Psychology	

208 Ridgcrest
Walnut Ridge, AR 72476

Phone 870-886-6269
Fax 870-802-4080
E-mail ebarger@jitsark.com

Enos Barger

Work experience

2001 – Present Integrated Telecommunication Services, LLC,
Jonesboro, AR

Vice President – Director of Operations

- Manage all areas of Operations of an Arkansas based, competitive local exchange carrier, providing prepaid residential phone service on a resale basis. Responsibilities include, development and negotiation of resale agreements with Incumbent Local Exchange Carriers, assisting company counsel in satisfying regulatory requirements, supervising entire call center staff, creating policies and procedures, managing information systems, and working with the marketing department to develop growth strategies.

1999 – 2001 First Choice Lease or Own, LLC, Benton, AR

Director of Internal Operations

- Worked in conjunction with C.O.O. and the owner of the company to plan and develop a successful business plan. Advised in site selection and build out of seven locations. Assembled and composed policy, procedure, and operations manuals. Developed protocols for inventory management, inventory service, and fleet management. Trained with a bank appointed CPA on accounting procedures and developed an accounting package tailored to our company's needs. Created a three-year financial plan detailing all revenues, expenses, and growth for submission to our lending partner. Acted as CFO and corporate administrator. Built a computer network in coordination with an industry based software company. Audited all company departments and reported results and improvement suggestions to the C.O.O. and owner. Created and corrected company financial statements, balance sheets, and income statements. Monitored bank balances and introduced an ACH system to control cash transfers.

1996 – 1999 Home Choice Lease or Own, Little Rock, AR

Assistant Division Vice President, 1998-1999

- Assisted DVP with region and store performance assessments. Gathered key information and data to produce reports to highlight strengths and weaknesses in operations. Upon discovery of needed improvement, aided in developing and implementing action plans to correct such problems. Traveled area to train regional managers, store managers, and actively participate in day-to-day operations to judge the effectiveness of operations policies and procedures.

Assistant Regional Manager, 1997-1998

- Generated and analyzed regional operations reports daily. Aided regional manager in personnel recruitment and site selection for company expansion. Created training and testing systems to ensure uniformity

among operations training within my territory. Assessed store and personnel performance to address inadequacies and implement corrective measures. Acted as store manager when needed.

Store Manager, 1996-1997

- Maximized store revenues and operating profit through expense control and execution of an aggressive local marketing and collections plan. Recruited, trained, and terminated all store personnel. Prepared annual store budget for growth, expenses, and net operating profit. Possessed full accountability for store inventory, capitol, and assets.

1995 – 1996 N & D Technical Services, Little Rock, AR

Lead Telephone Technician

- Installed and maintained a broad base of telephone and communication systems. Performed site survey and client consultation to qualify customer needs. Completed software programming on telephone, voicemail, automated attendant, predictive dialer, and call center equipment. Communication systems ranged in size from key systems to PBX's.

1994 – 1995 Harper Systems – Executone, Little Rock, AR

Sales Representative

- Developed a customer base by contacting present clients, and actively persuing prospective customers through cold calls, and sales leads. Marketed communications hardware including phone systems, PBX's, voice mail, auto attendant, predictive dialers, and dictation equipment. Also represented Southwestern Bell as an authorized agent by selling local exchange services, and represented Sprint as an authorized agent by selling long distance solutions.

Education

1993 - 1994 Three Rivers Community College, Poplar Bluff,
MO
30 Credit Hours, Liberal Arts Curriculum

1990 – 1993 Poplar Bluff Senior High School, Poplar Bluff, MO
High School Diploma

FRED A. PEARSON

2603 Michael Lane
Jonesboro, AR 72404
(870) 972-1077

WORK HISTORY

- 1992-2002 *Owner/General Manager*— Pay-Less Furniture & Appliances, Jonesboro, AR
Co-Owner— Furniture & Appliances Now, Stallings Rentals, Pay-Less Rentals
Paragould and Piggott, AR (Total stores 21)
Co-Owner— Integrated Telecommunications Service: Initiated certification process
with Arkansas Public Service Commission; negotiated resell interconnection
agreements with Southwestern Bell and Verizon
- 1978-1992 *General Manager*— JAC's TV & Appliances, Jonesboro (5-store chain)
- 1976-1978 *Marketing Specialist*— General Electric Company
Home Laundry Division
Louisville, KY
- 1971-1976 *Retail Sales Counselor*— General Electric Company
Memphis, TN
- 1970-1971 *Headmaster*— Calhoun Academy
Calhoun City, MS
- 1963-1965 *Army*
E-4 Military Policeman
Honorable Discharge

EDUCATION

- 1970-1971 *Graduate School*, University of Mississippi
Oxford, MS
(6 hours, School Administration)
- 1962-1963 *B.S.*, Delta State College
1966-1970 Cleveland, MS
Major: English Minor: Business Administration

PERSONAL

Age: 59 Marital Status: Married — three children
Health: Excellent Height: 6'0" Weight: 165
Hobbies: Music
Affiliations: Active in church outreach

REFERENCES

Available upon request


**Exhibit IV
Financial Information**

"CONFIDENTIAL AND PROPRIETARY INFORMATION"


State of Arkansas)
County of Craighead)
_____)

VERIFICATION

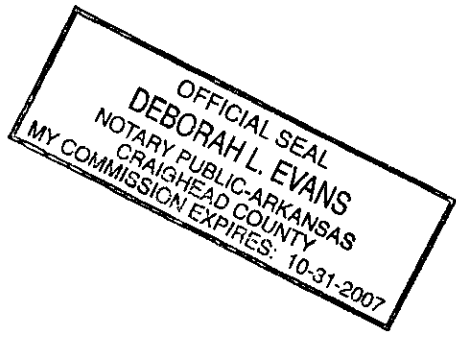
I, Enos Barger, being duly sworn, declare that I am the Vice President of Integrated Telecommunication Services, LLC, the Applicant. I verify that, based upon information and belief, I have knowledge of the statements in the foregoing Application, and I declare that they are true and correct.


Enos Barger
Vice President

Sworn to before me, the undersigned Notary Public on this 26th day of August, 2002.


Notary Public
Deborah L. Evans
Print or Type Name


My commission expires:
10-31-07



CERTIFICATE OF SERVICE

I hereby certify that I have this day served a true copy of the foregoing Application upon the following parties, listed below, in accordance with Commission rules.

Dated this 16th day of Jan, 2002.



Lance J.M. Steinhart
Georgia Bar No. 678222

Counsel for

Integrated Telecommunication Services, LLC

Office of the Public Counsel

PO Box 7800

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