Docket No. A-2019-3012426 Utility Code: 1122516

Rosemary Chiavetta, Secretary Pennsylvania Public Utility Commission 400 North Street Harrisburg, PA 17120

RE: Electric Generation Supplier License Application

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SEP 3 0 2019

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Dear Ms. Rosemary Chiavetta.

On September 12, 2019, TMGES, INC., was in receipt of your certified mail dated, September 6, 2019. Thank you for accepting our initial application for an Electric Generation Supplier license. Thank you furthermore for the incomplete status notification. We understand that in order for The Energy Industry Group to complete the analysis of our application, we have to answer 7 questions listed below:

- 1. Reference Application, Section 1 .e, Customer Complaints Contact Info Applicant failed to list an email address for both complaints and customer service representatives. The application requires the full contact information for a primary and an alternate contact. Please provide an updated application page with the appropriate corrections.
 - a. See Exhibit A
- Reference Application, Section 2.b, Certificate of Incorporation Applicant failed to provide signed and dated Articles of Incorporation or Incorporation Application Documentation. Please provide missing documentation.
 - a. See Exhibit B
- 3. Reference Application, Section 2.b, Chief Officers Applicant failed to provide its chief officers names and addresses. Please provide an updated application page with the requested information.
 - a. See Exhibit C
- 4. Reference Application, Section 3.a and 3.b, Affiliates and Predecessors Throughout the Application, the Applicant mentioned Ananta Energy Source. If Ananta Energy Source was the Applicant's previous name, provide the Applicant's name change documentation. If not, please explain the Applicant's relationship with Ananta Energy Source.
 - a. See Exhibit D
- Reference Application, Section 7.b, Financial Fitness Applicant failed to provide sufficient
 documentation to demonstrate financial fitness. Please provide financial fitness documentation
 that includes two recent consecutive years of financial statements and three recent consecutive
 months of bank statements.
 - a. See Exhibit E
- 6. Reference Application, Section 8.b, c, d, Technical Fitness Applicant failed to sufficiently explain its Oversight of Marketing. Please explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors. Please provide an updated application page with the appropriate corrections.
 - a. See Exhibit F
- Reference Application, Section 11, Affidavits The Affidavits submitted are incorrect. Please
 make sure to correctly put the Affiant (Merrill Mangalasseril) and the Name of the Applicant

Docket No. A-2019-3012426 Utility Code: 1122516

(TMGES, INC.) in for appropriate blanks in each Affidavit. Please resubmit the Application Affidavit and the Operations Affidavit with the appropriate corrections.

a. See Exhibit G

I, Merrill Mangalasseril, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. § 4904 (relating to unsworn falsification to authorities.)"

Date: 9/30/2019

Merrill Mangalasseril – CEO

TMGES, Inc.

6580 Berrywood Ln.

Downers Grove, IL 60516

D: 630.677.7499

E: merrillm@goananta.com

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Version Revised 03/08/18

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UBLIC UTILITY COMMISSION SECRETARY'S BUREAU SEFORE	I LE LENNOI LANIA	PUBLIC UTILIT	1 COMMISSION

Application of TMGES, Inc.	, d/b/a	, for approval to offer, render
furnish, or supply electricity or electric	generation services as a(n)_	[as specified in item #4b below] to the public in
the Commonwealth of Pennsylvania (Pennsylvania).	

To the Pennsylvania Public Utility Commission:

1. IDENTIFICATION AND CONTACT INFORMATION

a. IDENTITY OF THE APPLICANT: Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant:

Merrill Mangalasseril

TMGES, Inc., dba Ananta Energy Source

Web Address: goananta.com

Primary Address: 6580 Berrywood Lane, Downers Grove, IL 60516

Phone: (630) 677 677-7499

b. PENNSYLVANIA ADDRESS / REGISTERED AGENT: If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical location within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within Pennsylvania.

Secondary Office

Address: 1430 Walnut Street, Philadelphia, PA 19102

Phone: (630) 677-7499 Fax: (888)281-3749

c. REGULATORY CONTACT: Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application should be addressed.

Name: Merrill Mangalasseril

Title: CEO

Title: CEO Address: 6580 Berrywood Lane, Downers Grove, IL 60516 Phone: (630) 677-7499 Fax: (888) 281-3749 Email: merrillm@goananta.com

d. ATTORNEY: Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

Applicant is not using an attorney

e. CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS: (Required of ALL Applicants) Provide the name, title, address, telephone number, FAX number, and e-mail OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED) responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSs.

Name: Merrill Mangalasseril

Title: CEO Address: 6580 Berrywood Lane, Downers Grove, IL 60516

Phone: (630) 677-7499 Fax: (888) 281-3749

Email: merrillm@goananta.com

Name: Drew Pickering Title: Operation Architect and CTO Phone: (414) 732-4869
Fax: (888) 281-3749
Email: drew@goananta.com

Exhibit B - Reference Application, Section 2.b, Certificate of Incorporation FORM **BCA 2.10** (rev. Dec. 2003) ARTICLES OF INCORPORATION **Business Corporation Act** Jesse White, Secretary of State Department of Business Services 501 S. Second St., Rm. 350 Springfield, IL 62756 217-782-9522 217-782-6961 www.cyberdrivellinois.com Remit payment in the form of a cashier's s check FILED: 10/25/2011 JESSE WHITE SECRETARY OF STATE See Note 1 on back to determine fees. 25,00 6808-410-5 175.00 File # Filing Fee: \$150 Franchise Tax \$ ---- Type or Print clearly in black ink --- Do not write above this line Submit in duplicate — 1. 'Corporate Name: _ THEES, INC. The Corporate Name must contain the word "Corporation," "Company," "incorporated," "Limited" or an abbreviation thereof. MERRILL IMULALASS ERIC 2. Initial Registered Agent: _ Middle Initial First Name 304. S. INDIANA 1601 Initial Registered Office: Suite No. (P.O. Box alone is unaccontable) Number 3. Purposes(s) for which the Corporation is Organized: To PROMOTE AND TROVIDE ENERGY If more space is needed, attach additional sheets of this size. MANAL EMENT The transaction of any or all lawful businesses for which corporations may be incorporated under the Illinois Business Corporation Act. 4. Paragraph 1 — Authorized Shares, Issued Shares and Consideration Received: Number of Shares Number of Shares Consideration to be Authorized Received Therect Proposed to be Issued Class

TOTAL = 1.000

000

Paragraph 2 — The preferences, qualifications, limitations, restrictions and special or relative rights in respect of the shares of each class are:

If more space is needed, attach additional sheets of this size.

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(cont. on back)

Exhibit B - Reference Application, Section 2.b, Certificate of Incorporation ITEMS 5, 6 AND 7 ARE OPTIONAL

b. N	lumber of Directors lames and Address essors are elected	es of persons ser					nareholde	rs or until their suc-
	Name	• •	Addres		•		City, State	a, ZIP
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nay only NOTE: If	es must be in BLA be used on confe a corporation acts be execution shall b	ormed copies. as incorporator, t	he name of the	corporation	on and the state	e of incom	oration sl	nall be shown and
	Fee Schedule: itial franchise tax is				ent 7	e 2 – Re Mu En	JERLY	SOURCE
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(\$1.50 minima • The fill	um initial franchiso	tax is \$25.)			М	01 5.11	Attention	ANE SUITES

File Number

6808-410-5



To all to whom these Presents Shall Come, Greeting:

I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of Business Services. I certify that

ATTACHED HERETO IS A TRUE AND CORRECT COPY, CONSISTING OF 2 PAGE(S), AS TAKEN FROM THE ORIGINAL ON FILE IN THIS OFFICE FOR TMGES, INC..



In Testimony Whereof, I hereto set my hand and cause to be affixed the Great Seal of the State of Illinois, this 13TH day of AUGUST A.D. 2019.

Authentication #: 1922501349 verifiable until 08/13/2020.
Authenticate at: http://www.cyberdriveillinois.com

ac while

SECRETARY OF STATE

Exhibit C - Reference Application, Section 2.b, Chief Officers

The	Applic ant is a:
$\mathbf{\overline{\Delta}}$	domestic corporation (15 Pa. C.S. §1308) foreign corporation (15 Pa. C.S. §4124) domestic limited liability company (15 Pa. C.S. §8913) foreign limited liability company (15 Pa. C.S. §8981) Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.
- Give name and address of officers.

Merrill Mangalasseril Chief Executive Officer 6580 Berrywood Ln. Downers Grove, IL 60516

3. <u>AFFILIATES AND PREDECESSORS</u>

(both in state and out of state)

a. AFFILIATES: Give name and address of any affiliate(s) currently doing business and state whether the affiliate(s) are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

No affliates, but TMGES, INC., is doing business as Ananta Energy Source in Illinois where we have applied for 12/13/2015 and were awarded the fictitious name certificate 12/31/2015 - attached herein you will find the receipt and a recent certificate of good standing for Ananta Energy Source.

b. PREDECESSORS: Identify the predecessor(s) of the Applicant and provide the name(s) under which the Applicant has operated within the preceding five (5) years, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

Ananta Energy Source is TMGES, INC d/b/a and currently operates out of the following address: 6580 Berrywood Ln.
Downers Grove, IL 60516
www.goananta.com
630.677.7499

Exhibit D - Reference Application, Section 3.a and 3.b, Affiliates and Predecessors

The	Applicant is a:
$\mathbf{\overline{\Delta}}$	domestic corporation (15 Pa. C.S. §1308) foreign corporation (15 Pa. C.S. §4124) domestic limited liability company (15 Pa. C.S. §8913) foreign limited liability company (15 Pa. C.S. §8981) Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.
- Give name and address of officers.

Merrill Mangalasseril Chief Executive Officer 6580 Berrywood Ln. Downers Grove, IL 60516

AFFILIATES AND PREDECESSORS 3.

(both in state and out of state)

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Ananta Energy Source is TMGES, INC d/b/a and currently operates out of the following address: 6580 Berrywood Ln. Downers Grove, IL 60516 www.goananta.com 630.677.7499

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Exhibit D - Reference Application, Section 3.a and 3.b, Affiliates and Predecessors



Please print this receipt for your records.

Your application to adopt a corporate Assumed Name has been received and payment processed. Please allow 24 hours for the processing of your application. (Excluding weekends and holidays)

After the 24 hour period you can review the status of your submission by entering the Packet Number and Authorization Number at the following Web address: http://www.ilsos.gov/corpassumednameadoption/document.

The document created in the status review step above is provided as a PDF file. You must have a recent version of the Adobe Acrobat Reader software properly installed and configured in order to view and print your corporation Assumed Name filing. If you are not sure if you have the correct setup <u>you may click this link to verify Adobe Acrobat Reader</u>. If you do not have the free <u>Adobe Reader software</u> please download and install it before continuing.

If you are still experiencing problems retrieving your document please forward the email receipt from your transaction to webmaster@ilsos.net with a brief description of the problem.

File Number: 68084105

Proposed Name: ANANTA ENERGY SOURCE

Total Fee: \$204.70

Packet Number: 1451494558756987

Authorization Number: 00968G

Payment Date: 12-30-2015

Payment Type: CREDIT CARD

BACK TO CYBERDRIVEILLINOIS.COM HOME PAGE

File Number

6808-410-5



To all to whom these Presents Shall Come, Greeting:

I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of Business Services. I certify that

TMGES. INC., A DOMESTIC CORPORATION, INCORPORATED UNDER THE LAWS OF THIS STATE ON OCTOBER 25, 2011, ADOPTED THE ASSUMED NAME ANANTA ENERGY SOURCE ON DECEMBER 31, 2015, APPEARS TO HAVE COMPLIED WITH ALL THE PROVISIONS OF THE BUSINESS CORPORATION ACT OF THIS STATE RELATING TO THE PAYMENT OF FRANCHISE TAXES, AND AS OF THIS DATE, IS IN GOOD STANDING AS A DOMESTIC CORPORATION IN THE STATE OF ILLINOIS.



In Testimony Whereof, I hereto set

my hand and cause to be affixed the Great Seal of the State of Illinois, this **16TH**

day of

JUNE

A.D. 2019 .

Authentication #: 1916700538 verifiable until 06/16/2020 Authenticate at: http://www.cyberdriveillinois.com

SECRETARY OF STATE

8. TECHNICAL FITNESS:

To ensure that the present quality and availability of service provided by electric utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided.

- a. EXPERIENCE, PLAN. STRUCTURE: such information may include:
 - Applicant's previous experience in the electricity industry.
 - Summary and proof of licenses as a supplier of electric services in other states or jurisdictions.
 - Type of customers and number of customers Applicant currently serves in other jurisdictions.
 - Staffing structure and numbers as well as employee training commitments.
 - Business plans for operations within the Commonwealth.
 - Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.
 - Any other information appropriate to ensure the technical capabilities of the Applicant.

b.	PROP	OSED MARKETING METHOD (check all that apply)
	ල අරටශ්	Internal – Applicant will use its own internal resources/employees for marketing External EGS – Applicant will contract with a PUC LICENSED EGS broker/marketer Affiliate – Applicant will use a NON-EGS affiliate marketing company and or individuals. External Third-Party – Applicant will contract with a NON-EGS third party marketing company and or individuals Other (Describe):
c.	DOOR	TO DOOR SALES: Will the Applicant be implementing door to door sales activities?
	A D	Yes No
		If yes, will the Applicant be using verification procedures?
		Yes No
		If yes, describe the Applicant's verification procedures. RECEIVED

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d. OVERSIGHT OF MARKETING: Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

To elaborate on TMGES, INC., methods we will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors, it's best to start with our policy of, "open-book pricing." As Principal and founder of TMGES, Inc., Mertil Mangalasseri instituted a policy of disclosing our margin to our clients from A to Z. Our average margin on our entire book (550-commercial accounts) is approximately 2.5 mfs (als \$0.0025/kWh), and to ensure that no subcontractors, or employees are gouging anti/or inflating customers, every single energy contract is reviewed by Principal, Mangalasserii. We are not a high outsomer acquisition company. This December, 2019 will mark 8 years in business, and when we come across our 600th commercial client in 8 years, that means we're averaging a healthy 75 clients a year, and given our approach, we've been yielding a 97% retention on existing clients. To reiterate, TMGES, Inc., is a small company with only two employees: (1) Principal, Mertil Mangalasseril and (2) Operations Architect, Drew Pickeringon, Currently, we are working with 5 subcontractors, in which, 4 of 5 are categorized as seasonal Referral Partners; however, as stated in Staffing Structure section, one of our subcontractors, Rintu Philip, has been with TMGES, Inc., for 4 years, and once again, all of his 190+ commercial clients were all reviewed by Principal, Mangalasseril.

Our policy of open-book pricing also maintains transparency between our subcontractors and employees. When they are aware of the gross margin, they are involved and CC'd in emails directly with our Channel Partners at their respective suppliers, so when an energy agreement is booked, our subcontractors are also CC'd on the booking receipt and commission statements, we disclose it all to our subcontractors, so this ensures that if there are any discrepancies, we can address them instantly and in many cases it's normally a supplier missing a payment, or an entity, it doesn't happen often, but does happen and is taken care of in swift and efficial manner.

 OFFICERS: Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

Merrill Mangalasseril, CEO Drew Pickering, Operations Architect and CTO

f.	FERC	FERC FILING: Applicant has:		
		Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.		
	σ,	Received approval from FERC to be a Power Marketer at Docket or Case Number		
	A	Not applicable		

9. DISCLOSURE STATEMENTS:

Disclosure Statements: If proposing to serve Residential and/or Small Commercial (under 25 kW) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix J to this Application.

 Electricity should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated.
 Penalties and procedures for ending contracts should be clearly communicated.

Not applicable for an applicant applying for a license exclusively as a broker/marketer.

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. PJM LOAD SERVING ENTITY REQUIREMENT: As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:
 - proof of registration as a PJM Load Serving Entity (LSE), or
 - proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

Exhibit G - 7. Reference Application, Section 11, Affidavits Appendix A

APPLICATION AFFIDAVIT

[Commonwealth/State] of	·
	: ss.
County of Franklin	:
MERRIUL MANGALASSEC Affiant, being duly [sworn/af	firmed] according to law, deposes and says that:
[He/she is the <u>HANGALASSEPIL</u> (Office of Affiant)	of TMGES, / NX. (Name of Applicant);]
[That he/she is authorized to and does make this affidavit for	or said Applicant;]
That the Applicant herein <u>TMAES</u> , /w. has the burden demonstrating its technical and financial fitness to be licensed as 2809 (B).	of producing information and supporting documentation an electric generation supplier pursuant to 66 Pa. C.S. §
That the Applicant herein <u>IMG ES INC.</u> has answered to completely and provided supporting documentation as required.	the questions on the application correctly, truthfully, and
That the Applicant herein <u>TMGES</u> , /w. acknowledges answer to questions on this application and contained in supporting	that it is under a duty to update information provided in ag documents.
That the Applicant herein <u>IMGES IMC.</u> acknowledges the in answer to questions on this application and contained in support	nat it is under a duty to supplement information provided ring documents as requested by the Commission.
That the facts above set forth are true and correct to the best of his expects said Applicant to be able to prove the same at hearing.	s/her knowledge, information, and belief, and that he/she
Signature	of Affiant
Sworn and subscribed before me this 30 day of	September 2019.
	administering oath
Signature of official My commission expires 11, 2022	administering oath

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Appendix B

OPERATIONS AFFIDAVIT

	[Commonwealth/State] of :
	: ss.
	County of Franklin:
R	EZZILL MANGALASSERIL , Affiant, being duly [sworn/affirmed] according to law, deposes and says that:
	[He/she is the MANKANASSERIL (Office of Affiant) of TMGES, INC. (Name of Applicant);]
	[That he/she is authorized to and does make this affidavit for said Applicant;]
	That <u>TMGES</u> , <u>IMC.</u> , the Applicant herein, acknowledges that [Applicant] may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.
	That MGES / C., the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render electric service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.
	That
	As provided by 66 Pa. C.S. §2810 (C)(6)(iv), Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source

Pennsylvania Public Utility Commission.

of the information, and shall consent to the Department of Revenue providing that information to the

7. Reference Application, Section 11, Affidavits

Appendix B (Continued)

That <u>TMGES</u> / NC., the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.
That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.
That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief. Signature of Affiant
Sworm and subscribed before me this 30th day of September , 20 19. Signature of official administering oath
My commission expires 11, 2022

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Serving you for more than 100 years

United Parcel Service.

e subject to the rules relating to fiability and other terms and/or conditions established by the Convention for the Unification of Certain Rules Relating to International Carriage by Air (the "Warsaw Convention") and/or

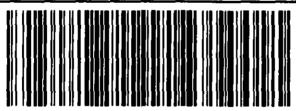
about our Pr MANGALASSERIL (630) 677-7499 TMGES,INC 5759 MIDDLEHAM LANE NEW ALBANY CH 43654

Visitheups

LBS LTR 1 SHP WT: LTR DATE: 30 SEP 5 2019

ROSEMARY CHIAVETTA, PENNSYLVANIA PUBLIC 400 NORTH ST SECRETARY UTILITY

ISBURG



BILLING: P/P

13.00H ZZP 450 15.5U 07/2019



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han 8 oz. will he hilled hy weight.

xess Envelope must weigh 8 oz. or less.