

**Lance J.M. Steinhart, P.C.**  
Attorney At Law  
1720 Windward Concourse  
Suite 250  
Alpharetta, Georgia 30005

Also Admitted in New York  
and Maryland

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

September 17, 2002

**VIA OVERNIGHT DELIVERY**

Mr. Dale Roberts  
Chief A.L.J./Executive Secretary  
Missouri Public Service Commission  
200 Madison Street, Suite 100  
Jefferson City, MO 65102  
(573) 751-3234

**FILED<sup>4</sup>**

SEP 18 2002

Missouri Public  
Service Commission

Re: Integrated Telecommunication Services, LLC

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 Interexchange Telecommunications Services Within the State of Missouri and five (5) copies of the Interexchange Telecommunications Tariff, along with a Motion of Protective Order.

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  
Attorney for Integrated Telecommunication Services, LLC

Enclosures

cc: Enos Barger  
Office of Public Counsel  
Office of General Counsel

**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 ) Case No. \_\_\_\_\_  
interexchange telecommunications) )  
services and to classify such ) )  
services and the company as ) )  
Competitive ) )

APPLICATION

Integrated Telecommunication Services, LLC, ("Applicant"), 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 interexchange telecommunications services pursuant to Chapter 392 of the Missouri Revised Statutes.
- (b) grants competitive status to Applicant, and classifies the Applicant's services as competitive.
- (c) waives certain Commission rules and statutory provisions pursuant to Section 392.420, RSMo Cummm. Supp. 1992.

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/Facsimile

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 is a reseller of telecommunications services.

Applicant proposes to provide interexchange telecommunications services within Missouri including direct outbound dialing (1+ and 101XXXX), 800 and 888 (inbound Toll-Free), travel cards, and prepaid calling cards. Applicant respectfully requests authority to provide service to prospective business and residential customers throughout the State of Missouri.

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 II. A copy of the Applicant's Statement of Assets, Liabilities & Capital-Income Tax Basis; Statement of Revenue & Expense-Income Tax Basis for the year ended December 31, 2001 is attached hereto as Exhibit III.

5. Applicant's draft Tariff is attached as Exhibit IV. The proposed tariff contains the rules and regulations applicable to its customers, a description of the services offered, and a list of rates associated with such services.

6. Applicant requests classification as a competitive telecommunications company within the State of Missouri, and that its services are 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 is in the public interest as it 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:

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)  
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 240-35 Reporting of bypass  
4 CSR 240-30.040 Uniform System of Accounts

The above-referenced rules and statutory provisions have been waived as to other interexchange 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. Correspondence or communications pertaining to this Application should be addressed to:


Lance J.M. Steinhart, Esq.  
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. Grant of this Application will further the public interest by expanding the availability of competitive telecommunications services in the State of Missouri. In addition, intrastate offering of these services is in the public interest because the services will provide Missouri customers with access to new technologies and service choices, and can permit customers to achieve increased efficiencies and cost savings. In particular, the public will benefit directly, through the use of the competitive services to be offered by Applicant, and indirectly, because the presence of Applicant in this market will increase the incentives for other telecommunications providers to operate more efficiently, offer more innovative services, reduce their prices, and improve their quality of service.

**WHEREFORE**, Applicant, Integrated Telecommunication Services, LLC, respectfully requests that the Missouri Public Service Commission grant it a certificate of service authority to provide interexchange telecommunications services within the State of Missouri. Applicant also requests classification as a competitive telecommunications company and that its services be classified as competitive. In addition Applicant requests a waiver of the above-referenced rules and statutory provisions.


**Respectfully submitted,**



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

and



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

**Attorneys for Applicant**

ATTACHED EXHIBITS

- Exhibit I      Missouri Secretary of State Authorization  
                  And Articles of Organization
- Exhibit II     Executive Officers' Qualifications and Experience
- Exhibit III    Financial Information
- Exhibit IV     Draft Tariff

**Exhibit I**  
**Missouri Secretary of State Authorization**  
**and**  
**Articles of Organization**



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;

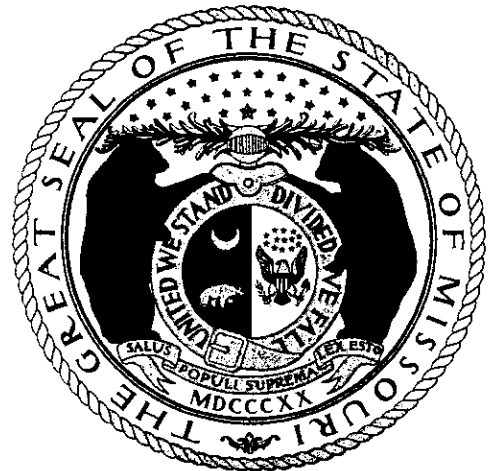
NOW, THEREFORE, I, MATT BLUNT, Secretary of State of the  
State of Missouri, by virtue of authority vested in me by law,  
do certify and declare that on the 11th day of SEPTEMBER, 2002,  
the above Foreign Limited Liability Company is duly authorized  
to transact business in the State of Missouri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

A handwritten signature in cursive script that reads "Matt Blunt".

\$105.00

Secretary of State





**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 (must contain "limited company", "limited liability company", "LC", "LLC", "L.C.", or "L.L.C.") (must be filled out if different from line (1)):  
 \_\_\_\_\_
- (3) The foreign limited liability company was formed under the laws of Arkansas on the date of  
 \_\_\_\_\_ (state or jurisdiction)  
November 8, 2000, and is to dissolve on Perpetual  
 \_\_\_\_\_ (month/date/year or event)
- (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 (this line must be completed and include a street address):  
TCS Corporate Services, Inc.                      222 E. Dunklin, Ste. 102, Jefferson City, MO 65101  
 Name    Address    City/State/Zip

*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  
 Name    Address    City/State/Zip

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

In affirmation thereof, the facts stated above are true.

*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

*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 1<sup>st</sup> day of November, 2000.



Donald L. Parker II, Organizer

**Exhibit II**  
**Executive Officers' Qualifications and Experience**

**See attached Resumes**

# GERON VAIL

## WORK EXPERIENCE

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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

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1977 - 1980    Southern Nazarene University    Bethany, OK  
*Business Administration*

1994 - 1996    Williams Baptist College    Walnut Ridge, AR  
Counseling/Psychology

208 Ridgecrest  
Walnut Ridge, AR 72476

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

# Enos Barger

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## 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 III  
Financial Information**

**"CONFIDENTIAL AND PROPRIETARY INFORMATION"**

State of Arkansas

County of Craighead

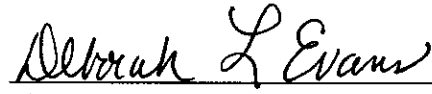
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**VERIFICATION**

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

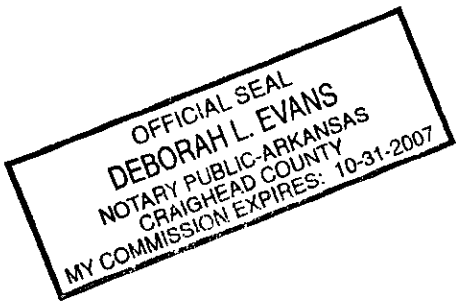
Sworn to before me, the undersigned Notary Public on this 26 day of August, 2002.

  
\_\_\_\_\_  
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 for Certificate of Service Authority to Provide Interexchange Telecommunications Services Within the State of Missouri on the following parties, in accordance with the Commission rules:

Office of the Public Counsel  
P. O. Box 7800  
Jefferson City, MO 65102

General Counsel  
Missouri Public Service Commission  
P. O. Box 360  
Jefferson City, MO 65102

Dated this 16 day of Sept, 2002.

  
\_\_\_\_\_  
Lance J. Steinhart  
Georgia Bar No. 678222

1720 Windward Concourse  
Suite 250  
Alpharetta, Georgia 30005  
(770) 232-9200