



TELECOMMUNICATIONS  
ASSOCIATION OF MICHIGAN



2017 Broadband Industry Directory





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**Office Hours:** 8:00 a.m. to 5:00 p.m.  
Monday through Friday

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## MAJOR MEETINGS

**2017 PoliTech - Feb. 28 - March 1**  
Radisson, Lansing

**2017 ComPulse - Sept. 12 - 14**  
Grand Hotel, Macinac Island

**2017 Vendor Golf Outing - July 18**  
PohlCat, Mt. Pleasant

**Great Lakes Technology Showcase**  
TBD

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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>
Lorenzo Cruz, CenteryLink	(Appointed)	Chair
Steve Shults, Bloomingdale Communications	(2017)	1st Vice Chair
Randy Fletcher, Lennon Telephone	(2019)	Treasurer
Janet Beilfuss, Springport Telephone	(2017)	
Mark Bernath, Waldron Telephone	(2018)	
James (Jay) P. Brogan, Hiawatha Communications	(2018)	
Linda Corie, Ogden Telephone	(2019)	
Mark Graf, Winn Telephone	(2019)	
Koray Inal, Baraga Telephone	(2019)	
Jean Pauk, 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

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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)  
Jack Nutter, TDS  
Ron Siegel, Allband Communications Cooperative  
Steve Shults, Bloomingdale Communications

### Legislative and Regulatory Committee

Jay Brogan, Hiawatha Communications (Chairman)  
Lorenzo Cruz, CenturyLink  
Randy Fletcher, Lennon Telephone  
Mark Graf, Winn Telephone  
Cassandra Heyne, JSI  
M. Koray Inal, Baraga Telephone  
Kevin Kloehn, Vantage Point Solutions  
Jean Pauk, TDS  
Tony Ruskowski, AcenTek

### Value of Membership Committee

Tony Ruskowski, AcenTek (Co-Chairman)  
Doug Gabrielson, Goldfield Telecom (Co-Chairman)  
Luke Burkhardt, CNI  
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, BDK, LLP  
Rich Wendling, TurnKey Network Solutions  
Gordon Dauchy, BKD, LLP



TELECOMMUNICATIONS  
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**AcenTek**

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**Fax:** 616-895-9932

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### Incumbent Local Telephone Companies

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*Drenthe Office*

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**Fax:** 616-688-5499

**Web:** www.acentek.net

**Company exchange:** Drenthe



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P.O. Box 69  
Mesick, MI 49668-0069

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**Fax:** 231-885-9915

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**Company exchanges:** Buckley, Copenish, Thompsonville, Hoxeyville, Mesick, South Boardman



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**Web:** www.acentek.net

**Company exchange:** Old Mission



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**Company exchange:** Robb's Creek



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P.O. Box 9  
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**Phone:** 906-353-6644  
**Fax:** 906-353-7550  
**Web:** www.baragatelephone.com

**Company exchanges:** Alston, Baraga, Crystal Falls, Houghton, L'Anse, Tapiola



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123 W. Orchard  
P.O. Box 128  
Delton, MI 49046-0128

**Phone:** 269-623-2311  
**Fax:** 269-623-8033  
**Web:** www.barryarea.com  
**Web:** www.mei.net

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



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**Fax:** 989-561-9933

**Company exchange:** Blanchard



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**Company exchange:** Carr



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**Company exchanges:** Alanson, Au Gres, Bear Lake, Borculo, Boyne Falls, Brant, Brutus, Caro, Cedar, Cedarville, Chesaning, Chippewa Lake, Crystal, Detour, Elmira, Empire, Falmouth, Garden, Glen Arbor, Glennie, Goodrich, Gulliver, Hadley, Hale, Honor, Hope, Kinde, Kingsley, Kinross, Lake Ann, Lake City, Levering, Litchfield, Manistique, Marlette, Mecosta, Merritt, Montrose, Moorestown, Mosherville, New Lothrop, Newport, Omer, Orleans, Pinconning, Port Austin, Port Hope, Pickford, Rudyard, Sand Lake Heights, Sixty Lakes, Sunfield, Suttons Bay, Vickeryville, Whittemore



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**Fax:** 989-661-2500

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*DBA D & P Communications, Inc.*

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Petersburg, MI 49270-9304

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**Fax:** 734-279-2640

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

**Company exchanges:** Deerfield, Petersburg



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**Fax:** 906-248-3425

**Web:** www.jamadots.com

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**Phone:** 906-387-9911

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



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**Web:** www.kaltelnet.net

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*Upper Peninsula Telephone Company - Michigan Central Broadband Company  
Subsidiaries of LICT Corporation, Rye, NY  
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Carney, MI 49812-0086*

**Phone:** 906-639-5000  
**Fax:** 906-639-9935

**Company exchanges:** (Regulated) Amble, Carney, Chester, Donken, Drummond Island, Faithorn, Felch, Fench 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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**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  
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Bender, Jim  
Bernath, Lucinda  
Bernath, Mark  
Bogner, Chris  
Bogner, Mitch  
Bogner, Terri  
Bowden, Thomas  
Bowerman, Renee  
Brewer, April  
Brinks, David  
Brogan, James (Jay)  
Burnham, Jim

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Ogden Telephone  
Springport Telephone  
Barry County Telephone  
Waldron Telephone  
Waldron Telephone  
Carr Communications  
Carr Communications  
Carr Communications  
Lennon Telephone  
Hiawatha Telephone  
Lennon Telephone  
Winn Telephone  
Hiawatha Telephone  
CTS Telecom, Inc.

**C**

Conrad, Carol  
Cooley, Denise  
Corie, Linda  
Cribbs, Harry  
Cribbs, Jon  
Cusack, Deborah

Winn Telephone  
AcenTek  
Ogden Telephone  
Kaleva Telephone  
Kaleva Telephone  
Barry County Telephone

**D**

DeNeve, Ron  
Dolan, Robert

Hiawatha Telephone  
Michigan Broadband Services

**E**

Eichler, Ed  
Eichler, Neal

Pigeon Telephone  
Pigeon Telephone

Index by Last Name (F - O)

**F**

Fletcher, Randy           Lennon Telephone  
 Fox, David                 Westphalia 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  
 Haydo, Heather         CTS Telecom Inc.  
 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  
 Larson, Terry            Blanchard Telephone

**M**

Main, Barb                Pigeon Telephone  
 Matsumoto, Alan        CenturyLink  
 Meyer, David             Westphalia Telephone  
 Moore, Bruce            Michigan Broadband Services

**N**

Nedeau, Dan             Hiawatha Telephone

**O**

Osborne, Mike          AcenTek

Index by Last Name (P - Y)

**P**

Parisien, Robert         Deerfield Farmers' Telephone  
 Patsey, Sharon          Lennon Telephone  
 Pauk, Jean                TDS Telecom

**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  
 Shavalier, Jeff          Barry County Telephone  
 Shults, Steve            Bloomingdale Communications  
 Siegel, Ron              Allband Communications Cooperative  
 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

**W**

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

**Y**

Yenor, Dennis            Sand Creek Communications



## 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](http://www.acd.net)

#### Contact

Kevin Schoen, CEO  
[schoen.kevin@acd.net](mailto: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](http://www.daystarrfiber.net)

#### Contact

Collin Rose, President  
[collin.rose@daystarrfiber.net](mailto:collin.rose@daystarrfiber.net)



#### Everstream

1228 Euclid Ave., Ste. 250  
Cleveland, OH 44115

Phone: 216-242-2874

Web: [www.everstream.net](http://www.everstream.net)



#### Contacts

Melissa Duke, Corporate Program Director  
[mduke@everstream.net](mailto:mduke@everstream.net)  
517-742-4104

Christian Gartner, CFO  
[cgartner@everstream.net](mailto:cgartner@everstream.net)

**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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269-585-1004

Gerald Philipp, Principal  
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269-585-1002

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sgauthier@lynxnetworkgroup.com  
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269-585-1005

CJ Veverka  
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269-585-1016

Darla Harris  
dharris@lynxnetworkgroup.com  
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

**Contacts**

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mgraf@winncommunications.net

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dbrinks@winncommunications.net

Christopher Spurbeck, Customer Care Manager  
cspurbeck@winncommunications.net

Mike Fitzpatrick, Outside Plant Manager  
mfitzpatrick@winncommunications.net

Carol Conrad, Office Manager - Winn  
cconrad@winncommunications.net





**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**

Jim Denton, Territory Manager  
jim.denton@adtran.com  
317-752-9759 Cell



Jeff LaFave, Field Application Engineer  
jeff.lafave@adtran.com  
231-330-0869

**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**

Rob Hirschberg, Marketing Manager  
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**

John Norton, Regional Sales Director  
jnorton@anpi.com  
585-924-3399



**BKD, LLP**

8517 Excelsior Dr., Ste. 301  
Madison, WI 53717-1994

**Phone:** 608-664-9110  
**Fax:** 608-664-9112  
**Web:** www.bkd.com

**Company description:** What do we mean when we say **experience BKD**? We mean insightful solutions, ideas, attention to detail, expertise and results-we call it unmatched client services.

At BKD, we understand you want an advisor who can provide more than just accounting solutions. Our CPAs and advisors offer specialized skills and expertise, as well as the winning attitude, character and communication skills necessary to help clients achieve their objectives. Accounting for numbers-accurately, objectively and with integrity-is at the heart of our business. But we are also professional, prepared, attentive and ready to deliver our services with PRIDE: passion, respect, integrity, discipline and excellence.

BKD is a trusted, national CPA & advisory firm that understands your business and delivers the resources you need with a service style you'll value. That's what it means to **experience BKD**.

**Contacts**

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mmacdonald@bkd.com  
608-664-9110

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Cheryl Clauson, Partner  
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515-223-0159

Jeff Naig, Co-Managing Partner  
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712-852-4454



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bkd.com

**experience BKD**  
CPAs & Advisors

**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**

Doug Patterson, Regional Sales Manager  
dpatterson@foundrynet.com  
317-409-1556



**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**

Mike Carpinelli, Regional Sales Manager  
mike.carpinelli@calix.com  
630-421-5596



Jason Brendmoen, Account Manager  
jason.brendmoen@calix.com  
707-766-3288

**CCI Systems**

105 Kent St.  
Iron Mountain, MI 49801

**Phone:** 800-338-9299  
**Web:** www.ccisystems.com

**Company description:** For more than 60 years, CCI has delivered start-to-finish solutions for all kinds of communications networks, serving clients all across the country. We combine forward-thinking engineering and the very latest technology with practical field experience to grow your business. At every stage-consulting, engineering, construction, deployment, maintenance and support-we work as your partner to achieve your specific goals.

**Contact**

Nathan Roberts, Senior Account Manager  
nathan.roberts@ccisystems.com

**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 cabinets and shrouds, building terminals, pedestals, below grade enclosers and fiber accessories for wireless, fiber, copper, broadband & utility applications.

**Contact**

Brian Pinkstaff  
bpinkstaff@charlesindustries.com



**Cisco**

5864 Porsha Dr.  
Sylvania, OH 43560

**Phone:** 419-346-9181  
**Web:** www.cisco.com

**Company description:** Cisco Systems, Inc. sells networking and communications products and provides related services. The company's two main products are switches and routers (devices that manage network traffic within local-area networks and between different networks), but Cisco essentially touches everything in the networking industry, from security to storage to application switching. Cisco dominates that data networking industry, and its Ethernet switches, which move data along local computer networks, are ubiquitous in business information technology.

**Contact**

Mick Payne, Account Manager  
mickpayn@cisco.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**

Darrel Farr, Regional Sales Manager  
dfarr@clfd.net  
612-867-5449



Lance Moon, Business Dev. Manager  
lmoon@clfd.net  
763-519-9727

**CNI**

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 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  
lburkhart@cniteam.com



**CommSoft**

96 Thompson Hill Rd.  
Rensselaer, NY 12144

**Phone:** 518-431-7500  
**Fax:** 518-720-3713  
**Web:** www.commsoft.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 increase efficiency and enable better service. Our CABS, financial, web-care, mapping and business intelligence solutions complete this offering. Proven. Accurate. Limitless. CommSoft.

**Contacts**

Laura Knussman  
Manager of Marketing and Product Management  
laura.knussman@commsoft.net  
518-720-3766

Rick Bartlett, VP of Sales  
rick.bartlett@commsoft.net  
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**

Mark Hess, Regional Account Manager  
mark.hess@corning.com

Jason Morris, Sales Development Specialist  
jason.morris@corning.com

The logo for Corning consists of the word "CORNING" in a blue, serif font.

**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**

Jacqueline K. Tinney  
jtinney@dickinsonwright.com

**Detroit Office**  
500 Woodward Ave., Ste. 4000  
Detroit, MI 48226-3425  
313-223-3500

**Lansing Office**  
215 S. Washington Sq., Ste. 200  
Lansing, MI 48933-1816  
517-371-1730

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

**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

The logo for Dickinson Wright features the words "DICKINSON" and "WRIGHT" in a black, serif font. A stylized yellow and orange swoosh is positioned between the two words, curving under "WRIGHT".

**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**

John Hendershot, CEO  
jfhendershot@digitinc.net

Joshau Hendershot, President  
jdhendershot@digitinc.net

**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**

Ed Watson, Owner  
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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alee@electricominc.com  
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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248-705-6372

Mike Mares  
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248-705-6372

Don Gauvreau  
don@emergencypowercorp.com  
248-760-4460



**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**

Susan Bazen, Account Sales  
sbazen@etnasupply.com



**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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Nicholas M. Oertel, Attorney  
noertel@fosterswift.com



**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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phillip.baker@genband.com  
816-746-1242



Steve Martinson, Senior Account Manager (Inside Sales)  
steve.martinson@genband.com  
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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george@geotech-inc.com  
616-299-7620 Cell

Ghassan G. Ghareeb, P.E., LEED AP, President  
ghassan@geotech-inc.com  
616-481-1340 Cell

Ken DeBack, P.E., Vice President  
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616-299-9594 Cell

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616-446-0426 Cell

**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 customer savings, GTS and its vast network of partners give customers a complete array of hardware and software telecommunications solutions.

**Contact**

Mark Stackpoole, CEO  
info@gtsdirect.com

**Goldfield Telecom**

611 N. Main St., Box 237  
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.

**Contact**

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630-235-9851





**Graybar**

7601 Setzler Pkwy.  
Brooklyn Park, MN 55445

**Phone:** 800-655-9000  
**Fax:** 763-898-5680  
**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.

**Contacts**

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800-655-9000

Sandra Rust, Customer Service  
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763-898-5682

**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.

**Contact**

Rebecca Denman, Marketing Director  
rebecca.denman@holtger.com  
920-606-4205 Cell



**HOLTGER BROS., INC.**  
UTILITY CONTRACTOR  
www.holtger.com  
(920) 337-9980  
(800) 831-0755

**INdigital telecom**

1616 Directors Row  
Fort Wayne, IN 46808

**Phone:** 260-469-2010  
**Fax:** 260-469-4329  
**Web:** www.indigital.net

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

**Contact**

Deb Prather, Director – Regulatory Affairs  
dprather@indigital.net



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

1000 Innovative Dr.  
Mitchell, SD 57301-5516

**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, Cloud/Network DVR, Forward Error Correction, Ad Insertion and Streaming TV, our over-the-top streaming video service. Innovative Systems now offers an ACS TR-069 service! 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.

**Contacts**

John Muller, Sales Director  
johnm@innovsys.com  
605-999-7262 office  
605-999-9626 cell

Mike Kayser, Account Executive  
mikek@innovsys.com  
612-867-7121



**Interstate Telcom Consulting, Inc.**

130 Birch Ave., W.  
Hector, MN 55342-0668

**Phone:** 320-848-6641  
**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.

**Contacts**

Belinda A. Stark, Vice President  
itci@interstatetelcom.com

Jerry Burmeister, Consulting Manager  
itci@interstatetelcom.com



## JSI

7852 Walker Dr., Ste. 200  
Greenbelt, MD 20770-3209

**Phone:** 301-459-7590  
**Fax:** 301-577-5575  
**Web:** www.jsitel.com

**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.

### Contacts

Leo Staurulakis, Executive Vice President  
lstaaurulakis@jsitel.com

Manny Staurulakis, President  
mstaurulakis@jsitel.com

Steve Meltzer, Senior VP - Operations  
smeltzer@jsitel.com

Brenda Cordwell, Manager Communications, PR & Education  
bcordwell@jsitel.com



## Juniper Networks

1569 Lakeview  
Sylvan Lake, MI 48320

**Phone:** 248-568-8996  
**Web:** www.juniper.net

**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.

### Contact

Matt Clark, Territory Account Manager - MI, IN  
mclark@juniper.net



The advertisement features a large, vertical photograph of a white lighthouse with a red top section, situated on a rocky shore with trees in the background. The sky is a mix of blue and orange, suggesting a sunset or sunrise. In the top left corner, the JSI logo is displayed next to the tagline 'Your business is our business.' Below this, the text 'Credible. Reliable. Proven.' is prominently displayed. Underneath, a paragraph of text reads: 'The rural telecom industry has looked to JSI for guidance for 55 years. We can help you navigate the financial, operational, management, regulatory, and strategic obstacles you'll encounter in today's turbulent marketplace.' At the bottom of the advertisement, a dark blue banner contains the text 'Guiding your company forward to success and profitability.' followed by the JSI logo. Below the banner, a black bar contains the contact information: 'PHONE: 301-459-7590 | EMAIL: jsitel.com | WEB: www.jsitel.com'.

**KGP Logistics**

5865 Essex Drive  
Pittsboro, IN 46167

**Phone:** 317-439-6501  
**Web:** www.kgplogistics.com

**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.

**Contact**

Tom Kingery, Regional Account Manager - IN, IL, MI, OH, WI  
tkingery@kgptel.com

**KLJ**

4584 Coleman St.  
Bismarck, ND 58503-0431

**Phone:** 701-355-8400  
**Fax:** 855-288-8055  
**Web:** www.kljeng.com

**Company description:** KLJ helps connect businesses and families across the nation through network planning, design and engineering. With our wide range of experience and innovative approaches, we help clients realistically plan for future communication needs. Our project managers lead every aspect of design, development, implementation and maintenance to help clients streamline their projects.

**Contact**

Dustin Maier, PE  
dustin.maier@kljeng.com

**Lally Group, CPAs**

P.O. Box 1066  
Jackson, MI 49204

7335 Westshire Dr., Ste. 103  
Lansing, MI 48917

4900 Montrose Ave., Ste. 130  
Okemos, MI 48864

**Phone:** 517-787-0064  
**Fax:** 517-787-1078  
**Web:** www.lallycpa.com

**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, Lansing and Okemos, 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.

**Contacts**

Steven Patch, CPA  
spatch@lallycpa.com  
517-787-0064

Nathan Eads, CPA, CFE  
neads@lallycpa.com  
517-787-0064

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

124 W. Allegan, Ste. 700  
Lansing, MI 48933-1526

**Phone:** 517-482-2400  
**Fax:** 517-853-8671  
**Web:** www.loomislaw.com

**Company description:** Legal services specializing in telecommunications law and all related business and entrepreneurial transactions.

**Contact**

Michael G. Oliva  
mgoliva@loomislaw.com



**Maner Costerisan, PC**

2425 E. Grand River Ave., Ste. 1  
Lansing, MI 48912

**Phone:** 517-323-7500  
**Fax:** 517-323-6346  
**Web:** www.manercpa.com

**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.

**Contacts**

Jeff Irwin, CPA, Principal  
jirwin@manercpa.com  
517-886-9575

Mike Roth, Telecomm. Consultants  
mroth@manercpa.com  
260-498-9588



**Mapcom Systems**

601 Southlake Blvd.  
Richmond, VA 23236-3921

**Phone:** 804-743-1860  
**Fax:** 804-378-3566  
**Web:** 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).

**Contacts**

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804-743-1860 ext. 369

Matt Gilbert, Sr. Account Executive  
mgilbert@mapcom.com  
804-743-1860 ext. 260



**MEI Telecom Services**

123 W. Orchard  
P.O. Box 127  
Delton, MI 49046

**Phone:** 888-MEI-7765  
**Fax:** 269-623-8033  
**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.

**Contacts**

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dstoll@mei.net  
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269-623-9956

Deborah Cusack, CFO  
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269-623-9961



**Lost Billing Revenue?**  
**Suffering From Data Confusion?**  
**Billing & Operational Software by**  
**MEI Telecom Services**  
**Software & Data**  
**Considering Changing?**  
**Need a Third Party Consult?**  
**CABs Comparison Audit?**  
**Call Jeff Today**  
**888-MEI-7765**  
**www.meibilling.com**  
**A Barry County Services Company**

The advertisement is set against a dark blue background with a glowing blue circuit board pattern. It features several instances of the MEI Telecom Services logo, each with a white arrow pointing upwards. The text is in various sizes and weights, with some words in bold and italicized fonts. The overall design is high-tech and professional.

**Metaswitch Networks**

201 Potrero Ave.  
San Francisco, CA 94103

**Phone:** 415-513-1500  
**Fax:** 415-513-1501  
**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.

**Contacts**

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[matt.byrd@metaswitch.com](mailto:matt.byrd@metaswitch.com)

Elaine Steffani, Marketing  
[elaine.steffani@metaswitch.com](mailto:elaine.steffani@metaswitch.com)


**Michels Communications**

817 W. Main St.  
P.O. Box 128  
Brownsville, WI 53006-0128

**Phone:** 920-583-3132  
**Web:** www.michels.us

**Twitter:** <http://www.twitter.com/michelscorp>

**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.

**Contacts**

Jerrold Henschel, Vice President  
[jhensch@michels.us](mailto:jhensch@michels.us)

Gary Finke, Senior Manager  
[gfinke@michels.us](mailto:gfinke@michels.us)

**Mid America Computer Corporation**

P.O. Box 700  
Blair, NE 68008-2522

**Phone:** 800-622-2502  
**Fax:** 402-533-5369  
**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.

**Contacts**

Steve Appel, National Sales Rep.  
[sappel@maccnet.com](mailto:sappel@maccnet.com)  
402-533-5156

Craig Aman, President & CEO  
[caman@maccnet.com](mailto:caman@maccnet.com)  
402-533-5444

Chis Booth, Client Relations Manager  
[cbooth@maccnet.com](mailto:cbooth@maccnet.com)  
402-533-5297



**Mid-State Consultants, Inc.**

Regional Office  
6197 Miller Rd., Ste. 1  
Swartz Creek, MI 48473

**Phone:** 810-226-0750  
**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.

**Contacts**

Gordon Caverly, RCDD, Regional VP  
gcaverly@mscon.com  
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bpidek@mscon.com  
810-226-0750

Steve Kidd, President  
435-623-8601

Mike Riley, P.E., Vice President  
435-623-8601

Tory Richtmyer, Dir. of Marketing  
trichtmyer@mscon.com  
435-623-6676

**Miller, Canfield, Paddock & Stone**

One Michigan Ave., Ste. 900  
Lansing, MI 48933-1613

**Phone:** 517-487-2070  
**Fax:** 517-374-6304  
**Web:** www.millercanfield.com

**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.

**Contacts**

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517-483-4941

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messing@millercanfield.com  
517-483-4963

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Theresa A.G. Staley, Attorney  
staley@millercanfield.com  
517-483-4988





**Moss Adams LLP**

999 Third Ave., Ste. 2800  
Seattle, WA 98104-4019

**Phone:** 206-302-6586  
**Fax:** 206-622-9975  
**Web:** [www.mossadams.com/industries/telecom](http://www.mossadams.com/industries/telecom)

**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.

**Contacts**

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206-302-6586

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Rick Betts, Partner  
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509-777-0787

Chad Duval, Principal/National Practice Leader  
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509-777-0153

**MOSS ADAMS** LLP  
Certified Public Accountants | Business Consultants

**National Exchange Carrier Association**

4 City Place Dr., Ste. 250  
St. Louis, MO 63141

**Phone:** 800-351-9033  
**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.

**Contacts**

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[btegels@neca.org](mailto:btegels@neca.org)

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[dhoudyshell@neca.org](mailto:dhoudyshell@neca.org)

Laurie DeBeer, Associate Manager  
[ldebeer@neca.org](mailto:ldebeer@neca.org)



**National Information Solutions Cooperative (NISC)**

3131 Technology Dr., NW  
Mandan, ND 58554

**Phone:** 866-WWW-NISC  
**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, municipalities, 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.

**Contacts**

Diane Durkee, Regional Business Manager  
diane.durkee@nisc.coop

Todd Henecke, Manager Telecom Business Development & Sales  
todd.henecke@nisc.coop



**Peninsula Fiber Network, LLC**

1901 W. Ridge St., Ste. 2  
Marquette, MI 49855

**Phone:** 906-226-2010  
**Fax:** 906-226-7102  
**Web:** www.pfnllc.net

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

- \* High Speed Internet Access Service  
Managed Internet - HyperPort Family of Services
- \* Transport Services  
DS-1, DS-3, Virtual DS-3  
Ethernet Transport - HyperNet Family of Services up to 10G  
Wireless Backhaul
- \* 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

**Contacts**

David S. McCartney, General Manager  
gm@pfnllc.net  
906-226-2010

Thom Sumbler, Sales & Business Dev.  
thom@pfnllc.net  
906-387-6617  
303-883-4156 Cell



**Power & Tel**

Corporate Office  
2673 Yale Ave.  
Memphis, TN 38112

**Phone:** 800-238-7514  
**Fax:** 901-320-3082  
**Web:** www.ptsupply.com

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

**Contacts**

Tony Meyer, District Sales Manager  
tony.meyer@ptsupply.com  
419-953-2810

Cindy Besharse, Account Manager  
cindy.besharse@ptsupply.com  
901-866-3240

**ProLabs**

7667 Cahill Rd., Ste. 320  
Minneapolis, MN 55439

**Phone:** 952-777-1864  
**Web:** www.prolabs.com

**Company description:** ProLabs is the leading global provider of infrastructure and connectivity products for applications in telecom (MSO, ISP and Carrier), datacenter and enterprise markets. The company offers an extensive range of high quality compatible products:

- 100% Compatibility with Lifetime Warranties
- Compatibility with over 50 OEM vendor devices
- Dedicated lab and testing facilities

**Contact**

Rick Mitchell, Regional Sales  
rick.mitchell@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**

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breslin@paaonline.com

Ed Dore  
dore@paaonline.com

John Lindley  
lindley@paaonline.com

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



**Schroeder Connections 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 Connections. Member companies: ICORE Consulting, Sigma Technologies and CTS Telecommunications/Construction Co.

**Contact**

Duane E. Schroeder, President  
schroeder.connections@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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419-874-9262 ext. 105

Margaret Sacchet  
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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  
1662 Little Butternut Lake Ln.  
Luck, WI 54853  
tjc@telcominsgrp.com  
715-554-3465



### Toly Digital

1005 W. Indiantown Rd.  
Juniper, FL 33458

Phone: 561-694-8655  
Fax: 561-694-8656  
Web: www.tolydigital.net

**Company description:** Toly Digital is a technology partner focused on maximizing your success and profitability. From our leading edge VoIP iTalk Hosted VoIP service to SIP, data and long distance voice solutions, our customer focused team puts your needs first! Toly Digital's more than 20 years of industry experience, proved business analysis and top shelf technology created customized, revenue generating solutions for your company. It's Time to Talk to Toly!

### Contact

Aaron Suto, President  
aaron.suto@tolydigital.net



### 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.net

**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

The advertisement banner for TurnKey Network Solutions features a dark blue background. At the top, the company logo "TURNKEY Network Solutions" is displayed in white and blue. Below the logo, the tagline "The Single Source for all your Telecommunication Infrastructure Needs" is written in a curved banner. The website address "www.tkns.net" is prominently displayed in white. A list of services is provided in white text, and a map of the Midwest region is shown below. At the bottom, the text "Serving the Midwest For 16 Years" is followed by the phone number "877-376-7681" and the email address "RFI@tkns.net".

**TURNKEY**  
Network Solutions

The Single Source for all your Telecommunication Infrastructure Needs

www.tkns.net

- Outside Plant Telecommunications Engineering
- ROW Acquisition and Permitting
- Aerial and Underground Fiber Construction
- Emergency Response—24/7/365 Call Out
- Fiber Optic Splicing
- Inside Plant/Central Office Engineering / Installation
- Network Equipment Provisioning/Test and Turn-up
- Utility Locating

Serving the Midwest For 16 Years

877-376-7681 RFI@tkns.net

**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/Tech industry. Bonds, D&O, Cyber Liability, Tech E&O, Workers Comp, Health & Life Insurance & Disability Insurance.

**Contact**

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



**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



**Utility Sales Associates**

930 E. Oak St., Ste. 1  
Lake in the Hills, IL 60156

**Phone:** 800-253-6248  
**Fax:** 800-498-8078  
**Web:** www.utilitiesales.net

**Company description:** Utility Sales Associates, Inc. is a multiple-line manufacture representative firm specializing in telecommunications, power utility, CATV, rail and municipalities markets.

**Contact**

Chris Noora, Territory Sales Manager  
chris.noora@utilitiesales.net

**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, Asst. VP - Customer Relations  
kevin.kloehn@vantagepnt.com  
414-801-1424

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

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

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

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



**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**

Jane Elder, Marketing Communications Specialist  
jane.elder@walkerfirst.com

Tal Strolight, Regional Account Manager  
tal.strolight@walkerfirst.com  
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**

David Cronce, Telecom Account Manager  
david.cronce@wolverinepower.com

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  
Bazen, Susan  
Bechler, Rebecca  
Berelsman, Tim  
Besharse, Cindy  
Betts, Rick  
Betz, Mike  
Bloomberg, Ronald  
Booth, Chris  
Booth, Tracey  
Breedon, Bob  
Brendmoen, Jason  
Breslin, Scott  
Brinks, David  
Burkhart, Luke  
Burnmeister, Jerry  
Byrd, Matt

GENBAND  
CommSoft  
Etna Supply Company  
Public Affairs Associates, LLC  
CNI  
Power & Tel  
Moss Adams LLP  
E&M Communications, Inc.  
Miller, Canfield, Paddock & Stone  
Mid America Computer Corp.  
Lynx Network Group, Inc.  
ElectriCom, Inc.  
Calix  
Public Affairs Associates, LLC  
Winn Telecom  
CNI  
Interstate Telcom Consulting, Inc.  
MetaSwitch Networks

**C**

Carpinelli, Mike  
Caverly, Gordon  
Clark, Matt  
Clauson, Cheryl  
Clementz, Christine  
Close, Travis  
Conrad, Carol  
Cordwell, Brenda  
Cronce, David  
Cusack, Deborah

Calix  
Mid-State Consultants, Inc.  
Juniper Networks  
BKD, LLP  
MEI Telecom Services  
Telcom Insurance Group  
Winn Telecom  
JSI  
Wolverine Power Systems, Inc.  
MEI Telecom Services

Index by Last Name (D - G)

**D**

Danielson, Chris           UNITEL Insurance  
 Dean, Miles                 Graybar  
 DeBack, Ken                Geotech, Inc.  
 DeBeer, Laurie             National Exchange Carrier Association  
 Denman, Rebecca         Holtger Bros., Inc.  
 Denton, Jim                 Adtran  
 Dore, Ed                    Public Affairs Associates, LLC  
 Dubman, Steve             KLJ  
 Duff, Nick                  Graybar  
 Durkee, Diane              National Information Solutions Coop.  
 Duval, Chad                 Moss Adams LLP

**E**

Eads, Nathan               Lally Group, CPAs  
 Elder, Jane                  Walker and Associates, Inc.

**F**

Farr, Darrel                 Clearfield  
 Finke, Gary                 Michels Communications  
 Fitzpatrick, Mike         Winn Telecom  
 Foster, Frank               Public Affairs Associates, LLC

**G**

Gabrielson, Doug         Goldfield Telecom  
 Gaurvreau, Don           Emergency Power Corp.  
 Gauthier, Steve           Lynx Network Group, Inc.  
 Ghassan, Ghareeb         Geotech, Inc.  
 Gilbert, Matt               Mapcom Systems  
 Glanzer, Chad              Vantage Point Solutions  
 Graf, Mark                  Winn Telecom  
 Greenlee, Mike             Geotech

Index by Last Name (H - L)

**H**

Harris, Darla               Lynx Network Group, Inc.  
 Hendershot, John         DIG-IT, INC.  
 Hendershot, Joshau       DIG-IT, INC.  
 Henecke, Todd             National Information Solutions Coop.  
 Henschel, Jerrod          Michels Communications  
 Hess, Mark                 Corning Cable Systems  
 Hetrick, Ryan             Sigma Technologies, Ltd.  
 Hirschberg, Rob           Alpine Power Systems  
 Hoisington, Tom           Public Affairs Associates, LLC  
 Holtz, Aaron               CNI  
 Hughes, Bryan             Graybar

**I**

Iannuzzi, Mark             TelNet Worldwide, Inc.  
 Irwin, Jeff                  Maner Costerisan, PC

**J**

Jensen, Jr., James         Foster, Swift, Collins & Smith, P.C.

**K**

Kayser, Mike               Innovative Systems, L.L.C.  
 Khoriaty, Elias            Geotech  
 Kidd, Steve                 Mid-State Consultants, Inc.  
 Kimball, Todd             REDCOM  
 Kingery, Tom               KGP Logistics  
 Kloehn, Kevin              Vantage Point Solutions  
 Klusovsky, Stephen       Geotech  
 Knussman, Laura           CommSoft

**L**

LaFave, Jeff                Adtran  
 Lee, Arik                    ElectriCom, Inc.  
 Lentz, Steven              Moss Adams LLP  
 Lindley, John               Public Affairs Associates, LLC



Index by Last Name (M - P)

**M**

Macdonald, Matthew BKD, LLP  
 Maier, Dustin KLJ  
 Mares, Mike Emergency Power Corp.  
 Martinson, Steve GENBAND  
 Marx, Brad Emergency Power Corp.  
 McCartney, David Peninsula Fiber Network, LLC  
 Meltzer, Steve JSI  
 Messing, Harvey Miller, Canfield, Paddock & Stone  
 Meyer, Tony Power & Tel  
 Moon, Lance Clearfield  
 Morris, Jason Corning Cable Systems  
 Muller, John Innovative Systems, L.L.C.

**N**

Nagelkirk, Tom Wolverine Power Systems, Inc.  
 Naig, Jeff BKD, LLP  
 Nichols, Sarah Sigma Technologies, Ltd.  
 Norton, John ANPI

**O**

Oertel, Nicholas Foster, Swift, Collins & Smith, P.C.  
 Oliva, Mike Loomis, Ewert, Parsley, et. al.  
 Olson, Mike GENBAND  
 Orphan, George Geotech

**P**

Park, Shelia Lynx Network Group, Inc.  
 Patch, Steven Lally Group, CPAs  
 Patterson, Doug Brocade Communications Systems, Inc.  
 Payne, Mick Cisco  
 Petrie, Ron Graybar  
 Philipp, Gerald Lynx Network Group, Inc.  
 Pidek, Benjamin Mid-State Consultants, Inc.  
 Pike, Brian Altec Industries, Inc.  
 Brian Pinkstaff Charles Industries, Ltd.  
 Plaisier, Randall Com Net Inc.  
 Prather, Deb INdigital telecom

Index by Last Name (R - S)

**R**

Rampe, Michael Miller, Canfield, Paddock & Stone  
 Richtmyer, Tony Mid-State Consultants, Inc.  
 Riley, Mike Mid-State Consultants, Inc.  
 Roberts, Nathan CCI Systems  
 Rood, Tim Utility Contracting Company  
 Rose, Collin DayStarr LLC  
 Ross, Andrew Utility Contracting Company  
 Roth, Mike Maner Costerisan, PC  
 Rust, Sandra Graybar  
 Rutgers, Gregg Lynx Network Group, Inc.  
 Ryan, Jim Public Affairs Associates, LLC

**S**

Sacchet, Margaret Sigma Technologies, Ltd.  
 Sanchez, Carlos REDCOM  
 Sanders, Tyrone Public Affairs Associates, LLC  
 Sapp, Todd Vantage Point Solutions  
 Schoen, Kevin ACD.net  
 Schmiege, Glen Foster, Swift, Collins & Smith, P.C.  
 Schroeder, Duane Schroeder Connections LLC  
 Shavalier, Jeff MEI Telecom Services  
 Spurbeck, Christopher Winn Telecom  
 Stackpoole, Mark Global Telecom Solutions  
 Staley, Theresa Miller, Canfield, Paddock & Stone  
 Stark, Belinda Interstate Telcom Consulting, Inc.  
 Staurulakis, Leo JSI  
 Staurulakis, Manny JSI  
 Steffani, Elaine Metaswitch Networks  
 Stockdreher, Lake Mapcom Systems  
 Stoll, David MEI Telecom Services  
 Sturgis, Clay Moss Adams LLP  
 Sumbler, Thom Peninsula Fiber Network, LLC

Index by Last Name (T - W)

**T**

Tegals, Bob	National Exchange Carrier Association
Thomas, Pete	Walker and Associates, Inc.
Thompson, Larry	Vantage Point Solutions
Thorson, Todd	BKD, LLP
Tinney, Jacqueline	Dickinson, Wright PLLC
Tippett, Brian	Telecom Surplus Resources
Trantham, Brendan	MEI Telecom Services

**V**

Veverka, CJ	Lynx Network Group, Inc.
-------------	--------------------------

**W**

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



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# SUPPLIER INDEX

## Products and Services

**911 Services**

INdigital telecom  
Peninsula Fiber Network, LLC

**Alarm Systems/Remote Monitoring**

Walker and Associates, Inc.

**Broadband**Access Product

Adtran  
Charles Industries  
Clearfield  
CNI  
Global Telecom Solutions  
Goldfield Telecom  
Graybar  
KGP Logistics  
Peninsula Fiber Network, LLC  
Power & Tel  
Walker and Associates, Inc.

Consulting

Clearfield  
Geotech  
Global Telecom Solutions  
JSI  
KGP Logistics  
KLJ  
Moss Adams LLP  
Schroeder.Connections LLC  
Sigma Technologies, Ltd.  
Vantage Point Solutions

Engineering

Clearfield  
Geotech  
KGP Logistics  
KLJ  
Mid-State Consultants, Inc.  
Schroeder.Connections LLC  
Sigma Technologies, Ltd.  
TurnKey Network Solutions  
Vantage Point Solutions  
Walker and Associates, Inc.

Networks Integrators

CNI  
Goldfield Telecom  
KGP Logistics  
Power & Tel  
ProLabs

Service Provider

Alpine Power Systems  
Global Telecom Solutions  
Peninsula Fiber Network, LLC  
Sigma Technologies, Ltd.

Value-Added Services

Alpine Power Systems  
Com Net Inc.  
Global Telecom Systems  
Innovative Systems, L.L.C.  
KGP Logistics  
National Information Solutions Cooperative (NISC)  
Peninsula Fiber Network, LLC  
Power & Tel  
Walker and Associates, Inc.

**Cable Television Management**

CNI  
JSI  
National Information Solutions Cooperative (NISC)

**Call Center Services**

CNI  
Innovative Systems, L.L.C.

**Central Office**Engineering

Alpine Power Systems  
TurnKey Network Solutions

Equipment Installation

Alpine Power Systems  
TurnKey Network Solutions

Equipment Repair

Emergency Power Corp.  
Vantage Point Solutions

Materials

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

**Computer Services**

Data Processing

CNI  
 Mid America Computer Corporation  
 National Information Solutions Cooperative (NISC)

Hardware

CommSoft  
 Mid America Computer Corporation  
 National Information Solutions Cooperative (NISC)

Software

CommSoft  
 Mapcom Systems  
 Mid America Computer Corporation  
 National Information Solutions Cooperative (NISC)

Web-site Development

CNI  
 JSI  
 Mid America Computer Corporation

**Construction**

Contractors

ElectriCom, Inc.  
 Emergency Power Corp.  
 Holtger Bros., Inc.  
 KGP Logistics  
 KLJ  
 Michels Communications  
 Schroeder.Connections LLC  
 TurnKey Network Solutions  
 Utility Contracting Company

Equipment

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

Management

Emergency Power Corp.  
 KLJ  
 Schroeder.Connections LLC  
 TurnKey Network Solutions

Site Organization

KLJ  
 Schroeder.Connections LLC

**Consulting Services**

Cable/Video

BKD, LLP  
 Clearfield  
 CNI  
 Geotech  
 Global Telecom Solutions  
 JSI  
 Moss Adams LLP  
 Power & Tel  
 Vantage Point Solutions

CLEC

BKD, LLP  
 Clearfield  
 Global Telecom Solutions  
 Interstate Telcom Consulting, Inc.  
 JSI  
 Maner Costerisan PC  
 Mid-State Consultants, Inc.  
 Moss Adams LLP  
 Schroeder.Connections LLC  
 Sigma Technologies, Ltd.  
 Vantage Point Solutions  
 Walker and Associates, Inc.

Construction

Holtger Bros., Inc.  
 KLJ  
 Mid-State Consultants, Inc.  
 Schroeder.Connections LLC  
 TurnKey Network Solutions  
 Vantage Point Solutions

Engineering

Clearfield  
 Geotech  
 JSI  
 KLJ  
 Mid-State Consultants, Inc.  
 National Information Solutions Cooperative (NISC)  
 Schroeder.Connections LLC  
 Sigma Technologies, Ltd.  
 TurnKey Network Solutions  
 Vantage Point Solutions  
 Walker and Associates, Inc.

Human Resources

JSI  
 Maner Costerisan, PC  
 Vantage Point Solutions

Management

Interstate Telcom Consulting, Inc.  
 JSI  
 KLJ  
 Maner Costerisan, PC  
 Schroeder.Connections LLC  
 Vantage Point Solutions

PSC

Interstate Telcom Consulting, Inc.  
 JSI  
 Loomis, Ewert, Parsley, et. al.  
 Maner Costerisan, PC  
 Moss Adams LLP  
 Public Affairs Associates  
 Vantage Point Solutions

Public Relations

JSI  
 Public Affairs Associates, LLC

Regulatory Affairs

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

Strategic Planning

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

Video

CNI  
 Geotech  
 Interstate Telcom Consulting, Inc.  
 JSI  
 Moss Adams LLP  
 Power & Tel  
 Vantage Point Solutions

**Directional Drilling**

DIG-IT, INC.

EquipmentCabinets

Alpine Power Systems  
 Calix  
 Charles Industries, Ltd.  
 Clearfield  
 Corning Cable Systems  
 Goldfield Telecom  
 Graybar  
 KGP Logistics  
 Power & Tel  
 TurnKey Network Solutions  
 Walker and Associates, Inc.

Cable Products

Alpine Power Systems  
 Clearfield  
 Corning Cable Systems  
 Etna Supply Company  
 Global Telecom Solutions  
 Graybar  
 KGP Logistics  
 Power & Tel  
 ProLabs  
 TurnKey Network Solutions  
 Walker and Associates, Inc.

Distributors

Clearfield  
 Etna Supply Company  
 Global Telecom Solutions  
 Goldfield Telecom  
 Graybar  
 KGP Logistics  
 Power & Tel  
 Walker and Associates, Inc.

DSL

Adtran  
 Alpine Power Systems  
 Calix  
 Global Telecom Solutions  
 Goldfield Telecom  
 Graybar  
 KGP Logistics

Power & Tel  
 Walker and Associates, Inc.

Power

Wolverine Power Systems, Inc.

Switching

Adtran  
 GENBAND  
 Goldfield Telecom  
 Graybar  
 KGP Logistics  
 Metaswitch Networks  
 Power & Tel  
 Walker and Associates, Inc.

Trenching

Holtger Bros., Inc.

EthernetDemarcation

Adtran  
 Clearfield  
 Goldfield Telecom  
 Graybar  
 KGP Logistics  
 Power & Tel  
 Walker and Associates, Inc.

Switching/Routing

Brocade Communications Systems, Inc.  
 CNI  
 Goldfield Telecom  
 Graybar  
 Juniper Networks  
 KGP Logistics  
 Metaswitch Networks  
 Power & Tel  
 Walker and Associates, Inc.

Service Provider

Brocade Communications Systems, Inc.  
 CNI  
 Global Telecom Solutions

**Facilities Management**

Graybar  
National Information Solutions Cooperative (NISC)

**Fiber-to-the**

Business

Alpine Power Systems  
Calix  
Charles Industries, Ltd.  
Clearfield  
CNI  
Corning Cable Systems  
ElectriCom, Inc.  
Geotech  
Global Telecom Solutions  
Goldfield Telecom  
Holtger Bros., Inc.  
KGP Logistics  
KLJ  
Mid-State Consultants, Inc.  
Power & Tel  
Schroeder.Connections LLC  
Sigma Technologies, Ltd.  
TurnKey Network Solutions  
Utility Contracting Company  
Vantage Point Solutions  
Walker and Associates, Inc.

Home

Calix  
Charles Industries  
Clearfield  
CNI  
Corning Cable Systems  
ElectriCom, Inc.  
Geotech, Inc.  
Goldfield Telecom  
Holtger Bros., Inc.  
KGP Logistics  
KLJ  
Mid-State Consultants, Inc.  
Power & Tel  
Schroeder.Connections LLC  
Sigma Technologies, Ltd.  
TurnKey Network Solutions

Utility Contracting Company  
Vantage Point Solutions  
Walker and Associates, Inc.

Tower

Adtran  
Charles Industries  
Clearfield  
CNI  
Corning Cable Systems  
ElectriCom, Inc.  
Geotech  
Goldfield Telecom  
Holtger Bros., Inc.  
KGP Logistics  
Mid-State Consultants, Inc.  
Power & Tel  
Schroeder.Connections LLC  
Sigma Technologies, Ltd.  
TurnKey Network Solutions  
Utility Contracting Company  
Vantage Point Solutions  
Walker and Associates, Inc.

**Fiber-Optic**

Cable & Supplies

Clearfield  
CNI  
Corning Cable Systems  
Etna Supply Company  
Graybar  
Holtger Bros., Inc.  
KGP Logistics  
Power & Tel  
ProLabs  
TurnKey Network Solutions  
Walker and Associates, Inc.

Fiber Splicing

Alpine Power Systems  
Clearfield  
CNI  
Corning Cable Systems  
ElectriCom, Inc.  
Geotech

Graybar  
 Holtger Bros., Inc.  
 KGP Logistics  
 Power & Tel  
 Schroeder.Connections LLC  
 TurnKey Network Solutions  
 Utility Contracting Company  
 Walker and Associates, Inc.

Optic Manufacturers

Clearfield  
 Corning Cable Systems  
 Goldfield Telecom  
 Graybar  
 KGP Logistics  
 Power & Tel  
 ProLabs

Transmission Systems/Products

Adtran  
 Calix  
 Charles Industries  
 Global Telecom Solutions  
 Goldfield Telecom  
 Graybar  
 KGP Logistics  
 Power & Tel  
 ProLabs  
 TurnKey Network Solutions  
 Vantage Point Solutions  
 Walker and Associates, Inc.

Transmission Systems (Installation/Testing)

Calix  
 CNI  
 KGP Logistics  
 Power & Tel  
 TurnKey Network Solutions  
 Utility Contracting Company  
 Vantage Point Solutions

**Financial Services**Accountants

BKD, LLP  
 Interstate Telecom Consulting, Inc.

JSI  
 Lally Group, CPAs  
 Maner Costerisan, PC  
 Moss Adams LLP

Auditors

BKD, LLP  
 Maner Costerisan, PC  
 Moss Adams LLP

Billing

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

Employee Benefits

JSI  
 Maner Costerisan, PC

**GPS Locating & Software**

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

**Insurance Providers**

Telcom Insurance Group  
 UNITEL Insurance

**Internet**Applications

CNI

Dedicated Internet Access

CNI  
 Global Telecom Solutions  
 Peninsula Fiber Network, LLC

**IP**Network Assessment

CNI  
 Juniper Networks



JSI  
 KLJ  
 Moss Adams LLP  
 Power & Tel  
 Schroeder.Connections LLC  
 Sigma Technologies, Ltd.  
 Vantage Point Solutions  
 Walker and Associates, Inc.

Video Testing

CNI  
 Graybar  
 Power & Tel  
 Vantage Point Solutions

Consulting

CNI  
 Geotech  
 Global Telecom Solutions  
 JSI  
 Mid-State Consultants, Inc.  
 Moss Adams LLP  
 Schroeder.Connections LLC  
 Vantage Point Solutions  
 Walker and Associates, Inc.

IPTVMiddleware

CNI  
 Innovative Systems, L.L.C.  
 Power & Tel  
 Vantage Point Solutions

Service Delivery Platforms

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

Services

CNI  
 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 ServicesAdvertising

JSI  
 Mid America Computer Corporation

Direct Mail

JSI  
 MEI Telecom Services  
 Mid America Computer Corporation

Graphic Design

Mid America Computer Corporation

NetworkDatabase Services

CNI  
 Global Telecom Solutions  
 KLJ  
 Interstate Telcom Consulting, Inc.  
 National Information Solutions Cooperative (NISC)

Monitoring Solutions

Alpine Power Systems  
 CNI  
 Global Telecom Solutions  
 KLJ  
 Vantage Point Solutions  
 Walker and Associates, Inc.

Operation Center

CNI

Security

Juniper Networks

Outside Plant Products/Services

Charles Industries, Ltd.

Clearfield

Etna Supply Company

Goldfield Telecom

Holtger Bros., Inc.

JSI

KGP Logistics

Mapcom Systems

Sigma Technologies, Ltd.

TurnKey Network Solutions

Vantage Point Solutions

PowerBatteries

Alpine Power Systems

Emergency Power Corp.

Goldfield Telecom

Graybar

KGP Logistics

Power &amp; Tel

Walker and Associates, Inc.

Battery Removal

Alpine Power Systems

Emergency Power Corp.

Goldfield Telecom

Graybar

TurnKey Network Solutions

Engineering

Geotech

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

TurnKey Network Solutions

Radio Frequency Engineering

Mid-State Consultants, Inc.

Vantage Point Solutions

SS7Network Equipment

Walker and Associates, Inc.

Services

ANPI

CNI

JSI

Signaling Network/Database Services

CNI

JSI

Service Bureaus

JSI

MEI Telecom Services

Mid America Computer Corporation

National Information Solutions Cooperative (NISC)

Vantage Point Solutions

Service ProvidersBroadband Transport

CNI

Peninsula Fiber Network, LLC

Data Center

Brocade Communications Systems, Inc.

CNI

Global Telecom Solutions

Direct Internet Access Peering

CNI

Internet

CNI  
Global Telecom Solutions  
Peninsula Fiber Network, LLC

Long Distance

Global Telecom Solutions  
Peninsula Fiber Network, LLC

Phone

Geotech  
Global Telecom Solutions  
Peninsula Fiber Network, LLC

Video

CNI

**Telecommunications CAD Drafting**

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

**Testing**

Services (Plant)

Alpine Power Systems  
Geotech  
Power & Tel  
TurnKey Network Solutions

Equipment/Repair

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

Protocols (XDSL/FTTX)

Graybar

**Tree Trimming**

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

**Video Over Copper**

Calix  
CNI  
Geotech  
Goldfield Telecom  
Innovative Systems, L.L.C.  
Vantage Point Solutions

**VoIP**

Assessment

CNI  
Global Telecom Solutions  
JSI  
KLJ  
Power & Tel  
Vantage Point Solutions

Products/Services

Adtran  
CNI  
Global Telecom Solutions  
Goldfield Telecom  
Graybar  
Innovative Systems, L.L.C.  
Metaswitch Networks  
REDCOM  
Walker and Associates, Inc.

Testing

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

Wireless

Communications

Alpine Power Systems  
Geotech  
Power & Tel  
Schroeder.Connections LLC  
Vantage Point Solutions

Equipment

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

Services

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

Supplies

Alpine Power Systems  
Graybar  
KGP Logistics  
Power & Tel



TELECOMMUNICATIONS  
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## ALLIED INDUSTRY

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### Organizations and Regulatory Bodies

**Michigan Public Service Commission**

*Telecommunications Division*

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P.O. Box 30221  
Lansing, MI 48909

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**Fax:** 517-284-8304  
**Web:** [www.michigan.gov/mpsc](http://www.michigan.gov/mpsc)

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