

BEFORE THE PUBLIC SERVICE COMMISSION
OF THE STATE OF MISSOURI

In the matter of the Application of)
Trans National Communications)
International, Inc. for a)
Certificate of Service Authority to)
provide Basic Local Telecommunications) Case No. _____
Service in portions of the State of)
Missouri and to classify said services and)
the company as competitive.)

APPLICATION FOR CERTIFICATE OF SERVICE AUTHORITY
TO PROVIDE BASIC LOCAL EXCHANGE TELECOMMUNICATIONS SERVICE
AND FOR COMPETITIVE CLASSIFICATION

Comes now Trans National Communications International, Inc. (“TNCII”) or (“Applicant”), by its undersigned counsel, and hereby applies pursuant to Sections 392.361, 392.410, 392.420, 392.430, and 392.450 RSMo., the Federal Telecommunications Act of 1996, and 4 CSR 240-2.060, for authority to provide basic local telecommunications service in portions of the State of Missouri, to classify said service and company as competitive, and to grant waiver of certain Commission statutes and rules. In support of its application TNCII states as follows:

Applicant TNCII is a corporation duly organized and existing under and by virtue of the laws of the State of Delaware. A copy of Applicant’s Articles of Incorporation and Certificate of Authority from the Missouri Secretary of State to transact business in Missouri are attached hereto as Exhibit I. The nature of TNCII’s business is the provision of telecommunications services. A copy of Applicant’s Certificate of Incorporation from the Missouri Secretary of State, as required by 4 CSR 240-2.060(1)(C), is attached to this Application as **Exhibit A**.

All inquiries, correspondence, communications, pleadings, notices, orders and decisions relating to the case should be addressed to:

Philip Josephson, Esq.
2 Charlesgate West
Boston, MA 02215
Phone: (617) 369-1023
Facsimile: (617) 369-1110
Email: pjosephson@tncii.com

with a copy to local counsel:

Mary Ann (Garr) Young
WILLIAM D. STEINMEIER, P.C.
2031 Tower Drive
P.O. Box 104595
Jefferson City, MO 65110-4595
Phone: (573) 659-8672
Fax: (573) 636-2305
Email: myoung0654@aol.com

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

Trans National Communications International, Inc.
2 Charlesgate West
Boston, MA 02215
(617) 369-1000/Phone
(617) 369-1040/Facsimile

TNCII proposes to provide basic local exchange telecommunications service on a facilities and resold basis, throughout all exchanges currently served by the incumbent local exchange telecommunication company (ILEC) of Southwestern Bell Telephone, L.P., d/b/a SBC Missouri (SBC), formerly known as Southwestern Bell Telephone Company (SWBT); The specific SBC exchanges within which TNCII proposes to offer service are listed in the incumbent providers respective local exchange tariffs. TNCII may seek authority to provide this service in other areas of the state in a subsequent

proceeding. Applicant's proposed service areas will follow the respective exchange boundaries of the stated incumbent LECs and shall be no smaller than an exchange as required by Section 392.455(3) RSMo. Applicant may seek authorization to provide service in exchanges served by other incumbent LECs in a subsequent proceeding.

Pursuant to this application TNCII seeks to offer and provide all forms of basic local telecommunications service including: including local exchange flat rate service, pre-paid local exchange, operator services, etc; Custom and Class Features, including call waiting, caller ID, call forwarding, etc.; and Ancillary Services such as 911, directory listing, and directory assistance. Facilities-based services will be limited to offering unbundled network elements from the ILEC. TNCI does not intend to own, operate or lease any switching transmission or other physical facilities in the State of Missouri.

TNCII possesses the technical and managerial expertise and experience necessary to provide the services it proposes. Description of backgrounds of TNCII management, which demonstrate the extensive experience and expertise, are attached hereto and incorporated herein by reference as Exhibit B.

TNCII also possesses the necessary financial resources. A copy of the Applicant's Financial Statements for the years ended December 31, 2002 and December 31, 2003 respectively is attached hereto as Exhibit C.

TNCII seeks classification of itself and its services as competitive.

TNCII will offer basic local telecommunications service as a separate and distinct service in accordance with applicable law. TNCII will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to

affordable services in Applicant's proposed service areas in accordance with applicable law.

TNCII 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 in a manner consistent with the Commission's requirements for incumbent local exchange carrier(s) with whom Applicant seeks authority to compete. Additionally, TNCII agrees that, pursuant to Section 392.455(3) & (4) RSMo., its service area shall be no smaller than an exchange and Applicant will offer basic local telecommunications service as a separate and distinct service. Consistent with the Commission's treatment of other certified competitive local exchange telecommunications companies, TNCII requests that the following statutes and regulations be waived for Applicant and its basic local exchange service offerings:

<u>Statutes</u>	<u>Missouri Public Service Commission Rules</u>
392.240.1	4 CSR 240-10.020
392.270	4 CSR 240-30.040
392.280	4 CSR 240-33.030
392.290	
392.300.2	
392.310	
392.320	
392.330	
392.340	

TNCII further requests a temporary waiver of 4 CSR 240-3.510(1)(C). This rule requires that an application for a certificate of service authority to provide basic local exchange service shall include a proposed tariff with a forty-five day effective date. TNCII finds it impossible at this time to develop tariffs to fully comply with this rules since TNCII has not yet executed or received Commission approval of any

interconnection and/or resale agreements with the incumbent local exchange carrier. At such time as all facts necessary for the development of such tariffs are known to Applicant, it will promptly file said tariffs bearing no less than a 45 day effective date with the Commission in a manner consistent with the Commission's practice in similar cases

Applicant herein states that there are no pending actions or final unsatisfied judgments or decisions against it in any state, federal agency, or court which involve customer service or rates for which action, judgment, or decision has occurred within three (3) years of the date of this Application.

Applicant hereby affirms that the Company does not have any overdue annual reports or fees owed to the Missouri Public Service Commission.

TNCII submits that the public interest will be served by Commission approval of this application because Applicant's proposed services will create and enhance competition and expand customer service options consistent with the legislative goals set forth in the Federal Telecommunications Act of 1996 and Chapter 392 RSMo. Prompt approval of this Application also will expand the availability of innovative, high quality, and reliable telecommunications services within the State of Missouri.

TNCII submits that, notwithstanding the provisions of Section 392.500 RSMo., as a condition of certification and competitive classification, unless otherwise ordered by the Commission, Applicant's originating and terminating switched exchange access rates will be no greater than the lowest Commission-approved corresponding access rates in effect for each ILEC within whose service area(s) TNCII seeks authority to provide service. Additionally, pursuant to the Commission's Report and Order in Case

No. TO-99-596, TNCII agrees that if the ILEC in whose service area TNCII is operating decreases its originating and/or terminating access rates, Applicant shall file an appropriate tariff amendment to reduce its originating and/or terminating access rates within thirty (30) days of the ILEC's reduction of its originating and/or terminating access rates in order to maintain the cap on switched exchange access rates.

WHEREFORE, Applicant Trans National Communications International, Inc. respectfully requests that the Commission grant it a certificate of service authority to provide basic local telecommunications services as herein requested, classify TNCII and its proposed services as competitive, and grant a waiver of the aforesaid statutes and regulations.

Respectfully submitted.

/s/Mary Ann Young

Mary Ann (Garr) Young, Mo. Bar #27951

WILLIAM D. STEINMEIER, P.C.

2031 Tower Drive

P.O. Box 104595

Jefferson City, MO 65110-4595

Tel.: (573) 634-8109

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Email: myoung0654@aol.com

ATTORNEY FOR TRANS NATIONAL
COMMUNICATIONS INTERNATIONAL, INC.

CERTIFICATE OF SERVICE

I hereby certify that a copy of the foregoing Application, along with its verification and exhibits, was served electronically on the PSC's General Counsel's Office and the Office of the Public Counsel this 15th day of November 2004.

/s/Mary Ann Young

Mary Ann (Garr) Young

ATTACHED EXHIBITS

- Exhibit A** **Missouri Secretary of State Certificate of Good Standing**
- Exhibit B** **Executive Officers' Qualifications and Experience**
- Exhibit C** **Financial Information**
- Officer's Verification**

Exhibit A
Missouri Secretary of State
Certificate of Good Standing

STATE OF MISSOURI



Matt Blunt
Secretary of State

CORPORATION DIVISION CERTIFICATE OF GOOD STANDING

I, MATT BLUNT, Secretary of the State of Missouri, do hereby certify that the records in my office and in my care and custody reveal that


TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, INC.

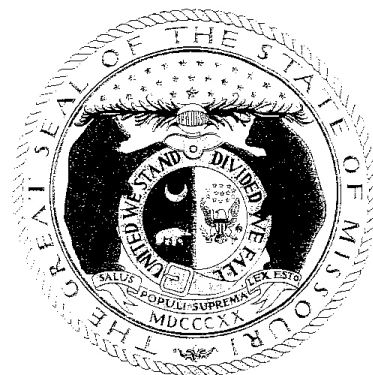
using in Missouri the name

**TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, INC.
F00473833**

a DELAWARE entity was created under the laws of this State on the 7th day of September, 1999, and is in good standing, having fully complied with all requirements of this office.

IN TESTIMONY WHEREOF, I have set my hand and imprinted the GREAT SEAL of the State of Missouri, on this, the 16th day of August, 2004


Secretary of State



Certification Number: 6932885-1 Reference
Verify this certificate online at <http://www.sos.mo.gov/businessentity/verification>

Exhibit B
Executive Officers' Qualifications and Experience

See attached Resumes

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.

CHARLES R. LUCA

2 Charlesgate West

Boston, MA 02215

617-389-1138

PROFESSIONAL EXPERIENCE:

SENIOR VICE PRESIDENT/OPERATIONS April 2001 -- Present

TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, Boston, MA

- Direct consolidation of all operational departments under single management program
- Integrate all new program options into operational flow and procedure management
- Re-organized Information Systems department to centralize and standardize all systems programming, tracking, reporting, and systems replication
- Directed the conversion of TNCI's Billing Program to a Y2K compliant Windows-based application
- Coordinated move of entire sales & service operations to corporate headquarters with zero business down-time
- Co-authored revised Auth.ANI Status Reporting Program based on IntraLATA/InterLATA designations

VICE PRESIDENT/CUSTOMER CARE, RETENTION, & ACTIVATIONS August 1998 – April 2001

TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, Boston, MA

- Direct expanded department which supports customer operations from order entry, through activations provisioning, through daily support and service, to retention and winback
- Redefined the goals of Order Provisioning to provide more automatic processing, accurate performance reporting, systems checks and balances, and greater service support
- Re-organized departmental management to secure goal-oriented leadership, industry knowledge, customer support, and systems integration
- Chaired task force for new systems integration, Y2K compliance, and data analysis review

ASSISTANT VICE PRESIDENT/CUSTOMER CARE & RETENTION November 1994 – August 1998

TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, Boston, MA

- Integrated two separate Residential & Commercial Customer Care Departments into one working unit of 40+ staff in a 24x7x365 environment for Long Distance Reseller
- Developed and integrated Residential & Commercial Retention Programs into the Department and exceeded company goals of Revenue return
 - Residential: 19% Account Winback of Contacted Deactivated Base
 - Commercial: 53% Revenue Winback/Save/Retention of Deactivated Base
- Directed liaison process with the multi-carrier long distance account teams
 - Sprint
 - WilTel/Worldcom
 - Frontier
 - Link USA (Calling Card Program)
- Integrated additional products (paging/e-mail/LD tracking software) to the core business
- Developed 3-step candidate interview process to optimize hire of best potential Staff
- Developed CC&R career pathing goals and opportunities to improve promotion from within while ensuring overall company experience and knowledge retention
- Re-organized scope and goal of Departmental Training Process:
 - Standardized intra-/inter-departmental procedure training in conjunction with Sales/Operations/Credit
 - Integrated cross-functional training programs to maximize staff efficiencies and economies of scale
 - Developed Customer-Focused L.A.S.T.I.N.G. Service Training Module

- Designed Customer Service motivational seminars to enhance staff performance
- Introduced state-of-the-art ACD management systems & report analysis to improve goal attainment
- Managed \$1M Award-winning Customer Care & Retention G&A budget (17% under budget for 1996)
- Core Team Member of company strategic planning committee to identify core competencies & establish 1-5 year company business plan goals

COMMERCIAL CUSTOMER SERVICE MANAGER **November 1992 - November 1994**
 TRANS NATIONAL COMMUNICATIONS, Boston, MA

- Developed Commercial Customer Service Program
- Designed, developed, and implemented Customer Service policies and procedures
- Hired, trained, developed, and promoted 20+ Customer Care Specialists
- Created, implemented, and tracked operational goals
- Created and developed Customer Service Training Manual
- Designed, developed, and implemented service scripts
- Designed and developed the technical requirements for:
 - System Service Screen Module
 - Reporting/Tracking
 - Productivity goals

MANAGING PARTNER **March 1991 - October 1992**
 INTERNATIONAL TRAVEL ASSOCIATES, Needham, MA

- Developed and implemented Customer Service Policy for Corporate Travel Company
- Redesigned and introduced PC-based systems
- Closed sales with largest in-house contracts
- Managed office administration and accounting

OPERATIONS MANAGER **February 1989 - December 1990**
 JWP INFORMATIONS SYSTEMS, INC., Dedham, MA

- Directed regional branch operations for 30+ telecommunications technicians for Interconnect Company
- Managed LEC Vendor Office relationship to coordinate systems and dial tone installations
- Redesigned branch policies, procedures, and office staff evaluations
- Supervised payroll, accounting, and credit issue resolution
- Managed warehouse inventory control and facilities maintenance
- Identified and directed appropriate budget consolidation

TELECOMMUNICATIONS MANAGER **November 1988 - January 1989**
 JWP INFORMATIONS SYSTEMS, INC., Dedham, MA

- Designed and implemented computer Service Dispatch Program module and manual
- Coordinated Service/Installation department work schedules
- Supervised Service/MAC request procedures
- Performed ad hoc troubleshooting to clarify/resolve trouble reports
- Coordinated & supervised local telephone vendor work

SERVICE DEPARTMENT MANAGER **May 1984 - October 1988**
 TOTAL COMMUNICATIONS & MAINTENANCE, INC.

- Supervised Service/Installation department for PBX Service & Maintenance Company
- Established tracking systems for installation/service/local telephone vendor repair
- Designed and implemented training for Customer Service Representatives
- Promoted from Technical Staff to coordinate operations for 20+ Network Technicians

PROFESSIONAL SKILLS:

- Computer Software: IBM Windows 2000 Microsoft Word, Excel, Powerpoint; Visio, Access
- Documentation Expert: Process Mapping; Flow Charting; Decision Matrixing; P&P Development

EDUCATION:

BOWDOIN COLLEGE

Bachelor of Arts - Magna cum laude

Double Major: Governmental Studies

Romance Languages - Summa cum laude

Brunswick, ME

May 1984

UNIVERSIDAD DE MADRID COMPLUTENSE

Marquette Junior Year Abroad Program

Madrid, Spain

August 1982 - June 1983

PROFESSIONAL EDUCATION:

- Dale Carnegie Leadership Training for Managers
- FORUM P.R.O.G.R.E.S.S. & INFLUENCE Training
- Synectics Strategic Planning Seminar
- Fred Pryor Management Training Seminar

REFERENCES: Furnished upon request.

Philip Josephson

Trans National Communications International, Inc.
Two Charlesgate West
Boston, MA 02215
617.369.1023

MEMBER OF THE ARIZONA BAR
MEMBER OF THE FLORIDA BAR

EXPERIENCE:

TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, INC., Boston, MA October 2002 – Present

Vice President and General Counsel

Vice President of Strategic Development for privately held, Boston-based telecommunications reseller. Responsible for continued Company growth and profitability with a focus on increasing margins and reducing bad debt allowance. The Company has realized profitable results each quarter during tenure despite economic downturn and increased competition. In this role, and as a member of the Company's Executive Management Team, emphasis is placed upon continually seeking to develop increased revenue, develop alternative lines of business, pursue acquisitions, and formulate and pursue exit strategies. The role also includes management of the Company's Marketing and Carrier Relations departments. As General Counsel for the Company, an In-House Legal department has been created. The Legal department advises Executive Management on all facets of the Company's business and proposed actions and the Legal department is responsible for supporting all Company departments, especially Business Development, Collections and Human Resources. In addition, a Collections Litigation department has been created during the tenure which is responsible for pursuing bad debt accounts by managing an extensive number of outside attorneys throughout the United States.

INATEL.COM, L.L.C. (now known as Logicware), Miami, Florida June 2000 – October 2002

Vice President and General Counsel

Vice President and General Counsel for a privately held software provider serving the telecommunications industry. Managed and guided the Company from its infancy, through changes in its business model, to its initial growth. During this tenure, the Company grew from a start-up enterprise to a stand-alone leader in its market space. Accomplishments in this role include the securing of financing for the Company, generating the initial client base, formulating strategic partnerships in the industry and pursuing alternative business opportunities in an effort to secure Company growth and stability. In the role of General Counsel, all corporate formation and governance documents were created, the Employee Share Plan and Option Plan was drafted and administered, the Company's Private Placement was created and filled, intellectual property rights were pursued and secured, and all litigation matters for the Company were managed.

AVATAR PROPERTIES INC., Coral Gables, Florida May 1995 – June 2000

Senior Corporate Counsel

In-House Counsel for a publicly traded diversified company primarily engaged in real estate development and utilities operations in Florida, Tennessee and Arizona. Responsibilities included handling in-house legal work including researching, reviewing, negotiating, and drafting various real estate agreements, complex commercial contracts, loan and corporate governance documents; managed the Foreclosure Department of the Company; pursued corporate trademarks and copyrights; drafted and enforced Human Resource compliance and diversity programs; participated in corporate, real estate and utilities acquisitions and divestitures as well as property and loan closings. Managed litigation matters by monitoring outside legal counsel for Avatar Holdings Inc. and its subsidiaries.

OTHER:

KEITH, MACK, LEWIS, COHEN & LUMPKIN, Miami, Florida July 1994 - May 1995

Law Clerk

POMERANZ & LANDSMAN, P.A., North Miami, Florida June 1993 - July 1994

Law Clerk

PALACE BRANDS INC., Farmington, Connecticut January 1992 - August 1992

Assistant to National Sales Manager

EDUCATION:

1995 University of Miami School of Law, Coral Gables, Florida
Juris Doctorate

1991 University of Miami, Coral Gables, Florida
Bachelor of Business Administration - Finance

Exhibit C
Financial Information



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

	<i>2003</i>	<i>2002</i> <i>(As Restated)</i>
Assets		
Current Assets:		
Cash And Cash Equivalents	\$167	\$305
Accounts Receivable, Net	3,170	4,753
Other Current Assets	<u>289</u>	<u>238</u>
Total Current Assets	3,626	5,294
Fixed Assets, Net	594	657
Due From Affiliated Company	1,200	242
Other Assets, Net	<u>511</u>	<u>656</u>
Total Assets	<u><u>\$5,931</u></u>	<u><u>\$6,849</u></u>
Liabilities And Shareholders' Equity		
Current Liabilities:		
Accounts Payable And Accrued Expenses	\$5,632	\$6,190
Current Portion Of Loan Payable	<u>35</u>	<u>40</u>
Total Current Liabilities	5,667	6,230
Loan Payable	<u>13</u>	<u>48</u>
Total Liabilities	<u>5,680</u>	<u>6,278</u>
Shareholders' Equity:		
Common Stock \$0.01 Par Value; 10,000 Shares Authorized; 4,473 Issued And Outstanding; and Capital In Excess Of Par	3,235	2,235
Accumulated Deficit	<u>(2,984)</u>	<u>(1,664)</u>
	<u>251</u>	<u>571</u>
Total Liabilities And Shareholders' Equity	<u><u>\$5,931</u></u>	<u><u>\$6,849</u></u>



Trans National Communications International, Inc.
 Statements of Operations
 Year Ended December 31
 (in thousands)

	<i>2003</i>	<i>2002</i> <i>(As Restated)</i>
Revenue	\$43,154	\$37,393
Direct Costs	<u>(35,147)</u>	<u>(30,037)</u>
	8,007	7,356
Selling, General And Administrative Expenses	<u>(6,245)</u>	<u>(5,722)</u>
Income From Operations Before Depreciation And Amortization	1,762	1,634
Depreciation And Amortization	<u>(1,175)</u>	<u>(1,338)</u>
Income From Operations	587	296
Other Income/(Expenses):		
Incentive Compensation Plans	0	(53)
Interest Expense	(313)	(288)
Interest Income	<u>0</u>	<u>2</u>
Net Income/(Loss) Before Discontinued Operations	274	(43)
Discontinued Operations	<u>(1,594)</u>	<u>384</u>
Net Income/(Loss)	<u><u>(\$1,320)</u></u>	<u><u>\$341</u></u>



Trans National Communications International, Inc.
 Statements of Cash Flows
 Years Ended December 31
 (in thousands)

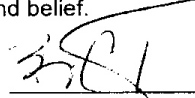
	2003	2002 <i>(As Restated)</i>
Operating Activities:		
Net Income/(Loss)	<u>(\$1,320)</u>	<u>\$341</u>
Reconciliation To Cash Flow:		
Depreciation And Amortization	1,175	1,338
Change In:		
Accounts Receivable	1,583	(1,474)
Other Current Assets	(51)	(116)
Accounts Payable And Accrued Expenses	(558)	(212)
Due From Affiliated Company	<u>42</u>	<u>48</u>
Total Adjustments	<u>2,191</u>	<u>(416)</u>
Net Cash Provided By/(Used In) Operating Activities	<u>871</u>	<u>(75)</u>
Cash Flows From Investing Activities:		
Purchase Of Fixed Assets	(253)	(264)
Other Assets	<u>(714)</u>	<u>(844)</u>
Net Cash Used In Investing Activities	<u>(967)</u>	<u>(1,108)</u>
Cash Flows From Financing Activities:		
Proceeds from Capital Contributions	1,000	0
Due From Affiliated Company	(1,000)	0
Borrowings	0	130
Loan Repayments	<u>(40)</u>	<u>(173)</u>
Net Cash Used In Financing Activities	<u>(40)</u>	<u>(43)</u>
Net Decrease In Cash And Cash Equivalents	(136)	(1,226)
Cash And Cash Equivalents, Beginning	<u>303</u>	<u>1,529</u>
Cash And Cash Equivalents, Ending	<u><u>\$167</u></u>	<u><u>\$303</u></u>

OFFICER'S VERIFICATION

VERIFICATION

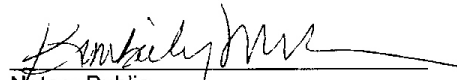
STATE OF Massachusetts)
)
COUNTY OF Suffolk)

I, Brian C. Twomey, being first duly sworn, state that I am the President of Trans National Communications International, Inc., Applicant herein; that I am authorized to sign this Verification on Applicant's behalf, that I have reviewed the matters set forth in the Application, and that the statements set forth therein are true to the best of my knowledge and belief.



Name: Brian C. Twomey
Title: President, TNCII

Sworn to and subscribed before me this 18th day of Oct 2004.



Notary Public

My Commission Expires
June 9, 2006