

## A

### 1800TECHNOSTORES

Broadband for hospitality MDU  
Internet Access  
Satellite TV  
DIRECTV – Authorized  
Dish Network – Authorized  
**85 Franklin Rd., Bldg. 9B**  
**Hamilton Business Park**  
**Dover, NJ 07801**  
**P: 973-328-7600 / 1-800-832-4667**  
**URL: [www.1800technostores.com](http://www.1800technostores.com)**  
**Contact: Jeff Lichtenstein**  
**E: [jeff@1800technostores.com](mailto:jeff@1800technostores.com)**

### ADC

ADC is the Broadband Company™. ADC enables broadband communications service providers worldwide to serve their residential and business customers with broadband, multiservice networks that offer faster, cost-effective and integrated Internet, data, video and voice services. ADC is an industry leader, enabling broadband communications with value-added solutions of network equipment, software and systems integration services. The company ensures success through understanding and being responsive to each customer's needs, as well as working collaboratively with its global customers to provide cost-competitive, scalable and bundled solutions that create competitive advantages in broadband communications.

**13625 Technology Drive**  
**Eden Prairie, MN 55311**  
**P: 952-917-3838**  
**F: 952-917-1717**  
**URL: [www.adc.com](http://www.adc.com)**  
**Contact: Customer Service**  
**E: [cs@adc.com](mailto:cs@adc.com)**



### Adams Global Communications

Adams Global Communications, Inc. (AGC) buys and sells new and used surplus of excess cable and wireless equipments. We are a full-range premium provider of products and services to the broadband communications industry. Our offering includes converters, modems, distribution and head-end equipment with a global source of supply. AGC is committed to provide quality products, reliable service and timely delivery at competitive prices. We also offer a warehousing program for those needing to maximize storage capabilities.

**15445 Metcalf Ave.**  
**Overland Park, KS 66223**

**P: 913-402-4499**  
**F: 913-402-4494**  
**URL: [www.adamsglobal.com](http://www.adamsglobal.com)**  
**Contact: Serena Addington**  
**E: [saddington@adamsglobal.com](mailto:saddington@adamsglobal.com)**

### Advanced Digital Broadcast, Inc.

Advanced Digital Broadcast (ADB), Inc. headquartered in Chicago, IL, serves the United States and the Americas with innovative digital technology and products for the cable television industry. ADB brings to life affordable digital video entertainment solutions.

ADB, Inc. leverages its affiliation with ADB, Ltd., which is based in Europe and was established in 1995 at the dawn of the digital TV era. ADB Ltd. has shipped more than two million set-top box units and has consistently developed and introduced leading-edge and cost-effective set-top boxes, software services and broadcast system technologies, helping to expand and enhance the digital TV markets in more than 15 countries around the world.

**150 N. Michigan Ave., Ste. 1500**  
**Chicago, IL 60601**  
**P: 312-795-9720**  
**F: 312-795-9728**  
**URL: [www.adbglobal.com](http://www.adbglobal.com)**  
**Contact: Kathy Wolfe**  
**E: [k.wolfe@adbglobal.com](mailto:k.wolfe@adbglobal.com)**

### AFL Telecommunications

AFL Telecommunications is an industry leader in providing fiber optic products, engineering expertise and integrated services to the Electric Utility, Broadband, Telco, OEM, Private Network and Wireless markets. It has operations in the U.S., Mexico and the U.K.

**P.O. Box 3127**  
**Spartanburg, SC 29304**  
**P: 864-433-0333 / 800-235-3423**  
**F: 865-433-5560**  
**URL: [www.AFLtele.com](http://www.AFLtele.com)**  
**Contact: Donald Stier**  
**E: [donald.stier@alcoa.com](mailto:donald.stier@alcoa.com)**

### Alcatel

Alcatel provides end-to-end communications solutions, enabling carriers, service providers and enterprises to deliver content to any type of user, anywhere in the world. Leveraging its long-term leadership in telecommunications networks equipment as well as its expertise in applications and network services, Alcatel enables its customers to focus on optimizing their service offerings and revenue streams. With sales of Euro 16.5 billion in 2002, Alcatel operates in more than 130 countries.

**3400 West Plano Parkway M/S PB12-039**

**Plano, TX 75075**  
**P: 972-477-9167**  
**F: 972-519-3314**  
**URL: [www.alcatel.com](http://www.alcatel.com)**  
**Contact: Brian Murphy**  
**E: [brian.murphy@alcatel.com](mailto:brian.murphy@alcatel.com)**

### Alpha Technologies

Alpha Technologies Inc. develops power conversion, protection and standby products for telecommunications and cable television industries, including custom, application-specific power solutions. In addition to product development, Alpha Technologies provides a comprehensive range of installation and maintenance services to support its global customer base. Alpha Technologies is a member of the Alpha Group of companies.

The Alpha Group represents a global alliance of independent companies that share a common philosophy – create world-class powering solutions for communication, commercial, industrial and renewable energy markets.

**3767 Alpha Way**  
**Bellingham, WA 98226**  
**P: 360-647-2360**  
**F: 360-671-4936**  
**URL: [www.alpha.com](http://www.alpha.com)**  
**Contact: Sales**  
**E: [alpha@alpha.com](mailto:alpha@alpha.com)**

### Alvarion, Inc.

Alvarion is the global leader in wireless broadband, providing solutions to telecom carriers, other service providers, and private network operators with over 1.5 million units deployed in 120 countries worldwide. With the industry's greatest breadth of products, Alvarion provides flexible, scalable solutions for maximum customer profits. From Internet access and network backhaul to enterprise bridging and mobile public safety, Alvarion is the only company supporting Complete Spectrum™ networks that implement advanced technologies across numerous frequency bands. Alvarion, Inc. is headquartered in Carlsbad, CA with its corporate offices in Tel Aviv, Israel. For more information, please visit our website at [www.alvarion.com](http://www.alvarion.com)

**5858 Edison Place**  
**Carlsbad, CA 92008**  
**P: 760-517-3100**  
**F: 760-517-3200**  
**URL: [www.alvarion-usa.com](http://www.alvarion-usa.com)**

**2003-2004**  
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**AML Wireless**

AML Wireless Networks designs, manufactures, installs and services state of the art broadband RF signal transmission systems to provide solutions to video, voice or data distribution requirements. Since 1969, AML has been a word leading supplier of these types of systems with applications in CATV, SMATV, MMDS, security, traffic control, education and other wireless applications.

AML Wireless's product quality, reliability, ease of installation and maintenance, customer training and a strong commitment to after sales services and support are industry trademarks. Our product line includes a complete line of analog and digital indoor and outdoor equipment with two-way capabilities. Multiple frequency plans are available for both point to point and point to multi-point applications.

**260 Saulteaux Cres.  
Winnipeg, MB Canada  
P: 204-949-2400  
F: 204-889-1268  
URL: www.amlwireless.com  
Contact: Bill Baines  
E: bbaines@amlwireless.com**

**Andrew Corporation**

Andrew Corporation designs, manufactures and delivers innovative and essential communications equipment and solutions for the global telecommunications infrastructure market. Products cover virtually the entire RF footprint including: transmission line systems, antennas, power amplifiers, filters, in-building distributed wireless systems and network geolocation products. A global company with operations in 36 countries, Andrew serves operations and OEMs worldwide. Andrew's global presence extends across Asia-Pacific, Europe and The Americas. Andrew is listed on the NASDAQ system under the symbol ANDW.

**10500 W. 153rd St.  
Orland Park, IL 60462  
P: 708-349-3300  
F: 708-349-5222  
URL: www.andrew.com  
Contact: Greta Brown  
E: greta.brown@andrew.com**

**ATCi**

ATCi enhances its customers' opportunity for profit by providing custom global ground-based satellite communications systems and broadband services. The company is

committed to delivering innovative technologies to meet the emerging needs of cable television, corporations, government, educational institutions and small and medium sized enterprises. ATCi is headquartered in Chandler, Arizona with operating sales offices in North America and China. For further information on ATCi products and services, please call 480-844-8501 or visit our web site at [www.atci.com](http://www.atci.com)

**450 N. McKemy  
Chandler, AZ 85226  
P: 480-844-8501  
F: 480-898-7667  
URL: www.atci.com  
Contact: Kristen Love  
E: klove@atci.net**



**Applied Instruments**

Applied Instruments manufactures test equipment used in Satellite, Cable Television, and MMDS systems. Applied Instruments' test equipment is developed for telecommunications system providers and their contractors, and is used to install and maintain video, voice and data networks. Products include signal level meters such as the SAT 9520, MDU, Sat Buddy 2 and Dual Buddy, as well as multi-carrier signal generators and broadband noise generators.

**5230 Elmwood Avenue  
Indianapolis, IN 46203  
P: 317-782-4331  
F: 317-786-9665  
URL: www.appliedin.com  
Contact: Tom Haywood  
E: thaywood@appliedin.com**

**Axcera**

Axcera is a premium provider of carrier-class equipment and systems for broadband wireless access/MMDS.

With more than 20 years experience in broadband wireless access technology, Axcera offers innovative, carrier-class RF products and integrated broadband wireless access solutions in the 2.5Ghz frequency band. Axcera's Axity3G Broadband, powered by IPWireless, enables MMDS license holders to deploy flexible, portable, non-line-of-sight two-way systems today! Axcera's service offerings include network planning and complete system design/integration to ensure a successful system deployment.

**103 Freedom Dr.  
PO Box 525  
Lawrence, PA 15055  
P: 724-873-8100  
F: 724-873-8105  
URL: www.axcera.com**

**Contact: Jim O'Brien  
E: info@axcera.com**

**Azar Computer Software Services, Inc.**

Azar Computer Software Services, Inc. provides comprehensive subscriber billing and management solutions for the telecommunications industry. Includes digital interfaces to HITS, QuickTake and offers CATvIP Integrated Modem Provisioning. Integrated PPV, ARU, Web-enabled PPV and ANI options, offered as a scalable PC based in-house or ASP hosted solution. All reporting s real-time and on-demand.

CATvMaster™ offers true 32-bit multi-tasking using Windows 98/NT/2000/XP and remote connectivity. Superior training, support and data conversions. No per subscriber fees, no annual renewals and no hidden costs. The most cost effective, flexible, feature packed solution available for operators today.

**1200 Regal Row  
Austin, TX 78748  
P: 512-476-5085  
F: 512-477-7199  
URL: www.azarinc.com  
Contact: Lurette Fontenot  
E: lurette@azarinc.com**

**B**

**BH Communications**

BH Communications specializes in new and surplus off premises addressable systems for incredibly low prices. We have over 18 years of experience in addressability for the CATV industry. We offer On-Off and Multi-Tier remote control of CATV services at unbeatable prices. We carry Electroline, Arcom and Blonder Tongue addressable hardware.

We have off premises addressable solutions and control software for MDU's, Hospitals, Hotels, Universities and Prisons. BH Communications also provides a full line of headend equipment, line extenders, amplifiers, microwave transport systems and test equipment.

Our consulting and CATV construction services can help to make your CATV project a success.

**29 Greenfield  
Montreal, PQ, Canada H9G 2J9  
P: 514-696-6820  
URL: www.addressabletaps.com  
Contact: Mitch Goldberg  
E: bhcom@sympatico.ca**

**BellSouth Residential Solutions**

BellSouth® Residential Solutions easily connects residents to the latest communications services from one reliable company.

Residents can order services online from local and long distance to BellSouth® FastAccess® DSL, plus other utilities and services, with a single visit to the Resident Connection Service website. Communities will love the unbeatable ease and convenience of this free online ordering system.

**1025 Lenox Park Blvd.  
Atlanta, GA 30319  
P: 866-276-6280  
F: 404-986-1609  
URL: [www.bellsouth.com](http://www.bellsouth.com)  
Contact: Jill Stewart  
E: [jill.stewart@bellsouth.com](mailto:jill.stewart@bellsouth.com)**



**Cable Technologies**

Cable Technologies, a leader in parts and components for the Private & Wireless Industry including connectors and adaptors / amplifiers / passives / power inserters / satellite products / tools / wireless accessories / installation accessories / computer products / telephony products / low cost character generators / telephone products and cables including cat5, coax and telephone. Cable Technologies also has the most cost effective addressable control for MDU's – model SCS1000.

**460 Oakdale Ave.  
Hatboro, PA 19040  
P: 215-672-5400  
F: 215-672-0440  
URL: [www.cabletechnologies.com](http://www.cabletechnologies.com)  
Contact: Paul E. Morse Jr.  
E: [pmorse@cabletechnologies.com](mailto:pmorse@cabletechnologies.com)**

**Canon U.S.A., Inc.**

Fifteen years of Free Space Optics engineering expertise is now available in Canon's new DT-100 Series Canobeam, the highly versatile wireless optical beam transmission system. The fourth generation of Canon's FSO transceivers feature built-in Auto Tracking in all models, a first time accomplishment in the industry, compact design and exceptional affordability. The DT-100 Series transmits data at speeds from 25 Mbps to 1.25 Gbps, over distances from 20m to 2 km, requires no FCC licensing and sets up in minutes.

**400 Sylvan Avenue  
Englewood Cliffs, NJ 07632  
P: 201-816-2900  
F: 201-816-2909  
URL: [www.canobeam.com](http://www.canobeam.com)**

**Contact: Ken Ito  
E: [cbeam@cusa.canon.com](mailto:cbeam@cusa.canon.com)**

**Ceragon Networks, Inc.**

Ceragon Networks Ltd. (NASDAQ:CRNT), a pacesetter in broadband wireless networking systems, enables rapid and cost-effective high-capacity network connectivity for mobile cellular infrastructure, fixed networks and for private networks. Ceragon's modular FibeAir™ product family operates across multiple frequencies from 6 to 38 GHz, supports integrated high-capacity services from 155 to 622 Mbps over SONET/SDH, ATM and IP networks and offers innovative built-in add/drop multiplexing and encryption functionality to meet the growing demand for value-added broadband services. Ceragon's FibeAir complies with North American and international standards and is installed with over 100 customers in more than 45 countries.

**10 Forest Ave.  
Paramus, NJ 07652  
P: 201-845-6955  
F: 201-845-5665  
URL: [www.ceragon.com](http://www.ceragon.com)  
Contact: Dganit Nevo  
E: [dganit@ceragon-us.com](mailto:dganit@ceragon-us.com)**

**coaXmedia**<sup>AE</sup>

LIGHT YOUR BUILDING WITH COAX

**coaXmedia**

coaXmedia makes it easy for Cable Operators, System Integrators, ISPs, hotel proprietors and Multi-Dwelling Unit (MDU) owners, provide their residents, guests and small/medium sized businesses with high-speed broadband access, delivered over existing coaxial cable, using its patented, ground-breaking transport technology. The Series 6100™ system solution, developed by coaXmedia's R&D team, is a simple and flexible technology that permits the delivery of up to 36 Mbps downstream, 12/24 Mbps upstream, over non-broadcast frequencies using existing in-building cable and the backhaul connection technology selected by the building operator.

**3425 Corporate Way, Ste. A  
Duluth, GA 30096  
P: 678-990-5450  
F: 678-990-5457  
URL: [www.coaXmedia.com](http://www.coaXmedia.com)  
Contact: Lynn Agnes  
E: [lagnes@coaxmedia.com](mailto:lagnes@coaxmedia.com)**

**Communications & Energy Corp.**

Communications & Energy Corp. has filters for use in analog and digital receivers and transmitters. C&E designs and manufactures passive filtering products and antennas for wireless

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**Birds-Eye Network Services**

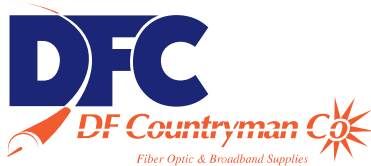
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[www.birds-eye.net](http://www.birds-eye.net)**

television (MDS/GWCS/MMDS/ITFS/OFS), Cable Television, Low Power Television (LPTV), Cellular Telephone and Personal Communications services. Our specialty is "one-of-a-kind" applications.

**7395 Taft Park Drive  
East Syracuse, NY 13057  
P: 315-452-0709  
F: 315-452-0732  
URL: www.cefilter.com  
Contact: Janine Bostick  
E: jbstick@cefilter.com**

**D**



**DF Countryman**

For more than 40 years DF Countryman has been supplying the communications industry with quality tools, materials and test equipment. Our experienced personnel can assist you with design, installation, pre-fabricated headends and all accessories.

**2425 East 26th St.  
Minneapolis, MN 55406  
P: 612-724-4400  
F: 612-729-1300  
URL: www.dfcco.com  
Contact: Dennis Hildreth  
E: dh@dfcco.com**

**5604 Randolph Blvd.  
San Antonio, TX 78239  
P: 210-654-0443  
F: 201-654-0470  
URL: www.dfcco.com  
Contact: Steve Shockman  
E: ss@dfcco.com**

**DH Satellite**

DH SATELLITE manufactures one-piece, solid spun aluminum antennas from .6m to 5m. Mounts include: Fixed Az-El, Polar, H-H, Dual Powered Gibralter. Optional hot dip galvanization and factory Multisat system is available, feedhorn, Inbs, controllers, receivers, cabling Discounted pricing on volume orders. Delivery direct from Factory with Factory truck line. Optional installation assist. Visit us at www.dhsatellite.com or call 800-627-9443, 1-608-326-8406 and fax 1-608-326-4233.

**PO Box 239  
Prairie Du Chien, WI 53821  
P: 608-326-4233  
F: 608-326-4233  
URL: www.dhsatellite.com  
Contact: Michael Doll**

**E: mdoll@mhtc.net or mdoll@dhsatellite.com**

**DISH Network**

DISH Network provides a wide array of foreign-language programming to residents of Multiple Dwelling Units, whether rental apartment buildings, condo's, coop's, senior or other communities, older buildings or new! We install a system – no dishes on balconies! Our channel choices appeal to many foreign-language and international MDU residents, all at no cost to the building owner/operator. We also offer any US or English-language programming that your residents desire. Contact us for the best amenity for your building! We are the niche-capable alternative to mass-market franchise cable!

**34 Maple Ave. PO Box 2003  
Pine Brook, NJ 07058  
P: 973-461-0851  
F: 973-461-0899  
URL:www.disnetwork.com  
Contact: Patrick Hewes / Tatyana Kizner  
E: patrick.hewes@echostar.com / tatyana.kizner@echostar.com**

**Display Systems International**

Display Systems International has been serving the cable industry for 20 years. We manufacture character generators and photo advertising systems that run on IBM compatible computers. DSI products feature Program/Preview capabilities for true off-line editing, internet and modem communications, automatic download of Internet weather maps, local weather display, image and audio capture, audio ducking and VCR control. Software packages and/or turnkey systems available. Contact us for a free demo CD!

**2214 Hanselman Avenue  
Saskatoon, SK, S7L 6A4  
Canada  
P: 306-934-6884  
F: 306-934-6447  
URL: www.displaysystemsintl.com  
Contact: Sales  
E: sales@displaysystemsintl.com**

**DragonWave, Inc.**

DragonWave 's AirPair™ Product line is designed to deliver the most affordable High Capacity (50-100 Mb/s) wireless Ethernet Multi-Services Platform. AirPair, is based on patented mmWave signal processing technology designed to bring disruptive affordability to High Capacity Broadband Ethernet access. Packaged in a Ruggedized all-outdoor unit and designed for easy installation and rapid plug & play service deployment. AirPair positions Service Providers with a Carrier class, high capacity, high

availability, Native Ethernet wireless platform that support existing Legacy Services such as Frame Relay, Voice/PBX, Private Line (T1/T3), and/or ATM (IMA), while concurrently offering a scalable Fast Ethernet connection for built-in seamless, no truck roll migration to Ethernet.

**600-411 Legget Drive  
Kanata, Ontario, K2K 3C9  
Canada  
P: 613-599-9991  
F: 613-599-4225  
URL: www.dragonwaveinc.com  
Contact: Paul Lefebvre  
E: paul.lefebvre@dragonwaveinc.com**

**E**



**Everest Financial Network, LLC**

Everest Financial Network provides term financing to MDU properties for the acquisition of a variety of applications including: SMATV, DBS, L-BAND, DATA and TELEPHONY. This includes the financing of the equipment and soft costs such as cabling and installation. Progress payment programs are available when warranted. The MDU may select from a variety of leases and loan structures including capital or operating leases; fixed or floating rate loans; master leases; technology refresh leases and municipal leases for qualifying entities. Transactions amount from \$25,000 to \$5,000,000+. Everest serves the MDU market nationally.

**5668 Red Fern Court, Ste. 300  
Littleton, CO 80125  
P: 303-948-9999  
F: 303-948-2242  
URL: www.e-f-n.com  
Contact: Lee Burnett  
E: leeburnett@e-f-n.com**

**F**



**Fine Point Technologies**

Fine Point Technologies, Inc. drives worldwide access to the internet through a range of technologies all designed with the singular goal of enabling broadband and dial-up service providers to better capture, manage and retain their internet subscribers.

The company's self-installation and subscriber management solutions drive down

operating costs without sacrificing performance. By focusing on subscriber self-initiation and enhanced customizability, the Fine Point Technologies product line succeeds in growing service provider revenues while simultaneously reducing the costs of service deployment and retention.

Fine Point Technologies customers include such industry leaders as Verizon, Motorola, Sprint, Telefonica Argentina, France Telecom and Century Tel.

**139 Centre St.  
New York, NY 10013  
P: 212-962-7410  
F: 212962-7404  
URL: [www.finepoint.com](http://www.finepoint.com)  
Contact: Alan J. DeWitt  
E: [sales@finepoint.com](mailto:sales@finepoint.com)**

## Fluke Networks

Fluke Networks addresses all connected home applications by producing a line of testers that can perform all necessary wireless and wired continuity and mapping tests of the cabling infrastructure, performance tests and even testing of the ports and active devices to be added later on the home network. The testing procedures and subsequent reports that are produced by these tools are crucial for builders and installers to provide certification and home-owner assurance that the connected home performance meets rigorous standards.

**P.O. Box 777  
Everett, WA 98206  
P: 800-283-5853  
F: 425-446-5684  
URL: [www.flukenetworks.com](http://www.flukenetworks.com)  
E: [info@flukenetworks.com](mailto:info@flukenetworks.com)**

**G**



## GuesTV, Inc.

GuesTV, Inc. is proud to announce the latest version of its ever popular ONTV Channel Guide™ and Concierge Community Information Channel™ system. Engineered for specific interoperability with DIRECTV® systems, GuesTV's ONTV Channel Guide, allows DIRECTV commercial operators the ability to provide a customized Channel Guide specific to each of their properties.

Satellite operators can now compete against franchised cable operators, as well as increase their revenues, with GuesTV's ONTV Channel Guide. This latest version of the ONTV Channel Guide allows operators the ability to customize channel lineups and add in network logo identifiers. Other new enhancements also include both narrow and

wide-screen versions, unlimited channel listing, personalized graphics, and 16-million colors format.

Operators with broadband access at their headend can also enjoy rich multimedia on our Concierge Community Information Channel™. Performance is fast and solid and features are robust. Programming information is kept accurate with updates twice each hour! No additional hardware is needed. Simply plug and play or customize it. The choice is yours.

For more information on this or other products, please visit our website at [www.guestv.com](http://www.guestv.com) or call us TOLL-Free at (877) ITS-ONTV.

**2280 Bates Ave., Ste. A  
Concord, CA 94520  
P: 877-487-6688  
F: 925-682-7620  
URL: [www.guestv.com](http://www.guestv.com)  
Contact: Michael Pool  
E: [mpool@guestv.com](mailto:mpool@guestv.com)**

**I**



## InfiniSys

InfiniSys, Inc. specializes in standard based low voltage designs for MDU properties including luxury, tax credit, market rate and on-off-campus student housing. The designs include technology-based amenity

solutions utilizing structured wiring systems while also providing a variety of support options. Our services include: Market Assessment of the Residents desire for adoption of Technology, Detailed Engineering and Design (CAD drawings and SOW's), Service Provider Contract Negotiations, Installation Project Management and Support, Quality Assurance, Post-Installation Support including Sales and Maintenance Training. InfiniSys provides technology assessments that rate the current level of technology available at the property: both for acquisition valuation and upgrade – property positioning. We have developed the TechApartmentSM Rating System to assist an Owner in evaluating technology on their properties.

**482 Fentress Blvd., Ste. N  
Daytona Beach, FL 32114  
P: 386-238-0072  
F: 386-238-1555  
URL: [www.electronicarchitect.com](http://www.electronicarchitect.com)  
Contact: Christina Kincaid  
E: [christinab@electronicarchitect.com](mailto:christinab@electronicarchitect.com)**

**K**



## KT Communication

KT Communication provides programming solutions for CBand, Bulk, L-Band, Transport and HITS for PCO's, MDUs and



**THE CONFLUENCE RESEARCH GROUP**

*Continuity. Insight. Integrity.*

Located in the Baltimore-Washington Corridor, CRG publishes market research reports and offers consulting services that specialize in the following areas:

- Economic and Financial Analysis
- Demand Forecasting and Analysis
- Competitive and Market Share Analysis
- Primary Market Research
- Technological Trends
- Identification of Addressable Market Opportunities
- Market valuations

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other commercial facilities such as RV Parks, Hotels, Hospitals, and Dorms. Our commitment is to ensure cost effective programming solutions while offering stability and security. Our focus on customer satisfaction and our extensive industry experience can benefit you – contact our office today.

**2409 N. Stadium  
Columbia, MO 65202  
P: 877-485-3557  
F: 573-446-9054  
URL: www.ktcom.tv  
Contact: Kristy Thurman  
E: kristyk@ktcom.tv**

**M**

**MDU Media Technologies**

One stop shop for your properties low voltage needs. Specializing in Multi-Dwelling Unit infrastructure voice/video/data and audio. MDU maintenance plans available. Avoid those high costly repairs from your telco-providers and keep your tenants connected to the world.

**915 Charles Dr.  
Toms River, NJ 08753  
P: 732-244-1203  
F: 732-349-0879  
Contact: Jeff Nadeau  
E: info@mdumedia.com**



**Microyal Canada Ltd./Kingsky Industrial Co. Ltd.**

Microyal is a professional satellite equipment and accessories manufacturer and wholesale that has about thirty years of experience. Over all these years, Microyal has spent a lot of time on producing products for Dishnet Satellites such as: SW-21, SW-21X, SW-44, SW-44A, SW-64, DP-34, DP-34A, DP-33 (Launch amplifier), DP-300 Dishpro Single/Dual LNBF, DP-3437 Dispro Adaptor, and DP-1002/1003.1004 2/3 1/4 Way Dispro Splitter.

Microyal also has products such as Multi Switch for DSS, Digital Modulator & Heterodyne Modulator, One cable solution Modulator for Security, MRX-900 FTA Receivers and many more accessories

Microyal welcomes companies that have interest to be our regional distributor to contact us.

**119 Hidden Valley Park N.W.  
Calgary, Alberta T3A 5M4 Canada  
P: 403-730-5336  
F: 403-274-4481  
URL: www.microyal.com  
Contact: Peter Chen  
E: peterchen@microyal.com**

**Monroe Electronics**

The Monroe Electronics Model 740 MDU Switch has three (3) tiers of service that can be switched remotely via a RS-485 string, to any of eight (8) outputs. Units can be combined to service up to 8,192 individual dwellings. Levels of service can be changed, monitored or terminated via a RS-485 string. The extended frequency range of 5 MHz to 2GHz provides bandwidth for cable, satellite or BI-DIRECTIONAL service. Monroe also manufactures programmable timers; cue tone encoders, decoders and switches; audio/video and IF switches, telephone couplers, encoder sensors, program timer software, vertical interval (VIRC) and cue tone remote controls, matrix switches and EAS systems.

**11149 Dunlap Rd.  
Medina, NY 14103  
P: 585-798-2254  
F: 585-798-9330  
URL: www.monroe-electronics.com  
Contact: Jim Heminway  
E: jheminway@monroe-electronics.com**

**Multicom, Inc.**

Multicom, Inc. is a full-line stocking distributor for end-to-end integration of communication solutions, including, high-speed Internet connectivity. These products are used to acquire, process and distribute audio, video, television, data and energy over coax, fiber optic and copper cable.

As a value-added supplier, Multicom designs headend and distribution systems. The company also assembles and balances headend racks for a Plug and Play solution.

Established in 1982, Multicom offers multiple lines of products to completely build and maintain these communications systems at cost effective prices. We stock over 3500 products from more than 85 of the world's major manufacturers.

**1026 Florida Central Parkway  
Longwood, FL 32750  
P: 407-331-7779  
F: 407-339-0204  
URL: www.multicominc.com  
Contact: Scot Brietz  
E: scott@multicominc.com**

**Multidyne Video & Fiber Optic Systems**

Manufactures a full line of Fiber Optic transport for Video, Audio, Data, Ethernet, T1, RGB/VGA, SDI, HD-SDI, Firewire, Television, Test Signal Generators, Video Loss Detectors, Routing Switcher, video and audio distribution amplifier.

**191 Forest Ave.  
Locust Valley, NY 11560  
P: 800-488-8378  
F: 516-671-3362**

**URL: www.multidyne.com  
Contact: Jim Jachetta  
E: sales@multidyne.com**



**Multilet Communications**

Multilet Star eliminates the need to rewire existing properties by providing Internet access over existing coax cable. The system is cost effective, simple, easy to install and delivers Ethernet performance to the end user. Suitable for star topologies, Multilet Star combines TV and data signals in the Combining Filter Unit, which is located in a wiring closet or other concentration point. In the living unit, a Multilet Outlet replaces the existing video outlet. A computer is then connected to the Multilet Output via a Multilet Balun, which includes a 3-meter cable. For additional information: www.multilet.com.

**1621 Prince Drive  
Cherry Hill, NJ 08003  
P: 856-795-9490  
F: 856-429-8319  
URL: www.multilet.com  
Contact: Mike Horwitz  
E: mike.horwitz@multilet.com**

**N**

**NEC America, Inc.**

Microwave Radio: NEC has developed an advanced, highly reliable line of microwave radios capable of meeting a diverse mix of carrier requirements for synchronous and asynchronous digital voice data and video transmission. Products include the 3000 Series microwave radio, a cost-effective synchronous radio; the 2600 Series point-to-point asynchronous digital transmission; the Nlite family is composed of the Nlite series for small and medium capacity and the Nlite 155 series to satisfy medium and large-capacity demands. Call 888-NEC-WAVE (632-9283) or visit www.necwave.com for more information.

**6555 N. Hwy 161  
Irving, TX 75039  
P: 214-262-2000  
F: 214-262-3651  
URL: www.necwave.com  
Contact: Linda Hallada  
E: lhallada@necam.com**

**P**

**PTL Test Equipment, Inc**

Buy – Sell – Lease – Trade new and reconditioned test & measurement equipment. Specialize in RF, Microwave, video and fiber

optics. Products from Agilent, Tektronix, Acterna, Trilithic, Matrix, Sencore, Sadelco, Alcoa Fujikura, Sumitomo, Nettek, Leader, etc.

**612 N. Orange Ave., Ste. D-10**  
**Jupiter, FL 33458**  
**P: 561-747-3647**  
**F: 561-575-4635**  
**URL: www.ptltest.com**  
**Contact: Paul Legris**  
**E: ptlte@bellsouth.net**

## PACE Electronics

PACE Electronics is a national distributor of Headend gear and L-Band distribution products. PACE is also a Master System Operator for DIRECTV's Multi-Unit Sales and it's U-R-ON division offers high-speed Internet to Multi-Dwelling Units across the United States.

**533 6th Ave. NW**  
**Rochester, MN 55901**  
**P: 507-288-1853**  
**F: 507-288-0831**  
**URL: www.pacemso.com**  
**Contact: Kent Whitney**  
**E: kent@pacemso.com**

## Pacific Wireless

Antennas for wireless LAN (WLAN) and WiFi applications, 900 MHz, 2.4 GHz and 5GHz. Indoor, outdoor base station, outdoor backhaul and client antennas. Antenna accessories including mounts, lightning protectors and connector adapters.

**693 E. Draper Heights Way**  
**Draper, UT 84020**  
**P: 801-572-3024**  
**F: 801-572-3025**  
**URL: www.pacwireless.com**  
**Contact: Scott Parsons**  
**E: sales@pacwireless.com**

## R



## RadioLAN

"Broadband costs getting out of control? Share a single high-speed connection among multiple properties with RadioLAN's BridgeLINK-11a.

Based on proven 5GHz wireless technology, the BridgeLINK-11a allows you to connect two or more facilities, up to 8 miles apart from each other, at speeds comparable to 100 Megabit Ethernet, and for a cost far less than T1 or comparable DSL. Deliver broadband connections, tie together PBX'es and eliminate T1 costs, centralize security

monitoring and more. To learn more, contact RadioLAN Systems Engineering at [www.radiolan.com](http://www.radiolan.com). RadioLAN...we network your networks"

**185 Lewis Rd., Ste. 30**  
**San Jose, CA 95111**  
**P: 408-365-6200**  
**F: 408-365-7675**  
**URL: www.radiolan.com**  
**Contact: Tom Mitchell**  
**E: tmitchell@radiolan.com**

## Rainbow Satellite Group

RSR - Rainbow Satellite Group is the largest provider of DirecTV and satellite television in the U.S to the MDU market. We service 120,000 units, 1500 properties (MDU) in 22 states.

**1109 N. Poinsettia Pl.**  
**Los Angeles, CA 90046**  
**P: 323-883-0303**  
**F: 323-883-0305**  
**URL: www.rainbowsatellitegroup.com**  
**Contact: Alex Biegun**  
**E: alexb@rainbowsatellitegroup.com**

## Redline Communications

Redline offers ultra-fast long-range wireless connectivity solutions with proven performance, reliability and security. Our cost-effective broadband solutions can bridge your networks, connect remote sites and replace your T1/E1 lines.

Redline currently offer products in the unlicensed band of 5.8 GHz, providing cost-effective high-performance solutions to Wireless Internet Service Providers (WISPs), small to medium-sized enterprises (SMEs), incumbent carriers, the municipal-utilities-schools and hospital (MUSH) market, small office home office (SOHO) and to wireless equipment manufacturers.

**302 Town Centre Blvd.**  
**Markham, Ontario L3R 0E8**  
**Canada**  
**P: 905-479-8344**  
**F: 905-479-7432**  
**URL: www.redlinecommunications.com**  
**Contact: Kate Walsh**  
**E: kwalsh@redlinecommunications.com**

## S

### Sadelco, Inc.

Sadelco designs, manufactures and sells cost effective signal level meters and leakage detectors for testing analog and digital signals on both forward and reverse paths. Field rugged and self calibrating, Sadelco meters offer very low maintenance costs

**75 West Forest Ave.**  
**Englewood, NJ 07631**  
**P: 201-569-3323**

**F: 201-569-6285**  
**URL: www.sadelco.com**  
**Contact: Les Kaplan**  
**E: sales@sadelco.com**

## Sofast Communications

SIMS (Sofast Intuitive Management System) is a complete back-office solution for deploying high-speed Internet into your private cable system. From the most comprehensive Network Management and Customer Support to the easiest Provisioning and Billing solutions, SIMS provides all the services you need to succeed in an affordable, pay as you grow model. SIMS is the proven way to add high-speed Internet access to your private cable system. Sofast Communications provides all the tools to keep your customers happy and provide them with world-class Internet service.

**300 2nd Ave. South**  
**Great Falls, MT 59405**  
**P: 406-268-0000**  
**F: 406-268-0012**  
**URL: www.sofast.net/sims**  
**Contact: Ron Dobmeier**  
**E: rdobmeier@sofast.net**



## Spaun/USA

Spaun/USA is a manufacturer of high quality satellite distribution equipment for residential, commercial and MDU installations. Being a world leader in design, the new Multi-Sat Cascadable system is highly flexible and suitable for even the most complex multi-unit installations. For more information please visit our website, [www.spaun.com](http://www.spaun.com) or contact a Spaun/USA representative today.

**325 Long Canoe Circle**  
**Stevensville, MD 21666**  
**P: 410-643-6535**  
**F: 410-643-6615**  
**URL: www.spaun.com**  
**Contact: John Carbone**  
**E: gcarbone@spaun.com**

## T

### TM Brokers

New and used cable TV equipment.

**767 Hultman Rd.**  
**Condon, MT 59826**  
**P: 406-754-2469**  
**F: 4106-754-2548**  
**URL: www.tmbrokers.tv**  
**Contact: Tony Moors**  
**E: tmbrokers@montana.com**

**Telecrafter Products**

Telecrafter Products supplies drop installation products for broadband telecommunications delivery services. Cable identification products include Address ID Markers, Serialized Control Tags, Service ID Tags, Fail-Safe Tracking Tags, Customized Tags, in-stock Special Purpose Tags. Cable fastening products include Flex Clips™ that adjust to accommodate additional wires; RB Clip Gun Systems and RB Cable Clips and Push-in-Clips. AOS, SnapGuard™ Cable Conduit, House Boxes ranging from the economical Omni Boxes to larger enclosures, Fitting Savers, sealing devices, feed-through bushings and more.

**12687 W. Cedar Drive, Ste. 100  
Lakewood, CO 80228  
P: 800-257-2448  
F: 303-986-1042  
URL: www.telecrafter.com  
Contact: Ronnie Cox  
E: mail@telecrafter.com**



**TeleGuide by 4COM**

TeleGuide by 4COM provides two integral channels; a flexible onscreen programming guide that accommodates hundreds of channels and CTV, a "barker channel" that allows customers to use the Internet to post advertisements, community announcements, news and information. Both channels are satellite-delivered and updated through the TeleGuide web site.

**1660 South Hwy 100, Ste. 590  
Minneapolis, MN 55405  
P: 800-737-0852  
F: 952-591-2558  
URL: www.teleguide.tv  
Contact: Kelly Kalb  
E: kellyk@4com.com**



**Telkonet, Inc.**

Telkonet's PlugPlusInternet system delivers high-speed Internet access through existing electrical wiring, providing access at every electrical outlet. With no rewiring or complicated installation, you'll be up and running in one day. There is no software to add and typically no laptop settings to change. Data transmission is safe and secure from outside intrusion.

**902 -A Commerce Rd.  
Annapolis, MD 21401-2948  
P: 410-897-5900  
F: 410-897-1144  
URL: www.telkonet.com  
Contact: Sales  
E: sales@telkonet.com**



**Toner Cable Equipment, Inc.**

Toner Cable Equipment, Inc. is a manufacturer and full line stocking distributor of cable television equipment since 1971. Our services include custom built RF / CATV / SMATV built headends, technical sales staff, same day shipping and television system design assistance. Our products include modulators, processors, satellite receivers, character generators, fiber optic equipment, equipment cabinets, RF amplifiers, coax cable, taps, splitters and connectors. Our extensive in-stock inventory of over 70 manufacturers includes companies such as Blonder Tongue, Drake, Motorola, Olson Technology, Videotek, Force, BNI, CommScope, Times Fiber, Gilbert, Sadelco, and Middle Atlantic Products.

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**969 Horsham Rd.  
Horsham, PA 19044  
P: 800-523-5947  
F: 215-675-7543  
URL: www.tonercable.com  
Contact: Sales Department  
E: info@tonercable.com**

**V  
Viewsonics**

Viewsonics manufactures products for cable TV/Video distribution. Products provided include residential and MDU amplifiers, drop splitters and other passives, locking (security) terminators, return path test equipment fiber optic jumpers and assemblies, RF and optical headend signal management modules and systems. Viewsonics also designs and manufactures custom applications for specific customer needs.

**3103 N. Andrews Avenue Ext.  
Pampano Beach, FL 33064  
P: 954-971-8439  
F: 954-971-4422  
URL: www.viewsonics.com  
Contact: Peter S. Chunka  
E: pchunka@viewsonics.com**

**W**

**Wavesat Wireless, Inc.**

Wavesat Wireless Inc. is a fabless semiconductor company focused on the development and supply of OFDM modem chips for the Broadband Wireless Access (BWA) markets. The OFDM chip is based on the recently approved IEEE 802.16a standard. It delivers proven Non-Line of Sight (NLOS) performance for next generation BWA systems, with a large cyclic prefix, the highest spectral efficiency (5 bps/Hz), the best error correction and the best synchronization, achieved through patented technology.

**4600 Cousens  
St-Laurent, Quebec  
Canada, H4S 1X3  
P: 514-956-6300  
F: 514-956-7422  
URL: www.wavesat.com  
Contact: Francois (Frank) Draper  
E: fdraper@wavesat.com**

**Winegard Company**

Satellite Antennas and Mounts: Residential antennas ranging in size from 46cm to 1 meter, including mounts and accessories. Mobile Television Reception Products: Recreational vehicle, truck, marine and automotive applications. Satellite systems ranging from manual crank-up models to automatic satellite tracking systems with GPS/DVB. Off-air antennas including bi-directional and omni-directional VHF/UHF/FM antennas. Ground Antenna Mounts and Accessories. Off-Air Antennas: From DC to 5.8 gigs VHF/UHF/FM/AM Antenna Systems, Distribution and Preamplifiers, Power Supplies and Accessories. Telemetry: Medical and Data Antenna Systems, Distribution Amplifiers, Power Supplies and Accessories.

**3000 Kirkwood St.  
Burlington, IA 52601  
P: 319-754-0619  
F: 319-754-0787  
URL: www.winegard.com  
Contact: Bob Howell  
E: rhowell@winegard.com**

