



**TELECOMMUNICATIONS**  
ASSOCIATION OF MICHIGAN

## **2016 Broadband Industry Directory**





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Monday through Friday

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## MAJOR MEETINGS

**2016 PoliTech** - May 3 - 4  
Radisson, Lansing, MI

**2016 Vendor Golf Outing** - June 21  
The Wolverine at Grand Traverse Resort, Acme, MI

**2016 ComPulse** - June 21 - 23  
Grand Traverse Resort, Acme, MI

**Great Lakes Technology Showcase** - Oct. 25 -27  
Grand Wayne Center, Fort Wayne, IN

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## MISSION STATEMENT

The Telecommunications Association of Michigan will help its members meet customer and stakeholder needs by providing effective public policy advocacy, educational programming, and consensus building opportunities necessary in a constantly evolving industry.

## BOARD OF DIRECTORS

	<u>Term Ends</u>	<u>Office</u>
Linda Corie, Ogden Telephone	(2016)	Chair
Lorenzo Cruz, CenturyLink	(Appointed)	1st Vice Chair
Steve Shults, Bloomingdale Communications	(2017)	2nd Vice Chair
Randy Fletcher, Lennon Telephone	(2016)	Treasurer
Janet Beilfuss, Springport Telephone	(2017)	
Mark Bernath, Waldron Telephone	(2018)	
James (Jay) P. Brogan, Hiawatha Communications	(2018)	
Paul Pederson, TDS Telecom	(2017)	
Tony Ruskowski, AcenTek	(2018)	

## FOUNDATION

The foundation was established in 1988 to promote educational and scientific advancement by granting scholarships to family members of member company employees. Scholarships are awarded based on applicants' ability and desire to further their educations. The foundation is supported by contributions from individuals and companies interested in providing financial aid to Michigan's talented young people.

Contributions can be corporate, individual, or memorial, and may be sent to:

### Telecommunications Association of Michigan Foundation

Attn: Kelle M. DuBay  
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Telephone: 517-482-4166

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### Board of Trustees

James P. Brogan, III, Chair, Hiawatha Communications

Janet Beilfuss, Springport Telephone

David McCartney, Peninsula Fiber Network, LLC

## COMMITTEES

### Accounting and Tax Committee

Nathan Eads, Lally Group, CPAs (Chairman)  
Mary Babcock, Pigeon Telephone  
Jack Nutter, TDS  
Ron Siegel, Allband Communications Cooperative  
Sue Shanski, Maner Costerisan  
Steve Shults, Bloomingdale Communications

### Legislative and Regulatory Committee

Jay Brogan, Hiawatha Communications (Chairman)  
Lorenzo Cruz, CenturyLink  
Mark Graf, Winn Telephone  
M. Koray Inal, Baraga Telephone  
Kevin Kloehn, Vantage Point Solutions  
Paul Pederson, TDS  
Tony Ruskowski, AcenTek

### Value of Membership Committee

Tony Ruskowski, AcenTek (Co-Chairman)  
Doug Gabrielson, Goldfield Telecom (Co-Chairman)  
John Bournazos, Accedian Networks  
Luke Burkhart, Com Net, Inc.  
Gordy Caverly, Mid-State Consultants, Inc.  
Randy Fletcher, Lennon Telephone  
Mark Graf, Winn Telephone  
Joshau Hendershot, DIG-IT, INC.  
Kevin Kloehn, Vantage Point Solutions  
Todd Thorson, Kiesling Associates LLP  
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Madison, WI  
608-664-9110

Emmetsburg, IA  
712-852-4464

Colorado Springs, CO  
719-599-3664  
Omaha, NE  
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## CATEGORY I MEMBERS

---

### Incumbent Local Telephone Companies

**AcenTek**

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**Fax:** 616-895-9932

**Web:** www.acentek.net

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**Company exchange:** Drenthe



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**Company exchange:** Old Mission



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Curran, MI 48728

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**Fax:** 989-369-9998

**Web:** www.allband.org

**Company exchange:** Robb's Creek



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**Baraga Telephone Company**

204 State St.  
P.O. Box 9  
Baraga, MI 49908-0009

**Phone:** 906-353-6644

**Fax:** 906-353-7550

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Delton, MI 49046-0128

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**Fax:** 269-623-8033  
**Web:** www.barryarea.com  
**Web:** www.mei.net

**Company exchanges:** Banfield, Delton, Lacey, Pine Lake



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**Company exchange:** Blanchard



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**Fax:** 269-521-7373  
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**Company exchanges:** Bloomingtondale, Mattawan, Paw Paw



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**Company exchanges:** Climax, Metro



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*DBA D & P Communications, Inc.*

4200 Teal Rd.  
Petersburg, MI 49270-9304

**Phone:** 734-279-1339

**Fax:** 734-279-2640

**Web:** www.d-pcommunications.com

**Company exchanges:** Deerfield, Petersburg



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Brimley, MI 49715-0309

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**Fax:** 906-248-3425

**Web:** www.jamadots.com

Munising Office

108 W. Superior St.

Munising, MI 49862

**Phone:** 906-387-9911

**Fax:** 906-387-9920

**Company exchanges:** Bay Mills, Brimley, Deer Park, Eckerman, Grand Marais, Hiawatha Forest, Hulbert, Munising, Paradise, Seney, Shingleton



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**Twitter:** @LennonTel

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397 U.S. 41 N.

Carney, MI 49812-0086

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**Fax:** 906-639-9935

**Company exchanges:** (Regulated) Amble, Carney, Chester, Donken, Drummond Island, Faithorn, Felch, French River, Grace Harbor, Lake Gogebic, Manistee River, Marenisco, Michigamme Forest, North Land O'Lakes, Rexton, Scott Point, Smoky Lake, Wallace, Watson (Non Regulated) Escanaba



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P.O. Box 97  
Watton, MI 49970-0097

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Fax: 906-355-2255  
Web: www.jamadots.com

Company exchanges: Golden Lake, Trout Creek, Watton



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Company exchange: Ogden Center



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**Fax:** 906-884-6400

**Web:** www.jamadots.com

**Company exchanges:** Bruce Crossing, Ewen, Mass, Ontonagon, Rockland, White Pine



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**Phone:** 989-453-4321

**Fax:** 989-453-3322

**Web:** www.pigeontelephone.com

**Company exchanges:** Alba, Lakes of the North, Pigeon, Twining



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**Fax:** 517-857-3329

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Company exchanges: Augusta, Clayton, Hickory



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Company exchanges: AuTrain, Chatham, Sand River, Skandia, Trenary



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Company exchanges: Fostoria, Millington, Munger



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**Fax:** 608-830-5519

**Web:** www.tdstelecom.com

**Company exchanges:** Beaver Island, Bois Blanc, Sanford



**Contact**

Paul Pederson, Manager – External Affairs & Communications  
paul.pederson@tdstelecom.com

*\* Please mail all correspondence to the Madison, WI office.*

**Waldron Telephone Company**

115 S. Main St.  
P.O. Box 197  
Waldron, MI 49288-0197

**Phone:** 517-286-6211

**Fax:** 517-286-6219

**Web:** www.waldrontel.com

**Company exchange:** Waldron



**Contacts**

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mark@waldrontel.com

Lucinda Bernath, Vice President  
cindy@waldrontel.com  
517-286-6220

**Westphalia Telephone Company**

109 E. Main St., Box 368  
Westphalia, MI 48894

**Phone:** 989-587-5000 Administration  
**Fax:** 989-587-3070 Administration  
**Web:** www.comlink.net

**Company exchange:** Westphalia



**Contacts**

Paul Bowman, General Manager  
pbowman@comlink.net

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twieber@comlink.net

Ron Spicer, Network  
rspicer@comlink.net

**Winn Telephone Company**

2766 W. Blanchard Rd., Box 367  
Winn, MI 48896

**Phone:** 989-866-2421  
**Fax:** 989-866-2205  
**Web:** www.winntelephone.com

**Company exchange:** Winn



**Contacts**

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mgraf@winncommunications.net

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dbrinks@winncommunications.net

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Judi Wagler, Consultant  
jawagler@frontiernet.net

Index by Last Name (A - E)

**A**

Allen, Sally Midway Telephone  
Ashbaugh, Betsy Blanchard Telephone

**B**

Babcock, Mary Pigeon Telephone  
Bahnson, Mark Bloomingdale Communications  
Bausman, Larry Ogden Telephone  
Beilfuss, Janet Springport Telephone  
Bender, Jim Barry County Telephone  
Bernath, Lucinda Waldtron Telephone  
Bernath, Mark Waldron Telephone  
Bogner, Chris Carr Communications  
Bogner, Mitch Carr Communications  
Bogner, Terri Carr Communications  
Bowden, Thomas Lennon Telephone  
Bowerman, Renee Hiawatha Telephone  
Bowman, Paul Westphalia Telephone  
Brewer, April Lennon Telephone  
Brinks, David Winn Telephone  
Brogan, James (Jay) Hiawatha Telephone  
Burnham, Jim CTS Telecom, Inc.

**C**

Conrad, Carol Winn Telephone  
Cooley, Denise AcenTek  
Corie, Linda Ogden Telephone  
Cribbs, Harry Kaleva Telephone  
Cribbs, Jon Kaleva Telephone  
Cusack, Deborah Barry County Telephone

**D**

DeNeve, Ron Hiawatha Telephone  
Dolan, Robert Michigan Broadband Services  
Doyle, Kevin CTS Telecom, Inc.

**E**

Eichler, Ed Pigeon Telephone  
Eichler, Neal Pigeon Telephone

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**F**

Farrell, Ronald Blanchard Telephone  
Fletcher, Randy Lennon Telephone  
French, Jon Baraga Telephone

**G**

Gerdeman, Scott CTS Telecom, Inc.  
Graf, Mark Winn Telephone

**H**

Hamlin, Stacey CTS Telecom, Inc.  
Hauenstein, Amy Sand Creek Communications  
Hoover, David Michigan Broadband Services  
Howell, Jim Springport Telephone  
Hutchison, Ashley Deerfield Farmers' Telephone

**I**

Immonen, Craig Ontonagon County Telephone  
Inal, M. Koray Baraga Telephone

**K**

Karpinski, Matt Deerfield Farmers' Telephone  
Key, Dan Bloomingdale Communications  
Kissau, Scott CenturyLink  
Knill, Mary Jo AcenTek

**L**

LaRocca, David Deerfield Farmers' Telephone  
LaRocca, Jamie Deerfield Farmers' Telephone

**M**

Main, Barb Pigeon Telephone  
Matsumoto, Alan CenturyLink

**O**

Osborne, Mike AcenTek

**P**

Parisien, Robert Deerfield Farmers' Telephone  
Patsey, Sharon Lennon Telephone  
Pederson, Paul TDS Telecom  
Prunick, Greg Hiawatha Telephone

**Q**

Quinn, Wendy Kaleva Telephone

**R**

Ream, Sharon AcenTek  
Ringle, Greg Chapin Telephone  
Ruskowski, Tony AcenTek

**S**

Sadler, Teresa Sand Creek Communications  
Schetter, Becky Michigan Broadband Services  
Shavaliar, Jeff Barry County Telephone  
Shults, Steve Bloomingdale Communications  
Siegel, Ron Allband Communications Cooperative  
Smith, Amber Winn Telephone  
Souders, Harvey Sand Creek Communications  
Spicer, Ron Westphalia Telephone  
Stark, Paul Baraga Telephone  
Stoll, David Barry County Telephone  
Stutzman, William Ogden Telephone

**T**

Tidd, Bill Hiawatha Telephone

**V**

Vaughan, David Barry County Telephone  
Vaughan, Deb Barry County Telephone  
Veasy, Tammy Allband Communications Cooperative  
Venier, Steve Sand Creek Communications  
Vissman, Anthony Winn Telephone

**W**

Wagler, Judi Winn Telephone  
Werner, Jessica Deerfield Farmers' Telephone  
Wieber, Tina Westphalia Telephone  
Wittingen, Hilda AcenTek

**Y**

Yenor, Dennis Sand Creek Communications



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## CATEGORY II MEMBERS CLEC

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## CATEGORY IV MEMBERS Suppliers

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CATEGORY II MEMBERS (CLEC)

**ACD.net**

1800 N. Grand River Ave.  
Lansing, MI 48906

**Phone:** 517-999-3250

**Web:** www.acd.net

**Contact**

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schoen.kevin@acd.net



**DayStarr LLC**

307 N. Ball St.  
P.O. Box 698  
Owosso, MI 48867

**Phone:** 989-720-6000

**Fax:** 989-720-6060

**Web:** www.daystarrfiber.net

**Contact**

Collin Rose, President  
collin.rose@daystarrfiber.net



Grid4 Communications - Lynx Network Group, Inc.

**Grid4 Communications**

2107 Crook Rd.  
Troy, MI 48084

**Phone:** 248-244-8100

**Fax:** 248-244-9400

**Web:** www.grid4.com

**Contact**

Michael Hopkins, Senior Vice President  
mthopkins@grid4.com



**Lynx Network Group, Inc.**

P.O. Box 237  
Kalamazoo, MI 49004

**Phone:** 269-585-1004

**Fax:** 269-585-4085

**Web:** www.lynxnetworkgroup.com

**Contacts**

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Darla Harris  
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269-585-1075

**TelNet Worldwide, Inc.**

1175 W. Long Lake Rd.  
Troy, MI 48098

**Phone:** 248-485-1000  
**Fax:** 248-485-1050  
**Web:** www.telnetww.com

**Contact**

Mark Iannuzzi, President  
mark.iannuzzi@telnetww.com



**Winn Telecom**

402 N. Mission  
Mt. Pleasant, MI 48858

**Phone:** 989-779-9800  
**Web:** www.winntel.com



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**Accedian**

2351 Alfred Nobel, Ste. N-410  
Montreal, QC H4S 2A9

**Phone:** 514-331-6181  
**Fax:** 514-331-2210  
**Web:** www.accedian.com

**Company description:** Accedian delivers exceptional end-to-end network performance visibility, for control over the best possible user experience. Providing the most complete, current view of network health, Accedian dramatically improves visibility with actionable insights for peak reliability and quality of service (QoS). Accedian enables control over increasingly complex networks to increase agility and reduce cost. Most importantly, through a fully optimized and performance assured network, Accedian proactively ensures maximum uptime and quality of experience (QoE). Since 2005, Accedian has assured hundreds of thousands of networks and services globally, turning performance into key competitive differentiator.

**Contacts**

John Bournazos, Reg. Sales Dir. - Great Lakes  
jbournazos@accedian.com  
630-276-6939



Fabiola Soto, Marketing Specialist  
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514-331-6181 ext. 652

**Adtran**

8825 Sommerwood Dr.  
Noblesville, IN 46060-4735

**Phone:** 317-770-9109  
**Fax:** 317-770-9209  
**Web:** www.adtran.com

**Company description:** A worldwide leader in Fiber-to-Node/FTTH/FTTP and DSL technology. Adtran offers a Total Access System, consisting of space and cost saving carrier class, multiservice access platforms, integrated access devices (IAD's) and concentrators. Designed for networks of any size, Total Access components can be used separately or together to provide comprehensive voice and data access. With the industry's smallest form factor and modular, scalable design, Total Access lets you "grow as you go", so your investment is secure as technologies evolve. All this makes Total Access the best value for integrated network access - from the C.O. to the customer premises.

**Contacts**

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**Alpine Power Systems**

24355 Capitol Ave.  
Redford, MI 48239

**Phone:** 877-769-3762  
**Fax:** 313-531-2950  
**Web:** www.alpinepowersystems.com

**Company description:** A leading independent nationwide solutions provider for batteries, recycling, chargers, generators, ups systems, cooling, monitoring, surge protection, power equipment, safety products, disaster recovery, solar, wind, fuel cells, and high efficiency lighting. Alpine Power Systems serves many industries including telecommunications, data centers, material handling, utilities, manufacturing, building management, refineries, and renewable energy. Since 1963, Alpine Power Systems has been providing our customers the highest value products, services, installations, and recycling solutions.

**Contact**

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rhirschberg@alpinepowersystems.com

**Altec Industries, Inc.**

200 Altec Dr.  
Elizabethtown, KY 42701

**Phone:** 270-360-0600  
**Fax:** 270-360-0601  
**Web:** www.altec.com

**Company description:** Equipment manufacturer (aerial trucks, digger trucks, etc.) for telecom industry.

**Contact**

Brian Pike, Account Manager  
brian.pike@altec.com  
270-668-2827 Cell

**ANPI**

3130 Pleasant Run  
Springfield, IL 62711-6347

**Phone:** 877-366-2674  
**Fax:** 217-698-0100  
**Web:** www.anpi.com

**Company description:** ANPI is a premier communications provider offering an advanced Hosted Unified Communications solution for resell or as a private label solution for Carriers, VARs, and MSPs. ANPI has been serving rural telecom companies since 1996 and also offers voice solutions including wholesale long distance, peering, tandem access and SS7 solutions to maximize profitability. ANPI owns and operates a nationwide IP network with switching and/or POP facilities in Los Angeles, Las Vegas, Dallas, Chicago, Atlanta and New York City, and monitors all activity 24/7 in their own Network Operations Center. For more information on ANPI, please visit anpi.com or call 877-366-2614.

**Contact**

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jnorton@anpi.com  
585-924-3399



**Brocade Communications Systems, Inc.**

World Wide HQ  
130 Holger Way  
San Jose, CA 95134

**Phone:** 262-424-8260  
**Web:** www.brocade.com

**Company description:** Brocade offers an extensive selection of carrier Ethernet routers and switches. Brocade Ethernet solutions address a broad range of requirements in service provider backbones, metro Ethernet networks, transit/wholesale networks, Internet Service Providers (ISPs), Content Delivery Networks (CDNs) and Internet Exchange Points (IXPs).

**Contact**

Zack Faase, Account Manager, IL & MI  
zfaase@brocade.com  
262-424-8260 Cell



**Calix**

1035 N. McDowell Blvd.  
Petaluma, CA 94954-1173

**Phone:** 707-766-3000  
**Fax:** 707-766-3100  
**Web:** www.calix.com

**Company description:** Calix is a global leader in access innovation. Its Unified Access portfolio of broadband access solutions, systems, and services enable network and business transformation for communications service providers worldwide - allowing them to become the broadband service provider of choice to their subscribers.

**Contacts**

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630-421-5596

Jason Brendmoen, Account Manager  
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**Charles Industries**

5600 Apollo Dr.  
Rolling Meadows, IL 60008-4049

**Phone:** 847-806-6300  
**Fax:** 847-806-6231  
**E-Mail:** mktserv@charlesindustries.com  
**Web:** www.charlesindustries.com

**Company description:** Charles Industries manufactures “Innovative Enclosed Solutions” including indoor/outdoor cabinets, pedestals, below grade enclosers and building terminals for wireless, fiber, copper, CATV and utility applications.

**Contact**

Mark Rahmel  
mrahmel@charlesindustries.com



**Clearfield**

7050 Winnetka Ave., N  
Minneapolis, MN 55428

**Phone:** 763-476-6866  
**Fax:** 763-475-8457  
**Web:** www.SeeClearfield.com

**Company description:** Looking for a better way to consolidate, protect and distribute fiber? Clearfield’s approach to fiber management promises scalable deployment, craft-friendly operation, and unsurpassed performance. Going beyond “Plug and Play,” Clearfield’s FieldSmart line of optical enclosures for the inside and outside plants, as well as the FieldSmart fiber delivery platform, promise “Labor Lite”. Clearfield’s innovative approach reduces not only the time to install fiber but also simplifies the complexity and time required to engineer the network design.

Clearfield is a public company traded on Nasdaq: CLFD.

**Contacts**

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614-309-3926

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**Com Net Inc.**

13888 County Rd., 25A  
Wapakoneta, OH 45895

**Phone:** 419-739-3100  
**Fax:** 419-739-3154  
**E-Mail:** sales@cniteam.com  
**Web:** www.cniteam.com

**Company description:** CNI has been delivering enhanced voice, video and internet capabilities to independent communication providers for over 20 years. With CNI, providers can offer robust HD/SD video, high availability broadband access and managed email services to their subscriber base. All of CNI's services are backed by our proprietary suite of provider administration and management utilities, monitored around-the-clock by our 24/7/365 network operations and call centers. CNI also offers a wide range of complementary services, including a service bureau (billing) and data center; SS7 network; switched access and IP voice termination; circuit provisioning; transport and access; privately branded ISP; and CALEA TTP. Call 1-800-835-1751 today or visit www.cniteam.com to learn how CNI can deliver advanced capabilities to you and your subscribers!

**Contacts**

Tim Berelsman, CEO

Aaron Holtz, GM, Broadband Operation Services

Randall Plaisier, CTO

Luke Burkhart, Sales and Account Manager  
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**COMLINK**

1515 Turf Ln.  
East Lansing, MI 48823

**Phone:** 517-664-1900  
**24/7/365 NMC:** 877-664-1901  
**Fax:** 517-324-9800  
**Web:** www.comlink.net

**Company description:** Comlink is a communications service provider that owns and operates a six-state fiber optic network and HIPAA-compliant datacenter facilities. The company delivers an array of network, cloud, data, and voice services to enterprises and carriers.

Comlink owns the fiber network and datacenters that power the cloud. Its network covers more than 6,000 miles throughout Michigan, and extends into portions of Ohio, Indiana, Illinois, Wisconsin, and Minnesota with more than 100 points-of-presence and colocation sites.

Comlink provides a broad array of optical, voice, and data services to carriers and enterprises. The company also is a leader in cloud services, powered by operations in three Tier 3 datacenters in Michigan that are HIPAA and SSAE16 SOC 1 Type 2 compliant and support customers in 49 states and more than 60 countries.

Comlink also operates a 24x7, CALEA-compliant network operations center that monitors all network facilities and provides consistent, reliable support services for all of our partners and customers.

Comlink has more than 120 employees with years of collective experience in telecommunications, IT, Internet, and cloud services. Its team has expertise in ILEC, CLEC, IXC, ISP, MSP, IP and many more communications environments.

Comlink was formed in 2012 as a wholly owned subsidiary of Great Lakes Comnet, a Michigan for-profit corporation that was founded in 1996. Comlink's shareholders are primarily Michigan-based incumbent local exchange carriers (ILECs) located in Michigan, some of which have more than a century of telecommunications experience.

**Contacts**

John Summersett, CEO  
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Bill Goodfellow, VP of Network Development  
Bryan Cushman, Director of Carrier Services  
Andre Cooks, Director Business Development  
Collin Boyce, Director of Information Technology  
Tao Pei, Director of Pricing & Software Development  
Jason Meyers, Director of Marketing & Product Innovation



### CommSoft

96 Thompson Hill Rd.  
Rensselaer, NY 12144

**Phone:** 518-431-7500  
**Fax:** 518-720-3713  
**Web:** www.commssoft.net

**Company description:** CommSoft provides communication service providers with software solutions to conduct their customer care, billing, and provisioning operations accurately and seamlessly. Video, Voice, and Data services can be bundled, activated, and billed with ease. Our workforce automation tools and information dashboards increases efficiency and enable better service. Our CABS, financial, web-care, mapping and business intelligence solutions complete this offering. Proven. Accurate. Limitless. CommSoft.

### Contacts

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Rick Bartlett, VP of Sales  
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518-720-3704



### Corning Cable Systems

800 17th St., NW  
Hickory, NC 28601

**Phone:** 608-886-6677  
**Web:** www.corning.com

**Company description:** With more than 160 years of science and engineering knowledge, Corning creates keystone components for high-technology systems in consumer electronics, mobile emissions control and life sciences. Our Optical Communications division delivers connectivity to every edge of the network, from optical fiber, cable, hardware & equipment to fully-optimized solutions.

### Contacts

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**Dickinson Wright PLLC**

350 S. Main St., Ste. 300  
Ann Arbor, MI 48104-2266

**Phone:** 734-623-1939  
**Fax:** 734-623-1625  
**Web:** www.dickinsonwright.com

**Company description:** Attorneys

**Contact/Offices**

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Detroit, MI 48226-3425  
313-223-3500

**Lansing Office**  
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Lansing, MI 48933-1816  
517-371-1730

**Grand Rapids Office**  
200 Ottawa Ave., NW, Ste. 1000  
Grand Rapids, MI 49503-2427  
616-458-1300

**DIG-IT, Inc.**

1601 S. M-37 Hwy.  
Hastings, MI 49058

**Phone:** 269-945-6330  
**Fax:** 269-945-3084  
**Web:** www.digitinc.net

**Company description:** Underground Utility and Telecommunications contractor specializing in directional drilling.

**Contacts**

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jfhendershot@digitinc.net

Joshau Hendershot, President  
jdhendershot@digitinc.net



**Troy Office**  
2600 W. Big Beaver Rd., Ste. 300  
Troy, MI 48084-3312  
248-433-7200

**Saginaw Office**  
4800 Fashion Sq. Blvd., Ste. 300  
Saginaw, MI 48604  
989-791-4464

**E&M Communications, Inc.**

3612 W. Washington Rd., Box 211  
Ithaca, MI 48847-9799

**Phone:** 989-330-3134  
989-330-3110  
989-289-0148

**Company description:** Established in 1994, central office equipment installation and testing (fiber and copper carrier equipment and subscriber loop equipment). T-Span installation, testing, and troubleshooting. Retro fitting cabinets to updated equipment (Tellabs, Siemens MXU's, High Speed Internet, Calix, Adtran and Ciena) for broadband services. Eighteen years experience.

**Contact**

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e\_and\_m@centurytel.net

**ElectriCom, Inc.**

P.O. Box 319  
Paoli, IN 47454-0319

**Phone:** 812-723-2626  
**Fax:** 812-723-5654  
**Web:** www.electricominc.com

**Company description:** ElectriCom provides all facets of telecommunications and power construction services. Telecom services include copper and fiber placement, splicing, and removal in buried, underground, and aerial plant environments. ElectriCom also provides construction on manhole and conduit systems, data networks, premises wiring and telecom system installation.

**Contacts**

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800-483-5941  
812-216-3466 Cell

Bob Breeden, Executive VP Operations  
breeden@electricominc.com  
800-483-5941



**Emergency Power Corp.**

26128 W. Seven Mile Rd.  
Redford, MI 48240

**Phone:** 313-535-1434  
**Fax:** 866-522-5022  
**Web:** www.emergencypowercorp.com

**Company description:** Provides sales, services, and installation of DC power products throughout the country. Full E, F, and I available.

**Contacts**

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**Etna Supply Company**

529 32nd Street, SE  
Grand Rapids, MI 49548

**Phone:** 616-514-5139  
**Fax:** 616-241-5485  
**Web:** www.entasupply.com

**Company description:** Distributor of telecommunications conduit, water works, plumbing, fire protection, and municipal projects.

**Contact**

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**Foster, Swift, Collins & Smith, P.C.**

313 S. Washington Sq.  
Lansing, MI 48933-2172

**Phone:** 517-371-8284  
**Fax:** 517-367-7284  
**Web:** www.fosterswift.com

**Company description:** Full service law firm offering legal counsel to the telecommunications industry. Provides representation before the MPSC and counsel on matters of corporate finance, employment relations, and FCC regulation.

**Contacts**

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**GENBAND**

2801 Network Blvd., Ste. 300  
Frisco, TX 75034

**Phone:** 972-521-5800  
**Fax:** 972-521-5837  
**Web:** www.genband.com

**Company description:** GENBAND is a global leader in smart networking solutions for service providers and enterprises in more than 80 countries. From the Core to the Edge of the Experience™, the company's technology seamlessly evolves IP networks to new levels in scalability, security, profitability and efficiency. GENBAND's market-leading technology facilitates multimedia voice, data and video sessions and "anywhere" and "any device" services that scale on public and private networks. GENBAND is headquartered in Frisco, Texas, and has R&D, sales and support resources in more than 50 countries.

**Contacts**

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816-746-1242



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469-888-7041



**Geotech**

4900 Cascade Rd., SE  
Grand Rapids, MI 49546-3788

**Phone:** 616-949-3340  
**Fax:** 616-949-8238  
**Web:** www.geotech-inc.com

**Company description:** Since 1971 Geotech has engineered and installed Voice, Data, and Video systems. Our clients include telephone companies and municipalities, as well as commercial, educational, health care, and industrial facilities.

**Contacts**

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## Geotech, Inc.

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ENGINEERING

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www.geotech-inc.com info@geotech-inc.com

**Global Telecom Solutions**

1501 6th St.  
Detroit, MI 48226

**Phone:** 313-371-9440  
**Fax:** 313-557-6369  
**Web:** www.gtsdirect.com

**Company description:** As a broker and certified partner to nearly every major telecommunications provider, Global Telecom Solutions (GTS) is a professional consulting firm that specializes in cost reduction and extraordinary customer service for business telecommunications needs. With more than 2500 existing clients and over \$3 million dollars in combined customers savings, GTS and its vast network of partners give customers a complete array of hardware and software telecommunications solutions.

**Contact**

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**Goldfield Telecom**

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Goldfield, IA 50542

**Phone:** 515-825-3400  
**Fax:** 515-825-3915  
**Web:** www.goldtelecom.com

**Company description:** Goldfield Telecom is a national leader 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.

Goldfield Telecom carries the following manufactureres: Allot Communications, Alpha Technologies, Brocade, Calix, Cambium, Clear2There, Clearfield, Comtrend, Eltek Valere, ESPi Corp, First Network Group, Fortinet, Inca Networks, Integra Networks, Multilink, Optelian, Overture Networks, Primex Manufacturing, Purcell Systems, RAD, Telco Systems, Wide Area Networks, and Zhone.

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**Graybar**

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**Web:** www.graybar.com

**Company description:** Graybar, a Fortune 500 company, specializes in supply-chain management services and is a leading North American distributor of components, equipment and materials for the electrical, communications, data networking, industrial and utility industries. With net sales of \$5.4 billion in 2011, Graybar employs approximately 7,400 people at more than 240 distribution centers throughout the U.S., Canada and Puerto Rico. It is one of North America's largest and oldest employee-owned companies.

Graybar distributes a wide array of broadband utility components, equipment and materials which service independent telephone companies, RUS plow contractors, wireless backhaul providers, and CO contractors.

Established in 1869, Graybar stocks and sells nearly one million items from thousands of manufacturers. Through its distribution network and value-added services, including kitting and integrated solutions, Graybar is helping its customers power, network and secure their facilities with speed, intelligence and efficiency. Graybar is the vital link in the supply chain supporting the broadband needs of our customers and communities.

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**27/7/365 NMC:** 877-664-1901  
**Fax:** 517-324-8900  
**Web:** www.glcom.net

**Company description:** GLC is a leader in broadband and communication technology; passionately dedicated in providing innovative services to enhance your customer business communication needs. We engineer and deploy telecommunication connectivity and services using our extensive Fiber Optic Network, Metro Rings, and Data Centers. In addition, we provide custom Cloud Services, including Dataprotect - our remote data backup service. All of our products and services are supported 24/7/365 by our professional NMC staff.

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Bryan Cushman, Director of Carrier Services  
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Tao Pei, Director of Pricing & Software Development  
Jason Meyers, Director of Marketing & Product Innovation

**Holtger Bros., Inc.**

950 W. Main Ave.  
De Pere, WI 54115

**Phone:** 920-337-9980  
**Fax:** 920-337-4946  
**Web:** www.holtger.com

**Company description:** Full service utility contractor. Provides aerial, buried and underground utility construction. We place copper, fiber, and coaxial cable. HBI specializes in directional boring, manhole and conduit systems and also copper and fiber splicing.

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**INdigital telecom**

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**Company description:** 911 Emerging Technologies, Collocation, WAN, Local Phone Services, Long Distance, High Speed Internet and Domain Management.

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**Innovative Systems, L.L.C.**

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**Phone:** 605-990-7262  
**Fax:** 605-955-0084  
**Web:** www.innovsys.com

**Company description:** Innovative Systems offers eLation, a fully integrated OSS solution that includes billing, financials and automated staking and mapping. The APmax features Unified Messaging, Conferencing, Notify Plus-Mass Notification Service, Single Number Service, Caller ID Video Screen Pop plus additional Hosted Services including **Automatic Call Distribution** and **Automated Configuration Service - a SIP device provisioning and management tool**. The APmax also serves as the platform for Innovative's IPTV **Middleware** solution and more, including **Video-On-Demand**, **ReStart TV** and a new streaming video service called **Streaming TV**. With over 1,000 systems in service throughout North America, Innovative Systems is one of the leading suppliers of telecommunications hardware and software for the independent telco market.

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**Fax:** 320-848-2466  
**Web:** www.interstatetelcom.com

**Company description:** An independent telecommunications consultant specializing in cost separation studies, traffic and depreciation studies, interconnection agreements, CLEC consulting, accounting services, long distance consulting, access service provisioning, average schedule settlements and access tariff development, revenue forecasting, access billing and reviews, AOCN services, Service Order Administration (SOA), NECA reporting and settlements, and management consulting.

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**Company description:** JSI provides financial, management, regulatory, business development, marketing, strategic planning and training services to ILECs, CLECs, video and broadband providers and other telecom companies across the nation. JSI can assist with forecasting competitive pricing/bundling, new business assessment, operational reform, strategic partnerships, mergers/acquisitions and more. With more than 95 professionals on staff, JSI has been the industry leader in offering business solutions to independent providers since 1962. In addition to its Maryland headquarters, JSI has regional offices in Atlanta, Minneapolis, Austin, and Salt Lake City.

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**Juniper Networks**

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**Company description:** The world's top 100 service providers - the biggest and busiest wireline and wireless carriers, cable and satellite operators, content and Internet services providers, cloud and data center providers run on Juniper Networks.

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**KGP Logistics**

5N 748 Arboretum Lane  
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**Company description:** KGP Logistics is one of the country's largest single-source; value-added supplier of supply chain services, communications equipment and integrated solutions to the telecommunications industry.

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**Company description:** For more than sixty years, Kiesling has been a leader in providing quality financial and business consulting services to a client base that includes wireless, ILEC, CLEC, and Internet telecommunication companies, electric, manufacturers, and a variety of other businesses. We have experienced professionals in regulatory and management consulting, accounting, tax and business valuations.

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Emmetsburg, IA  
712-852-4464

Colorado Springs, CO  
719-599-3664  
Omaha, NE  
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**Phone:** 701-355-8400  
**Fax:** 855-288-8055  
**Web:** www.kljeng.com

**Company description:** Professional telecommunications (wireless and wireline) engineering resource for planning, design, construction engineering and management, IT data services, IT security audits and design, and AM/FM mapping solutions.

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**Lally Group, CPAs**

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**Phone:** 517-627-4008  
**Fax:** 517-627-6288

**Phone:** 517-321-4333  
**Fax:** 517-908-3197

**Company description:** Lally Group, PC is a full service Certified Public Accounting and consulting firm located in Jackson and Grand Ledge, Michigan. We cater to a wide variety of clients ranging from individuals to medium-sized corporations. Our partners and staff accountants provide audit, accounting, and tax services to for-profit and member owned telecommunication companies in addition to tariff updates and fraud examinations.

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**Loomis, Ewert, Parsley, et. al.**

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**Phone:** 517-482-2400  
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**Company description:** Legal services specializing in telecommunications law and all related business and entrepreneurial transactions.

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**Company description:** Full service accounting and consulting firm. Services include: audit, tax and regulatory assistance, compliance audits and internal control reviews, budgeting, CABS billing review, toll/access settlement reconciliation and service cost studies.

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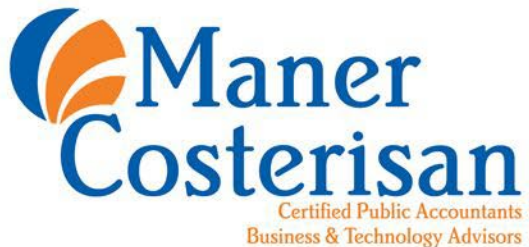
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**Mapcom Systems**

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**Fax:** 804-378-3566  
**Web:** [www.mapcom.com](http://www.mapcom.com)

**Company description:** Mapcom Systems is the developer of M4 Solutions - a visual operations platform that allows service providers to manage wireless, fiber, coax 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. Since 1971, Mapcom has worked with independents, cooperatives, fiber communities, and campus communications service providers of all sizes across the United States, Canada, Central America and the Caribbean. For more information, visit the Mapcom website at [www.mapcom.com](http://www.mapcom.com).

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**Web:** www.meibilling.com

**Company description:** MEI Telecom Services is dedicated to meeting the billing and operational needs and requirements of today's telecommunications industry. We offer a variety of highly personalized billing and operational services, including switch provisioning, which will meet the needs of any type of telecommunications company. MEI Telecom's "Total Billing Solutions" suite of software applications will give your company a decided advantage in today's ever changing telecommunications landscape.

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**Web:** www.metaswitch.com

**Company description:** Metaswitch is powering the transition of communication networks into a cloud-based, software-centric future. The company develops openly programmable solutions that run on standard hardware or in virtualized environments and act as the key control points in elastic voice, video and data networks. In its 30-year history, Metaswitch has helped hundreds of service providers worldwide advance their infrastructures, retain their customers, extend their brands and reduce their costs through every major network transformation. For more information, please visit: <http://www.metaswitch.com>.

Socialize with us on Twitter, LinkedIn, Google+, YouTube and Facebook.

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**Facebook:** <http://www.facebook.com/MichelsCorp>

**LinkedIn:** <http://www.linkedin.com/company/michels-corporation>

**Instagram:** <http://instagram.com/michelscorporation>

**Company description:** Michels Corporation is a diversified utility construction contractor with critical expertise in communications construction. Services provided include aerial construction, directional drilling, plowing, trenching, manhole and conduit construction, cable pulling and blowing, splicing and testing of copper and fiber-optic cables.

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**Mid America Computer Corporation**

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Web: www.maccnet.com

**Company description:** More than 320 telecommunications companies from across the United States trust Mid America Computer Corporation (MACC) to meet their BSS/OSS needs. MACC's products empower our clients to reach new levels of efficiency through integration and process automation. Our products are supported by professional and dedicated customer care teams to ensure the outstanding service our clients deserve.

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**Mid-State Consultants, Inc.**

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Lennon, MI 48849-9301

**Phone:** 810-621-5656  
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**Web:** www.mscon.com

**Company description:** Mid-State Consultants, Inc. has been providing quality engineering assistance in the telecommunications industry since 1963. We offer a full range of OSP and ISP engineering services, including central office, optical transport, FTTx, IPTV, CATV, and wireless. Our staff of Professional Engineers, Project Engineers and Inspectors can manage your project from start to finish. We provide Right-Of-Way acquisition and permitting, GPS, CAD, Records and Conversion services. We specialize in Pre- and Post-Loan services under the USDA Rural Utilities Service (RUS) Loan Programs, and comprehensive contract administration.

e-TICS, our new generation of GIS telephony software has been developed in partnership with CPqD, using Autodesk's graphical engine and Oracle's robust database. e-TICS provides integrated data centric applications to manage the telecommunications network from end-to-end. e-TICS supports OSP, ISP, FTTx, CATV, CPR, order management, facilities assignment, work order design, combined alarm/element management and integration with 3rd party billing and work force management systems.

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**Company description:** Distributor of outside plant materials, termination and test equipment.

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**Miller, Canfield, Paddock & Stone**

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**Company description:** Full-service law firm with practice areas including, among others, state and federal telecommunications law and regulation, corporate organization, securities, employment and tax matters, commercial transactions and financing, real estate, safety and environmental regulation, and litigation before courts, agencies and arbitrators.

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**Company description:** For more than 40 years, Moss Adams has provided audit, tax and business advisory services to telecommunications companies ranging from small rural carriers and cooperatives to mid-size companies. Moss Adams also provides in-house training and open registration seminars on numerous industry topics and conducts an annual benchmarking study of more than 200 carriers.

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**MOSS ADAMS** LLP

**National Exchange Carrier Association**

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**Fax:** 800-774-2481

**Web:** [www.neca.org](http://www.neca.org)

**Company description:** Formed in 1983 by the Federal Communications Commission (FCC) as a not-for-profit membership corporation, NECA plays an important role in administering the FCC's access charge plan -- a plan that helps ensure that telephone service remains available and affordable in all parts of the country. Directly and through its subsidiaries, NECA also administers a number of other significant federal and state programs.

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**National Information Solutions Cooperative (NISC)**

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**Fax:** 701-667-1936  
**Web:** www.nisc.coop

**Company description:** NISC, a leading provider of information technology products and services, offers integrated software and hardware solutions to telecommunications companies, utilities, municipals, and other infrastructure industries and businesses in 49 states, American Samoa, Palau, and Canada. NISC provides advanced, integrated IT solutions for subscriber billing, accounting and business solutions, engineering and operations, mapping, Carrier Access Billing system, E-Bill, End User billing, wireless billing, Self-Service websites, Switch and CATV provisioning, customer apps, as well as many other leading-edge IT solutions. NISC has facilities in Mandan, N.D., Lake Saint Louis, M.O., Cedar Rapids, Iowa and Shawano, W.I. and employs more than 1,000 professionals between the four locations. Additional information can be found at www.nisc.coop.

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**Peninsula Fiber Network, LLC**

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**Phone:** 906-226-2010  
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**Web:** www.pfnllc.net

**Company description:** Services provided throughout Michigan's Upper Peninsula

- \* High Speed Internet Access Service  
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- \* Optical Transport Services  
OC-3, OC-12, OC-48, OC-192
- \* Next Generation 911 Call Handling (ESRP and ESInet services)
- \* International Transport Services to Canada (Sault to Sault Gateway)
- \* Voice Services  
PRI, business lines  
Centrex  
Hosted PBX  
IP Trunks

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**Company description:** Specializes in the procurement, sales, and material management/distribution of telecommunications, data, and CATV products to the communications marketplace.

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**Primex Manufacturing, LTD.**

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**Web:** www.primexfits.com

**Company description:** Flexible, Scalable All Plastic FTTH-FTTX enclosures, WiFi Transparent Structured Wiring Solutions and Inside Premise Broadband Network Connectivity.

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**Phone:** 952-777-1860  
**Web:** www.prolabs.com

**Company description:** ProLabs is a high quality brand of accessories and infrastructure for the data center. Originally created to offer a high quality compatible alternative with products such as optical transceivers, memory and cables, today ProLabs offers a host of accessories and infrastructure products for the data center including racking, cable management, KVM switches and other infrastructure products.

**Contact**

Stacey Rivera, Carrier Market Support  
stacey.rivera@prolabs.com



**Public Affairs Associates, LLC**

One Michigan Ave. Bldg.  
120 N. Washington Sq., Ste. 1050  
Lansing, MI 48933-1630

**Phone:** 517-371-3800  
**Fax:** 517-371-3363  
**Web:** www.paaonline.com

**Company description:** Governmental consulting firm.

**Contacts**

Tom Hoisington  
hoisington@paaonline.com

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Rebecca Bechler  
bechler@paaonline.com

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Scott Breslin  
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Ed Dore  
dore@paaonline.com

John Lindley  
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Frank Foster  
foster@paaonline.com

**REDCOM**

One Redcom Center  
Victor, NY 14564-9785

**Phone:** 585-924-6500  
**Fax:** 585-924-6585  
**Web:** www.redcom.com

**Company description:** REDCOM specializes in the design and manufacture of Carrier-Class softswitch/gateway and IP communication solutions for service providers worldwide. REDCOM Carrier-Class 4/5 softswitches integrate VoIP and TDM for next-generation IP migration with the lowest total cost of ownership. REDCOM's solutions are a true drop-in replacement that facilitates easy migration to VoIP at the most opportune time for your business. For more information about REDCOM's Carrier-Class softswitch/gateway IP communication solution, please visit www.redcom.com.

**Contacts**

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csanchez@redcom.com



Todd R. Kimball, Regional Sales Manager  
sales@redcom.com

**Resource Communications, Inc.**

4614 Main St., Ste. 1  
Lisle, IL 60532

**Phone:** 630-261-8378  
**Fax:** 630-261-3004  
**Web:** www.resourcecomm.com

**Company description:** Resource Communications is a team of dedicated industry experts with more than 25 years experience in solving network problems and optimizing network performance. Specializing in network test & measurement, network performance management, and network security solutions, we help our customers find the best solutions to meet their technical and budgetary requirements. For more information on the solutions we offer visit our website at www.GoToRCI.com

**Contacts**

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hartmut@resourcecomm.com

Paula Forassiepi  
paula@resourcecomm.com

**Schroeder.Marketing LLC**

10216 Road 17J/County Acres Dr.  
Ottawa, OH 45875

**Phone:** 419-532-2657

**Company description:** Marketing Support Companies for TELCO's and Broadband Networks Companies...aka..Schroeder.Marketing. Member companies: ICORE Consulting, Sigma Technologies and CTS Telecommunications/Construction Co.

**Contact**

Duane E. Schroeder, President  
schroeder.marketing@bright.net

**Sigma Technologies, Ltd.**

27096 Oakmead Dr.  
Perrysburg, OH 43551

**Phone:** 419-874-9262  
**Fax:** 419-873-0747  
**Web:** www.teamsigma.com

**Company description:** Sigma Technologies is a team of consulting and design professionals who provide expertise and resources to network technology and infrastructure projects. Sigma offers technical services for maintenance, compliance, expansion and new-build projects. From Fortune 500 to mid-size rural companies, we can enhance the performance and strength of your network.

**Contacts**

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Sarah Nichols  
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419-874-9262 ext. 105

Margaret Sacchet  
msacchet@teamsigma.com  
419-874-9262 ext. 192



**Telcom Insurance Group**

6301 Ivy Lane, Ste. 506  
Greenbelt, MD 20770

**Toll Free:** 800-222-4664  
**Phone:** 301-220-3200  
**Fax:** 301-474-6196  
**Web:** www.telcominsgrp.com

**Company description:** The first and only member-owned provider to develop comprehensive business insurance and risk management solutions for the entire rural telecommunications industry.

**Contact**

Travis Close, Account Executive  
989 State Rd.  
Luck, WI 54853  
tjc@telcominsgrp.com  
715-554-3465



**The Berry Company**

3100 Research Blvd., Ste. 250  
Dayton, OH 45420

**Phone:** 937-297-2428  
**Fax:** 937-256-2216  
**Web:** www.lmberry.com

**Company description:** For more than 100 years Berry has proudly served independent telephone companies throughout rural America and just as you have invested heavily to transform your business and remain relevant to your customers, we have done the same to transform the directory business. In addition to robust print directories, Berry offers local businesses access to digital advertising in the places consumers overwhelmingly use for local search. Discover what your directory publisher should be.

**Contact**

Randy Derenzo, Sr. Dir. - Business Dev. & Telco Relations  
randy.derenzo@theberrycompany.com  
937-297-2428



**TurnKey Network Solutions**

7020 Southbelt Dr., SE  
Caledonia, MI 49316

**Toll Free:** 877-376-7681  
**Phone:** 616-455-9840  
**Fax:** 616-455-9845  
**Web:** www.tkns.com

**Company description:** Turnkey Network Solutions is the Midwest's premiere Fiber Optic Services organization. We are a privately held telecommunications contractor headquartered in Caledonia, MI that focuses on providing a complete solution to our customers' telecom infrastructure needs. We offer an integrated line of services including: OSP engineering, construction and maintenance, Central Office engineering, installation, and turn-up, Cisco Service Provider Partner (Optical Advanced Technology Partner), MRV and Adtran reseller.

**Contact**

Rich Wendling, Regional Account Manager  
rwendling@tkns.net  
616-293-5138



**UNITEL Insurance**

4435 O Street  
Lincoln, NE 68510-1800

**Phone:** 800-755-0048  
**Fax:** 402-434-7272  
**Web:** www.unitelinsurance.com

**Company description:** Specialized property and casualty insurance designed specifically for the communication industry. Bonds, D&O, Data Breach, Tech E&O, Workers Comp, Health & Life Insurance, and HR Solutions.

**Contact**

Chris Danielson  
cdanielson@unitelinsurance.com  
651-216-5757 Cell





**USIC Locating Services, LLC**

2632 Happy Valley Rd.  
Su Prairie, WI 53590

**Phone:** 608-335-8945  
**Web:** www.usicllc.com

**Company description:** Performing over 60 million locates, USIC is the most trusted name in underground utility damage prevention. USIC provides a full suite of utility services throughout the United States and Canada. Our mission is to deliver quality, safe, efficient, and innovative solutions to protect our partners' infrastructure and critical assets. For more information, please visit usicllc.com or contact Edward Dubuc at 608-335-8945.

**Contact**

Edward Dubuc, Business Development Manager  
edwarddubuc@usicllc.com



**Utility Contracting Company**

P.O. Box 46  
Sparta, MI 49345-0046

**Phone:** 616-887-8282  
**Fax:** 616-887-9214  
**Web:** www.utility-contracting.com

**Company description:** Buried, underground, aerial, directional boring, fiber-optic and copper cable splicing services.

**Contacts**

Andrew Ross  
akross@utility-contracting.com

Tim Rood  
trood@utility-contracting.com



**Vantage Point Solutions**

2942 N. Hackett Ave.  
Milwaukee, WI 53211

**Phone:** 414-801-1424  
**Fax:** 605-995-1778  
**Web:** www.vantagepnt.com

**Company description:** Vantage Point Solutions (VPS) is a customer-focused, technology-driven engineering service and telecommunications consulting company serving independent telecom service providers. Combining more than 100 years of professional engineering, technical expertise and extensive regulatory knowledge, 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, strategic planning, technology evaluations, network architecture design, regulatory and feasibility studies.

**Contacts**

Kevin Kloehn, Dir. - Customer Relations  
kevin.kloehn@vantagepnt.com  
414-801-1424

Larry Thompson, P.E., CEO  
larry.thompson@vantagepnt.com  
605-995-1740

Chad Glanzer, P.E., President  
chad.glanzer@vantagepnt.com  
605-995-1741

Nathan Weber, P.E., VP Engineering  
nathan.weber@vantagepnt.com  
605-955-1747

Todd Sapp, VP OSP Operations  
todd.sapp@vantagepnt.com  
605-995-1748



**Walker and Associates, Inc.**

6230 Shiloh Rd., Ste. 210  
Alpharetta, GA 30005

**Phone:** 1-800-WALKER1  
**Fax:** 336-731-1574  
**Web:** www.walkerfirst.com

**Company description:** Walker and Associates is a premier distributor of telecommunications products for network operators, simplifying network deployments with expert installation, systems integration, and unsurpassed sourcing services. The products support technologies such as Ethernet switching, Ethernet routing, GPON, Active Ethernet, DSL, microwave, VoIP, WDM, ROADM, packet optical networking and more.

**Contacts**

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jane.elder@walkerfirst.com



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615-427-8280

Pete Thomas, Director of Sales - East  
pete.thomas@walkerfirst.com  
336-731-5437

**Wolverine Power Systems, Inc.**

3229 80<sup>th</sup> Ave.  
Zeeland, MI 49464-9583

**Phone:** 800-485-8068  
**Fax:** 616-879-0045  
**Web:** www.wolverinepower.com

**Company description:** Wolverine Power Systems is Michigan's exclusive, statewide distributor of Generac Industrial Power products. From sales to service, design to project management, to parts and rentals, Wolverine Power Systems is the leader in standby power solutions. With decades of experience in designing customer power generation systems for virtually every industry and application, we'll have you prepared with critical backup power is needed. We provide Site Analysis, 24-7-365 Emergency Service & Warranty, Factory Certified Technicians and Scheduled Maintenance Programs for all brands of generators.

**Contacts**

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Tom Nagelkirk, Sales Manager  
tom.nagelkirk@wolverinepower.com

**A**

Aman, Craig  
Appel, Steve  
Ashley, Bruce

Mid America Computer Corp.  
Mid America Computer Corp.  
Public Affairs Associates, LLC

**B**

Baker, Phillip  
Bartlett, Rick  
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 Klusovsky, Stephen    Geotech  
 Knussman, Laura        CommSoft

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**S**

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Tegals, Bob	National Exchange Carrier Association
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Tinney, Jacqueline	Dickinson, Wright PLLC
Tippett, Brian	Telecom Surplus Resources
Trantham, Brendan	MEI Telecom Services

**V**

Veverka, CJ	Lynx Network Group, Inc.
Vissman, Anthony	Winn Telecom

**W**

Wagler, Judi	Winn Telecom
Watson, Ed	E&M Communications, Inc.
Weber, Nathan	Vantage Point Solutions
Wellman, Sherri	Miller, Canfield, Paddock & Stone
Wendling, Rich	TurnKey Network Solutions
Wortz, Bill	Public Affairs Associates, LLC



TELECOMMUNICATIONS  
ASSOCIATION OF MICHIGAN

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# SUPPLIER INDEX

## Products and Services

**911 Services**

INdigital telecom  
 Peninsula Fiber Network, LLC  
 Power & Tel

**Alarm Systems/Remote Monitoring**

Walker and Associates, Inc.

**Broadband**Access Product

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 Adtran  
 Charles Industries  
 Clearfield  
 Com Net Inc.  
 COMLINK  
 Global Telecom Solutions  
 Goldfield Telecom  
 Graybar  
 Great Lakes Comnet, Inc.  
 Juniper Networks  
 Peninsula Fiber Network, LLC  
 Power & Tel  
 Resource Communications, Inc.  
 Walker and Associates, Inc.

Consulting

Geotech  
 Global Telecom Solutions  
 JSI  
 KLJ  
 Moss Adams LLP  
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Engineering

KLJ  
 Mid-State Consultants, Inc.  
 Schroeder.Marketing LLC  
 Sigma Technologies, Ltd.  
 TurnKey Network Solutions  
 Vantage Point Solutions  
 Walker and Associates, Inc.

Networks Integrators

Com Net Inc.  
 COMLINK  
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Service Provider

Alpine Power Systems  
 Com Net Inc.  
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 Great Lakes Comnet, Inc.  
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 Sigma Technologies, Ltd.

Value-Added Services

Accedian  
 Alpine Power Systems  
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 Peninsula Fiber Network, LLC  
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**Cable Television Management**

Com Net Inc.  
 National Information Solutions Cooperative (NISC)  
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**Call Center Services**

Com Net Inc.  
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**Central Office**Engineering

Alpine Power Systems  
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Equipment Installation

Alpine Power Systems  
TurnKey Network Solutions

Equipment Repair

Emergency Power Corp.  
Vantage Point Solutions

Materials

Charles Industries  
Clearfield  
Emergency Power Corp.  
Graybar  
Power & Tel  
TurnKey Network Solutions

**Computer Services**

Data Processing

Com Net Inc.  
Kiesling Associates LLP  
Mid America Computer Corporation  
National Information Solutions Cooperative (NISC)

Hardware

CommSoft  
Innovative Systems, L.L.C.  
Kiesling Associates LLP  
Mid America Computer Corporation  
National Information Solutions Cooperative (NISC)

Software

CommSoft  
Innovative Systems, L.L.C.  
Kiesling Associates LLP  
Mapcom Systems  
Mid America Computer Corporation  
National Information Solutions Cooperative (NISC)

Web-site Development

JSI  
Mid America Computer Corporation

**Construction**

Contractors

ElectriCom, Inc.  
Emergency Power Corp.  
Holtger Bros., Inc.  
Michels Communications  
Power & Tel  
Schroeder.Marketing LLC  
TurnKey Network Solutions  
Utility Contracting Company

Equipment

Altec Industries, Inc.  
Emergency Power Corp.  
Graybar  
Holtger Bros., Inc.  
Power & Tel  
Schroeder.Marketing LLC  
TurnKey Network Solutions

Management

Emergency Power Corp.  
Schroeder.Marketing LLC  
TurnKey Network Solutions

Site Organization

Schroeder.Marketing LLC

**Consulting Services**

Cable/Video

Com Net Inc.  
Global Telecom Solutions  
JSI  
KLJ  
Moss Adams LLP  
Power & Tel  
Vantage Point Solutions

CLEC

Global Telecom Solutions  
Interstate Telcom Consulting, Inc.  
JSI  
Kiesling Associates LLP  
KLJ

Maner Costerisan PC  
 Mid-State Consultants, Inc.  
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 Schroeder.Marketing LLC  
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 Vantage Point Solutions  
 Walker and Associates, Inc.

Construction

Holtger Bros., Inc.  
 KLJ  
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 Vantage Point Solutions

Engineering

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Human Resources

JSI  
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 Maner Costerisan, PC  
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Management

Interstate Telcom Consulting, Inc.  
 JSI  
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 Maner Costerisan, PC  
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PSC

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Public Relations

JSI  
 Public Affairs Associates, LLC

Regulatory Affairs

Dickinson Wright PLLC  
 Interstate Telcom Consulting, Inc.  
 JSI  
 Kiesling Associates LLP  
 Loomis, Ewert, Parsley, et. al.  
 Maner Costerisan, PC  
 MEI Telecom Services  
 Moss Adams LLP  
 Public Affairs Associates, LLC  
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 Vantage Point Solutions

Strategic Planning

KLJ  
 Interstate Telcom Consulting, Inc.  
 JSI  
 Kiesling Associates LLP  
 Maner Costerisan, PC  
 Mid-State Consultants, Inc.  
 Moss Adams LLP  
 Schroeder.Marketing LLC  
 Vantage Point Solutions  
 Walker and Associates, Inc.

Video

Com Net Inc.  
 JSI  
 KLJ  
 Moss Adams LLP  
 Power & Tel  
 Vantage Point Solutions



**Copywriting**

JSI

**Directional Drilling**

DIG-IT, INC.

**Directory Publishing**

The Berry Company

**Disaster Recovery Sites**

COMLINK

Great Lakes Comnet, Inc.

**Equipment****Cabinets**

Alpine Power Systems

Calix

Charles Industries, Ltd.

Clearfield

COMLINK

Corning Cable Systems

Goldfield Telecom

Graybar

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Power &amp; Tel

Resource Communications, Inc.

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**Cable Products**

Alpine Power Systems

Clearfield

Corning Cable Systems

Etna Supply Company

Global Telecom Solutions

Graybar

Power &amp; Tel

Resource Communications, Inc.

TurnKey Network Solutions

Walker and Associates, Inc.

**Distributors**

Etna Supply Company

Global Telecom Solutions

Goldfield Telecom

Graybar

Power &amp; Tel

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**DSL**

Adtran

Alpine Power Systems

Calix

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Metaswitch Networks

Power &amp; Tel

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Holtger Bros., Inc.

**Ethernet****Demarcation**

Accedian

Adtran

Com Net Inc.

Goldfield Telecom

Graybar

Resource Communications, Inc.

Walker and Associates, Inc.

**Switching/Routing**

Brocade Communications Systems, Inc.

Com Net Inc.

Goldfield Telecom  
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 Juniper Networks  
 Metaswitch Networks  
 Power & Tel  
 Resource Communications, Inc.  
 Walker and Associates, Inc.

Service Provider

Brocade Communications Systems, Inc.  
 Com Net Inc.  
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 Global Telecom Solutions

**Facilities Management**

Graybar  
 National Information Solutions Cooperative (NISC)  
 Power & Tel

**Fiber-to-the**Business

Alpine Power Systems  
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 Com Net Inc.  
 COMLINK  
 Corning Cable Systems  
 ElectriCom, Inc.  
 Goldfield Telecom  
 Great Lakes Comnet, Inc.  
 Holtger Bros., Inc.  
 Mid-State Consultants, Inc.  
 Power & Tel  
 Schroeder.Marketing LLC  
 Sigma Technologies, Ltd.  
 TurnKey Network Solutions  
 Utility Contracting Company  
 Vantage Point Solutions  
 Walker and Associates, Inc.

**Fiber-Optic**Cable & Supplies

Clearfield  
 COMLINK  
 Corning Cable Systems  
 Etna Supply Company  
 Graybar

Great Lakes Comnet, Inc.  
Holtger Bros., Inc.  
Power & Tel  
Resource Communications, Inc.  
TurnKey Network Solutions  
Walker and Associates, Inc.

Fiber Splicing

Alpine Power Systems  
Clearfield  
Corning Cable Systems  
ElectriCom, Inc.  
Graybar  
Holtger Bros., Inc.  
Power & Tel  
Resource Communications, Inc.  
Schroeder.Marketing LLC  
TurnKey Network Solutions  
Utility Contracting Company  
Walker and Associates, Inc.

Optic Manufactures

Corning Cable Systems  
Goldfield Telecom  
Graybar  
Power & Tel

Transmission Systems/Products

Adtran  
Calix  
Charles Industries  
COMLINK  
Global Telecom Solutions  
Goldfield Telecom  
Graybar  
Great Lakes Comnet, Inc.  
Power & Tel  
TurnKey Network Solutions  
Vantage Point Solutions  
Walker and Associates, Inc.

Transmission Systems (Installation/Testing)

Calix  
COMLINK  
Great Lakes Comnet, Inc.

Power & Tel  
Resource Communications, Inc.  
TurnKey Network Solutions  
Utility Contracting Company  
Vantage Point Solutions

Financial ServicesAccountants

Interstate Telcom Consulting, Inc.  
JSI  
Kiesling Associates LLP  
Lally Group, CPAs  
Maner Costerisan, PC  
Moss Adams LLP

Auditors

Kiesling Associates LLP  
Maner Costerisan, PC  
Moss Adams LLP

Billing

Innovative Systems, L.L.C.  
Interstate Telcom Consulting, Inc.  
JSI  
MEI Telecom Services  
Mid America Computer Corporation  
Schroeder.Marketing LLC

Employee Benefits

Kiesling Associates LLP  
Maner Costerisan, PC

GPS Locating & Software

Etna Supply Company  
Mapcom Systems  
Mid-State Consultants, Inc.  
Power & Tel  
Vantage Point Solutions

Insurance Providers

Telcom Insurance Group  
UNITEL Insurance

**Internet**Applications

Com Net Inc.  
COMLINK  
Great Lakes Comnet, Inc.  
Power & Tel

Dedicated Internet Access

Com Net Inc.  
Global Telecom Solutions  
Peninsula Fiber Network, LLC

**IP**Network Assessment

Accedian  
Com Net Inc.  
Juniper Networks  
JSI  
KLJ  
Moss Adams LLP  
Power & Tel  
Schroeder.Marketing LLC  
Sigma Technologies, Ltd.  
Vantage Point Solutions  
Walker and Associates, Inc.

Video Testing

Com Net Inc.  
Graybar  
KLJ  
Power & Tel  
Resource Communications, Inc.  
Vantage Point Solutions

Consulting

Com Net Inc.  
Global Telecom Solutions  
Juniper Networks  
JSI  
KLJ  
Mid-State Consultants, Inc.  
Moss Adams LLP  
Power & Tel  
Schroeder.Marketing LLC

Vantage Point Solutions  
Walker and Associates, Inc.

**IPTV**Middleware

Com Net Inc.  
Innovative Systems, L.L.C.  
Power & Tel  
Vantage Point Solutions

Service Delivery Platforms

Adtran  
Com Net Inc.  
Goldfield Telecom  
Graybar  
Innovative Systems, L.L.C.  
Power & Tel  
Vantage Point Solutions

Services

Accedian  
Com Net Inc.  
COMLINK  
Great Lakes Comnet, Inc.  
Innovative Systems, L.L.C.  
JSI  
Power & Tel  
Vantage Point Solutions

**Legal Services**

Dickinson Wright PLLC  
Foster Swift Collins & Smith PC  
Loomis, Ewert, Parsley, et. al.  
Miller, Canfield, Paddock & Stone  
Vantage Point Solutions

**Marketing Services**Advertising

JSI  
Mid America Computer Corporation

Direct Mail

JSI  
MEI Telecom Services  
Mid America Computer Corporation

Graphic Design

Mid America Computer Corporation

NetworkDatabase Services

Com Net Inc.

COMLINK

Global Telecom Solutions

Great Lakes Comnet, Inc.

Interstate Telecom Consulting, Inc.

National Information Solutions Cooperative (NISC)

Power &amp; Tel

Monitoring Solutions

Accedian

Alpine Power Systems

Com Net Inc.

Global Telecom Solutions

Juniper Networks

Power &amp; Tel

Resource Communications, Inc.

Vantage Point Solutions

Walker and Associates, Inc.

Operation Center

Com Net Inc.

COMLINK

Great Lakes Comnet, Inc.

Power &amp; Tel

Outside Plant Products/Services

Charles Industries, Ltd.

Clearfield

Etna Supply Company

Goldfield Telecom

Holtger Bros., Inc.

KLJ

Mapcom Systems

Power &amp; Tel

Sigma Technologies, Ltd.

TurnKey Network Solutions

Vantage Point Solutions

PowerBatteries

Alpine Power Systems

Emergency Power Corp.

Goldfield Telecom

Graybar

Power &amp; Tel

Resource Communications, Inc.

Walker and Associates, Inc.

Battery Removal

Alpine Power Systems

Emergency Power Corp.

Goldfield Telecom

Graybar

TurnKey Network Solutions

Generators

Alpine Power Systems

Goldfield Telecom

Graybar

Power &amp; Tel

Wolverine Power Systems, Inc.

UPS Installation/Maintenance

Alpine Power Systems

Emergency Power Corp.

Goldfield Telecom

Power &amp; Tel

Resource Communications, Inc.

TurnKey Network Solutions

Radio Frequency Engineering

Mid-State Consultants, Inc.

Power &amp; Tel

Vantage Point Solutions

SS7Network Equipment

Com Net Inc.

COMLINK

Great Lakes Comnet, Inc.

Power &amp; Tel

Walker and Associates, Inc.

Services

ANPI  
Com Net Inc.  
COMLINK  
Great Lakes Comnet, Inc.

Signaling Network/Database Services

Com Net Inc.  
COMLINK  
Great Lakes Comnet, Inc.

**Service Bureaus**

MEI Telecom Services  
Mid America Computer Corporation  
National Information Solutions Cooperative (NISC)  
Vantage Point Solutions

**Service Providers**Broadband Transport

Com Net Inc.  
Peninsula Fiber Network, LLC

Data Center

Brocade Communications Systems, Inc.  
Com Net Inc.  
Global Telecom Solutions  
Juniper Networks

Direct Internet Access Peering

Com Net Inc.

Internet

Com Net Inc.  
Global Telecom Solutions  
Peninsula Fiber Network, LLC

Long Distance

Com Net Inc.  
COMLINK  
Global Telecom Solutions  
Great Lakes Comnet, Inc.  
Peninsula Fiber Network, LLC

Phone

Global Telecom Solutions  
Peninsula Fiber Network, LLC

Video

Com Net Inc.

**Telecommunications CAD Drafting**

KLJ  
Mapcom Systems  
Mid-State Consultants, Inc.  
Sigma Technologies, Ltd.  
TurnKey Network Solutions  
Vantage Point Solutions

**Testing**Services (Plant)

Alpine Power Systems  
KLJ  
Power & Tel  
Resource Communications, Inc.  
TurnKey Network Solutions

Equipment/Repair

Alpine Power Systems  
Etna Supply Company  
Graybar  
Power & Tel  
Resource Communications, Inc.  
TurnKey Network Solutions  
Walker and Associates, Inc.

Protocols (XDSL/FTTX)

Graybar  
Resource Communications, Inc.

**Tree Trimming**

ElectriCom, Inc.  
Holtger Bros., Inc.  
TurnKey Network Solutions

**Video Over Copper**

Calix  
Com Net Inc.  
Goldfield Telecom  
Vantage Point Solutions

**VoIP**Assessment

COMLINK  
Global Telecom Solutions  
Great Lakes Comnet, Inc.  
JSI  
KLJ  
Power & Tel  
Vantage Point Solutions

Products/Services

Adtran  
COMLINK  
Global Telecom Solutions  
Goldfield Telecom  
Graybar  
Great Lakes Comnet, Inc.  
Innovative Systems, L.L.C.  
Metaswitch Networks  
Power & Tel  
REDCOM  
Walker and Associates, Inc.

Testing

Graybar  
KLJ  
Resource Communications, Inc.  
TurnKey Network Solutions  
Vantage Point Solutions

**Wireless**Communications

Alpine Power Systems  
KLJ  
Power & Tel  
Schroeder.Marketing LLC  
Vantage Point Solutions

Equipment

Adtran  
Alpine Power Systems  
Charles Industries  
Goldfield Telecom  
Graybar  
Juniper Networks  
Power & Tel  
Vantage Point Solutions  
Walker and Associates, Inc.

Services

Alpine Power Systems  
Global Telecom Solutions  
Innovative Systems, L.L.C.  
Power & Tel  
TurnKey Network Solutions  
Vantage Point Solutions

Supplies

Alpine Power Systems  
Graybar  
Power & Tel



TELECOMMUNICATIONS  
ASSOCIATION OF MICHIGAN

## ALLIED INDUSTRY Organizations and Regulatory Bodies

### Michigan Public Service Commission

#### *Telecommunications Division*

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