LOUISIANA\_

TELECOMMUNICATIONS

ASSOCIATION

# Category I Members

* Brightspeed
	+ 100 CenturyLink Drive, Monroe, LA 71203
	+ (318) 388-9500
	+ <https://www.brightspeed.com>
	+ PO Box 4065, Monroe, LA 71211
* Delcambre Telephone Company, Inc.
	+ 110 West Main St., Delcambre, LA 70528
	+ (337) 685-2311
	+ [http://www.delcambre.net](http://www.delcambre.net/)
* East Ascension Telephone Company, Inc.
	+ 913 S. Burnside Ave., Gonzales, LA 70737
	+ (225) 621-4200
	+ [https://www.eatel.com](https://www.eatel.com/)
* EPICTOUCH
	+ 5909 Highway One Bypass, Natchitoches, LA 71457
	+ (318) 352-0006
	+ [http://www.cp-tel.com](http://www.cp-tel.com/)
* Fastwyre Broadband, LLC
	+ 153 West Dave Dugas Road, Sulphur, LA 70665
	+ (337) 583-2111
	+ <https://fastwyre.com>
	+ Cameron Telephone, LLC and Elizabeth Telephone, LLC
	+ 153 W. Dave Dugas Rd, Sulphur, LA, 70664
* Kaplan Telephone Company, Inc.
	+ 220 N. Cushing Ave., Kaplan, LA 70548
	+ (337) 643-7171
	+ [https://kaptel.net](https://kaptel.net/)
	+ Mailing Address
	+ PO Box 369, Kaplan, LA 70548
* Northeast Louisiana Telephone Co., Inc.
	+ 6402 Howell Ave., Collinston, LA 71229
	+ (318) 874-7011
	+ [http://ne-tel.com](http://ne-tel.com/)
	+ Mailing Address
	+ PO Drawer 185, Collinston, LA 71229
* Reserve Telephone Company, Inc.
	+ 105 RTC Dr., Reserve LA 70084
	+ (985) 536-1111
	+ [https://rtconline.com](https://rtconline.com/)
	+ Mailing Address
	+ PO Drawer "T", Reserve, LA 70084
* Star Telephone Co., Inc.
	+ 77420 Landry Dr., Marinquin, LA 70757
	+ (208) 548-2345
	+ <https://starinternet.net/site/>
	+ Mailing Address
	+ 150 S. Main, PO Box 269, Rockland, ID 83271
* Vision Communications
	+ 115 West 10th Blvd., Larose, LA 70373
	+ (985) 693-4567
	+ [https://www.viscom.net](https://www.viscom.net/)
	+ Mailing Address
	+ PO Box 188, Larose, LA 70373

# Category II Members

* AT&T Louisiana
	+ Provider of Wireless and Wireline Communications and Video Services
	+ 301 Main Street, Suite 1018, Baton Rouge, LA 70801
	+ Rick Demint, Director of External Affairs
	+ (225) 381-0181
	+ Summer Tullier, Regional Director of Regulatory Affairs
	+ (225) 382-1373

# Category III Members

* Accedian Networks
	+ 11433 Mabrypark Pl., Alpharetta, GA 30022
	+ (770) 687-9822
	+ [www.accedian.com](http://www.accedian.com/)
	+ Jonathan Walker
	+ (770) 687-9822
	+ Email: jwalker@accedian.com
	+ “Accedian Networks is the leader in Performance Assured Networking ™ for mobile backhaul, business services and cloud connectivity. Our solutions provide service providers and network operators with visibility into their networks and this differentiating ability empowers them to optimize, improve and manage the performance of their network, thereby delivering the best possible experience to their subscribers.”
* Adtran, Inc.
	+ 901 Explorer Boulevard, Huntsville, AL 35806
	+ (800) 366-3891
	+ [www.adtran.com](http://www.adtran.com/)
	+ Tom Strangi
	+ Email: tom@adtran.com
	+ Tommy Harmon
	+ Email: tommy.harmon@adtran.com
	+ “ADTRAN, Inc. is a leading global provider of networking and communications equipment with an innovative portfolio of more than 1,700 solutions for use in the last mile of today’s telecommunications networks. Widely deployed by carriers, distributed enterprises and Small- and Medium-sized Businesses (SMBs), ADTRAN networking equipment solutions enable voice, data, video, and Internet communications across copper, fiber, and wireless network infrastructures. ADTRAN solutions are currently in use by every major U.S. service provider and many global ones, as well as by thousands of public, private and governmental organizations worldwide. ADTRAN is headquartered in Huntsville, Alabama, with sales offices strategically located throughout the United States and around the world.”
* Alcatel-lucent
	+ 3400 W. Plano Pkwy., Plano, TX 75075
	+ (512) 771-9071
	+ [www.alcatel-lucent.com](http://www.alcatel-lucent.com/)
	+ Todd Halford
	+ Email: todd.halford@alcatel-lucent.com
	+ "Alcatel-Lucent provides solutions that enable service providers, enterprises and governments worldwide, to deliver voice, data, and video communication services to end-users. As a leader in fixed, mobile and converged broadband access, carrier and enterprise IP technologies, applications, and services, Alcatel-Lucent offers the end-to-end solutions that enable compelling communications services for people at home, at work, and on the move. With over 79,000 employees and operations in more than 130 countries, Alcatel-Lucent is a local partner with global reach. The company has the most experienced global services team in the industry, and one of the largest innovation and Technology organizations focused on communications.”
* Alexicon, Inc.
	+ 3210 E. Woodmen Rd., Suite 210, Colorado Springs, CO 80920
	+ (719) 531-6342
	+ [www.alexicon.net](http://www.alexicon.net/)
	+ Telecommunications Consulting
	+ Tina Stringer
	+ Email: tina@alexicon.net
* Allied Telesis, Inc.
	+ 3041 Orchard Pkwy., San Jose, CA 95134
	+ (408) 519-8700
	+ [www.alliedtelesis.com](http://www.alliedtelesis.com/)
	+ “Allied Telesis is a global provider of secure Ethernet/IP access solutions and an industry leader in the deployment of IP Triple Play networks over copper and fiber access infrastructure. Our POTS- to-10G iMAP integrated Multiservice Access Platform and iMG intelligent Multiservice Gateways, in conjunction with advanced switching, routing and WDM-based transport solutions, enable public and private network operators and service providers of all sizes to deploy scalable, carrier-grade networks for the cost-effective delivery of packet-based voice, video and data services.”
* Amino Communications
	+ 20863 Stevens Creek Blvd., Suite 300, Cupertino, CA 95014
	+ (871) 430-1492
	+ [www.aminocom.com](http://www.aminocom.com/)
	+ Don Paige, Southeast Director of Sales
	+ (770) 339-6900
	+ Email: don.paige@aminocom.com
	+ “Amino communications designs and manufactures IPTV and CATV solutions for communications companies. Along with full featured DVR solutions, Amino also designs powerful yet cost effective solutions supporting OTT applications along with traditional video content. Recently the company produced a line of monitoring cameras designed to strengthen the Broadband offering of communications companies with or without a video solution.”
* Ani Networks
	+ 250 Pilot Rd., Suite 300, Las Vegas, NV 89119
	+ (918) 574-2577
	+ [www.aninetworks.com](http://www.aninetworks.com/)
	+ Wayne Jaggers
	+ (918) 574-2577
	+ Email: wjaggers@aninetworks.com
	+ “ANI Networks Is a leading provider of Wholesale Long Distance, Toll Free, Landline, and Toll Free Texting services. We are committed to providing world class service and unsurpassed call completion and call quality to ILEC, CLEC, cable providers, hosted VOIP, wireless and switchless reseller companies throughout the US. Our network is directly connected to over 90% of the NPANXXs which allows ANI to provide their customers a 99.5% call completion ratio – among the highest in the industry! ANI is also aggressively priced and can typically save our customers between 20-60% or more off of what they are currently paying. Contact us for an apples-to-apples proposal analysis. We require no commitments for any of our services.”
* ANPI
	+ PO Box 638, McMinnville, TN 37111
	+ (931) 668-6670
	+ [www.anpisolutions.com](http://www.anpisolutions.com/)
	+ Gena Barry
	+ Email: gbarry@blomand.net
	+ “Associated Network Partners, Inc. (ANPI) was founded in 1996 with the simple goal of providing Independent telcos access to competitive long distance rates. ANPI owns and operates its own network designed to serve the evolving needs of the marketplace. Today, ANPI serves 650+ ILEC, CLEC and Wireless service providers still with the goal in mind to utilize scale and collective resources to maximize business opportunities for customers.”
* B. T. Construction Co., Inc.
	+ 116 N. Irving Ave., Kaplan, LA 70548
	+ (337) 643-2069
	+ PO Box 126, Kaplan, LA 70548
	+ Toney N. Turnley, President
	+ Lawrence Dartez, General Superintendent
	+ “Contract work for telephone companies. We specialize in burying cable and

outside plant construction."

* Bti Systems
	+ 50 Northside Road, Ottawa, Ontario K2H 5Z6
	+ (613) 248-9154
	+ [www.btisystems.com](http://www.btisystems.com/)
	+ Email: info@btisystems.com
	+ Jeff McMillian
	+ (972) 318-8851
	+ 2802 Woodlake Ct., Highland Village, TX 75077
	+ Email: jmcmillan@btisystems.com
	+ “Video, rural broadband, Ethernet services, SONET evolution, fiber relief – BTI Systems delivers the packet capabilities and scalable capacity required to address all priorities from one network. BTI offers Layer 0/1/2 integration solutions with WDM + Carrier Ethernet-based packet-optical networking platforms and Ethernet access devices complemented by multi-layer network and service management.”
* Beacon, LLC
	+ 5520 S. Lewis, Tulsa, OK 74137
	+ (918) 496-1444
	+ [www.beaconbright.com](http://www.beaconbright.com/)
	+ Ryan Overland, Director
	+ Email: ryan@consultbta.com
	+ “Financial and regulatory consulting services. Management consultants providing the telecommunications industry with services including cost of service studies, strategic planning, economic feasibility studies, merger/acquisition analysis, local interconnection assistance, tariffs and rate design and filings, and expert

testimony.”

* BEC Technologies
	+ 3301 Matrix Drive, Suite 200, Richardson, TX 75082
	+ (972) 422-0877
	+ [www.bectechnologies.net](http://www.bectechnologies.net/)
	+ David Stalnaker
	+ (972) 422-0877 ext. 138
	+ Email: sales@bectechnologies.net
	+ “BEC Technologies Inc. designs, manufactures and markets and extensive portfolio of advanced broadband CPE solutions focused on next generation wired and

wireless IP services.”

* Belden
	+ 4185 Tartan Way, Roswell, GA 30075
	+ (770) 645-0057
	+ <https://www.belden.com/>
	+ Scott Yapp, Regional Sales Manager
	+ “Manufacturer of OSP products like Kold-N-Klose®, Diamond®, Pole Line Hardware,

LRC®, hardline connectors and Snap-N-Seal® drop connectors. Belden is also a

premium supplier of audio, video, data and security cables.”

* The Boles Law Firm
	+ 7914 Wrenwood Blvd., Suite A, Baton Rouge, LA 70809
	+ (225) 924-2686
	+ Janet S. Boles, Attorney
* Cable Connection & Supply Co., Inc.
	+ 1505 30TH St. NW, Faribault, MN 55021
	+ (800) 624-0532
	+ [www.cableconnectionsupply.com](http://www.cableconnectionsupply.com/)
	+ Mark Howells
	+ (651) 357-5120
	+ Email: mhowells@cableconnectionsupply.com
	+ “Distributor of outside plant materials, clothing, tools, test equipment, batteries, and safety equipment. We also specialize in custom assemblies, custom kitting, and other custom requests.”
* Calix
	+ 1035 N. McDowell Blvd., Petaluma, CA 94954
	+ (707) 766-300
	+ Steve Blaskowski, Regional Sales Manager
	+ (256) 200-6867
	+ Email: steven.blaskowski@calix.com
	+ Sharon Venzke, Account Manager
	+ (707) 766-3164
	+ Email: Sharon.venzke@calix.com
	+ “Calix is a global leader in access innovation. Its Unified Access portfolio of broadband access solutions, systems, software, and services enables network and business transformation for communications service providers worldwide – allowing them to become the broadband service provider of choice to their subscribers.”
* CCI Systems
	+ PO Box 190, Iron Mountain, MI 49801
	+ (800) 338-9299
	+ [www.ccisystems.com](http://www.ccisystems.com/)
	+ Email: info@ccisystems.com
	+ Jimmy Rigsby
	+ (378) 779-7525
	+ Email: jimmyrigsby@ccisystems.com
	+ “CCI Systems, a start-to-finish provider of communications services and is a value added reseller and integrator of products for voice, video and data solutions. From design, construction integration, maintenance and equipment, CCI Systems has the

experience and expertise to provide you with the right solution, the first time. Along with our Cisco Partnership, we bring you actual field experience and practical know-how: you can count on us to listen, then give you a candid

recommendation.”

* Charles Industries, LTD
	+ 5600 Apollo Dr., Rolling Meadows, IL 60008
	+ (847) 806-6300
	+ [www.charlesindustries.com](http://www.charlesindustries.com/)
	+ Email: mktserv@charlesindustries.com
	+ Al Myers
	+ (847) 806-6300
	+ Email: amyers@charlesindustries.com
	+ “Charles Industries manufactures "Innovative Enclosed Solutions" including cabinets, building entrance terminals, distribution pedestals and below-grade enclosures for fiber, copper, wireless, broadband and utility applications.”
* CHR Solutions
	+ 9700 Bissonnet Street, Suite 2900, Houston, TX 77306
	+ (713) 351-5111
	+ [www.chrsolutions.com](http://www.chrsolutions.com/)
	+ Email: info@chrsolutions.com
	+ “Building the future of Broadband. CHR offers products and services that enable better broadband. We specialize in Billing and Business software solutions, Broadband Engineering services (including outside plant and network design), and Managed IT and NOC services. Our approach ensures our clients improve operations and grow revenue”
* Ciena
	+ 1150 Sanctuary Parkway, Alpharetta, GA 30009
	+ [www.ciena.com](http://www.ciena.com/)
	+ Lance Williford, Regional Account Director
	+ (678) 520.1154
	+ lwillifo@ciena.com
	+ “Ciena is the network specialist. We collaborate with customers worldwide to unlock the strategic potential of their networks and fundamentally change the way they perform and compete. Ciena leverages its deep expertise in packet and optical networking and distributed software automation to deliver solutions in alignment with OPn, its approach for building open next-generation networks. We enable a high-scale, programmable infrastructure that can be controlled and adapted by network-level applications, and provide open interfaces to coordinate computing, storage and network resources in a unified, virtualized environment. We routinely post recent news, financial results and other important announcements and

information about Ciena on our website.”

* Clear Communications, Inc.
	+ 5824 Plauche St., New Orleans, LA 70123
	+ (504) 888-6666
	+ [www.ClearPBX.com](http://www.clearpbx.com/)
	+ Richard A. Sanderson, II
	+ (504) 888-6666
	+ Richie@ClearPBX.com
	+ “PBX Design and deployment, Internet services both wireline and microwave, CLEC and IXC licensed with Public Service Commission since 1996. Business founded in 1962 as Western Electric subsidiary.”
* Clearfield, Inc.
	+ 5480 Nathan Ln., Plymouth, MN 55442
	+ Lane King
	+ (763) 476-6866
	+ “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.”

* CoBank
	+ 900 Circle 75 Pkwy., Ste 1400, Atlanta, GA 30339
	+ (770) 618-3200
	+ [www.cobank.com](http://www.cobank.com/)
	+ Tom Meyer, Vice President Communications Division
	+ (770) 618-3270
	+ Email: tomeyer@cobank.com
	+ Teri Gamble
	+ (303) 740-4076
	+ Email: tgamble@cobank.com
	+ "CoBank provides complete financial solutions for rural America. With $3.2 billion committed to over 220 rural communications companies nationwide, CoBank offers a wide range of financing services from upgrading facilities and acquisitions to leasing and cash management services. With $90 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."
* CommSoft
	+ 96 Thompson Hill Road, Rensselaer, NY 12144
	+ (518) 720-3700
	+ [www.commsoft.net](http://www.commsoft.net/)
	+ Richard Bartlett, VP Sales
	+ Richard.Barlett@commsoft.net
	+ “CommSoft provides communication service providers with software solutions to conduct their customer care, billing and provisioning operations accurately and seamlessly. Voice, Video and Data services can be bundled, activated, and billed with ease. Our workforce automation tools and information dashboards increase efficiency and enable better service. Proven, Accurate. Limitless. CommSoft.”
* Core Telecom Systems, Inc.
	+ 1131 North Warson Rd., St. Louis, MO 63132
	+ (314) 372-0236
	+ [www.coretelecom.net](http://www.coretelecom.net/)
	+ Scott Boarman
	+ (888) 375-8826
	+ Email: sboarman@coretelecom.net
	+ “CORE Telecom Systems, Inc. is an integrated supplier of brand new and secondary re-used equipment, providing dedicated service to the IOC market by delivering many manufacturer’s products to the telecommunications industry. Our

specialization includes a wide variety of equipment for central office switching technologies, broadband and transmission products, remote outdoor cabinets, a full line of fiber optic material, complete power systems and a variety of batteries by industry leading manufacturers. Core Telecom is an authorized partner of Tellabs, Eltek Valere, Clearfield, North Star Battery, Haze Battery, Major Power, OFS, Innoband, E2 Optics, Wilcom, Platinum Tools and Kurth Electronics. If prices are your concern and fast on time deliveries are your preference, CORE will meet your needs with close, attentive customer service! We are dedicated to you! CORE Telecom Systems, Inc. is a full service organization helping today’s service providers remain profitable in an ever-changing telecommunications environment. CORE Telecom Systems- “Where Economics & Technology Connect”

* Corning Cable Systems
	+ 17708 Meadow Grove Ln., Dallas, TX 75827
	+ (615) 715-1746
	+ [www.corningcablesystems.com](http://www.corningcablesystems.com/)
	+ Edwin Castellon
	+ (615) 715-1746
	+ “Manufacturer of fiber optic cable, cable assemblies, termination hardware and equipment for splicing and testing, and copper communications hardware, including network interface devices, building entrance terminals, protectors, DSL filters/splitters and pedestals.”
* C T & T, Inc.
	+ 4512 Burrow Dr., N. Little Rock, AR 72116
	+ (501) 758-5698
	+ [www.ct-t.com](http://www.ct-t.com/)
	+ Larry Clary, President
	+ (501) 758-5698
	+ "A telecommunication, CATV design and drafting firm committed to providing the highest quality service available, including complete telephone system design, CAD mapping and construction supervision."
* Cyan, Inc.
	+ 1383 N. McDowell Blvd., Suite 300, Petaluma, CA 94954
	+ (707) 735-2300
	+ [www.cyaninc.com](http://www.cyaninc.com/)
	+ Eric Clelland, Co-Founder, VP of Sales
	+ Email: eric.clelland@cyaninc.com
	+ “Cyan is an industry-leading, global innovator of packet-optical transport platforms, multi-layer software, and professional services that fundamentally transform networks into Service Level Aware Networks. Cyan’s customer deployments range from multi-million line local access providers to regional transport, business Ethernet, wireless backhaul, data center and cable MSO service providers.”
* DIRECTV
	+ 2230 E. Imperial Hwy, El Segundo, CA 90245
	+ (405) 401-7038
	+ Dylan Riley
	+ 2721 NW 158th St., Edmond, OK 73013
	+ Email: Djriley@directv.com
	+ “DIRECTV offers a special retailer program for small telco companies. By becoming

a DIRECTV retailer, you will be able to offer video service with a small telco bundle

offer exclusive for your customers, increase your revenues on a commission per

sales basis with no upfront investment.”

* Electricom, LLC
	+ 1660 West Hospital Rd., Paoli, IN 47454
	+ (812) 723-2626
	+ Mike Charles
	+ Email: mcharles@electricominc.com
	+ “ElectriCom provides superior telecommunications construction services, offering project design/build for OSP, FTTx, fiber rings, intercity fiber, and traditional copper construction, splicing and removal in all environments. We also construct manhole and conduit systems, data networks, premises wiring, telecom systems, and we offer complete right-of-way clearing and maintenance services.”
* Elemetal Recycling
	+ 2101 W. Beltline Rd., Carrollton, TX 75006
	+ (972) 587-4040
	+ George Hicks
	+ Email: ghicks@elemetal.com
	+ “Elemetal Recycling is an end-of-life electronics recycler and refurbisher. We responsibly dispose of used electronics such as cable boxes, modems, and laptops, as well as offer secure data destruction. We focus on extraction of precious metals from electronics and therefore offer better prices for our customers’ used equipment. We have the highest health, safety, and environmental accreditations, because of this none of our customers’ used electronics will end up in a landfill or otherwise polluting the environment.”
* Emerson Network Power
	+ 326 Springbrook Court, Grapevine, TX 76051
	+ (817) 442-5759
	+ Danny J. Johnson, Regional Sales Manager
	+ "Emerson Network Power provides a complete range of network infrastructure products and services built on an industry-leading reputation for quality, reliability and value. We provide products for new broadband networks, third generation wireless deployments, evolving CATV service solutions and upgrades to enterprise networks.”
* Enersys
	+ 7405 Crenshaw Dr., Plano, TX 75025
	+ (972) 679-7799
	+ [www.enersys.com](http://www.enersys.com/)
	+ Joe Clews, District Manager-Telecom
	+ “With over 100 years’ experience in battery manufacturing, it’s little wonder EnerSys is the global leader in energy storage. Our reputation for superior quality products and innovative technology is the reason EnerSys is the undisputed first choice worldwide. Offering a full line of VRLA and flooded DC lead acid battery solutions for the telecom market place and backed by A 9,000 employee /$ 3.15b mkt cap company, we will be there to support our products for years to come. Please contact our exclusive agent below for all sales & service inquiries.”
* Ericsson Inc.
	+ 6300 Legacy Dr., Plano, TX 75024
	+ (972) 583-0000
	+ [www.ericsson.com](http://www.ericsson.com/)
	+ Terrell Turner
	+ (972) 583-7586
	+ Email: Terrell.turner@ericsson.com
	+ “Ericsson is the world’s leading provider of technology and services to telecom operators. Ericsson is the leader in 2G, 3G and 4G mobile technologies, and provides support for networks with over 2 billion subscribers and has the leading position in managed services. The company’s portfolio comprises mobile and fixed network infrastructure, telecom services, software, broadband and multimedia solutions for operators, enterprises and the media industry. The Sony Ericsson and ST-Ericsson joint ventures provide consumers with feature-rich personal mobile devices.”
* Fail Engineering Co.
	+ (601) 764-2195
	+ 27 South 2nd St., Bay Springs, MS 39422
	+ <https://www.jdfec.com/>
	+ Joseph Fail, Owner
	+ Marion R. Bowman, President
	+ James (Pete) Terry, Vice President, Director Field Operations
	+ Mailing Address
	+ PO Box 925, Bay Springs, MS 39422
	+ "A full spectrum of consulting engineering and management services to the telecommunications industry."
* Franklin Collection Service, Inc.
	+ PO Box 3910, Tupelo, MS 38803
	+ (877) 869-7776
	+ [www.franklinservice.com](http://www.franklinservice.com/)
	+ Bill Nesmith, Sr. Acct Executive- Business Development
	+ (662) 321-3017
	+ Email: bill.nesmith@franklinservice.com
	+ “Professional debt collecting service since 1980.”
* Friedrich & Associates, Inc.
	+ 3103 Desoto St., Monroe, LA 71201
	+ (318) 387-9405
	+ Russell A. Friedrich, President
	+ Tim Holstead, Treasurer
	+ Email: tim@holstead.net
	+ "Furnishing all phases of engineering for the telephone and communication industry."
* Genband
	+ 2801 Network Blvd., Suite 300, Frisco, TX 75034
	+ (972) 521-5868
	+ [www.GENBAND.com](http://www.genband.com/)
	+ Erik Owens, Sales Director, South Central US
	+ (903) 266-0404
	+ Email: erik.owens@genband.com
	+ Shane Wagner, Sales Specialist II
	+ (214) 493-9157
	+ Email: Shane.Wagner@genband.com
	+ “Ribbon is a global leader in real-time communications and security solutions, providing communications software and infrastructure solutions to service providers and enterprises. The company’s complementary product portfolio and

expanded geographic reach provides customers with an expanded set of market- leading products and solutions. Ribbon is highly focused on providing customers with the best products and services to achieve positive business outcomes.”

* Goldfield Telecom, L.C.
	+ 611 N. Main St., Goldfield, IA 50542
	+ (515) 825-3400
	+ [www.goldtelecom.com](http://www.goldtelecom.com/)
	+ Mailing Address
	+ PO Box 237, Goldfield, IA 50542
	+ “Goldfield Telecom is a national leader of distribution for cutting edge

telecommunications equipment, installation, integration and distribution.”

* Grady Crawford Construction Co.
	+ 12290 Greenwell Springs Road, Baton Rouge, LA 70821
	+ (225) 275-7334
	+ Hugh J. Johnson, President
	+ Grady Crawford, Secretary-Treasurer
	+ Mailing Address
	+ PO Box 967, Baton Rouge, LA 70821
	+ "Utility contractor (telephone). Conduit-trenching, plowing, road boring, manhole, pole line, submarine cables, repeated sites, splicing-standard and fiber optic cables."
* Graybar
	+ 6161 Bingle Rd., Houston, TX 77092
	+ (763) 852-6200
	+ <https://www.graybar.com/store/en/gb>
	+ Chris Boesen, Outside Sales Rep.
	+ (713) 816-3535
	+ Email: Chris.Boesen@Graybar.com
	+ Jamie Pickup, Manager of Specialty Business
	+ Email: Jamie.Pickup@Graybar.com
	+ "Works to your advantage for all your telecommunications & data requirements."
* Holtger Bros., Inc.
	+ 950 W. Main Ave., De Pere, WI 54115
	+ (920) 337-9980
	+ Louisiana Office
	+ 3571 Elm St., Choudrant, LA 71227
	+ [www.holtger.com](http://www.holtger.com/)
	+ Donald G. Holtger, Vice President and CEO
	+ Rebecca Denman, Marketing Director
	+ (920) 606-4205
	+ Email: Rebecca.denman@holtger.com
	+ "Underground, aerial, & buried utility construction. Copper-fiber-coaxial-cable. Directional boring, manhole and conduit systems."
* Innovative Systems, LLC
	+ 1000 Innovative Dr., Mitchell, SD 57301
	+ (605) 995-6120
	+ [www.innovsys.com](http://www.innovsys.com/)
	+ Jennifer Pavlicek
	+ (605) 990-7266
	+ Email: JenniferP@innovsys.com
	+ “Innovative Systems offers eLation, a fully integrated OSS/BSS system that includes billing, financials and automated staking and mapping. The Application Peripheral (AP) and APMAX feature Voice and Unified Messaging, Conferencing, Caller ID Video Screen Pop plus other enhanced telephony features. The APMAX also serves as the platform for Innovative’s IPTV Middleware solution. With over 800 systems in service throughout North America, Innovative Systems is one of the leading suppliers of telecommunications hardware and software for the independent telco market. For more information visit [www.innovsys.com](http://www.innovsys.com/).”
* Interstate Powercare
	+ 10200 Plano Rd., Suite 400, Dallas, TX 75238
	+ (214) 505-4237
	+ Barbara Rognlie, SW Regional Sales Manager
	+ Email: Barbara.rognlie@ibsa.com
	+ “Interstate PowerCare offers a complete selection of motive and critical power solutions products at competitive prices with outrageously dependable service.”
* Jackson Thornton Utilities
	+ PO Box 96, Montgomery, AL 36101
	+ (334) 834-7660
	+ Jerry Mitchell, Principal
	+ (334) 240-3688
	+ George Lynch, Principal
	+ (334) 240-3686
	+ Rod Ballard, Principal
	+ (334) 240-3622
	+ Email: rod.ballard@jacksonthornton.com
	+ “Jackson Thornton Utilities provides audit, tax and consulting services to more than 100 southeastern telecommunications, electric, gas and water providers. Consulting services include strategic planning, business plan development, cost evaluation & allocation, rate case studies, installation and review of work order procedures, accounting system review & implementation, cost separation and disaggregation studies, jurisdictional separation studies, employee training &

education.”

* JSI
* 7852 Walker Drive, Suite 200, Greenbelt, MD 20770
* (301) 459-7590
* Leo Staurulakis, Executive Vice President
* John Kuykendall, Vice President
* R. Craig Cook, Director of Regulatory Affairs
* (512) 338-0473
* Mailing Address
* Echelon Bldg. II, Suite 200, 9430 Research Blvd., Austin, TX 78759
* “JSI provides a full array of financial, management, regulatory, business development, marketing/public relations and strategic services, as well as education and training. Established in 1962, JSI today provides these services, and more, to hundreds of companies across the nation. JSI also offers analysis and review of such competitive-focused issues as pricing and bundling, VoIP and IPTV assessment, CLEC and video/cable operations, strategic partnerships, image and identity, and mergers/acquisitions. With more than 95 professionals on staff, JSI remains a leader in offering business solutions to independent providers. In

addition to its Greenbelt, Md., headquarters, JSI has regional offices in Atlanta,

Minneapolis, Austin, and Salt Lake City.”

* + KGP Co., Inc.
		- 9412 Alberta Ct., Frisco, TX 75033
		- (972) 898-0475
		- [www.kgplogistics.com](http://www.kgplogistics.com/)
		- Timothy L. Weaver, Sales Director-West Region
		- (903) 896-7151
		- David Reinertsen, District Sales Mgr.
		- (972) 898-0475
		- "KGP Logistics is one of the country’s largest single-source providers of equipment and integrated services to the telecommunications industry."
	+ MAPCOM SYSTEMS
		- 601 Southlake Blvd., Richmond, VA 23236
		- (804) 743-1860
		- John Granger
		- Email: jgranger@mapcom.com
		- “Mapcom Systems is the developer of M4 Solutions – a visual operations platform that allows service providers to manage their workforce, as well as fiber, coax, wireless and copper networks, including both outside and inside plant at the physical and logical levels. M4 Solutions enables users to integrate and correlate data from existing billing, accounting, GPS tracking, element management, network monitoring and vehicle-tracking applications in a powerful visual interface to all network elements.”
	+ Metaswitch
		- 201 Portero Ave., San Francisco, CA 94103
		- (415) 513-1500
		- <https://www.metaswitch.com/>
		- Preston Williams
		- Email: preston.williams@metaswitch.com
		- “MetaSwitch is an industry-leading vendor of switching and applications solutions for both packet and circuit-switched networks. Its widely deployed core session control and media/signaling gateway products support a full range of Class 4/5 capabilities, while its MetaSphere service delivery platform and applications suite enables a broad set of hosted IP communications services. Customers include many of the world’s leading operators of wireline, wireless and cable networks, with deployments that scale to millions of subscribers.”
	+ Mid-America Computer Corporation (MACC)
		- 111 Admiral Dr., P.O. Box 700, Blair, NE 68008
		- (402) 426-6222
		- [www.maccnet.com](http://www.maccnet.com/)
		- Lynn Groen
		- (850) 677-8444
		- Email: lgroen@maccnet.com
		- “Mid America Computer Corp. (MACC) is a billing solutions company that offers a

variety of services and front office software to provide telephone, cable television,

Internet and wireless service. From data processing to bill rendering and

fulfillment, MACC offers clients “best of breed” billing solutions to face the future.”

* + Mid-State Consultants
		- 120-A Daniels Road, PO Box 9, Ball, LA 71405
		- (318) 641-1011
		- [www.mscon.com](http://www.mscon.com/)
		- Terry Brown, President
		- (435) 623-8601
		- Steve Kidd, Vice President
		- Gary Norris, Regional Vice President
		- (318) 641-1011
		- Tory Richtmyer, Sales & Marketing Director
		- "Mid-State Consultants, Inc. is a comprehensive communications engineering company providing OSP and ISP engineering services for FTTP, VoIP Transport, SONET, BLC, IPTV/RF and wireless. Mid-State performs many additional services including drafting, ROW/permitting and GPS locating for clients to insure project fulfillment. Mid-State is proficient in the conversion of records to GIS operations management software for networks with multiple element types. Mid-State has offices across the United States."
	+ Mitchell Engineering
		- 400 N. Fourth Street, Wills Point, TX 75169
		- (903) 873-4087
		- Larry Mitchell, Owner
		- Gordon Sanders, Outside Plant Manager
		- Mailing Address
		- PO Box 208, Wills Point, TX 75169
		- "Complete telephone system consulting engineering services."
	+ MP NEXLEVEL
		- 500 County Road 37 East, Maple Lake, MN 55358
		- (320) 963-2400
		- <https://mpnexlevel.com/>
		- Derek Groth, Sales & Marketing Director
		- (320) 963-2400
		- Email: DGroth@mpnexlevel.com
		- “MP Nexlevel provides high quality utility construction services throughout a major portion of the United States. We provide construction services to Communication, Electrical, Water, Sewer, Natural Gas, and Alternative Energy Industries. MP Nexlevel provides Directional Drilling, Plowing, Trenching, Rock Sawing, and Placement, Splicing and Testing of Fiber, Copper and Coax cables.”
	+ 3M Communication Markets Division
		- 6801 River Place Blvd. 130-2N-02, Austin, TX 78726
		- (512) 984-2351
		- [www.mmm.com/telecom](http://www.mmm.com/telecom)
		- Joe Van Allen, Account Executive
		- (512) 773-1907
		- "3M is taking fiber further, moving mobility forward and maximizing networks – from xDSL and FTTN to the enterprise. Find out more at 3M.com/telecom."
	+ National Exchange Carrier Association
		- 2475 Northwinds Parkway, Suite 375, Alpharetta, GA 30009
		- (770) 752-3133
		- <https://www.neca.org/Home.aspx>
		- Carol A. Brennan, Vice President – Industry Relations
		- (303) 893-4402
		- Kathy McNary, Director-Member Services
		- (770) 752-3133
		- "This is a non-profit association to administer rates, tariffs, and revenue/expense pools for settlements for member companies engaged in interstate telecommunications.”
	+ National Information Solutions Cooperative (NISC)
		- 3131 Technology Drive NW, Mandan ND 58554
		- (866) 999-6472
		- <https://www.nisc.coop/>
		- Todd Heneckel, Regional Sales Manager
		- (866) 999-6472 ext.2823
		- Email: todd.henecke@nisc.coop
		- “NISC is a leading provider of software solutions and services for utilities and telecoms. NISC offers advanced, integrated solutions featuring automated workflows, electronic approvals and more in areas billing &customer service, customer engagement, accounting, engineering & operations, meter data management, payment channels, cybersecurity and eServices/Apps.”
	+ National Rural Telecommunications Cooperative (NRTC)
		- 2121 Cooperative Way, Suite 500, Herndon, VA 20171
		- (703) 787-0874
		- Bob Phillips, CEO
		- Sam Moore, Regional Business Director
		- (601) 371-0141
		- Mailing Address
		- 125 Del Ray, Jackson, MS 39212
		- “The National Rural Telecommunications Cooperative (NRTC) represents the advanced telecommunications and information technology interests of more than 900 rural electric and telephones utilities. NRTC’s members deliver telecommunications and other technology products and services to rural America. Building on a foundation of community service in the cooperative tradition, these rural utilities make possible a future in which all Americans share equally in the benefits of the digital age.”
	+ Neonova Network Services
		- 1201 Edwards Mill Rd., Suite 102, Raleigh, NC 27607
		- (919) 460-3330
		- <https://neonova.net/>
		- “NeoNova is an industry leader in managed IP services that enable service providers to offer premium Web 2.0 integrated communications, superior customer support and professional services, and advances subscriber and network management services. NeoNova provides a future- proof platform with a comprehensive suite of applications and value-added services that allow service providers to become a best-in-class ISP in less time with a great ROI.”
	+ Network USA, LLC
		- 3501 N W Evangeline Thruway, Carencro, LA 70520
		- (337) 886-1600
		- <https://www.conterra.com/>
		- James Davis
		- Email: jdavis@networkusa.com
		- “Telecommunications transport services.”
	+ Nolan Power
		- 21448 Marion Ln., Mandeville, LA 70471
		- (985) 801-5000
		- <https://www.nolanpower.com/>
		- Rocky Colombo
		- (985) 801-5010
		- Email: rocky.colombo@nolanpower.com
		- Louis Arrigo
		- (985) 801-5053
		- Email: louis.arrigo@nolanpower.com
		- Bobby Nolan
		- (985) 801-5050
		- Email: bobby.nolan@nolanpower.com
		- Bret Villars, Division Sales Manager
		- (985) 801-5051
		- Email: Bret.villars@nolanpower.com
		- “Sales and service of DC power systems for Industrial, Utility, Telecom & Commercial applications; batteries, rectifiers, power distribution, inverters & converters. Nolan Power Group also provides turnkey installation services, 24 hour emergency repair services, capacity testing services, temporary power systems, & EPA approved disposal of batteries.”
	+ Oldcastle Precast, INC.
		- 7311 NW 77th St., Medley, Fl. 33166
		- (800) 735-5566
		- David Piterski, SE Regional Sales Manager
		- (305) 323-7926
		- “Precast concrete products communication–power-electrical.”
	+ Opti-Com Manufacturing Network, LLC (OMNI)
		- 259 Plauche St., New Orleans, LA 70123
		- (504) 736-0331
		- <https://www.omni-opti.com/>
		- Sales Department: sales@omni-opti.com
		- (504) 736-0331
		- “OMNI specializes in manufacturing and distributing outside plant materials & supplies for the telecommunications industry. We can supply everything necessary to place, protect and repair telephone, data & cable TV lines, especially fiber optics. OMNI’s flagship product is the multi-duct conduit “OPTI-COM”, but we also carry complete lines of empty conduit & duct in a range of materials including PVC< HDPE, steel & fiberglass. Schedule 40 & 80 ducts are available, as well as UL listed materials. OMNI also carries a complete selection of outside plant accessories, making us a one-stop shop.”
	+ Palmetto Engineering & Consulting, LLC
		- P.O. Box 255, St. Matthews, SC 29135
		- (803) 874-4360
		- [www.palmettoeng.com](http://www.palmettoeng.com/)
		- Dennis McCahill, Director of Business Development
		- (901) 515-8725
		- 850 Lancelot Circle, Collierville, TN 38107
		- Email: dennis.mccahill@palmettoeng.com
		- “Palmetto engineering & consulting provides telecommunication engineering services including network planning, outside plant design, staking and construction surveillance, RUS/RDUP contracts and P&S, central office equipment planning, specifications development, assistance with bidding and acceptance testing, facilities management and mapping services, GIS integration, and project management. From strategic planning and

presentations to Boards of Directors, to acceptance testing of the smallest projects, Palmetto engineering & consulting is fully capable of supporting your telecommunications requirements both today and into the future. Licensed professional engineers are on staff to assist clients in planning, designing, bidding and implementing facility improvements to telecommunications networks.”

* + Phelps Dunbar, LLP
		- II City Plaza, 400 Convention Blvd., Suite 1100, Baton Rouge, LA 70802
		- (225) 376-0241
		- FAX (225) 381-9197
		- Paul Guarisco, Attorney
		- (225) 376-0241
		- Email: paul.guarisco@phelpsdunbar.com
		- “Phelps Dunbar is a regional law firm of more than 280 attorneys serving clients in

Louisiana, Florida, Alabama, Mississippi, Texas and North Carolina, as well as in

London. Our goals are simple: create a significant presence so that our clients need only one firm for legal services throughout the region; deepen client relationships through a commitment to understand clients’ businesses and their goals; and advance clients’ interests by providing excellent, effective and efficient legal services and creative solutions across all areas of our practice, including litigation, business, employment, insurance and admiralty.”

* + Power & Telephone Supply
		- 2673 Yale Ave., Memphis, TN 38112
		- (901) 866-3300
		- <https://www.ptsupply.com/>
		- Jim Drain, VP, Telco Group
		- Email: jim.drain@ptsupply.com
		- DeWayne Fesmire, District Manager
		- Email: dewayne.fesmire@ptsupply.com
		- Cindy Beshare
		- Email: cindy.besharse@ptsupply.com
		- "Power & Tel is an industry leader in the sales, material management and distribution of product solutions to the worldwide telecommunications marketplace. FTTx, IPTV, VoIP, Central Office/Headend, OSP, Wireless, customer Premise, Home Networking, Testing – we have the product and solution portfolio to build and maintain your entire network."
	+ Preformed Line Products
		- 660 Beta Dr., Mayfield Village, OH 44143
		- (440) 461-5200
		- <http://www.preformed.com/>
		- Bill Upton
		- 440-715-5147
		- Email: bupton@preformed.com
		- Joe Cantino, PSA – Professional Sales Agents
		- 314-566-8497
		- 921 Louisiana Avenue, New Orleans, Louisiana
		- Email: joe.cantino@prosalesagents.com
	+ Procom Sales
		- (770) 887-5536
		- 3380 Trickum Road, #1400-100, Woodstock, GA 30188
		- <http://www.procomsalesinc.com/>
		- Brad McCulley- Outside Sales-LA, South MS
		- Email: bradmcculley@procomsalesinc.com
		- Pamela Wheeler, Marketing &Event Planning
		- Email: pamela@procomsalesinc.com
	+ ReadiTech Engineering
		- 1600 E. Interstate Ave, Suite 106, Bismarck, ND 58503
		- (701) 344- 9050
		- [https://engr.readitech.com](https://engr.readitech.com/)
		- Dustin Maier
		- Email: dmaier@readitech.com
		- Readitech is a Telecommunications Consultant engineer & providing engineering design, construction observation, permitting and right-of-way resources.”
	+ Ribbon Communications
		- 2801 Network Blvd., Suite 300, Frisco, TX 75034
		- (972) 521-5868
		- <https://ribboncommunications.com/>
		- Erik Owens, Sales Director South Central US
		- (903) 266-0404
		- Email: erik.owens@genband.com
		- Shane Wagner, Sales Specialist II
		- (214) 493-9157
		- Email: Shane.Wagner@genband.com
		- “Ribbon is a global leader in real-time communications and security solutions, providing communications software and infrastructure solutions to service

providers and enterprises. The company’s complementary product portfolio and expanded geographic reach provides customers with an expanded set of market- leading products and solutions. Ribbon is highly focused on providing customers with the best products and services to achieve positive business outcome.”

* + SDT, INC.
		- 130 North Second St., Brookhaven, MS 39601
		- (601) 823-9440
		- <https://sdt-1.com/>
		- James Ezell, President
		- (601) 823-9440
		- Email: jezell@sdt-1.com
		- SDT is a multi-disciplined telecommunications infrastructure services company providing a widely diversified package of services to telecommunications carriers, developers and integration providers. SDT’s Primary Service Divisions are:
			* OSP (Engineering & Construction)
			* Wireless (Tower, Civil and Line & Antennae Work)
			* ISP (Equipment Installation / Decommission)
			* Real Estate (Network Property Services)
			* Technical Services (Professional and Technical Staffing)
	+ Superior Essex
		- 1112 Sunset Dr., Trophy Club, Texas 76262
		- (817) 579-4333
		- <http://superioressex.com/>
		- David Gray
		- (817) 579-4333
		- Email: david.gray@spsx.com
		- “Manufacture of OSP fiber cable, OSP copper cable, Premise copper and fiber cable composites and central office wire and cable.”
	+ TDC2
		- 634 N. Ballard, Wylie, TX 75098
		- (972) 423-9080
		- <http://tdc2.com/>
		- Scott Mackinaw, President
		- Email: smackinaw@tdc2.com
		- “Turnkey engineering and OSP services for the telecommunications industry.”
	+ Telcom Insurance Group
		- 6301 Ivy Ln., Suite 506, Greenbelt, MD 20770
		- (301) 220-3200
		- <https://www.telcominsgrp.com/>
		- Peter J. Elliott, President and CEO
		- Kim Powell, Senior Account Executive
		- (360) 901-3785
		- Email: kkp@telcominsgrp.com
		- “Provide Property-Casualty insurance and risk management services for the

telecommunications industry.”

* + TEL-QUIP, LLC
		- 5322 W. Bellfort St., Suite 117, Houston, TX 77035
		- (713) 728-0625
		- [www.telquip.com](http://www.telquip.com/)
		- Larry Parker
		- (512) 966-1615
		- PO Box 364, Florence, TX 76527
		- larry@telquip.com
		- “Tel-Quip is a manufacturer’s representative. We represent Duraline Duct to telecommunications providers in Louisiana.”
	+ Texas Communications Expo, INC.
		- PO Box 320, Sherman, IL 62684
		- (866) 389-3976
		- [www.tcei-expo.com](http://www.tcei-expo.com/)
		- Rodney Holmes, President
		- Courtney Purchis, Administrator
		- “Produce trade show and seminars for the telecommunication industry.”
	+ Toly Digital Networks, INC.
		- 1005 W. Indiantown Rd., Suite 201, Jupiter, FL 33458
		- (561) 694-8655
		- <https://www.tolydigital.net/>
		- Aaron Suto
		- Email: Aaron.Suto@tolydigital.net
		- “Toly Digital is a technology partner focused on maximizing your profitability. From VoIP

iTalk hosted services to SIP, data and long distance solutions, Toly’s customer centric team knows that competitive pricing, fraud protection, call completion and managed quality switching are just the beginning to a successful partnership. With more than 20 years of industry experience, proven business analysis and top shelf technology, Toly creates customized, revenue generating products. It’s Time to Talk to Toly!”

* + Vantage Point Solutions
		- 2211 N. Minnesota St., Mitchell, SD 57301
		- (605) 995-1777
		- <https://www.vantagepnt.com/>
		- Robert Bengel, Manager of Customer Relations
		- (602) 743-3119
		- Email: Robert.Bengel@Vantagepnt.com
		- “Vantage Point Solutions is a customer-focused, technology-driven engineering services and telecommunications consulting company serving independent service providers. VPS designs the most technically advanced and economically viable solutions customized for its clients. VPS provides a full range of services including professional engineering, outside plant engineering services, strategic planning, technology evaluations, network architecture design, regulatory and feasibility studies.”
	+ Walker and Associates, Inc.
		- 7129 Old US Hwy. 52 North, Welcome, NC 27374
		- (800) 925-5371
		- FAX (336) 731-3089
		- [www.walkerfirst.com](http://www.walkerfirst.com/)
		- Jane Elder
		- (336) 731-5355
		- 6240 Shiloh Road, Suite 250, Alpharetta, GA 30005
		- Email: jane.elder@walkerfirst.com
		- Frank Soos, Regional Account Manager
		- (805) 570-4887
		- Email: frank.soos@walkerfirst.com
		- "Walker and Associates is the premier distributor of network products solutions, providing supply chain management, network deployment kits, quality installation, systems

integration and unsurpassed service.”

* + Zyxel Communications, Inc.
		- 1130 North Miller St., Anaheim, CA 92806
		- (714) 632-0882
		- [www.us.zyxel.com](http://www.us.zyxel.com/)
		- Jennifer Mackey
		- “ZyXEL offers reliable, end-to-end, fully converged solutions for delivering broadband access, services and applications from the central office into the home. Our desire to build exactly what the carrier wants, our talent to deliver it, and our commitment to lifecycle support makes ZyXEL a valued and dependable business partner. With North American headquarters in Anaheim, California, ZyXEL’s affordable, high-performance products include MSANs, xDSL DSLAMs and CPEs, cable access, broadband-sharing, WiMAX, VoIP and connected home solutions for a wide range of deployment scenarios. ZyXEL customers are supported by a trusted and reliable team that enables them to work without

interruption.”