

# CTA Associate Members

## Company Listings

### ADC Telecommunications

Telephone: 314-378-5450

Website: <http://www.adc.com>

Contact (s): Joe Lafser – ADC  
Sr. Account Manager -- MO, KS, CO, AR, OK  
678 Lind Rd. St. Louis, MO 63125  
Telephone: 314-378-5450  
Email: [joe.lafser@adc.com](mailto:joe.lafser@adc.com)

Marcia Harsh  
13625 Technology Dr. P.O. Box 1101 Eden Prairie, MN 55344  
Telephone: 952-917-0359 Fax: 952-917-0640  
Email: [marcia.horsch@adc.com](mailto:marcia.horsch@adc.com)

**Products/Services:** ADC is The Broadband Company TM. ADC offers high-quality, value added solutions of network equipment, software and systems integration services that enable communications service providers to deliver high-speed Internet, data, video and voice services to consumers and businesses worldwide. ADC (Nasdaq: ADCT) has sales into nearly 90 countries. Learn more about ADC Telecommunications, Inc. at [www.adc.com](http://www.adc.com). Tel: 1-800-366-3891

### Alcatel - Lucent

Website: <http://www.alcatel-lucent.com/>

Contact(s): Alan Varley  
Alcatel-Lucent Program Manager, Americas Marketing  
3400 West Plano Pkwy. M/S 660-005 Plano, TX 75075  
Email: [alan.varley@alcatel-lucent.com](mailto:alan.varley@alcatel-lucent.com)  
Telephone: 972-477-0364

J. David Thomson  
Alcatel-Lucent Account Manager - Strategic Accounts  
3455 Redwing Dr. Naperville, IL 60564  
Email: [jdthomson@alcatel-lucent.com](mailto:jdthomson@alcatel-lucent.com)  
Phone: 630-922-9077 Mobile: 630-258-9284

**Products/Services:** Alcatel provides communications solution carriers, Internet service providers and enterprises for video applications to their customers or employees.

## CTA Associate Members (cont.)

### Alexicon Telecommunications Consulting

2055 Anglo Dr. - Suite 201                      Colorado Springs, CO 80918  
Telephone: 719-531-6342                      Fax: 719-531-0788  
Website: <http://www.alexicon.net>

Contact (s): Rob Strait  
Email: [rob@alexicon.net](mailto:rob@alexicon.net)

Doug Kitch  
Email: [doug@alexicon.net](mailto:doug@alexicon.net)

**Products/Services:** Alexicon provides financial, management and regulatory consulting services to independent telecommunications carriers nationwide.

### Alloptic, Inc.

2301 Armstrong St.                      Livermore, CA 94951  
Telephone: 303-807-3970 / 303-816-5520                      Fax: 303-816-5521  
Website: <http://www.alloptic.com>

Contact (s): Paul Nolin  
Email: [paul.nolin@alloptic.com](mailto:paul.nolin@alloptic.com)

**Gloria in accounts payable: 925-245-7695**

**Products/Services:** Alloptic offers a complete suite of central office and customer premise equipment that simplifies the deployment of highly scalable Fiber-to-the-Home, Business, and Multi-Dwelling Unit (MDU) applications. Alloptic's Gigabit Ethernet Passive Optical Network (GEPON) solution offers an industry standard topology, quality of service, economics, interoperability, ease of use, and virtually unlimited bandwidth required to deliver today and tomorrow's voice, video and data services.

### Altaling Telecom USA, Inc.

3800 Grand Mesa Dr.                      Montrose, CO 81403  
Telephone: 970-252-0251

Contact (s): Bill Dutcher

**Products/Services:** AltaLinQ Inc. has partnered with industry leaders to bring innovative new products to our customers for their "networks in transition." Our four major transition areas are high speed access networking, new leading edge energy solutions, security and control for the cable plant, transitioning network management to "IP." AltaLinQ's product portfolio consists of leading-edge technology products designed to meet the demand of our customers' future networks:

Energy Solutions  
Broadband IP Access Systems  
Cable Systems  
Customer Communications Software  
Integrated Network Management  
Remote Monitoring

## CTA Associate Members (cont.)

### American Power Systems, LLC

26507 79th Ave. South                      Kent, WA 98032  
Telephone: 800-395-0639                      Fax: 253-852-5104  
Website: <http://www.americanpowersystems.com>

Contact (s): Verle Guthrie  
8160 Blakeland Dr. - Unit E                      Littleton, CO 80125  
Telephone: 720-348-1999                      Fax: 720-348-9682  
Email: [verleguthrie@ampowersys.com](mailto:verleguthrie@ampowersys.com)

**Products/Services:** APS is a Master Battery and DC Power distributor for C&D, East Penn Unigy, Power Battery and Sterling Battery. DC Power by C&D, Marconi, Valere, Eltek, Peco. We also provide EF&I services from our three locations in Kent WA, Irvine CA, and Littleton CO.

### American Products, LLC

597 Evergreen Rd.                      Strafford, MO 65757  
Telephone: 417-736-2135                      Fax: 417-736-9355  
Website: <http://www.amprod.us>

Contact (s): Matt Calton  
Email: [mcalton@amprod.us](mailto:mcalton@amprod.us)

**Products/Services:** American Products manufactures Telecommunications Enclosures, Fiber Distribution Products, and Equipment Shelters. With complete in-house engineering and production capabilities, we respond quickly to your needs, providing the service and quality you expect. From industry-standards to custom-designs, our products are manufactured to ISO 9001 standards, and our built to NEMA and GR-487 standards.

### Another Technical Option (ATO)

5765 West 52nd Ave.                      Denver, CO 80212  
Telephone: 303-940-6111                      Fax: 303-940-6110  
Website: <http://www.atoincorp.com>

Contact (s): Gary Beaver  
Email: [garyb@atoincorp.com](mailto:garyb@atoincorp.com)

Ron Graff  
Email: [rong@atoincorp.com](mailto:rong@atoincorp.com)

**Products/Services:** Small to medium power plants; battery racks; battery trays; busbars; cable assemblies; GS batteries(Japan Storage Battery); China Storage (CSB); Enersys (Powersafe, Hawker); engineering; installation; battery testing; power disconnects; power strips. ATO can handle any of your small power needs.

## CTA Associate Members (cont.)

### Brocade Communications Corp.

8101 East Prentice Ave. – Suite 1175                      Englewood, CO    80111  
Telephone: 303-489-1092                      Fax: 303-357-9079  
Website: <http://www.brocade.com>

Contact (s): Jim Rader  
Email: [jrader@brocade.com](mailto:jrader@brocade.com)

**Products/Services:** Distributor Brocade is an industry leader in networking solutions and services that enable organizations to manage their most vital information assets. Today most of the world's data flows through Brocade equipment and data center networks built on Brocade Technology.

Brocade best-in-class solutions help enterprises and service providers build reliable, high-performance IP infrastructures, laying the foundation for next-generation applications. Brocade solutions help organizations maintain a competitive advantage by enabling networks that scale at the speed of business.

Using Brocade solutions, service providers can achieve more competitive service pricing, increased profitability via high margin services and faster return on investment.

### Butler Communications

625 Feise Rd.                      O'Fallon, MO    63366  
Telephone: 800-824-1056 / 636-980-1847                      Fax: 636-272-4247  
Website: <http://www.butlersupply.com>

Contact (s): Don Graveman  
Telephone: 314-422-6351  
Email: [dgraveman@butlersupply.com](mailto:dgraveman@butlersupply.com)

**Products/Services:** Distributor of Wire, Cable and Supplies for O.S.P. and C.O.

### Calix

1035 N. McDowell Blvd.                      Petaluma, CA    94954  
Telephone: 707-766-3000                      Fax: 707-283-3100  
Website: <http://www.calix.com>

Contact (s): Mark Roskelley (Account Mgr.)  
Telephone: 707-766-3075                      Fax: 707-283-3075  
Email: [mark.roskelley@calix.com](mailto:mark.roskelley@calix.com)

Cory Polman (Regional Sales Manager – Calix)  
16305 36th Ave. North - Suite 300                      Minneapolis, MN    55446  
Telephone: 763-268-3347                      Fax: 763-268-3301  
Email: [cory.polman@calix.com](mailto:cory.polman@calix.com)

**Products/Services:** Calix is a leading supplier of packet-based access systems to communications service providers. Calix access systems enable an array of information, communication, and entertainment services over fiber and copper networks. Calix solutions help communications service providers transform their networks from circuit to packet, narrowband to broadband, and increasingly deep fiber.

## CTA Associate Members (cont.)

### CellStream, Inc. – Telecom and Network Consulting/Training

9812 Zembriski Drive                      Plano, TX 75025  
Telephone: 866-659-1014              Fax: 866-659-1014  
Website: <http://www.cellstream.com>

Contact (s): Lou Gonzales (Sales)  
Andrew Walding (Consultant)

Products/Services:

### CCI Systems

105 Kent Street                      Iron Mountain, MI 49801  
Telephone: 800-338-9299              Fax: 906-774-9120  
Website: <http://www.ccisystems.com>

Contact (s): Michael Lynch  
Telephone: 906-282-3838

**Products/Services:** CCI Systems designs, builds and integrates communication networks. With over 50 years of experience engineering, construction, and integrating complex networks, CCI Systems has the unique expertise required to deliver carrier-class, turnkey solutions for all network platforms.

### CHR Solutions, Inc.

Southwest Corporate Center              9700 Bissonnet – Suite 2800              Houston, TX 77036  
Telephone: 713.995.4778              Fax: 281.754.9170  
Website: <http://www.chrsolutions.com>

Contact (s): Courtney Deinert (Marketing Coordinator)  
1515 North Sanborn Blvd.              Mitchell, SD 57301  
Telephone: 605-995-6836              Fax: 605-995-2577

**Products/Services:** CHR Solutions helps clients increase revenue, control costs, improve operations, manage risk, and align technology. Telecommunications expertise includes strategic business planning; next-generation network design and implementation services; quad-play cable, video, data, wireless services; business compliance, regulatory and provisioning services, financial services including toll cost and USF studies; marketing and association management services; operations assessments and CSR training; and business continuity/network security assessments. CHR Solutions offices are located in Austin, Dallas, Houston, Lubbock, and Minneapolis.

## CTA Associate Members (cont.)

### Ciena

10650 Jaguar Point Littleton, CO 80124

Website: <http://www.ciena.com>

Contact (s): Todd Murphy

Telephone: 720-475-1214 Mobile: 303-818-1103

Email: [tumurphy@ciena.com](mailto:tumurphy@ciena.com)

Jean Shipley

1201 Winterson Rd. Linthicum, MD 21090

Telephone: 410-865-8932 Mobile: 410-693-5264 Fax: 410-865-8929

Email: [jshipley@ciena.com](mailto:jshipley@ciena.com)

### Cisco Systems, Inc.

105 S. 197<sup>th</sup>

Elkhorn, NE 68022

Telephone: 831-461-8246

Fax: 831-461-8246 (call first)

Website: <http://www.cisco.com>

Contact (s): Todd Willenborg

Telephone: 402-964-6418

Email: [Twillenb@cisco.com](mailto:Twillenb@cisco.com)

**Products/Services:** Cisco Systems, Inc., is the worldwide leader in networking for the internet. Service providers use Cisco hardware, software, and service offerings to deploy services, build networks, accelerate demand, and optimize business.

Deploy Services: Layer existing and new services to develop revenue growth and shorten time to market.

Build Networks: Build intelligent, extensible, and efficient packet infrastructures for lower total costs of ownership (TCO).

Accelerate Demand: Through the Cisco Powered Network program, Cisco connects organizations of all sizes to service provider services to help expand your customer base.

Optimize Business: Cisco provides expertise to support business and network transitions, improve operational efficiencies, and address fundamental business challenges.

### Clearfield, Inc.

Formerly APA Cables & Networks

5480 Nathan Lane - Suite 120

Plymouth, MN 55442

Telephone: 800-422-2537

Website: <http://www.clearfieldconnection.com/>

Contact (s): Matt Quillin (Regional Sales Manager)

Email: [mquillin@clfd.net](mailto:mquillin@clfd.net)

**Products/Services:** Clearfield, Inc. formerly APA Cables & Networks, designs and manufactures the FieldSmart fiber management platform. Based upon the patented Clearview Cassette, FieldSmart ensures the critical principles of fiber management are satisfied and virtually eliminates exposure to environmental hazards or human interaction. Clearfield is a public company, traded on Nasdaq:CLFD.

## CTA Associate Members (cont.)

### CoBank

5500 S. Quebec St. Greenwood Village, CO 80111  
Telephone: 800-542-8072 ext. 04191 Fax: 720-528-6261  
Website: <http://www.cobank.com>

Contact (s): Lennie Blakeslee  
Telephone: 303-740-4191 / 800-542-8072 ext. 04191 Fax: 720-528-6281  
Email: [gblakeslee@cobank.com](mailto:gblakeslee@cobank.com)

Heather Thompson -- Marketing Coordinator  
Communications Division -- CoBank  
Telephone: 303-740-6527 / 800-542-8072 ext. 06527 Fax: 303-224-2534

**Products/Services:** CoBank provides financial solutions for rural America. With \$3 billion in committed to 220 rural communications companies nationwide, CoBank offers a wide range of financing services for upgrading facilities and acquisitions to leasing and cash management services. With \$30 billion in assets, CoBank provides financing services to rural communications, energy, water and agribusiness companies. CoBank has a national office in Denver and 12 additional offices across the United States.

### Codale Electric Supply

362 South Commerce Loop 1325 West Orem, UT 84058  
Telephone: 505-693-5447  
Website: <http://www.codale.com>

Contact (s): Brett Carter  
5225 W. 2400 South West Valley, UT 84119  
Telephone: 801-975-5542 / 801-977-8833  
Email: [Brett@codale.com](mailto:Brett@codale.com)

**Products/Services:** Distributor for OSP products, utility products, and electrical products.

## CTA Associate Members (cont.)

### CommSoft (Communications Software Consultants, Inc.)

96 Thompson Hill Rd. Rensselaer, NY 12144

Telephone: 518-431-7500

Website: <http://www.commsoft.net>

Contact (s): Jodie Wilson (Sales Coordinator)

Telephone: 518-720-3708 Fax: 518-720-3713

Email: [Jodie.wilson@commsoft.net](mailto:Jodie.wilson@commsoft.net)

### Corning Cable Systems

15954 Mur-Len - Suite 215 Olathe, KS 66062

Telephone: 913-707-0060

Website: <http://www.corningcablesystems.com>

Contact (s): Terri Taylor

Email: [Terri.Taylor@corning.com](mailto:Terri.Taylor@corning.com)

**Products/Services:** Corning Cable Systems offers the broadest range of end-to-end fiber optic and copper product solutions for customers' telecommunications networks. Our customer-focused solutions include cables, connectors, and related hardware, and network services that include network design, project management, installation and maintenance, equipment rental and training programs.

### CORE Telecom Systems

1131 North Warson Rd. St. Louis, MO 63132

Telephone: 888-375-8826 Mobile: 281-788-9838

Website: <http://www.coretelecom.net>

Contact(s): Scott Boarman

Email: [sboarman@coretelecom.net](mailto:sboarman@coretelecom.net)

**Products/Services:** CORE Telecom Systems provides secondary equipment as well as new equipment. We can provide everything from a line card to a complete fiber loop, repair services, and installation services. We are a distributor for Valere Power Systems, Wilcom Pots Splitters and Test Equipment, Northstar Batteries, Majorpower Inverters, Kurth Test Sets, Forcecom Modems, and Platinum Tools. CORE Telecom Systems, "Where Economics and Technology Connect."

### Dean, Dunn & Phillips LLC

650 S. Cherry Street, Suite 620 Denver, CO 80246

Telephone: 303-756-6744 Fax: 303-756-7231

Website: <http://www.lawatddp.com>

Email: [firm@lawatddp.com](mailto:firm@lawatddp.com)

Contact (s): James B. "Jim" Dean

Email: [jim@lawatddp.com](mailto:jim@lawatddp.com)

**Products/Services:** Legal Services

## CTA Associate Members (cont.)

### Dialogic, Inc.

1515 Route 10 Parsippany, NJ 07054

Website: <http://www.dialogic.com>

Contact (s): Larry Mercer

Telephone: 303-670-0496 Mobile: 303-818-1169

Email: [larry.mercer@dialogic.com](mailto:larry.mercer@dialogic.com)

**Products/Services:** Dialogic provides multimedia products including TDM, voice, fax, conferencing, IVR, VRU, HMP, video, signaling and transcoding media gateway products.

### Digital Gardener LLC.

Telephone: 303-217-8348 Mobile: 303-746-6328 Fax: 303-474-6255

Contact (s): William Walker (President)

Email: [wwalker@digitalgardener.net](mailto:wwalker@digitalgardener.net)

Products/Services:

### Dillie & Kuhn, Inc.

2875 Akers Dr. Colorado Springs, CO 80922

Telephone: 719-591-9900 Fax: 719-591-9915

Contact (s): Larry Dillie

Brad Kuhn

Email: [bkuhn@DKTelecom.nem](mailto:bkuhn@DKTelecom.nem)

**Products/Services:** Outside plant contractor: Copper - Fiber - Telephone contractor - Engineering - Placing - Splicing - Testing - Maintenance - Aerial - Buried - Plowing - Directional Drilling - Trenching - Conduit Man Holes. REA/RUS approved.

### EchoStar

100 Inverness Terrace East Englewood, CO 80112

Telephone: 303-706-4040 Fax: 303-514-7453

Website: <http://www.echostarviptv.com>

Email: [viptv@echostar.com](mailto:viptv@echostar.com)

Contact (s): Renea Ihrke (Inside Sales Manager)

Telephone: 303-796-4425

**Products/Services:** EchoStar's ViP-TV is an IPTV solution providing 300+ channels of popular programming to telcos that want to be successful in the IP triple play. Programming is delivered to a small-scale, low-cost receive headend in MPEG-4 constant bit rate multicast streams. ViP-TV provides the option to include local programming.

## CTA Associate Members (cont.)

### Echo Labs LLC dba Digital Gardener LLC

Digital Gardner 14 Inverness Drive East – Suite D136 Englewood, CO 80112  
Telephone: 303-217-8348 Fax: 303-847-4583  
Website: <http://www.echolabs.net>

Contact (s): William Walker (President)  
Telephone: 303-848-8200 Ext. 8348 Mobile: 303-746-6328 Fax: 303-474-6255  
Email: [wwalker@digitalgardener.net](mailto:wwalker@digitalgardener.net)

Nick Samaras (VP of Business Operations)  
Telephone: 303-848-8200 Ext. 2060 Mobile: 303-478-4880 Fax: 303-847-4583  
Email: [nsamaras@digitalgardener.net](mailto:nsamaras@digitalgardener.net)

**Products/Services:** Digital Gardener LLC provides telecommunications some of the newest technologies designed to increase ARPU, lower churn rates and assist in providing the latest technologies. We provide the industry-leading Web 2.0 Unified Messaging Systems.

Our Unified Messaging system provides an affordable platform that allows the ability to offer additional SMA (Security, Monitoring and Automation) applications such as Home/Business Monitoring, Remote Video Storage, Remote Lockout Services and future applications such as Energy Management, Elder Care, Home Security, Media Management and other broadband applications.

Our affordable Unified Messaging System dramatically raises the bar on traditional email systems and most likely will save you money over your current email solution while increasing your retention rates. The Web 2.0 Messaging provides a platform to add numerous products and services that will increase ARPU and customer retention. Our products and services are offered as private labeled a la carte solutions or as complete turnkey solutions.

Our company consists of industry veterans from the telecommunications industry and pioneers from the “Connected Home” industry, to provide the newest products and services that are tested, reliable and that are at a price point that can reach the mass market. Currently we provide our services to hundreds of thousands of users. We have years of experience working for and assisting operators with rolling out new products and services.

During these economically challenging times, we provide solutions that save companies money, reduce IT work loads and, most importantly, provide a platform to increase ARPU today and into the future. Partnering with us prevents the need to invest large amounts of capital into infrastructure and human resources.

#### Products and Services:

- Unified Messaging / Email Hosting
- Spam, Virus and Phishing Filtering
- SMA (security, Monitoring and Automation) Hosted Applications
- Virtual ISP Vanity Services

## CTA Associate Members (cont.)

### Emerson Network Power

326 Springbrook Ct. Grapevine, TX 76051  
Telephone: 817-442-5759 Mobile: 817-247-7201 Fax: 817-488-7695  
Website: <http://www.emersonnetworkpower.com>

Contact (s): Danny J. Johnson  
Email: [danny.johnson@emersonnetworkpower.com](mailto:danny.johnson@emersonnetworkpower.com)

**Products/Services:** Emerson Network Power provides a complete range of network infrastructure products and services for the telecommunications industry. Products and services include OSP and central office equipment, field services, and EF&I services.

### Enablence Technologies

230 Commerce Way Portsmouth, NH 03801  
Telephone: 603-766-5100 Fax: 603-766-5151

Contact (s):  
Preston Williams (Regional Sales Manager)  
Telephone: 972-543-3472 Cell: 918-688-0468  
Email: [preston.williams@pannaway.com](mailto:preston.williams@pannaway.com)

Dave Files (Inside Sales Representative)  
Telephone 603-766-5852 Fax: 603-766-5150  
Email: [dave.files@pannaway.com](mailto:dave.files@pannaway.com)

Shawn Donnell (Trade Show & Associates Coordinator)  
Telephone: 603-766-5154 Fax: 603-766-5151

**Products/Services:** Enablence Technologies., (TSX: ENA-V) a publicly traded company headquartered in Ottawa, Canada, designs, manufactures and sells optical components, subsystems and systems to a global customer base.

Enablence's Systems Division has an expanding fiber-to-the-premise (FTTP) product portfolio featuring a variety of architectural options. It enables service providers to evolve their access networks from traditional copper-based networks to advanced optical communications access networks that are based on state-of-the-art IP and Ethernet standards, for triple-play voice, video and data services including HDTV, IP Telephony and ultrafast internet access.

## CTA Associate Members (cont.)

### Fulton Engineering, Inc.

P.O. Box 1920 Broomfield, CO 80038-1920  
Telephone: 303-410-6616 Fax: 303-410-6616  
Website: <http://www.fultonengineering.com>

Contact (s): Tom Fulton  
Telephone: 303-905-3009  
Email: [info@fultonengineering.com](mailto:info@fultonengineering.com)

**Products/Services:** Professional Engineering services. We provide engineering and technical services for rural telephone companies; including central office, outside plant, and special projects. We also assist with the acquisition of loan funds from the Rural Utility Service through the preparation of Loan Designs or Broadband Loan Applications, Area Coverage Survey & System design. Supporting: Wireless, Wireline & Fiber; Switching, Access & Transmission systems, AC & DC power systems, Video & Data facilities, facilities review, drafting and mapping.

### Golden West Technologies and Internet Solutions

2727 N. Plaza Dr. P.O. Box 9159 Rapid City, SD 57702  
Telephone: 605-721-1070 Fax: 605-342-1160  
Website: <http://www.goldenwesttechnologies.com>

Contact (s): Randy Thomas  
Email: [randythomas@goldenwest.com](mailto:randythomas@goldenwest.com)

**Products/Services:** Golden West Technologies and Internet Solutions, a subsidiary of Golden West Telecommunications, provides a wide range of solutions specifically designed to meet the unique requirements of rural customers. Our world class solutions include; Virtual ISP services, Data Center facilities, Value Added Internet Products, NOC monitoring and alarm services. Our 24X7 Call Center offers; Direct Broadcast Satellite support, Emergency Dispatch service, and exceptional Internet Help Desk services. Golden West Technologies and Internet Solutions: Rural Partners, Shared Values.

### Goldfield Telecom

611 N. Main St. P.O. Box 237 Goldfield, IA 50542  
Telephone: 515-825-3400 Fax: 515-825-3915  
Email: [goldtelecom@goldtelecom.com](mailto:goldtelecom@goldtelecom.com)  
Website: <http://www.goldtelecom.com>

Contact (s): Denny Fuller (Regional Sales Manager)  
Mobile: 515-851-1764  
Email: [dbfuller@goldtelecom.com](mailto:dbfuller@goldtelecom.com)

Samantha Lane (Show Coordinator)  
Email: [slane@goldtelecom.com](mailto:slane@goldtelecom.com)

**Products/Services:** Goldfield Telecom is a national leader of independent distribution for cutting edge telecommunications equipment, installation, integration, and distribution. We are committed to assisting customers in reaching their competitive goals by offering proven technology solutions with value added pricing. Goldfield Telecom provides solutions to ILEC's, CLEC's, Wireless Carriers, Municipalities and Universities.

## CTA Associate Members (cont.)

### Graybar

14603 E. Moncrieff Pl. Aurora, CO 80011  
Mobile: 303-250-5318  
Website: <http://www.graybar.com>

Contact (s): Steven Bovat  
Email: [steven.bovat@graybar.com](mailto:steven.bovat@graybar.com)

Robert D. Vivian  
1919 6th Ave. South Seattle, WA 98134  
Telephone: 206-701-3003  
Email: [Robert.Vivian@graybar.com](mailto:Robert.Vivian@graybar.com)

**Products/Services:** Telecommunications, Data, and Electrical Supplies. Value added services.

### Guillory & Hjort PLLC

P.O. Box 15855 Washington, D.C. 20003

Contact (s): L. Marie Guillory  
Email: [guillorylm@aol.com](mailto:guillorylm@aol.com)

Guillory & Hjort PLLC  
2111 West Blvd. Rapid City, SD 57701  
Barry L. Hjort  
Email: [rollsroyal@aol.com](mailto:rollsroyal@aol.com)  
Telephone: 303-550-4772

**Products/Services:** Legal and consulting services to the rural telecommunications industry.

### GVNW Consulting, Inc.

2270 La Montana Way Colorado Springs, CO 80918  
Telephone: 719-594-5800 Fax: 719-594-5803

Contact (s): David Winter  
Email: [dwinter@gvnw.com](mailto:dwinter@gvnw.com)

Scott Smith  
Email: [ssmith@gvnw.com](mailto:ssmith@gvnw.com)

**Products/Services:** GVNW provides management, revenue assurance, regulatory, operations, business planning, mergers and acquisitions, marketing, and wireless consulting services for rural ILECs and their subsidiaries.

## CTA Associate Members (cont.)

### Harmonic Inc.

12473 S. Arcaro Creek Ct. Parker, CO 80134

Telephone: 303-478-2274

Website: <http://www.harmonicinc.com>

Contact (s): Radiene Watson

Email: [radiene.watson@harmonicinc.com](mailto:radiene.watson@harmonicinc.com)

**Products/Services:** Market leading video technology ~ End-to-End IP Architecture ~ Expanded solutions for Mobile video, On-Demand and Internet ~ Extensive Cable, Satellite, Broadcast and IPTV deployments.

### Independent Telephone & Telecommunications Alliance (ITTA)

975 F. St. – Suite 550

Washington, D.C. 20004

Telephone: 202-552-5846

Email: [p566@msn.com](mailto:p566@msn.com)

### Innovative Systems

1000 Innovative Dr.

Mitchell, SD 57301

Telephone: 605-995-6120

Fax: 605-995-0084

Website: <http://www.innovsys.com>

Contact (s): Scott Sobolewski

Mobile: 707-484-9290

Email: [scott@innovsys.com](mailto:scott@innovsys.com)

Becky Weier

Email: [beckyw@innovsys.com](mailto:beckyw@innovsys.com)

**Products/Services:** Innovative Systems offers Application Peripheral (AP) and eLation OSS systems to Independent Telcos across the US and Canada. The AP provides a multifunctional platform for AIN and ISUP-based calling services, Voice Mail, Conferencing, Calling Card, Network Announcements, Calling Name Database and more. eLation, a fully integrated OSS system designed using XML and .Net, includes billing and customer care, automated provisioning, capital credits, automated staking and mapping, and a complete financial system.

### ISPN

14303 West 95th St.

Lenexa, KS 66215

Telephone: 913-307-5097

Mobile: 913-908-9244

Fax: 913-859-9806

Website: <http://www.ispn.net>

Contact (s): Lana Moaveni Gill or Charlie Brenneman

Email: [lane@ispn.net](mailto:lane@ispn.net)

**Products/Services:** ISPN provides 24x7 technical helpdesk support, engineering, network monitoring, web order entry, vISP solutions, and hardware consultation. ISPN offers its business partners a branded Internet product, while performing all or part of the back-end services. The organization allows its partners to utilize a transparent outsourcing solution while maintaining the highest quality service and support.

## CTA Associate Members (cont.)

### ITCS, Inc.

4775 Barnes Rd. - Suite M Colorado Springs, CO 80917  
Telephone: 719-574-5120 Fax: 719-574-3050  
Email: [keclayton@itcsinc.com](mailto:keclayton@itcsinc.com)  
Website: <http://www.itcs.com>

Contact: Keith Clayton

**Products/Services:** Competition Analysis and Management; Long range planning and support; Loop cost analysis; Financial management reporting; Management support; Tariff development and filing; Cost separation management; Traffic analysis and reporting; Data processing development and support; Network design and review; Lobbying support.

### KGP Logistics, Inc.

Formerly EMBARQ Logistics  
600 New Century Pkwy. New Century, KS 66031  
Telephone: 800-755-1950 / 913-791-7000 Fax: 800-776-3972  
Website: <http://www.kgplogistics.com/>

Contact (s): Phil Bryan  
Telephone: 402-838-9244  
Email: [phil.bryan@embarq.com](mailto:phil.bryan@embarq.com)

**Products/Services:** OSP, Tools & Test, Network Electronics, Fiber & Hardware, Station Equipment, CATV and Security Equipment. Full service telecom and CATV supply.

### JKL Associates, Inc.

P.O. Box 80046 Billings, MT 59108  
Telephone: 406-248-6867 Fax: 406-248-6869  
Website: <http://www.jklassociatesinc.com>

Contact (s): Jennifer Keller  
Telephone: 406-248-6867

Don Dodge  
Mobile: 406-670-7102

**Products/Services:** Full service Outside Plant Construction Contractor: Fiber, Copper, Fiber to the Home (FTTH), Aerial, Splicing (Fiber and Copper), Testing, Plant Maintenance, Plowing, Directional Drilling, Trenching, Conduit and Manholes, Rail Plowing, Underground Cable Placement (Fiber and Copper), Engineering, Plant Relocation, Project Management. RUS Qualified.

## CTA Associate Members (cont.)

### John Staurulakis, Inc.

7852 Walker Dr. - Suite 200 Greenbelt, MD 20770  
Telephone: 301-459-7590  
Website: <http://www.jsitel.com>

Contact(s): Manny Staurulakis (President)  
Email: [mstaurulakis@jsitel.com](mailto:mstaurulakis@jsitel.com)

Douglas Meredith (Director: Economics and Policy)  
Telephone: 801-294-4576 Fax: 801-294-5124  
Email: [dmeredith@jsitel.com](mailto:dmeredith@jsitel.com)

**Products/Services:** JSI is a full-service consulting firm providing financial, competitive, management, and regulatory services as well as training and software. Services include settlements and access analysis, Part 32/64 accounting, CPR's/depreciation studies, incremental and embedded cost studies, strategic and business planning, LNP training and implementation, AOCN, NNCAR, CLLI and Tariff 4 services, Forms 502 and SOA NPAC reporting, video and CLEC assessment/implementation, rate rebalancing/service pricing, market research, public relations and image, FCC/state access tariffs and filings, negotiations/arbitration, financial and accounting software, valuation/acquisition assistance, partnering and syndication, and financing options.

### Kiesling Associates, LLP

1155 Kelly Johnson Blvd. - Suite 303 Colorado Springs, CO 80920  
Telephone: 719-599-3664 Fax: 719-599-7059  
Website: <http://www.kiesling.com>

Contact(s): David P. Aspenson (Partner)  
Email: [daspenson@kiesling.com](mailto:daspenson@kiesling.com)  
Mobile: 719-648-8131

Tammy J. Totzke (CPA, Manager)  
Telephone: 719-599-3664

**Products/Services:** Audit, accounting, tax, valuations, human resources, marketing, strategic and business planning services.

## CTA Associate Members (cont.)

### Mapcom Systems

601 Southlake Blvd. Richmond, VA 23236  
Telephone: 804-743-1860 Fax: 804-378-3566  
Website: <http://www.mapcom.com>

#### Contact (s):

Scott Combs (Dir of Marketing)  
Sovanna Sok - Tradeshow Coordinator  
Email: [tradeshow@mapcom.com](mailto:tradeshow@mapcom.com)

Matt Gilbert (Account Executive)  
Telephone: 804-743-1860 ext. 260  
Email: [mgilbert@mapcom.com](mailto:mgilbert@mapcom.com)

David Hunsucker (Account Manager)  
Telephone: 804-743-1860 ext. 315

**Products/Services:** Mapcom Systems is the developer of M4® Solutions – a Geographical Operations System (GOS) software suite enabling telecommunications providers to integrate and correlate data from existing billing, accounting, GPS tracking and network monitoring applications with a geographically correct land base map. In addition, Mapcom provides customer-focused implementation, training and consulting services.

### MEGA Hertz Sales Company LLLP

7951 East Maplewood Ave. - Bldg 3 - Suite 125 Greenwood Village, CO 80111  
Telephone: 800-883-8839 Mobile: 801-828-8159  
Website: [www.go2mhz.com](http://www.go2mhz.com)

Contact(s): Brandon Shepherd  
Email: [brandonshepherd@go2mhz.com](mailto:brandonshepherd@go2mhz.com)

**Products/Services:** CATV distribution, TELCO Network Video Solutions.

## CTA Associate Members (cont.)

### METASWITCH

1001 Marina Village Pkwy. - Suite 100 Alameda, CA 94501  
Telephone: 510-748-8230 Fax: 510-748-8236  
Website: <http://www.metaswitch.com>

Contact (s): Cory Boller  
12007 Sunrise Valley Dr. – Suite 250 Reston, VA 20191  
Email: [cb@metaswitch.com](mailto:cb@metaswitch.com)

Bob Anderson (Sr. Account Manager)  
3785-B West 104th Dr. Westminster, CO 80031-1933  
Mobile: 303-883-9116 Fax: 303-967-2388  
Email: [banderson@metaswitch.com](mailto:banderson@metaswitch.com)

**Products/Services:** MetaSwitch is an industry-leading vendor of IP Multimedia Subsystem (IMS) switching and applications solutions for both packet and circuit-switched networks. Its widely deployed call agent, media/signaling gateway and application server platform supports a full range of legacy Class 4/5 capabilities and hosted unified communications services, and scales from a few hundred to millions of subscribers in both integrated and distributed configurations.

### Mid-America Computer Corporation

111 Admiral Dr. P.O. Box 700 Blair, NE 68008  
Telephone: 402-426-6222 Fax: 402-533-5369  
Website: <http://www.maccnet.com>

Contacts: Pam West

Kathy Rea

Christy Lippincott  
Telephone: 402-533-5253  
Email: [clippincott@macnet.com](mailto:clippincott@macnet.com)

**Products/Services:** Mid America Computer Corp. (MACC) is a billing solutions company that offers a variety of services and front office software to providers of telephone, video, internet and wireless service. From data processing to bill rendering and fulfillment, MACC offers clients "best of breed" billing solutions to face the future. For more information on MACC, go to [www.maccnet.com](http://www.maccnet.com).

CTA Associate Members (cont.)

## CTA Associate Members (cont.)

### Midwest Data LLC

P.O. Box 840 Willmar, MN 56201  
Telephone: 320-235-8880 Fax: 320-235-8889  
Website: <http://www.mwd-inc.com>

Contact (s): Glenn Miller  
Bill Cink  
Email: [billc@mwd-inc.com](mailto:billc@mwd-inc.com)

Deb Lowther  
Email: [debl@mwd-inc.com](mailto:debl@mwd-inc.com)

**Products/Services:** Midwest Data Inc. is a telecommunications billing service provider. Since 1968, Midwest Data has provided innovative, reliable and affordable billing solutions and data processing services, such as Customer Care, Plant, Trouble, Billing, Statement Processing (printing, selective inserting, and mailings), Financials, EBPP and Data Mining to telecommunications and utility service providers throughout the United States.

### Mountain Power & Communications, Inc.

4203 E. Lark Sparrow St. Highlands Ranch, CO 80126  
Telephone: 303-935-5901  
Website: <http://www.mtnpowercomm.com>

Contact (s): Steve N. Knudtson (President)  
Mobile: 303-569-3635  
Email: [mpac55@g.com](mailto:mpac55@g.com)

John M. Rayburn (Co-Owner)

Products/Services:

### MP Nexlevel

500 County Rd. 37E Maple Lake, MN 55358  
Telephone: 320-963-2400  
Website: <http://www.mpnexlevel.com>

Contact (s): Bill Stone (Regional Sales & Marketing Director)  
Mobile: 952-451-8998  
Email: [bstone@nexlevel.com](mailto:bstone@nexlevel.com)

John C. Evans  
Telephone: 214-352-9005 Fax: 214-352-3088  
Email: [jevans@mpnexlevel.com](mailto:jevans@mpnexlevel.com)

**Products/Services:** Providers of aerial, buried, and underground services; trenching, plowing, and directional drilling; telecommunications and broadband installation, splicing and termination.

## CTA Associate Members (cont.)

### National Exchange Carrier Association

6400 S. Fiddler's Green Cr. - Suite 1300 Greenwood Village, CO 80111  
Telephone: 800-892-3322 / 303-893-4400 Fax: 800-551-1328  
Website: <http://www.neca.org>

Contact (s): Brandon Gardner (Manager)  
Email: [bgardne@neca.org](mailto:bgardne@neca.org)

Sue Barrett (Director)  
Email: [sbarret@neca.org](mailto:sbarret@neca.org)

Products/Services: Interstate Access Tariffs and Pools

### National Farmers Union Insurance Co.

P.O. Box 300512 Glenwood, UT 84730  
Telephone: 800-487-5880 Fax: 402-434-7272  
Website: <http://www.nfuic.com>

Contact (s): Russ K. Jorgensen Insurance, Inc.  
d/b/a UNITEL  
4435 "O" Street P.O. Box 30275 Lincoln, Nebraska 68503-0275  
Email: [rjorgensen@natia.net](mailto:rjorgensen@natia.net)

Natalie, Email: [nerickson@natia.net](mailto:nerickson@natia.net)  
Ann, Email: [anderhoff@unicogroup.com](mailto:anderhoff@unicogroup.com)  
Michelle, Email: [mbivens@unicogroup.com](mailto:mbivens@unicogroup.com)

Products/Services: Insurance/ Risk Management

### National Information Solutions Cooperative

3201 Nygren Drive NW P.O. Box 728 Mandan, ND 58554-0728  
Telephone: 701-663-6511 Fax: 701-667-1936  
Website: <http://www.nisc.coop>

Contact (s): Kevin Anderson (Telecomm Sales Manager)  
Email: [kevin.anderson@nisc.coop](mailto:kevin.anderson@nisc.coop)

Gerry Fisher (VP Telecom Solutions Division)

Products/Services : Delivery of billing, accounting and engineering solutions for Independent Telcos.

## CTA Associate Members (cont.)

### National Rural Telecommunications Cooperative

2121 Cooperative Way Herndon, VA 20171  
Telephone: 703-787-0874 Fax: 703-464-5300  
Website: [www.nrtc.coop](http://www.nrtc.coop)

Contact (s): Nellie Woldorf  
Telephone: 703-787-7146

Steve Hanson  
4007 West 72nd Terrace Prairie Village, KS 66208  
Telephone: 913-831-2940 Fax: 913-831-2217  
Email: [shanson@nrtc.coop](mailto:shanson@nrtc.coop)

**Products/Services:** The National Rural Telecommunications Cooperative (NRTC) leads and supports its more than 1,300 rural utility members by delivering telecommunications solutions to strengthen member businesses, promote economic development and improve the quality of life of rural Americans by providing solutions in satellite technologies, Internet services, as well as utility and telecom solutions. NRTC's family of products and services includes: Internet Services: Internet services packages, fixed wireless (802.11b) Internet, branded 24x7 member support, network equipment, Web hosting. Satellite Technologies - WildBlue: Broadband Internet access via satellite, providing reliable, always-on Internet access virtually anywhere in the continental United States -DIRECTVR, the nation's leading satellite-television service, and SIRIUS Satellite Radio, offering 65 channels of commercial-free music. Telecom Solutions: Cooperative long-distance program, wholesale long-distance, prepaid calling cards, broadband IP backbone, and cooperative teleconferencing. Utility Solutions: SmartSCADA, residential and commercial AMR, Power Quality Plus, MDS radios, wireless and spectrum, and weather services.

### National Telephone Cooperative Association

104 Riverview Drive Wamego, KS 66547  
Telephone: 785-456-7039 Fax: 785-456-7706  
Website: <http://www.ntca.org>

Contact (s): Dale Schaff (Field Services Representative)  
Email: [dschaff@ntca.org](mailto:dschaff@ntca.org)

Lori Fischetti  
Email: [lfischetti@ntca.org](mailto:lfischetti@ntca.org)

Washington, D.C. Office:  
4121 Wilson Blvd. - 10th Floor Arlington, VA 22203

**Products/Services:** Association services and Employee benefit programs for Independent Telephone Associations.

## CTA Associate Members (cont.)

### Nortel CVAS

14651 S. Bond St. Olathe, KS 66062  
Telephone: 913-469-7407 Fax: 919-905-1676  
Website: <http://www.nortel.com>

Contact (s): Paul Leffert (Regional Field Sales)  
14651 S. Bond St. Olathe, KS 66062  
Telephone: 913-469-7407 (ESN 226) Mobile: 913-488-7486 Fax: 919-905-1676  
Email: [paul.leffert@nortel.com](mailto:paul.leffert@nortel.com)

David Merrill (Inside Sales Account Manager)  
Telephone: 919-905-4435  
Email: [merrills@nortel.com](mailto:merrills@nortel.com)

**Products/Services:** Switching, Optical MTRO, Optical Long Haul, Mobility / Wireless, IP Service Products.

### OCCAM Networks, Inc.

6868 Cortona Dr. Santa Barbara, CA 93117  
Telephone: 805-692-2900 Fax: 805-692-2999

Website: <http://www.occamnetworks.com>  
Email: [savsquez@occamnetworks.com](mailto:savsquez@occamnetworks.com)

Contact(s): Bruce Riggins (Sales Engineer - Colorado)

Frank Soos (Director of Sales – Southwest Region)  
Telephone: 805-692-2916 Mobile: 805-570-4887

**Products/Services:** Occam Networks develops and markets Broadband Loop Carrier (BLC) systems. Occam's innovative platforms are based on Ethernet and IP and enable telecommunications service providers to deliver the "Triple Play"

## CTA Associate Members (cont.)

### Optelian Access Networks

Fiber Mining for Optical Networks

2121 New Market Pkwy. - Suite 150 Marietta, GA 30067  
Telephone: 877-225-9428 ext. 3102 Fax: 877-225-9426  
Website: <http://www.optelian.com>

Contact (s): Tom Dell (Marketing)  
Mobile: 404-915-2584  
Email: [tom.dell@optelian.com](mailto:tom.dell@optelian.com)

Dave Mills (National Sales Manager)  
Telephone: 770-456-8645  
Email: [dave.mils@optelian.com](mailto:dave.mils@optelian.com)

Emily Gibson  
Telephone: 770-690-9506  
Email: [Emily.Gibson@optelian.com](mailto:Emily.Gibson@optelian.com)

**Products/Services:** Optelian Access Networks provides "carrier grade" optical transmission solutions for the Access, Metro, IOF, and Enterprise Networks. These carrier grade, cost effective, "environmentally hardened" solutions facilitate applications that include: xWDM, 3R Reach Extension, GigE Transport, IPTV Transport, Path Protection Switching and Connectivity for optical transport.

### PowerNet Global Communications

100 Commercial Drive Fairfield, OH 45014  
Telephone: 513-942-7900 Fax: 513-942-5506  
Website: <http://www.powernetglobal.com>

Contact (s): Lee Wilson  
Email: [lwilson@pngmail.com](mailto:lwilson@pngmail.com)

Chris Lutts

Products/Services:

### Power Product Services, Inc.

7003 E. 47th Avenue - Unit A-600 Denver, CO 80216  
Telephone: 303-468-8200  
Website: <http://www.powerproductservices.com>

Contact (s): Kevin Patrick  
Mobile: 303-859-5250  
Email: [kevin.patrick@powerproductservices.com](mailto:kevin.patrick@powerproductservices.com)

Jamie Patrick

**Products/Services:** Sales, Installation and service of DC power equipment.

## CTA Associate Members (cont.)

### Power and Telephone Supply Co., Inc.

2673 Yale Ave. Memphis, TN 38112  
Telephone: 515-244-4375 Fax: 515-244-4757  
Website: <http://www.ptsupply.com>

**Contact (s):**

Douglas McPhee (Branch Manager)  
Telephone: 800-222-5955 ext. 829 E-Mail: [douq.mcphee@ptsupply.com](mailto:douq.mcphee@ptsupply.com)

Tim Hoffman (Account Manager)  
Telephone: 515-244-4375 Email: [tim.hoffman@ptsupply.com](mailto:tim.hoffman@ptsupply.com)

Chris Bailey (Dist. Sales Mgr.)  
Telephone: 800-222-5955 ext. 560 Email: [chris.bailey@ptsupply.com](mailto:chris.bailey@ptsupply.com)

Chris Middleton (Western Region Sales Manager)  
13350 SW 72<sup>nd</sup>, Bldg 4 Portland, OR 97224  
Telephone: 800-823-7470 Mobile: 503-310-2143 Fax: 503-620-9074  
Email: [chris.middleton@ptsupply.com](mailto:chris.middleton@ptsupply.com)

Jennifer Pentecost (Western Regional Branch Manager)  
16666 SW 72nd Ave, Bldg 12 Portland, OR 97224  
Telephone: 800-823-7470 / 503-620-4909 Fax: 503-620-9074 Voice Mail: 800-222-5955 ext# 806  
Email: [jennifer.pentecost@ptsupply.com](mailto:jennifer.pentecost@ptsupply.com)

**Products/Services:** Independent Distribution of Central Office, Transmission, broadband, fiber optic, and outside plant products domestically and abroad.

### PWR, LLC

10670 West 74th Place Arvada, CO 80005  
Telephone: 303-456-0009  
Website: <http://www.pwrllc.com>

**Contact (s):** Jon Neilson and Darlene Perau  
Additional Contact Telephone: 713-870-6264  
Email: [jneilson@pwrllc.com](mailto:jneilson@pwrllc.com)

**Products/Services:** Providing power protection equipment, batteries, UPS equipment, rectifiers, cabinets, maintenance services, testing, and installation.

## CTA Associate Members (cont.)

### Quintrex Data Systems Corporation

505 33rd Ave. SW Cedar Rapids, IA 52404  
Telephone: 319-363-5508 Fax: 319-363-5516  
Website: <http://www.quintrex.com>

**Contact (s):**

**Gary Brendes – Vice President**  
Telephone: 319-363-5508 Email: [gbrendes@quintrex.com](mailto:gbrendes@quintrex.com)

**Todd Henecke – Regional Sales Manager**  
Telephone: 319-363-5508 Email: [thenecke@quintrex.com](mailto:thenecke@quintrex.com)

**Robin Schuster – Marketing Specialist**  
Telephone: 319-363-5508 Email: [rschuster@quintrex.com](mailto:rschuster@quintrex.com)

**Products/Services:** Quintrex Data Systems Corp. offers a comprehensive billing & account software solution. The modular system is designed to enhance customer care & billing services for the Triple Play & Wireless markets. The systems' customer-centric design offers the flexibility to easily market and bundle services as it continues to meet and exceed the expectations of the changing world.

### Redcom Laboratories, Inc.

One Redcom Center Victor, NY 14564-0095  
Telephone: 585-924-6500 Fax: 585-924-6585  
Website: <http://www.redcom.com>

**Contact (s): Carlos Sanchez**  
Email: [sales@redcom.com](mailto:sales@redcom.com)

**Michele Valentine**  
Email: [info@redcom.com](mailto:info@redcom.com)

**Products/Services:** Redcom manufactures innovative TRANSip(tm) technology, a VoIP solution offering a smooth transition from TDM to IP networking. TRANSip includes an integrated SIP Call Manager, Media Gateway Controller, and multiple other IP features. TRANSip provides Next Generation VoIP and retains total compatibility with traditional TDM switching.

### Rep Com International

5253 East Mineral Lane Centennial, CO 80122  
Telephone: 303-221-3577 Mobile: 303-638-6735  
Website: <http://www.repcom.com>

**Contact (s): Sarah Patterson**  
Email: [spatterson@repcom.com](mailto:spatterson@repcom.com)

**John Cartwright**

**Products/Services:** Manufactures' representatives for Draka fiber cable, Tyco OSP copper and fiber solutions, JDSU fiber testing, monitoring, and DWDM solutions, Megger copper testing, Chemtronics fiber cleaning solutions, and Alset lightning and power protection.

## CTA Associate Members (cont.)

### RVW, Inc.

4118 Howard Blvd. P.O. Box 495 Columbus, NE 68601  
Telephone: 402-564-2876 Fax: 402-563-3655  
Website: <http://www.rvwinc.com>

Contact (s): Robert Tupper (Chief Engineer)  
Email: [rtupper@rvwinc.com](mailto:rtupper@rvwinc.com)

Marty Nore  
Email: [rvwinc@rvwinc.com](mailto:rvwinc@rvwinc.com)

**Products/Services:** RVW provides professional engineering, architecture, consulting and computer services, including: planning, design, OSP, COE, transmission, wireless, CAD, Cable TV, local and toll rating, billing & CABS.

### S & S Solutions, LLC.

1139 E Huber St. Mesa, AZ. 85203  
Telephone: 480-962-4849 Cell: 480-518-5105  
Website: [www.buckspears.com](http://www.buckspears.com)

Contact(s): Buck Spears  
Email: [Buck@BuckSpears.com](mailto:Buck@BuckSpears.com)

Lorraine Showalter  
Email: [Lorraine@BuckSpears.com](mailto:Lorraine@BuckSpears.com)

**Products/Services:** Manufacture's Representative for the Southwest. Specializing in OSP maintenance/upgrade/construction products to include: Fiber, cabinets & closures, Innerduct, pulling lubricant, cleaning products and MORE! Ask us about on-site training & support.

### The Schmidt Companies, Inc.

770 W. Hampden Ave. – Suite 340 Englewood, CO 80110  
Telephone: 303-778-1752 Fax: 303-778-7613  
Email: [sales@jr-schmidt.com](mailto:sales@jr-schmidt.com)

Contact (s): Jim Schmidt

Products/Services:

## CTA Associate Members (cont.)

### Sumitomo Electric Lightwave

78 Alexander Drive                      Research Triangle Park, NC 27709

Telephone: 800-358-7378

Website: <http://www.sumitomoelectric.com>

Contact (s): Mark Ensor (Regional Sales Manager)

Mill Creek, WA 98012

Telephone: 425-385-8283    Mobile: 425-870-6112    Fax: 425-385-8263

Email: [mentor@sumitomoelectric.com](mailto:mentor@sumitomoelectric.com)

Kathy Carawan (Customer Service)

Telephone: 800-358-7378              Fax: 919-541-8265

**Products/Services:** Headquartered in Research Triangle Park, NC, Sumitomo Electric Lightware is one of the world's leading edge forces in the R&D and manufacturing of fiber optic cable and fusion splicers. Sumitomo's loose tube and ribbon fiber cables feature Pureband® zero water peak single-mode fiber. Our fusion splicers are the most productive in the industry. Contact Mark for fiber cable availability, fusion splicer demos for field trials, and to learn more about the technological advancements of ribbon fiber optic cable and the economic benefits of mass fusion splicing.

### Stutler Technologies, Inc.

1200 Graphic Arts Road

Emporia, KS 66801

Telephone: 877-778-8537

Fax: 620-343-2005

Website: <http://www.stutler.net>

Contact (s): Matthew A. Dorsey (Regional Account Executive)

Email: [mdorsey@stutler.net](mailto:mdorsey@stutler.net)

**Products/Services:** Stutler Technologies, Corp. is a full-service wireless system integrator specializing in state of the art RF design, engineering, and installation. Stutler can provide a cross-section of services including complete tower sales and service, network design, spectrum analysis, cabling, fiber work and telephony integration including VOIP. Stutler Technologies, Corp. currently acts as Airspan's largest and most experienced partner in implementing wireless broadband equipment and backhaul radios in both licensed and un-licensed bands. Furthermore, Stutler can act as your turn-key solution provider with stock in RF equipment, antennas, cabling, connectors, network gear, mounting hardware, and much more.

### Taqua, LLC.

740 E. Campbell Rd.

Richardson, TX 75081

Telephone: 972-692-1800

Fax: 972-437-2762

Website: <http://www.taqua.com>

Email: [simplify@taqua.com](mailto:simplify@taqua.com)

Contact(s): Todd Daniels / Michael Moening

Telephone: 972-692-1971

**Products/Services:** Taqua provides the leading Class 5 switch replacement platform and offers enhanced IP or TDM applications including Unified Messaging driven from MS Outlook and IE toolbars, and Web Portals. Other applications offered include Hosted Call Center/ACD, Conferencing/Collaboration and Multimedia Mobility.

## CTA Associate Members (cont.)

### TCA Inc. (Telcom Consulting Associates)

1975 Research Pkwy. - Suite 320 Colorado Springs, CO 80920  
Telephone: 719-266-4334 Fax: 719-266-4335  
Website: <http://www.tcatel.com>

Contact (s): Chris Schroeder  
Kevin Kelly  
Jon Loe  
Kristina Marciano  
Email: [info@tcatel.com](mailto:info@tcatel.com)

**Products/Services:** For more than twenty years, TCA has worked to support rural, independent telecommunication companies throughout the United States. TCA offers a wide range of services for today's rural LEC including:

- Financial
- Regulatory
- Marketing and Research
- Traffic Analysis and Management
- Performance Management
- Network Administration

TCA uses our expertise and experience to tailor its services to meet every client's individual needs and goals. Contact TCA to discover how we can help you plan for a stronger future.

### TECHtionary

2525 Arapahoe - Suite E-4-313 Boulder, CO 80302  
Telephone: 303-594-1694

Contact: Tom Cross

**Products/Services:** Website design and tips.

### Telecom Engineers of Colorado, Inc.

30 Shangra La Colorado Springs, CO 80907  
Telephone: 719-634-7549 Fax: 719-302-5338

Contact: Steve Gunn  
Email: [telecomengineers@comcast.net](mailto:telecomengineers@comcast.net)

**Products/Services:** Telecommunications Engineering Services, Manual and CAD Drafting, planning, Design, Mapping, Construction Supervision and Inspection.

## CTA Associate Members (cont.)

### Telecom Surplus Resources, Inc.

2091 E. 74th Avenue, Suite I                      Denver, Colorado 80229  
Telephone: 303-399-6543                      Fax: 303-265-9828  
Website: <http://www.telecomsurplus.net>

Contact (s): Dave Navarre (Principal)  
Mobile: 303-522-2767

Products/Services:

### Tellabs

1415 W. Diehl Rd.                      Naperville, IL 60563  
Telephone: 800-443-5555 / 707-794-7700                      Fax: 707-792-4291  
Website: <http://www.tellabs.com>

Contact (s): Scott A. Lee (Corporate Marketing Department)  
Telephone: 630-798-2518                      Mobile: 630-346-4796                      Fax: 630-798-2525  
Email: [scott.lee@tellabs.com](mailto:scott.lee@tellabs.com)

**Products/Services:** Tellabs advances telecommunications networks to meet the evolving needs of end-users. Broadband solutions from Tellabs enable service providers to deliver high-quality voice, video and data services over wireline and wireless networks around the world. Tellabs (NASDAQ: TLAB) is part of the NASDAQ-100 Index and the S&P 500. [www.tellabs.com](http://www.tellabs.com)

### Teltech Communications, LLC

1099 Capitol St. - Suite 200                      P.O. Box 3040                      Eagle, CO 81631  
Telephone: 970-328-7040                      Fax: 970-328-1127  
Website: <http://www.teltechcomm.com>

Contact (s): Lisa Hanlan  
Telephone: 970-328-7040

Lori Valiant, Sales Mgr.  
Telephone: 970-926-7072  
Email: [lori@ttcsales.com](mailto:lori@ttcsales.com)

**Products/Services:** Provider of telecommunications infrastructure equipment and related services, including engineering and asset management.

## CTA Associate Members (cont.)

### Terabit Communications, LLC.

9457 S University Blvd. - Suite 129                      Highlands, CO 80126  
Telephone: 303-918-9435 / 303-960-9871              Fax: 970-262-1900  
Website: <http://www.terabitcomm.com>

Contact (s): Russell M. Frinks (President)  
Email: [rfrinks@terabitcomm.com](mailto:rfrinks@terabitcomm.com)

Robert J (Bob) Roeland (Vice President)  
Email: [rjroeland@terabitcomm.com](mailto:rjroeland@terabitcomm.com)

**Products/Services:** Manufacturers' representative agency for the telecommunications and CATV/MSO markets in the Rocky Mountain Region (CO, UT, WY, NM, and AZ). We provide local technical support, pricing, product demonstrations, training, and customer service for the following manufacturers: AFL Telecommunications - industry leader in fiber optic solutions, including cable, management, closures, connectivity, Fujikura fusion splice equipment, Keptel NIDs, and Noyes test apparatus ([www.afltele.com](http://www.afltele.com)); Emerson Network Power - complete range of outside plant infrastructure products and services including housings, buried plant, pedestals, equipment cabinets, cross-connect blocks, electrical protective devices, and general hardware ([www.emersonnetworkpower.com](http://www.emersonnetworkpower.com)); Sunrise Telecom leading provider of testing and monitoring equipment for digital multimedia, metro ethernet, FttX, and VOIP networks ([www.sunrisetelecom.com](http://www.sunrisetelecom.com)); Tunnel Mill Polymer - durable pre-cast outside plant foundation solutions with preconfigured equipment bases ([www.tunnelmill.com](http://www.tunnelmill.com)); Rhino Marking and Protection Systems - wide variety of damage prevention products ranging from tri-view marker posts to permanent pavement markers ([www.rhinomarkers.com](http://www.rhinomarkers.com)); Alcon Technologies - IVAMs for optical access, monitoring, protection, and testing ([www.alcon-tech.com](http://www.alcon-tech.com)); and, Trinity Manufacturing - custom cable assemblies, wiring harnesses, and box/panel builds ([www.trinitymfgcorp.com](http://www.trinitymfgcorp.com)).

### ThinRoute Technologies

8695 Pine Dr.                      Beulah, CO 81023  
Telephone: 719-485-3000              Fax: 719-485-3002  
Website: <http://www.thinroute.com>

Contact (s): Ted R. Clair (President)  
Email: [tclair@thinroute.com](mailto:tclair@thinroute.com)

**Products/Services:** Thinroute Technologies provides products, design support and service for Wireless Infrastructure, local loop, broadband and VoIP, with extensive experience in rural Telephone company applications. Solutions are available utilizing Motorola Canopy, Airspan Wipll, Adtran Tracer and the ThinRoute TRIAN Wireless Local Loop / Broadband System.

## CTA Associate Members (cont.)

### Transition Networks

10900 Red Circle Dr. Minnetonka, MN 55343  
Telephone: 800-526-9267 / 952-941-7600 Fax: 952-941-2322  
Website: <http://www.transition.com>  
Email: [info@transition.com](mailto:info@transition.com)

Contact (s): Dan Gregg  
Email: [dan.g@transition.com](mailto:dan.g@transition.com)

Joel Hildebrand

**Products/Services:** Transition Networks has a line of MEF 9 and MEF 14 certified 802.3ah (OAM) products that allow you to evolve your network. With features such as bandwidth allocation, loopback, VLAN and QoS, Transition's Network Interface Devices (NIDs) allow you to seamlessly deliver mission critical applications over Carrier Ethernet. Transition Networks' NIDs can be managed in a variety of methods, CLI, telnet, SNMP, web-based or without free SNMP GUI Focal Point, which includes a trap server and trap viewer application. With industry leading advanced features such as Auto-Negotiation, AutoCross, Link Pass Through, Far End Fault, Pause, and Automatic Link Restoration. Transition makes an invisible component in the physical layer "visible" to network managers, allowing more efficient troubleshooting and less on-site maintenance. These cost and time saving features, along with a lifetime hassle-free warranty and free 24x7 worldwide technical support make Transition Networks the perfect partner to evolve your network.

### Tri West Sales, Inc.

12687 West Cedar Dr. – Suite 350 Lakewood, CO 80228  
Telephone: 303-683-6344 Fax: 303-683-6348 Mobile: 303-324-1524  
Website: <http://www.triwestsalesinc.com>

Contact (s): Warren West  
Email: [warren.west@triwestsalesinc.com](mailto:warren.west@triwestsalesinc.com)

**Products/Services:** Manufactures' representatives for Amco Corporation, Charles Industries, Fluke Networks, Midtronics, Muir Graphics, New Basis, Peco II, Prysmian Cable Systems, Rhino Marking, Sumitomo Splicers, Thomas & Betts and Westek.

### Turin Networks

1415 N. McDowell Blvd. Petaluma, CA 94954  
Telephone: 707-665-4444 Fax: 707-792-4949  
Website: <http://www.turinnetworks.com>

Contact (s): Duane Button (Account Director)

Peggy Bryant (Executive Assistant)  
Email: [pbryant@turinnetworks.com](mailto:pbryant@turinnetworks.com)

**Products/Services:** Turin Networks was founded in 1999 by John Webley, (one of the original founders of Advanced Fibre Communications), and it is a leading developer and supplier of an innovative multi-service optical transport product-the Traverse Platform - for telecommunications carriers. The traverse Platform combines the capabilities of a Next Generation SONET ADM and DCS with a high-performance Ethernet aggregation switch into a single compact shelf that provides cost-effective and efficient OC-3/12/48/192 SONET transport of DSI, DS3/EC-1, and OC0N services, as well as switched Ethernet over SONET, (EoS) services.

## CTA Associate Members (cont.)

### UDP, inc.

2426 Cee Gee San Antonio, TX 78217  
Telephone: 210-828-6171 Fax: 210-820-3320

Contact (s): Anne Dow  
Email: [ann.dow@udp.com](mailto:ann.dow@udp.com)

Products/Services:

### Verimatrix, Inc.

6825 Flanders Dr. San Diego, CA 92121  
Telephone: 858-677-7800 Fax: 858-677-7804  
Website: <http://www.verimatrix.com>

Contact (s): Wendy Wood  
Email: [wwood@verimatrix.com](mailto:wwood@verimatrix.com)

**Products/Services:** Verimatrix enhances the value and security of your pay-TV network with a suite of advanced technologies designed to address the content protection challenges of today, and those of tomorrow. We match your network goals to our content security roadmap, ensuring the best access to premium content and broader revenue generation opportunities. The result is a rich and versatile viewing experience for your subscribers.

### Verisign Communications Services

P.O. Box 2909 Olympia, WA 98507  
Telephone: 360-493-6000 Fax: 360-493-6253  
Website: <http://www.verisign.com/telecom>

Contact (s): Mike Fangmann - Verisign Communications Services  
7400 W. 129<sup>th</sup> Street Overland Park, KS 66213  
Telephone: 913-814-6200  
Email: [mfangmann@verisign.com](mailto:mfangmann@verisign.com)

Carol Patton (Marketing Contact)

**Products/Services:** Verisign specializes in helping communications companies deliver superior service to their customers. We do that by providing a complete range of SS7 network, database and billing services. VeriSign is the trusted provider of Internet infrastructure services for the digital world, and offers a host of value-added communications services. Visit us at [www.verisign.com](http://www.verisign.com).

## CTA Associate Members (cont.)

### Walker and Associates

7129 Old HWY 52                      Welcome, NC 27374  
Telephone: 800-Walker1 / 336-731-6391                      Fax: 336-731-3955  
Website: <http://www.walkerfirst.com>  
Email: [info@walkerfirst.com](mailto:info@walkerfirst.com)

Contact (s): Ashley Jobe (Marketing Coordinator)  
Telephone: 336-731-5351                      Fax: 336-731-3017  
Email: [ashley.jobe@walkerfirst.com](mailto:ashley.jobe@walkerfirst.com)

**Products/Services:** Walker and Associates, Inc. is the premier source of state-of-the-art network products, redefining excellence through custom kitting, quality installation, expert integration, and unsurpassed service. Since its 1970 inception, Walker has remained an aggressive industry leader, offering products that support leading-edge telecommunications technologies such as IP, Network Access, 802.11 Wireless, Point to Point Wireless, Ethernet over copper, CWDM, passive connectivity, digital cross connect systems, power products, cable router, Ethernet switching and more. In addition, Walker's quality services - integration, custom kitting, inventory management, installation and engineering support - help reduce costs associated with installing and maintaining equipment at the customer location. We're here to help you solve business challenges and increase your ability to meet your customers' growing expectations from their telecommunications service providers.

### Wave 7optics

1075 Windward Ridge Pkwy. – Suite 170                      Alpharetta GA 30005

**Products/Services:**

### Wesco Distribution, Inc.

16401 E. 33rd Drive, Suite 10                      Aurora, CO 80011  
Telephone: 720-859-0500                      Fax: 720-859-3565  
Website: <http://www.wescodirect.com>

Contact (s): John Anderson

**Products/Services:** LAN Products: Patch Panels, Cabinets, Racks, et. WAN Electronics: Fiber & Copper: Hubs, Routers, Switches, etc. Telephone: Cable, Terminals, Split Closures, etc. Duct & Fittings: PVC, Flex Duct, Multi Cell Duct, etc. HDPE Products & Equipment: HDPE & Corrugated Duct, etc. Underground Fiber: Armored Fiber, Buried Splice Enclosures, etc. Rigid Conduit & Pipe: Sweeps, Rigid Galvanized, etc. Manhole Hardware: Racking, Ladders, etc. Non-Concrete Utility Enclosures: Telephone, Switch & Transformer Pads. Concrete Utility Boxes: Electrical, Telephone, Manholes, etc. Rope & Pull Line Accessories. Misc. tape, spacers, warning, fiber optic plugs, etc.

## CTA Associate Members (cont.)

### Westek Electronics, Inc.

314 Westridge Dr.                      Watsonville, CA 95076  
Telephone: 800-526-2673              Fax: 800-526-3299  
Website: <http://www.westek.com>

Contact (s): Abby Oliver  
Email: [aoliver@westek.com](mailto:aoliver@westek.com)

**Products/Services:** LAN Products: Patch Panels, Cabinets, Racks, et. WAN Electronics: Fiber & Copper: Hubs, Routers, Switches, etc. Telephone: Cable, Terminals, Split Closures, etc. Duct & Fittings: PVC, Flex Duct, Multi Cell Duct, etc. HDPE Products & Equipment: HDPE & Corrugated Duct, etc. Underground Fiber: Armored Fiber, Buried Splice Enclosures, etc. Rigid Conduit & Pipe: Sweeps, Rigid Galvanized, etc. Manhole Hardware: Racking, Ladders, etc. Non-Concrete Utility Enclosures: Telephone, Switch & Transformer Pads. Concrete Utility Boxes: Electrical, Telephone, Manholes, etc. Rope & Pull Line Accessories. Misc. tape, spacers, warning, fiber optic plugs, etc.

### X2nSat

1333 North McDowell Blvd. – Suite A                      Petaluma, CA 94954  
Telephone: 405-348-8857                      Mobile: 405-202-9651  
Website: <http://www.x2nsat.com>

Contact(s): Moe Schucble  
Email: [moe@x2nsat.com](mailto:moe@x2nsat.com)

Garrett Hill  
Email: [garrett@x2nsat.com](mailto:garrett@x2nsat.com)

**Products/Services:** X2nSat is a VSAT solutions provider serving businesses around the world. We offer design, integration, implementation, field services, operations, and support for VSAT networks. X2nSat specializes in turnkey satellite solutions for Corporate, Maritime and Rural Telephony networks.

### Xangati, Inc.

10121 Miller Ave. – Suite 100                      Cupertino, CA 95015  
Telephone: 408-252-0505  
Website: <http://www.xangati.com>  
Email: [info@xangati.com](mailto:info@xangati.com)

Contact(s): Tisha Morgan (Office Manager)  
Email: [tisha@xangati.com](mailto:tisha@xangati.com)

Events Only – Tonja Aldis (Marketing)  
Email: [taldis@axangati.com](mailto:taldis@axangati.com)

**Products/Services:** Xangati provides an Application Management 2.0 solution for broadband service providers that need insight into subscriber's application activity for troubleshooting and resolving problems quickly. Xangati customers have been able to instantly identify spammers upon deployment, prevent costly bandwidth upgrades and reduce truck rolls by up to 50 percent.

## CTA Associate Members (cont.)

### Zone Telecom, Inc.

1125 South Blackhawk Blvd                      Mt. Pleasant, UT 84647  
Telephone: 435-462-7500                      Fax: 510-373-2223  
Website: <http://www.zhone.com>

Contact (s): Doug Knight  
840 Blue Jay Lane - Suite 100                      Coppell, TX 75019  
Telephone: 214-789-6002                      Fax: 972-745-4517  
Email: [dKnight@zhone.com](mailto:dKnight@zhone.com)

Nicole Lee  
Telephone: 510-777-7651                      Fax: 510-751-5488  
Email: [nlee@zhone.com](mailto:nlee@zhone.com)

**Products/Services:** ZONE Telecom, Inc. offers a diversity of telecommunications products, including a wide selection of voice, IP, and data services from multiple providers, designed to fit your needs today and tomorrow.

### Zhone Technologies

7001 Oakport St.                      Oakland, CA 94621  
Telephone: 510-777-7035                      Fax: 510-373-2223  
Website: <http://www.zhone.com>

Contact (s): Bill Somers – Account Executive  
Telephone: 303-618-2768  
Email: [wsomers@zhone.com](mailto:wsomers@zhone.com)

Nicole Lee  
Telephone: 510-777-7651                      Fax: 510-751-5488  
Email: [nlee@zhone.com](mailto:nlee@zhone.com)

**Products/Services:** Zhone's Single Line Multi-Service architecture (SLMS) allows carriers to concurrently deliver voice, new premium data and video services over copper or fiber access lines. Optimized Broadband Access - scalable platforms and cabinets supporting 8 to 2880 ports per enclosure, local or line-powered, with optional watertight outside plant (OSP) enclosures to allow pole, pedestal or underground deployment. Optimized Migration to Packet - software selectable line and trunk interfaces; flexible uplinks including GR-303 / V5.2 / OC-12 / Gig.E. Optimized Triple Play - end-to-end solution alleviates incompatibilities and smoothes upgrades. Optimized transport - packet access plus resilient Packet Ring (RPR) transport to handle both TDM and packet traffic using shared virtual rings.