

# 2005 Buyers' Guide

**The best place to find the resources you need to serve your business**

Is the broadband business healthy? This year's directory offers plenty of evidence for that. Listings are up 50% from last year. The listed vendors include giants like Alcatel and Verizon, as well as many regional and specialized firms. Most – 55 of them – are mainly in the business of providing broadband transmission pathways. They design, sell and service everything from fiber to coax, broadband over powerlines to WiFi and laser transmission. The second largest segment, numbering 35, design, manufacture or sell electronic equipment for the broadband business. Another 40 offer services ranging from facilities design to construction, maintenance and billing. The number offering programming services, mainly to private cable operators and the hospitality business but also to operators of multiple dwelling units and to entire municipalities, now rivals those focusing on satellite delivery.

More than half the listed companies are directly involved in fiber-to-the-home and all, of course, benefit from advances in that arena. Many of the firms listed here got their start providing services for the hospitality industry, particularly in-room hotel video. This year, though, the number in that segment (32) is overshadowed by the growing business of serving municipal-wide systems (42).

Our directory has grown so big, in fact, that we have added some finding aids, in the form of tables guiding you to the firms you might most want to reach for your needs. We've also placed the directory on the Web, at [www.broadbandproperties.com](http://www.broadbandproperties.com). But you might also want to skim through all the detailed descriptions of things these firms provide. We suspect that some of them are offering goods and services you may not have thought of — goods and services that could make you a bundle.


## 2005 Buyers' Guide Index



<b>QUICK FINDER - PRODUCTS and SEGMENTS SERVED</b>	Satellite	Transmission (Wireless, fiber, etc.)	Other electronic equipment	Installation, Contracting, consulting, financing, billing, software	Programming services	Wireless	PCO/MDU, Cable, Satellite TV, Programming	Hospitality	Municipalities	FTTH and FTTP
1-800-Technostores	★	★	★	★			◆	◆		
3SAE Technologies		★		★			◆		◆	◆
4COM	★			★	★	◆	◆	◆	◆	◆
Adams Global Communications		★	★							
ADC				★			◆			◆
Advanced Digital Broadcast			★	★			◆			
AFL Telecommunications		★	★	★						◆
Alcatel		★	★	★		◆	◆		◆	◆
Alpha Technologies			★	★		◆			◆	◆
Alvarion		★		★		◆	◆			
Amedia Networks		★	★	★			◆		◆	◆
American Polywater Corp.		★				◆	◆	◆	◆	◆
AML Wireless Networks		★	★	★		◆	◆		◆	

<b>QUICK FINDER - PRODUCTS and SEGMENTS SERVED</b>	Satellite	Transmission (Wireless, fiber, etc.)	Other electronic equipment	Installation, Contracting, consulting, financing, billing, software	Programming services	Wireless	PCO/MDU, Cable, Satellite TV, Programming	Hospitality	Municipalities	FTTH and FTTB
APA Cables & Networks		★							◆	◆
Applied Instruments			★				◆		◆	
ARRIS Telewire Supply		★		★		◆	◆	◆	◆	◆
ATCi	★		★	★			◆			
Attiva Corporation				★		◆			◆	◆
Axcera		★		★		◆				
BH Communications		★	★	★	★		◆	◆		
Blonder Tongue Labs		★	★	★			◆	◆	◆	
CableNetwork		★	★			◆	◆	◆	◆	◆
Canon USA		★				◆				
Capanis Networks		★	★	★	★		◆			
Ceragon Networks		★				◆				
Coaxial Networks		★	★	★		◆	◆	◆		
CoaXmedia		★		★			◆	◆		
Community Fiber Consortium				★						◆
Corning		★		★		◆	◆		◆	◆
Covaro Networks		★					◆	◆		◆
CUO				★		◆	◆	◆	◆	◆
DataTech	★	★				◆	◆		◆	
DF Countryman	★	★	★				◆		◆	◆
Digital Optical Ventures				★			◆		◆	◆
FONS - Fiber Optic Network Solutions		★								◆
GLDS - Great Lakes Data Systems				★		◆	◆	◆	◆	◆
GuesTV					★		◆	◆		
Hitachi Telecm (USA)		★	★				◆		◆	◆
KT Communication					★		◆	◆		
MDU Media Technologies				★			◆	◆		◆
Mega Hertz		★	★				◆		◆	◆
Microyal	★		★							
Multicom		★	★	★			◆	◆	◆	◆
Multidyne	★	★	★	★			◆	◆	◆	◆
Multilet		★				◆	◆	◆	◆	◆
New England Broadband		★	★	★		◆	◆			◆
NextGen Fiber Optics		★					◆	◆	◆	◆
North American Cable	★	★	★			◆	◆	◆	◆	
NorthStar TeleSolutions				★		◆	◆	◆	◆	◆
Omnitron		★					◆		◆	◆
Optical Cable Corp		★							◆	◆


<b>QUICK FINDER - PRODUCTS and SEGMENTS SERVED</b>	Satellite	Transmission (Wireless, fiber, etc.)	Other electronic equipment	Installation, Contracting, consulting, financing, billing, software	Programming services	Wireless	PCO/MDU, Cable, Satellite TV, Programming	Hospitality	Municipalities	FTTH and FTTP
Optical Fiber Solutions (OFS)		★	★	★			◆		◆	◆
Optical Solutions		★		★			◆		◆	◆
Pace	★						◆	◆		
Pacific Wireless		★				◆				
Pico Macom		★	★	★			◆	◆	◆	
Quality RF Services		★	★				◆	◆	◆	◆
R.L. Drake	★		★				◆	◆	◆	
RadioLAN		★				◆				
Skywalker Communications	★	★		★		◆	◆			◆
SMS	★	★	★	★	★	◆		◆	◆	◆
Strix Systems		★		★		◆	◆	◆	◆	
Sumitomo Electric Lightwave		★							◆	◆
TeleCrafter Products		★				◆	◆		◆	◆
TeleGuide					★	◆	◆	◆	◆	
Telkonet		★				◆	◆	◆		
Terasys Communications	★	★	★	★	★	◆	◆			◆
TESSCO Technologies Inc.	★	★	★						◆	
Toner Cable Equipmnet	★	★	★			◆	◆	◆	◆	◆
TotalVision				★	★	◆	◆	◆		
Transition Networks		★					◆		◆	◆
Tyco Electronics		★	★				◆			
Verizon		★	★	★	★		◆			◆
Wave 7 Optics		★								◆
Winegard	★	★					◆			
Ygnition Networks	★	★	★			◆	◆			
ZyXEL Communications		★	★	★		◆	◆	◆	◆	◆




## 2005 Buyers' Guide Listings

Listing	Industry Segments Served	Information
 <p><b>1800TECHNOSTORES</b> 85 Franklin Rd., Building 9B Hamilton Business Park Dover, NJ 07801 P: 973-328-7600 Contact: Jeff Lichtenstein E: jeff@1800technostores.com www.1800technostores.com</p>	<p><i>Broadband for Hospitality MDU, Internet Access, Satellite TV, DirecTV- Authorized, Dish Network- Authorized.</i></p>	<p>1-800-TECHNOSTORES provides the one source solution for residential and commercial properties. The competition is fierce. Make sure your property is set for the future. We offer a "keep it simple and stupid," manner that makes it easy for you to entrust us and build customer loyalty. We combine the one dish solution for satellite TV with both DirecTV and DISH Network. Wireless &amp; wired high speed Internet.</p>


Listing	Industry Segments Served	Information
<p><b>3SAE Technologies, Inc.</b> 318 Seaboard Lane, Suite 401 Franklin, TN 37067 P: 615-778-8812 F: 615-778-8816 Contact: Steven Valle, Vice President of Sales E: svalle@3sae.com www.3sae.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>3SAE Technologies, Inc. is a master distributor for FTTH mini fusion splicers, OSP/field fusion splicers and high quality fiber optic cable preparation equipment. We are the exclusive North American sales, service and support for Ericsson Network Technologies, Future Instrument Fiber Optics and Nyfors Teknologi AB. Headquartered in Nashville, Tennessee, we provides all full service and direct support throughout the US, Canada and Mexico. Markets include Municipalities, Private Networks, Government/Military, Oil &amp; Gas, Aerospace, CATV, OSP Telecom and Fiber-To-The-Home. 3SAE also provides specialty fiber splicing services, as well as on-site operational training, splicer service training and advanced fiber splicing techniques.</p>
<p><b>4COM</b> 4COM 1660 South Hwy 100, Suite 590 Minneapolis, MN 55416 P: 800-737-0852 E: info@4com.com www.4com.com</p>	<p><i>Served: Cable Systems, PCO/ MDU, Fiber-to-the-Home, Municipalities.</i></p>	<p>4COM is a satellite programming distributor providing programming services and professional support to private cable operators. 4COM affiliate operators' benefit by efficient activation and maintenance of C-band and DBS transport delivered programming. Innovative programs, experience, and responsive customer service make 4COM "The Right Choice" for operators looking to effectively compete against cable by offering the right mix of digital and analog options.</p>
<p> <b>Adams Global Communications</b> 15445 Metcalf Ave. Overland Park, KS 66223 P: 913-402-4499 F: 913-402-4494 Contact: Mark Addington E: maddington@adamsglobal.com www.adamsglobal.com</p>	<p><i>Cable Systems</i></p>	<p>Adams Global Communications, Inc. (AGC) buys and sells new and used surplus of excess cable and wireless equipment. We are a full-range premium provider of products and services to the broadband communications industry. Our offering includes converters, modems, distribution and headend equipment with a global source of supply. ACG is committed to providing quality products, reliable service and timely delivery at competitive prices. We also offer a warehousing program for those needing to maximize storage capabilities.</p>
<p> The Broadband Company <b>ADC</b> 13625 Technology Drive Eden Prairie, MN 55344 P: 952-917-3557 F: 952-917-3237</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>As fiber is deployed deeper into the network to enable broadband service delivery, the outside plant is undergoing significant change. ADC helps you navigate through the changes to create your own blueprint for FTTP success. ADC is a proven partner and global network infrastructure solutions leader that delivers real-world expertise and measurable success. ADC's OmniReach™ FTTP Infrastructure Solutions are the industry's first platforms designed from the ground up to meet the unique requirements of FTTP networks. By building network infrastructures upon ADC's OmniReach solutions, service providers and developers are accelerating deployment and maximizing operational efficiency from the central office to the outside plant. ADC is a recognized leader in global network infrastructure products and services, selling into more than 100 countries around the world.</p>
<p><b>Advanced Digital Broadcast, Inc.</b> 150 N. Michigan Avenue, Suite 1500 Chicago, IL 60601 P: 312-795-9721 F: 312-795-9728 Contact: Bernice Brown E: b.brown@adbglobal.com www.adbglobal.com</p>	<p><i>Cable, PCO/MDU, Satellite and Broadband Video</i></p>	<p>Headquartered in Chicago, Illinois, ADB Inc. serves the Americas with innovative digital technology and products for cable and satellite television and IP based broadband video. ADB delivers this affordable digital video entertainment through its advanced software and hardware expertise. This enables ADB to design and integrate sophisticated solutions for video delivery over cable, satellite and IP systems in both North and South America. For the cable market, ADB products include HD and SD set-top boxes integrated with DOCSIS and OCAPT middleware and DVR STBs with MPEG4 AVC and VC-1 advanced video decoding capability.</p>



Listing	Industry Segments Served	Information
<p><b>AFL Telecommunications</b>            PO Box 3127            Spartanburg, SC 29681            P: 864-433-0333            F: 864-433-5560            Contact: Kent Brown            E: kent.brown@alcoa.com            www.AFLtele.com</p>	<p><i>Fiber-to-the-Home</i></p>	<p>AFL Telecommunications is a division of Alcoa Fujikura Ltd., an Alcoa company. AFL offers Ethernet-PON (E-PON) and media converter/concentrator solutions, offering a “last-mile” strategy for FTTH with rapid cost recovery and unparalleled scalability. Related products include fusion splicers, test equipment, splice closures, demarcation solutions, fiber optic cable (ADSS, loose tube, microcore and drop cable). AFL can deliver a “tip to tip” solution, including: every aspect of passive infrastructure, proven Ethernet based electronics, and extensive system engineering and FTTH business modeling expertise. AFL Telecommunications is a founding member of both the FTTH Council and Community Fiber Consortium.</p>
<p><b>Alcatel</b>            P: 972-477-3927            Contact: Eniola Campbell            E: Eniola.Campbell@alcatel.com            www.alcatel.com/FTTU</p>	<p><i>Wireless, PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>Alcatel provides communications solutions to telecommunication carriers, Internet service providers and enterprises for delivery of voice, data and video applications to their customers or employees. Alcatel brings its leading position in fixed and mobile broadband networks, applications and services, to help its partners and customers build a user-centric broadband world. With sales of EURO 12.5 billion in 2003, Alcatel operates in more than 130 countries.</p>
<p><b>Alpha Technologies, Inc.</b>            3767 Alpha Way            Bellingham, WA 98226            P: 360-647-2360            F: 360-671-4936            Contact: Diane Jensen            E: djensen@alpha.com            www.alpha.com</p>	<p><i>Fiber-to-the-Home, Wireless, Municipalities, Cable</i></p>	<p>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.</p>
<p><b>Alvarion</b>            5858 Edison Place            Carlsbad, CA 92008            P: 760-517-3100            F: 760-517-3200            E: sales-north.America@alvarion.com            www.alvarion.com</p>	<p><i>Wireless, Programming</i></p>	<p>With over 2 million units deployed in 130 countries, Alvarion is the worldwide leader in wireless broadband providing systems to carriers, ISPs and private network operators. Featuring the industry’s most extensive portfolio and covering the full range of frequency bands, the company’s products enable the delivery of business and residential broadband access, corporate VPNs, mobile base station feeding, hotspot coverage extension, community interconnection, and public safety communications. Alvarion works with several leading OEM providers and through over 200 local partners to support its diverse customer base in solving their last mile connection challenges wherever located.</p>
<p><b>Amedia Networks</b>            101 Crawford’s Corner Road            Holmdel, NJ 07733            P: 732-949-2350            F: 732-949-0105            Contact: Gary Feldman            E: info@amedianetworks.com            www.amedianetworks.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities, Cable/MSOs, Independent Telcos, Utilities, IXCs/LECs, Major/Full Service LECs.Categories</i></p>	<p>Amedia Networks is engaged in the design, development, and implementation of Ethernet solutions to the Fiber-to-the-Premises (FTTP) broadband access market. Based on ESON technology (Ethernet Switched over Optical Networks,) and Lucent Bell Laboratories innovations, Amedia’s QoStream FTTP solutions are the most cost-effective in terms of operational savings, bandwidth provisioning, security, and triple play offerings. They are designed to provide secure, high performance, scalable and reliable customer premises, access aggregator, and central office equipment enabling high-speed Internet access, video applications, and Voice over Internet Protocol (VoIP) services to end customers in a cost effective manner.</p>

Listing	Industry Segments Served	Information
<p><b>American Polywater Corporation</b>            PO Box 53            Stillwater, MN 55082            P: 651-430-2270            F: 651-430-3634            Contact: Tom Fredricks            E: freddy@polywater.com            www.polywater.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Wireless, Hospitality, Municipalities</i></p>	<p>American Polywater is the world's leading manufacturer of wire and cable pulling lubricants and lubrication accessories, including Polywater® and Dyna-Blue® lubricants, Pull-Planner™ 2000 Cable Pulling Software, and numerous pumps and application devices. American Polywater also offers the SpliceMaster® line of cable cleaning solvents and accessories; CableFree® Loosener for removal of cable stuck in conduit; BonDuit™ conduit adhesives; PowerPatch transformer sealants; and a full line of electrical and MRO aerosol products such as contact cleaners, electrical cleaners and degreasers, penetrating oils, and cold galvanizing spray.</p>
<p>  <b>AML Wireless Networks, Inc.</b>            260 Saulteaux Cr.            Winnipeg, MB R3J 3T2            Canada            P: 800-663-7902            F: 204-889-1268            Contact: Bill Baines            E: info@amlwireless.com            www.amlwireless.com</p>	<p><i>Wireless PCO/MDU, Municipalities</i></p>	<p>AML Wireless Networks designs, manufactures, installs and services a wide range of RF signal transmission systems. Since 1969, AML Wireless has been a world-leading supplier of wireless applications for networks carrying video, data and voice applications. Our technology solutions are deployed in all of the large MSO networks in North America, many of the smaller MSO and PCO networks, and numerous international applications. Our product line includes a complete line of analog and digital microwave radios with two-way capabilities, multiple frequency plans, point-to-point and point-to-multi-point applications, employing AML, T-1, E-1 or IP solutions. We are also introducing an industry leading 5.8GHz DOCSIS extension wireless solution to meet the Internet plans of our cable-based Internet providers.</p>
<p><b>APA Cables &amp; Networks, Inc.</b>            5480 Nathan Lane            Plymouth, MN 55442            P: 800-422-2537            F: 763-475-8457            Contact: Eric Chalgren            E: sales@apacn.com            www.apacn.com</p>	<p><i>Fiber-to-the-Home, Municipalities</i></p>	<p>APA Cables &amp; Networks designs and manufactures a complete line of passive fiber optic connectivity solutions centered upon its Fiber Distribution System (FDS). The FDS product-line supports a wide range of panel configurations, densities, connectors and adapter options and is offered alongside an assortment of passive optical components. In addition, APACN provides a complete line of fiber and copper assemblies for controlled and outside plant environments. Utilizing its OSP and termination expertise, APACN has engineered a line of products for the FTTP environment including the Fiber Scalability Center, which provides a modular and scalable fiber distribution platform that minimizes installation costs while maximizing network efficiency.</p>
<p><b>Applied Instruments</b>            5230 Elmwood Avenue            Indianapolis, IN 46203            P: 800-244-2976            F: 317-786-9665            Contact: Tom Haywood            E: thaywood@appliedin.com            www.appliedin.com</p>	<p><i>PCO/MDU, Municipalities</i></p>	<p>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.</p>
<p><b>ATCi</b>            450 N. McKemy Avenue            Chandler, AZ 85226            P: 480-844-8501            F: 480-898-7667            Contact: Kristen Love            E: klove@atci.net            www.atci.com</p>	<p><i>Cable Systems, PCO/MDU</i></p>	<p>ATCi is a custom communications solutions provider specializing in commercial satellite communications systems and services including: the Simulsat multibeam, parabolic antennas, complete uplink systems/services, teleports, cable television headend and plant components, test equipment and input matrix switches, as well as fiber optics components for corporate, broadcast, cable television, government and education.</p>



Listing	Industry Segments Served	Information
 <p><b>Attiva Corp</b> 14408 Otis Ct. Haymarket, VA 20169 P: 703-753-3202 F: 703-753-2786 Contact: Gerry Kennedy E: gkennedy@attivacorp.com www.attivacorp.com</p>	<p><i>Fiber-to-the-Home, Wireless, Municipalities, and Communications Consulting Services</i></p>	<p>AttivaCorp is a privately held U.S. based Communications Consultancy providing Best Practice solutions to the communications industry at large. The company was founded in 2004 by industry executive Gerry Kennedy, who brings 33 years of communications technical and executive leadership to Attiva. Services are provided by a cadre of highly skilled associates and partners capable of disciplined in-depth business and operational assessment and improvement. The smallness of the Company enables the provision of focused Best Practice business and technical consultancy services in the areas of Growth Generation, Strategic Outsourcing, Strategic Customer Care, and Network Survivability &amp; Disaster Recovery.</p>
<p><b>Axcera</b> 103 Freedom Drive PO Box 525 Lawrence, PA 15055 P: 724-873-8100 F: 724-873-8105 Contact: Mike Rosso E: info@axcera.com www.axcera.com</p>	<p><i>Wireless</i></p>	<p>Axcera is a premier provider of carrier-class equipment and systems for broadband wireless access/MMDS. With over 20 years experience in broadband wireless access technology, Axcera offers innovative, carrier-class RF products and integrated broadband wireless access solutions in various frequency bands from 1.9-3.6 GHz. Axcera's Axity3G Broadband, powered by IPWireless, enables license holders to deploy flexible, portable, non-line-of-sight two-way systems today! Service offerings include network planning and complete system design/integration to ensure a successful system deployment.</p>
 <p><b>BH Communications</b> 29 Greenfield Montreal, PQ, Canada H9G 2J9 P: 514-696-6820 Contact: Mitch Goldberg E: info@bh-communications.com www.bh-communications.com</p>	<p><i>PCO/MDU, Hospitality</i></p>	<p>BH Communications specializes in <b>low cost pay TV control systems</b> for MDU's, Hotels, Hospitals, Universities, and Prisons. We have over 20 years of experience in addressability for the CATV industry. We provide complete TV control solutions; addressable hardware, control software, installation, and consulting services. CableSoft, our addressable control software provides remote monitoring and control of all CATV projects from any location using TCP/IP or telephone modems. We offer connect-disconnect, and Multi-Tier remote control of CATV services at unbeatable prices. We carry both new and refurbished addressable gear from, Electroline, Arcom, and Blonder-Tongue. BH Communications also provides a full line of headend equipment, line extenders, amplifiers, distribution passives, and test equipment.</p>
 <p><b>Blonder Tongue Laboratories, Inc.</b> One Jake Brown Rd. Old Bridge, NJ 08857 P: 732-679-4000 F: 732-679-4353 Contact: Trish Benvenuto E: info@blondertongue.com www.blondertongue.com</p>	<p><i>PCO/MDU, Hospitality, Municipalities</i></p>	<p>Blonder Tongue Laboratories is a leading U.S. designer, manufacturer, and supplier of a comprehensive line of broadband systems equipment and design services for Voice, Video, and Data service providers. With our optimized technologies, simplified deployment, and technical assistance, providers can reduce costs, increase customer satisfaction, and increase profitability. Our core product lines include video headend and distribution products enhanced by fiber transmission, addressable, high-speed data and telephony products. It is all brought together with Blonder Tongue's Technical Services Group providing training, system design, installation, on-site system engineering, and turn-key services. Explore and see all that Blonder Tongue has to offer.</p>
<p><b>CableNetwork</b> 1027 SW 30<sup>th</sup> Avenue Deerfield Beach, FL 33442 P: 888-201-7200 F: 954-312-1077 Contact: Neil Brasfield E: nbrasfield@cablenetwork.net www.cablenetwork.net</p>	<p><i>PCO/MDU, Fiber-to-the-Home; Wireless, Hospitality, Municipalities</i></p>	<p>CableNetwork is the most service-oriented supplier in the CATV industry. We represent the most prestigious names within our industry. We are the world's largest CommScope distributor and authorized distributors for Motorola, SA, PPC, Alpha, Sadelco, Opti-Loop, Allied Bolt, Pirelli and many others. CableNetwork is a full line-stocking distributor. Cable, Fiber, Hardware, Tools, Power, Drop Materials, Distribution Equipment, Addressable &amp; Digital Converters, Cable Modems, etc. We strive for the ultimate in customer service and satisfaction.</p>




Listing	Industry Segments Served	Information
<p><b>Canon U.S.A., Inc.</b>            400 Sylvan Avenue            Englewood Cliffs, NJ 07652            P: 201-816-2900            F: 201-816-2909            Contact: Joe Poch            E: cbeam@cusa.canon.com            www.canobeam.com</p>	<p><i>Wireless</i></p>	<p>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 1.25Gbps, over distances from 20m to 2 km, requires no FCC licensing and sets up in minutes.</p>
<p><b>Capanis Networks</b>            45 West 21<sup>st</sup> St., Ste.5A            New York, NY 10010            P: 800-679-9793            F: 646-219-3672            Contact: Edward Villars            E: Edward@capanis.com            www.capanis.com</p>	<p><i>PCO/MDU</i></p>	<p>Capanis Networks is a Broadband Technology Solutions company that builds systems for Cable TV operators and Service Providers looking to provide "beyond status quo" Internet services to multi-tenant properties and planned communities. The trademarked Capanis solution, Intelligent Community Network™, does not require any set-up fees thereby accelerating time-to-market for high-speed Internet deployment. The Capanis Intelligent Community Network™ solution features a turnkey service delivery platform with Automated subscriber provisioning, Network monitoring, VoIP capability, 24X7 end-user support with integrated Billing and Accounting. The Intelligent Community Network™ solution can also be integrated with most existing Property management software systems to create a community intranet. Capanis delivers services with optional private labeling.</p>
<p><b>Ceragon Networks</b>            10 Forest Avenue            Paramus, NJ 07652            P: 201-845-6955            F: 201-845-5665            Contact: Dganit Nevo            E: dganit@ceragon-us.com            www.ceragon.com</p>	<p><i>Wireless</i></p>	<p>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, private networks and enterprises. Ceragon's modular FibeAir™ product family operates across multiple frequencies, supports integrated high-capacity services 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 product family complies with North American and international standards and is installed with over 150 customers in more than 60 countries.</p>
<p><b>Coaxial Networks</b>            4800 Great American Pkwy.,            Ste.300            Santa Clara, CA 95054            P: 408-562-4400            F: 917-464-9514            Contact: Archana Roy            E: archana@coaxialnetworks.com            www.coaxialnetworks.com</p>	<p><i>PCO/MDU, Wireless, Hospitality.</i></p>	<p>Products: Coaxial Network's IRIS (In Room Internet Service) is a highly integrated solution to provide high speed Internet access for hospitality, MDU and MTU businesses. The technology behind IRIS utilizes the exiting coaxial cable used to deliver television programming. Using IRIS property owners can deliver High Speed Internet Access from 40 Mbps to 4 Gigabits across all rooms. The solution also creates and manages hotspot areas in your property to offer WiFi service. The centralized system manages both wired and wireless network. This unique yet standard based solution offers you best of both the worlds, security of wired and convenience of wireless. We are also technology partner with local and national level service providers to offer innovative solutions. Highlights include: No rewiring required, works on existing TV wires; standard based solution not proprietary; best price/performance; 100% network coverage for your property; security portal for Wi-Fi users; world-class technical support; remote network monitoring and debugging; round the clock monitoring; upgradeable to next generation services such as VoIP and VoD.</p>



Listing	Industry Segments Served	Information
<p><b>coaXmedia, Inc.</b> 3425 Corporate Way, Suite A Duluth, GA 30096 P: 878-990-5450 F: 678-990-5457 Contact: Margie Truitt E: sales@coaxmedia.com www.coaxmedia.com</p>	<p><i>PCO/MDU, Hospitality</i></p>	<p>coaXmedia delivers cost-effective high-speed Internet access (HSIA) solutions for hotels and multi-dwelling units (MDU) worldwide by using the existing coaxial television wiring within a building. coaXmedia's simple plug and play technology means there is no costly installation or re-wiring required, making it easy for a property to offer Internet access within rooms/units as well as in common area hotspots. The coaXmedia system supports all typical Ethernet backhaul connections (T1, wireless, cable, DSL, fiber) and is a superior, cost-effective HSIA alternative to Ethernet, cable modems, DSL and wireless broadband distribution. coaXmedia also offers installation services and toll free Technical Support 24/7/365.</p>
<p><b>Community Fiber Consortium</b> 170 Ridgeview Circle Duncan, SC 29334 P: 864-680-6878 Contact: Kent Brown E: info@communityftth.org www.communityftth.org</p>	<p><i>Fiber-to-the-Home</i></p>	<p>The Community Fiber Consortium is a team of telecommunications companies with "real world" expertise in fiber-to-subscriber solutions. Team competencies include the four fundamental "building blocks" for successful implementation of a community fiber project: Infrastructure, Delivery, Content, and Regulatory. The primary goals of the Community Fiber Consortium include the following: assist stakeholders with the decision gateways and business modeling for broadband deployment; provide FTTH solutions with the scalability to serve smaller communities and MDU complexes; provide a referral process for every aspect of technology selection, process design, financing, construction and content; deploy solutions that enable an incremental roll-out of voice, video, data, and advanced services; demonstrate cost-parity of FTTH with legacy wireline technologies.</p>
 <p><b>Corning Cable Systems</b> 800 17<sup>th</sup> St. NW Hickory, NC 28603 P: 828-901-5000 F: 828-901-5973 Contact: Dana McEntire E: dana.mcentire@corning.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home; Wireless; Municipalities</i></p>	<p>Corning Incorporated, a global innovator and industry leader in optical networking product solutions, offers a complete solution optimized for Access networks. Corning provides a range of innovative products for Access networks, including NexCor™ Optical Fiber – optimized for triple-play networks – as well as a broad range of optical cable, hardware and equipment products designed to make FTTx deployments faster, easier, more reliable and less costly. Corning also offers a variety of customer-driven services focused on FTTx, such as comprehensive training, engineering support and network modeling. Through its Corning Connected Community™ Program, Corning partners with the best homebuilders in the country to bring the life enhancing benefits of FTTH to homebuilders.</p>
<p><b>Covaro Networks</b> 2301 N. Greenville Ave., Suite 300 Richardson, TX 75082 P: 972-759-1200 F: 972-759-1201 Contact: Lori Hicks E: lori.hicks@covaro.com www.covaro.com</p>	<p><i>Internet Access, Municipalities, Hospitality, PCO/MDU</i></p>	<p>Covaro Networks enables service providers to create new revenue streams by offering intelligent Ethernet services over any facility – copper, fiber, SONET and DS3/DS1. Using Covaro's unique Etherjack® Products and Technology enables service providers to deploy differentiated, profitable Ethernet services by providing carrier-grade service definition, monitoring and diagnostics for Ethernet based services. Covaro Networks is headquartered in Richardson, Texas, in the Telecom Corridor®, and maintains additional development staff in Ottawa, Canada.</p>
<p><b>CUO, Inc.</b> 103 Industrial Park Rd., Ste.B Harrison, AR 72601 P: 870-741-6440 F: 870-741-6456 Contact: Herb Lair E: hlair@aol.com www.subscribernet.net/index.asp</p>	<p><i>Fiber-to-the-Home; Wireless; Hospitality; Municipalities</i></p>	<p>SubscriberNet - Web based customer care and billing system that efficiently manages the triple play - voice, video, and data. The system was designed to take advantage of web based economics and tools. The features and functions are highly scalable and very robust. No expensive hardware or middleware to buy, only a computer, Internet access, and a web browser. The system is ideal for small or start up Private Cable Operators (PCO), Multi-dwelling Units (MDU), Greenfield Communities (FTTP), Universities, apartment property managers, as well as ISPs and mature cable TV operators looking to expand their revenue.</p>



Listing	Industry Segments Served	Information
<p><b>DataTech</b> 6955 Union Park Center Suite 570 Midvale UT 84047 P: 801-565-7974 F: 801-565-8464 Contact: Darin Anderson E: darin@dtiwinegard.com www.dtiwinegard.com</p>	<p><i>Municipalities, Satellite Internets</i></p>	<p>Develops and distributes leading-edge mobile satellite Internet antenna technology, empowered by 50 years of manufacturing expertise from the Winegard Company, including high speed mobile Internet antennas enabling two-way, real-time IP, video, voice, audio and data communication for specialty consumer and enterprise applications in mobile environments - RVs, Homeland Security, emergency response, service, entertainment and news-gathering vehicles. It offers broadband connectivity for all remote locations, single platform use for all users, and cost-effective pricing. Applications include Voice-Over Internet Protocol (VoIP), Virtual Private Networks (VPN), Secured Private Networks (SPN), Transportable Wi-Fi Access, real time Webcasts via Multicast Delivery and Streaming.</p>
 <p><b>DF Countryman</b> 2425 East 26<sup>th</sup> Street Minneapolis, MN 55406 P: 612-724-4400 F: 612-729-1300 Contact: Rick Moravec E: rm@dfcc.com www.dfcco.com</p> <p>Steve Shockman 5604 Randolph Blvd. San Antonio, TX 78239 P: 866-954-0443 F: 210-654-0470 E: ss@dfcco.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>DF Countryman is a full-line stocking distributor, providing quality products to the CATV, Telecom and Datacom industries since 1958. We have the experience, relationships and resources necessary to provide our customers with solutions to all of their product and service needs. With offices in Minneapolis and San Antonio we continue to grow and expand nationally.</p>
<p><b>Digital Optical Ventures</b> 8275 El Rio, Suite 110 Houston, TX 77054 P: 713-440-4141 F: 713-440-4171 Contact: Brady McConaty E: bmccconaty@doventures.com www.doventures.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>Digital Optical Ventures (DOV) provides financial, managerial and operational resources to Greenfield, MDU, and Municipal developers enabling them to increase their profits while enhancing the value of their communities to meet the demands of today's consumer. DOV's Consulting, Design and Development services bridge the gap between investors and service providers. DOV supports our clients by assessing their opportunities, identifying funding options and executing the resulting plan. DOV provides a "Home-Run" suite of services, including voice, video, Internet and alarm monitoring. Our expertise allows community-tailored solutions based on FTTH, coax and wireless technologies.</p>
 <p><b>Fiber Optic Network Solutions Corporation</b> 140 Locke Drive Marlboro, MA 01752 P: 508-303-9352 F: 508-486-0555 E: sales@fons.com www.fons.com</p>	<p><i>Fiber-to-the-Home</i></p>	<p>FONS designs and manufactures a complete line of high-performance passive fiber-optic components and inter-connect solutions that enable customers to implement Fiber-to-the-Premise access networks. FONS' suite of products extend through all areas of the FTTP network and include solutions for Central Office/Head End, Outside Plant and Customer Premise applications. FONS' FTTP offering includes such products as fiber distribution hubs, OSP enclosures and terminals, fiber distributing frames, Telcordia certified cable assemblies, entrance splice cabinets, optical component modules, rack mount enclosures/shelves, and customer premise enclosures. FONS FTTP customers extend to the Municipal, RBOC and IOC markets.</p>


Listing	Industry Segments Served	Information
 <p><b>GLDS, Inc.</b> 5954 Priestly Drive Carlsbad, CA 92008 P: 800-882-7950 F: 760-602-1928 Contact: Laura Rosado E: Laura@glds.com www.glds.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Wireless, Hospitality, Municipalities</i></p>	<p>GLDS provides the leading PC-based billing and subscriber management software in the U.S. Cable Market. Privately held and profitable since 1980, GLDS offers fully integrated service management and billing for Video, Internet, and Voice over Internet Protocol (VoIP) services. Operators can provision cable equipment, VOD, and cable modems directly from the billing system or use open interfaces to work with third-party systems. Currently serving small and mid-sized cable systems worldwide, GLDS has implemented its solutions for over 300 cable systems in 49 U.S. States and 34 countries.</p>
 <p><b>GUESTV, Inc.</b> 1327 N. Main Street, Ste.100 Walnut Creek, CA 94596 P: 925-933-9900 F: 925-933-9925 Contact: Michael Pool E: mpool@guestv.com www.guestv.com</p>	<p><i>PCO/MDU, Hospitality</i></p>	<p>GUESTV, Inc. is proud to announce the latest version of its ever-popular ONTV Channel Guide™ and Concierge Community Information system. Engineered for specific interoperability with DIRECTV® systems, GUESTV's ONTV Channel Guide, allows 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 On-TV Channel Guide. This latest version of the On-TV 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 listings, web based management, 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.</p>
 <p><b>Hitachi Telecom (USA), Inc.</b> 3617 Parkway Lane Norcross, GA 30092 P: 770-446-8820 F: 770-797-2550 Contact: Pete Westafer E: pwestafer@hitel.com www.hitachitelecom.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>Hitachi's optical access solutions support bundled video, voice and data service delivery to homes, neighborhoods and businesses over a single optical fiber. The company's access systems include Point-to-Point configurations and ITU-compliant triple play PON systems for FTTH/FTTP applications. The Hitachi AMN1200 product family offers specialized ONT (Optical Network Terminal) devices that support single-family residential, multi-dwelling unit, small-to-medium business, and Ethernet/IP applications. Hitachi's products are managed by a carrier-class element management system that supports deployments from single neighborhoods to nationwide networks.</p> <p>Hitachi is the world leader in PON installed base with over 600,000 data lines in service as of July 2004.</p>
 <p><b>KT Communication</b> 2409 N Stadium Columbia, MO 65202 P: 877-485-3557 F: 573-446-9054 Contact: Kristy Thurman E: kristy@ktcom.tv www.ktcom.tv</p>	<p><i>Hospitality, PCO/MDU, Programming distributor</i></p>	<p>KT Communication specializes in providing programming for commercial facilities through many different technologies such as CBAND, DBS TRANSPORT and DIGITAL OVERLAY. Our extensive experience, superior customer service and our customer management tools assist in every aspect. Call us today to save money, simplify your business and to receive the quality, personal service you deserve.</p>



Listing	Industry Segments Served	Information
 <p><b>MDU Media Technologies</b> 915 Charles Drive Toms River, NJ 08753 P: 732-244-1203 F: 732-349-0879 Contact: Jeff Nadeau E: info@mdumedia.com www.mdumedia.com</p>	<p><i>Fiber-to-the-Home, Low Voltage Installation Contractor</i></p>	<p>President Jeff Nadeau helped develop structured wiring with Verizon Connected Solutions Inc. in the late 1990s. When Verizon decided to exit the structured wiring and commercial wiring business, JeffNadeau formed MDU Media Technologies Inc. to continue offering the services to multi dwelling property owners and single-family homebuilders along with the commercial work. Recently completed projects include a 40 story 412 unit luxury high rise in Jersey City NJ for Roseland Properties. The firm offers installation; maintenance and works with design consultants such as Infinisys. MDU Media is also doing commercial wiring and providing structured wiring to single-family homes. It is certified in Direct TV, BICSI, Gilbert, OnQ and others.</p>
<p><b>Mega Hertz</b> 4100 International Plaza, Suite 150 Ft. Worth, TX 76109 P: 800-883-8839 F: 847-529-0745 Contact: Doug Sherar E: dougsherar@megahz.com www.megahz.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>Mega Hertz is a Value-Added-Reseller (VAR) of “Unique” Multi-Vendor System Solutions (MVSS) that support the deployment of advanced technologies in hybrid Fiber/Coax Broadband Networks. Mega Hertz specializes in marketing and integrating MVSS Digital &amp; Analog (D/A) technologies into the U.S. Cable Television &amp; Private Cable Industries.</p>
 <p><b>Microyal Canada Ltd./ Kingsky Industrial Co. Ltd.</b> 175 Hidden Valley Park N.W. Calgary Alberta T3A 5M# Canada P: 403-730-5336 F: 403-274-4481 Contact: Peter Chen E: peterchen@microyal.com www.microyal.com</p>	<p><i>Satellite Accessories</i></p>	<p>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-1002/1003.1004 , 2/3 /4 Way Dispro Splitter. Microyal also has products such as Multi Switch for DSS, Digital Modulator and Heterodyne Modulator, one cable solution camera for security, MRX-900 FTA and MRX-1000 universal FTA receivers and many more accessories Microyal welcomes companies that have interest to be our regional distributor to contact us.</p>
<p><b>Multicom, Inc.</b> 1076 Florida Central Parkway Longwood, FL 32750 P: 407-331-7779 F: 407-339-0204 Contact: Scott Brietz E: multicom@multicominc.com www.multicominc.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Hospitality, Municipalities</i></p>	<p>Multicom is a full-line stocking distributor, offering from one source, multiple lines of broadband products for end-to-end integration of communication solutions including, fiber optic, HDTV, VoIP, and high-speed Internet for the cable television (CATV) industry. Established in 1982, Multicom offers multiple lines of products to completely build and maintain communication systems at cost effective prices. In addition, Multicom designs headend and distribution systems, and assembles and balances headend racks for a Plug and Play solution.</p>
<p><b>Multidyne Video &amp; Fiber Optic Systems</b> 191 Forest Ave. Locust Valley, NY 11560 P: 516-671-7278 F: 516-671-3362 Contact: Jim Jachetta E: sales@multidyne.com www.multidyne.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Hospitality, Municipalities</i></p>	<p>Multidyne™ provides fiber optic transport systems for video, audio, SDI, HD, AES, Ethernet, data, PTZ, T1, RGB/VGA, L-band, IF and CATV; optical multiplexing, CWDM; automatic protection switching; loss detectors with automatic switchover; test signal and character ID generators; video, audio and digital distribution amplifiers; cable equalizers; automatic gain AGC's; electrical and fiber optic routing switchers; tactical cable assemblies and XLR adapter panels. Applications include broadcast, cable, sports, ENG/SNG, satellite, STL, production, digital cinema, sky-cam, pro-AV, corporate, retail, digital signage, security, surveillance, transportation, government, healthcare, judicial arraignment and teleconferencing. Multidyne is a Woman Owned Enterprise on GSA Schedule # GS-03F-0004L.</p>




Listing	Industry Segments Served	Information
<p><b>Multilet</b> 1621 Prince Drive Cherry Hill, NJ 08003 P: 856-795-9490 F: 856-429-8319 Contact: Mike Horwitz E: mike.horwitz@multilet.us www.multilet.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Wireless, Hospitality, Municipalities</i></p>	<p>Multilet provides Internet access over existing coax cable, eliminating the need to rewire existing properties. The system is cost effective, simple, easy to install and delivers Ethernet performance. Suitable for star topologies, Multilet overlays data onto the TV signals in the Combining Filter. In the living unit, a Multilet Outlet replaces the existing video outlet and provides a direct Ethernet interface to the local device. For data only applications, such as IPTV, Multilet Baluns provide the conversion between coax and UTP wiring, offering an economical alternative for signal distribution.</p>
<p><b>NEW ENGLAND BROADBAND</b>  Your Home Technology Experts</p> <p><b>New England Broadband</b> One Independence Dr. Londonderry, NH 03053 P: 866-333-NEB1 F: 603-218-6123 Contact: Brian P. Blais E: bblais@newenglandbroadband.net www.newenglandbroadband.net</p>	<p><i>Fiber-to-the-Home, Wireless, PCO/MDU, Municipalities, Programming</i></p>	<p>New England Broadband is a "Nation Wide" full service provider for FTTH, MDU and other telecommunications needs. Our reputation and goal is "Outstanding Customer Service". The services that we offer are as much or as little as the customer requires. Services offered range from Business Planning, Design and Engineering, Programming Acquisition, Marketing, Customer Call Center Services, Billing, On site Installation and Service Personnel. Construction and Installation expertise include Fiber to the Home, Coax based systems, Wireless, VOIP, and Video Data and Telephone CO's and headends.</p>
<p><b>NEXTGEN FIBER OPTICS LLC</b>  A GenStone and General Cable Joint Venture Company</p> <p><b>NextGen Fiber Optics</b> 720 East Pete Rose Way, Ste.410 Cincinnati, OH 45202 P: 800-371-2178 F: 513-651-0573 Contact: Trish Dawson E: pdawson@nextgenfiberoptics.com www.nextgenfiberoptics.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Hospitality, Municipalities</i></p>	<p>NextGen Fiber Optics is a manufacturer of fiber optic cables and cable assemblies and is the only Minority Business Enterprise (MBE) fiber optic manufacturer operating in the USA today. Our complete line of fiber optic products serve all broadband requirements from data to voice to video. Wespan a range of constructions from fiber-to-the-premise and outside plant cables with rugged armor to premise and indoor/outdoor cables including conventional tight buffer and loose tube designs. NextGen's Bblolite™ and MicroBlo™ blown fiber technology provides unparalleled flexibility in network solutions. NextGen also offers a complete line of copper and aluminum wire and cable products. NextGen Fiber Optics, LLC, is a joint venture between GenStone Acquisition Company and General Cable Corporation.</p>
<p><b>North American Cable Equipment Inc.</b> 1085 Andrew Drive, Suite A West Chester, PA 19380 P: 800-688-9282 F: 800-230-1793 Contact: Kirk Davies E: sales@northamericancable.com www.northamericancable.com</p>	<p><i>PCO/MDU, Wireless, Hospitality, Municipalities</i></p>	<p>North American Cable Equipment Inc. (NACE) is a manufacturer and stocking distributor of commercial and residential CATV and satellite installation materials with five locations across The United States. NACE specializes in headend system design and assembly with a fully staffed assembly and testing lab in the Pennsylvania location. Product lines include: Headend electronics, bulk coaxial cable, residential installation materials, tools, test equipment, surge protectors, residential modulators, infrared control equipment, fiber optic gear, security equipment, HDTV televisions and projectors, television mounts, satellite dishes, off air antennas, antenna mounts, home automation products, telephone and data materials, multi-conductor wire and more.</p>
<p> <b>NorthStar TeleSolutions</b> 125 Airport Parkway Greenwood, IN 46143 P: 317-865-2400 F: 317-865-2426 Contact: Josh Thackery E: jthackery@northstartele.com www.northstartele.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Wireless, Hospitality, Municipalities</i></p>	<p>NorthStar TeleSolutions has integrated our state-of-the-art technology with skilled customer service representatives to offer an industry leading live 24 hour a day nationwide customer support center. Whether you need someone to take sales orders, troubleshoot service issues, report outage situations, or take payments we handle your customers with the professional care they deserve. We provide support in both English and Spanish to accommodate all your customer's needs. We also have access to many of the leading subscriber management systems to provide a complete customer care solution allowing us to provide your subscribers with specific account information, process PPV orders and schedule installation and service appointments. Low cost service packages that can be seamlessly integrated into any operation are available for after-hour support, call overflow, marketing support and emergency backup.</p>

Listing	Industry Segments Served	Information
 <p><b>Omnitron Systems</b> 27 Mauchly #201 Irvine, CA 92618 P: 949-250-6510 F: 949-290-6514 Contact: Ty Estes E: tyestes@omnitron-systems.com www.omnitron-systems.com</p>	<p><i>PCO/MDU, Municipalities, Fiber-to-the-Home</i></p>	<p>Omnitron manufactures fiber media converters for enterprise, metropolitan and first-mile FTTx broadband networks, and support 10/100, Gigabit Ethernet, T1, T3, OC-3 and OC-12 technologies with dual or single fiber. New products include the new iConverter 10/100M standalone and chassis-based copper/fiber converter with integrated management, bandwidth/port-access control, QoS and VLAN technology.</p>
<p><b>Optical Cable Corporation</b> 5290 Concourse Drive Roanoke, VA 24019 P: 540-265-0690 F: 540-265-0724 Contact: Susan Adams E: marketinginf@occfiber.com www.occfiber.com</p>	<p><i>Fiber-to-the-Home, Municipalities</i></p>	<p>For over 20 years, Optical Cable Corporation has been a leading manufacturer worldwide of the highest-quality, tight-buffered fiber optic cables for high bandwidth transmission of data, video and audio communications over moderate distances. These rugged tightbound fiber optic cables are designed for campus applications both indoors and outdoors, simplifying installation, reducing costs and improving reliability. Tight-buffered fiber optic cables are the clear advantage for FTTH and other communication applications. Custom cables and private labeling are also available.</p>
<p><b>Optical Fiber Solutions (OFS)</b> 2000 Northeast Expressway Norcross, GA 30071 P: 888-Fiber-Help Contact: Fernando Costantino E: ofs@ofsoptics.com www.ofsoptics.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities, Premises, Metro Express, Metro Access</i></p>	<p>OFS has developed the Access ADVANTAGE™ System, a complete, end-to-end economical, high performance FTTP solution that integrates its lowest cost-per-bit fibers, advanced cabling and connectivity equipment to meet consumer demand for ultra high bandwidth today, and the emerging technologies of tomorrow. OFS can now create Optical Fiber Smart Communities by delivering fiber reliably and efficiently to end users in homes, multiple dwelling units and businesses. The Access ADVANTAGE™ System supports voice, data, analog and digital video applications, along with other increasingly popular revenue-generating services such as HDTV, video on demand, and online gaming.</p>
<p><b>Optical Solutions, Inc.</b> 16305 36<sup>th</sup> Ave N., Suite 300 Minneapolis, MN 55446 P: 763-268-3300 F: 763-268-3301 Contact: Sue Bauman E: sbauman@opticalsolutions.com www.opticalsolutions.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>Optical Solutions Inc. is driving the GPON evolution with its FiberPath® 500 fiber to the premises solution, which incorporates a gigabit passive optical network (GPON) for broadband delivery of voice, video and high-speed data directly to the home and broader community. Optical Solutions has over 60 percent of the installed base of PON systems, which are operational and generating revenue in communities throughout North America. Optical Solutions' customers are facilities-based service providers including independent telephone companies, competitive and incumbent local exchange carriers, utilities, municipalities and housing developers.</p>
 <p><b>Pace Electronics</b> 533 6<sup>th</sup> Ave. NW Rochester, MN 55903 P: 800-444-7223 F: 507-288-0831 Contact: Vern Swedin E: vern@pacemso.com www.pace.com</p>	<p><i>Hospitality, Programming, PCO/MDU</i></p>	<p>Distributor Pace Electronics was incorporated in 1972 to supply independent TV and Appliance Dealers throughout the upper Midwest. Selling TV Reception Equipment, Consumer Electronics and TV Repair parts allowed the company to understand the complexities of distribution and inventorying thousands of items. Pace became a national distributor in the mid 1990's opening up branches in California, Florida and Minneapolis. It geared its inventory and marketing efforts to support those in the commercial video business. Pace became a Master System Operator for DirecTV in 1996 (the only one left of the original four), which created the opportunity to be a true turnkey supplier. Pace now supports its clientele with products brought in direct from partners in Asia and the US.</p>
<p><b>Pacific Wireless</b> 693 East Draper Heights Way, Suite 210 Draper, UT 84020 P: 801-572-3024 F: 801-572-3025 Contact: Kris Fluck E: krisf@pacificwireless.com www.pacificwireless.com</p>	<p><i>Wireless</i></p>	<p>Pacific Wireless designs, manufactures and markets antennas for fixed wireless and mobile wireless applications in the 900MHz, 2.4GHz, and 5.8GHz frequency bands. We supply Base Station, Client Side, Indoor and Mobile antenna systems. Antennas are compatible with the IEEE 802.11 wireless standards.</p>

Listing	Industry Segments Served	Information
<p><b>Pico Macom</b> 355 Parkside Drive San Fernando, CA 91340 P: 818-493-4300 F: 818-493-4433 Contact: Carlos Shteremberg E: carlos@picomacom.com www.picomacom.com</p>	<p><i>PCO/MDU, Hospitality, Municipalities</i></p>	<p>Pico Macom is the pioneering leader in the engineering, development, and manufacture of an extensive line of broadband gear, including electronics, systems equipment, and installation components for the franchised cable, private cable and satellite television industries. Its technology is installed in hundreds of broadband systems and networks across the globe. Whether used in residential units, hotels, motels, schools, hospitals, or private and smaller-to-medium cable environments, Pico Macom's equipment combines innovative design, high quality, reliability, and cost-effectiveness.</p>
<p><b>Quality RF Services, Inc.</b> 850 Parkway Jupiter, FL 33477 P: 561-747-4998 F: 561-744-4618 Contact: Jim Goins E: sales@qrf.com www.qrf.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Hospitality, Municipalities</i></p>	<p>Quality RF Services, Inc. manufactures and sells RF amplifiers used in cable television systems all over the world. These amplifiers are for headend, system distribution and MDU use. We also market our products to schools and universities, hospitals, manufacturing facilities, and other large commercial establishments. QRF (Quality RF Services) also provides a complete line of electronic repair parts and discrete components to our customers. Additionally, QRF provides upgrade services, components, and replacement modules for most RF amplifiers used in the cable television arena.</p>
<p><b>R.L. Drake Company</b> 230 Industrial Drive Franklin, OH 45005-4496 P: 937-746-4556 F: 937-806-1510 Contact: A. Ruffin E: CATV@rldrake.com www.rldrake.com</p>	<p><i>PCO/MDU, Hospitality, Municipalities, Franchised Cable Operations</i></p>	<p>Since 1943 the R.L. Drake Company has provided the finest quality communications products. Today, both analog and digital television distribution products are supplied to the private and franchised cable TV communities, the lodging and hospitality industry, and numerous related industries. Offerings include R.F. amplifiers, modulators, channel processors, digital transcoders, filters, and satellite reception products. Other Drake products are directed to the world band radio receiver market and hearing assistance markets.</p>
<p><b>RadioLAN</b> 185 Lewis Road, Ste.30 San Jose, CA 95111 P: 408-365-6200 F: 408-365-7675 Contact: Tom Mitchell E: tom@radiolan.com www.radiolan.com</p>	<p><i>Wireless</i></p>	<p>RadioLAN manufactures a family of Wireless Ethernet Bridges called BridgeLINK that provide building-to-building connectivity at 10/100BaseT speeds. Rated for distances up to 32 miles, the system uses license-free bands at 5GHz. Used in place of modems or T1 lines, the BridgeLINK-Pro and BridgeLINK-OFDM are secure, easy to maintain, and eliminate the recurring cost of leased lines and/or the expense of running fiber. Designed for applications such as WAN backhaul and LAN interconnect, BridgeLINKs offer a fast, reliable, and cost-effective method of connecting networks. BridgeLINKs solutions start at \$1,299 and are sold and installed by authorized resellers around the world.</p>
<p> <b>Skywalker Communications</b> 9390 Veterans Memorial Parkway O'Fallon, MO 63366 P: 800-844-9555 F: 636-272-8214 Contact: Marcia Higgins E: marciah@skywalker.com www.skywalker.com</p>	<p><i>Fiber-to-the-Home, Wireless, Satellite and Cable Television</i></p>	<p>Skywalker Communications supplies electronics and installation products to satellite and cable television retailers/installers across the country. After 25 years we've learned a lot about what's important to our customers. Things like low prices, on-time delivery, large inventory and living up to our promises. We're especially proud of our Signature Series brand RG-6 coax, coax connectors and adaptors, cable management products, grounding supplies, multi-switches, and Cat5e cable and installation. They're all backed by Skywalker's INDUSTRY-FIRST Lifetime Warranty! Skywalker's headquarters are in O'Fallon, MO, with full-service branches located in Indianapolis and Milwaukee.</p>
<p> <b>Satellite Management Services, Inc. (SMS)</b> 1419 W. 12<sup>th</sup> Place, Ste.105 Tempe, AZ 85281 P: 800-788-8388 F: 480-921-9788 Contact: Don Bowen E: dbowen@smstv.com www.smstv.com</p>	<p><i>Fiber-to-the-Home, Wireless, Hospitality, and Municipalities</i></p>	<p><b>Satellite Management Services, Inc. (SMS)</b> is a nationwide full-service provider of equipment, programming, system design and support, offering "one-stop shopping" to the Private Broadband industry. We have been serving Operators and Multi-Housing Owners since 1985. SMS delivers programming from DirecTV, EchoStar, HITS and C-Band. As an authorized distributor of the finest lines of equipment, SMS provides everything you need, from the smallest fitting to the entire headend with support, from just one phone call. Whether it's video or data SMS is an approved Value-Added Reseller of commercial-grade headends and distribution equipment, analog or digital.</p>

Listing	Industry Segments Served	Information
<p><b>Strix Systems</b> 26610 Agoura Road, Ste.110 Calabasas, CA 91302 P: 818-251-1000 F: 818-251-1099 Contact: Doug Huemme E: marketing@strixsystems.com www.strixsystems.com</p>	<p><i>PCO/MDU, Wireless, Hospitality, Municipalities</i></p>	<p>Strix Systems' Access/One Network delivers a wireless LAN network solution that is truly wire-free. Access/One Network uses a mesh architecture, so not a single Ethernet cable is needed from the node to the network. Access/One Network's unique modular design offers ultimate flexibility – a network system that supports multiple RF technologies and can be configured to meet your requirements. Access/One Network incorporates innovative management and security capabilities in a wireless LAN network system that is extraordinarily easy to deploy and operate. Access/One Networks have been deployed in enterprise, hospitality, MDU's, education, and metropolitan areas.</p>
<p><b>Sumitomo Electric Lightwave</b> 78 Alexander Drive Research Triangle Park, NC 27709 P: 800-358-7378 F: 919-541-8265 E: info@sumitomoelectric.com www.sumitomoelectric.com</p>	<p><i>Fiber-to-the-Home, Municipalities</i></p>	<p>Sumitomo Electric Lightwave expands your bandwidth opportunities and tailors your fiber optic network by offering the leading fiber optic cable, fusion, interconnect, and air-blown fiber<sup>®</sup> and FTTP/FTTH solutions. Recent first to market innovations for the access network include a new patent-pending locatable drop cable; DriTube, the first 100% gel-free ribbon cable, PureAccess bend insensitive fiber, pigtailed, and patch cords; and TomCat<sup>®</sup> splicers, the first full-featured hand-held splicer for FTTH applications. Sumitomo is a leader in the innovation of technologies that lower your overall cost deployment. Frost &amp; Sullivan has named Sumitomo number 1 in the industry in financial stability and customer loyalty.</p>
<p><b>Telecrafter Products</b> 12687 W. Cedar Drive, Suite 100 Lakewood, CO 80228 P: 800-257-2448 F: 303-989-1207 E: mail.telecrafter.com www.telecrafter.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Wireless, Municipalities</i></p>	<p>Telecrafter Products designs and supplies installation products that attach, identify, and protect the cables used in broadband delivery services. Coaxial cable fastening products include Flex Clips<sup>™</sup>, RB Clip Guns and RB Cable Clips, Push-in Clips, and Siding Clips. Among the cable identification products are address ID cablemarkers, serialized tags, service control tags, write-on tags, bar-coded tags, special purpose and custom tags. Cable guard products, such as the 1" SnapGuard<sup>™</sup> Conduit and 1" accessories, protect installations from landscape equipment and animal chew. Also: Fitting Savers, House Boxes, Sealing Links, Feed-Through Bushings, and Split Bolts.</p>
<p> <b>TeleGuide</b> 1660 South Hwy 100, Suite 590 Minneapolis, MN 55416 P: 800-737-0852 Contact: Kelly Kalb E: kellyk@teleguide.tv www.teleguide.tv</p>	<p><i>Cable systems, PCO/MDU, Municipalities, Hospitality, Wireless</i></p>	<p>TeleGuide is the convenient and turnkey way to deliver a programming guide and a customized community-based channel (CTV) to your customers. Both services are completely updateable through the TeleGuide web site, ensuring your customers have access to the most up-to-date channel listings and community announcements and news. Get closer to your customers with TeleGuide.</p>
<p> <b>Telkonet</b> 20374 Seneca Meadows Parkway Germantown, MD 20876-7004 P: 240-912-1800 F: 240-912-1839 Contact: Al Diehl E: adiehl@telkonet.com www.telkonet.com</p>	<p><i>PCO/MDU, Wireless, Hospitality</i></p>	<p>Telkonet's patent-pending, ground-breaking technology provides high-speed Internet and data services through a building's existing electrical wiring using powerline communications (PLC) technology. The Telkonet PlugPlus system simplifies Internet installations, with no new wires, no disruption to residents, and rapid deployment. No significant capital outlay is required, the cost of entry is low; and the system is scalable. Telkonet's system provides the security of a wired system with the portability of a wireless system.</p>

Listing	Industry Segments Served	Information
<p><b>Terasys Communications</b> 1340 Poydris St., Ste.600 New Orleans, LA 70112 P: 504-218-1024 F: 504-586-1436 Contact: Eddie Davis E: eddie.davis@promasa.com www.terasyscommunications.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Wireless</i></p>	<p>Terasys Communications a full service company providing Internet Protocol (IP) Local &amp; Long Distance Voice communications, Digital Satellite Video, High-Speed Internet Access, and Smart Home Concierge services to MDU/MTU properties. Terasys Communications is an advanced communications facilitator for the MDU/MTU industry. As such Terasys Communications is deemed to be an MDU/MTU provider focusing its product suite on converged technologies that permit delivery of multiple media in a converged environment. At Terasys Communications, we have developed un-paralleled customer service that ensures our customers the highest level of availability. For developers and building owners we bring advanced communications technology to the building in the most commercially feasible manner. Our services are not an expense item for the developer or building owner yet our communications infrastructure installed in your property provides additional value.</p>
<p><b>TESSCO Technologies Incorporated</b> 11126 McCormick Road Hunt Valley, MD 21031 P: 800-472-7373 F: 410-527-0005 Contact: Steve Lehukey E: lehukey@tessco.com www.tessco.com</p>	<p><i>Municipalities</i></p>	<p>TESSCO's is Your Total Source(R) supplier for everything needed to design, build, run, maintain or use wireless. TESSCO delivers best-of-breed, end-to-end solutions from its product offering of 34,000 items from 450 manufacturers. Product solutions fall within the broad categories of network infrastructure, mobile devices and accessories, installation, test and maintenance products and services. TESSCO currently serves customers through three distinct sales channels: sell-to, sell-through and affinity channels. TESSCO sells to commercial and government sell-to and sell-through, including a diversified mix of cellular, PCS and paging carriers; system operators; Internet service providers; infrastructure site owners and contractors; integrators; enterprise, utility and transportation; education and healthcare; state and local government; federal government and military; wireless dealers; value-added resellers; and retailers.</p>
<p><b>Toner Cable Equipment, Inc.</b> 969 Horsham Road Horsham, PA 19044 P: 800-523-5947 F: 215-675-7543 Contact: Sales Department E: info@tonercable.com www.tonercable.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Wireless, Hospitality, Municipalities, Cable TV</i></p>	<p>Toner Cable Equipment has been a manufacturer and distributor of RF and cable television equipment since 1971. We are known for our technical sales staff, same day shipment and custom built headends. Products we inventory include Blonder Tongue, Drake, Force and Olson modulators, processors, digital QAM products, satellite receiving and processing equipment, RF amplifiers, fiber transmitters and receivers, cable, test equipment, and tools.</p>
 <p><b>TotalVision</b> PO BOX 4047 8495 Highway 59 Gulf Shores, AL 36547 P: 251-967-1783 F: 251-967-1782 Contact: Bruce Marr E: info@total-vision.net www.total-vision.net</p>	<p><i>PCO/MDU, Hospitality, Wireless, Programming</i></p>	<p>TotalVision offers an affordable solution, along with a new and unique approach to the partnership between the Hotel owner and the In-Room Entertainment / Information Service Provider. TotalVision's True Video-On-Demand with VCR Like functionality and the most extensive libraries of movie content from Theatrical Release, Family Programming, Specialized Events, Classical Movies, to Adult Programming. Including a unique billing platform -- never again will your front desk personnel have to hear "I never ordered a movie!" It includes ipTV (Internet over IP on the TV), High-Speed Internet &amp; Wireless (WiFi), system branding, and in-room on-screen advertising and guest service.</p>
 <p><b>Transition Networks</b> 6475 City West Parkway Eden Prairie, MN 55344 P: 952-941-7600 F: 952-941-2322 Contact: Bill Schultz E: info@transition.com www.transition.com</p>	<p><i>PCO/MDU, Fiber-to-the-Home, Municipalities</i></p>	<p>Transition Networks offers networking connectivity solutions that make the conversion between disparate media types possible. The company designs and markets these media conversion technologies across a broad spectrum of networking protocols including Ethernet, Fast Ethernet, Gigabit Ethernet, T1/E1, DS3, ATM, V.35, and many more. The company works alongside leading networking vendors — Nortel Networks, Hewlett Packard, 3COM, Cisco, Enterasys, Foundry, Extreme Networks, and others — to provide conversion technology solutions that offer the necessary adaptations without affecting the performance, nature or appearance of the network to the users or the network devices.</p>

Listing	Industry Segments Served	Information
<p><b>Tyco Electronics/ AMP NetConnect Home Net-Works</b>  P.O. Box 3608  Harrisburg, PA 17105-3608  P: 800-553-0938  Contact: Customer Service  E: networking.help@tycoelectronics.com  www.ampnetconnct.com/homenetworks</p>	<p><i>PCO/MDU</i></p>	<p>AMP NetConnect, a business unit of Tyco Electronics, develops, manufactures, and supplies a comprehensive range of communications infrastructure products and systems for customers in government, education, healthcare, finance, manufacturing and technology markets. Having been an established provider of commercial premises structured cabling systems for fiber and copper technologies, Tyco Electronics has broadened its AMP NetConnect product portfolio to include residential cabling solutions. The AMP NetConnect Business Unit is well positioned as a single-source system provider to meet the disparate communications infrastructure needs of commercial and residential customers.</p>
 <p><b>Verizon Avenue</b>  12901 Worldgate Drive  Herndon, VA 20170  P: 703-375-4400  F: 703-375-4401  Contact: Tricia French  E: vzsalesinfo@verizon.com  www.verizon.com/avenue</p>	<p><i>PCO/MDU, Fiber-to-the-Home</i></p>	<p>Verizon Avenue, a subsidiary of Verizon Communications, serves the multifamily market with telephone and high-speed Internet services for apartment buildings and concentrated residential communities. Property owners work with a dedicated Verizon Avenue team to easily acquire the best programs, services and technology Verizon has to offer. With end-to-end service that includes marketing, operational deployment of high-speed Internet, and customer service for residents, Verizon Avenue provides owners, leasing teams, and residents focused support to make the programs successful. Verizon Avenue serves more than 1M units under contract and is the telecommunications leader serving the multifamily market. Call 1-800-245-6972 today to learn more.</p>
<p><b>Wave7 Optics</b>  1075 Windward Ridge Parkway  Alpharetta, GA 3005  P: 887-W7Fiber  F: 678-339-1030  Contact: William Bryan  E: <a href="mailto:info@w7optics.com">info@w7optics.com</a>  <a href="http://www.wave7optics.com">www.wave7optics.com</a></p>	<p><i>Fiber-to-the-Home</i></p>	<p>Wave7 Optics Inc. is a market leader in the fiber-to-the-home, -curb and -business (FTTX) optical access market. The company's Last Mile Link® system obliterates the cost and implementation barriers that have, to date, stymied the deployment of FTTX systems. The LML is the industry's first intelligent PON system, for "triple play" or other services. The advanced broadband service, offered via LML, is ideal to meet the voice, video and data demands of MTU and MDU subscribers, all at extremely compelling price point.</p>
<p><b>Winegard Company</b>  3000 Kirkwood Street  Burlington, IA 52601  P: 319-754-0619  F: 319-754-0787  Contact: Bob Howell  E: <a href="mailto:rhowell@winegard.com">rhowell@winegard.com</a>  <a href="http://www.winegard.com">www.winegard.com</a></p>	<p><i>PCO/MDU, Satellite, Medical Telemetry</i></p>	<p>Products include Satellite Antennas and Mounts (residential antennas ranging in size from 46 cm to 1 meter, including mounts and accessories); mobile television reception products: recreational vehicle, truck, marine, and automotive applications. Also offers satellite systems ranging from manual crank-up models to automatic satellite tracking systems with GPS/DVB and off-air antennas including bi-directional and omni-directional VHF/UHF/FM antennas, ground antenna mounts and accessories, distribution and preamplifiers, power supplies and accessories. Telemetry products include medical and data antenna systems, distribution amplifiers, power supplies and accessories. Two-way mobile internet antenna systems including real-time IP, video, voice, audio and data communication.</p>
 <p><b>Ygnition Networks, Inc.</b>  565 Andover Park West, Ste.201  Seattle, WA 98188  P: 205-574-5474  F: 206-574-5465  Contact: Doug Woods  E: <a href="mailto:dwoods@ygnition.com">dwoods@ygnition.com</a>  <a href="http://www.ygnition.com">www.ygnition.com</a></p>	<p><i>PCO/MDU, High Speed Internet, VOIP Services and WI-FI hotspots in high use amenity areas</i></p>	<p>Ygnition provides state-of-the-art, bundled broadband services, including direct broadcast satellite TV content (complete Dish Network digital content availability), 3 Mbps, <i>business class</i> high-speed Internet access, and Digital Voice (VOIP) services to the MDU markets in North America. Call 206-574-3366 for availability in your market. Get Ygnition and watch the satellite dishes disappear from your properties.</p>
 <p><b>ZyXEL Communications</b>  1130 N. Miller St.  Anaheim, CA 92806  P: 714-632-0882  F: 714-632-0858  Contact: Rochelle Ambrose  E: <a href="mailto:rochelle@zyxel.com">rochelle@zyxel.com</a>  <a href="http://www.us.zyxel.com">www.us.zyxel.com</a></p>	<p><i>PCO/MDU, Fiber-to-the-Home, Hospitality, Wireless, Municipalities, VoIP, Network Security, Broadband Solutions (DSL &amp; Cable), Ethernet Switches</i></p>	<p>ZyXEL Communications, innovator since 1989, offers professional grade networking equipment for hotels, apartment buildings, educational &amp; corporate campuses, as well as other MXU institutions. ZyXEL's Multi-Tenant Unit solutions include secure, high bandwidth VDSL, managed and unmanaged Layer 2 / Layer 3 Ethernet switches, service gateways for multi-user authentication, access control and billing, outdoor wireless APs for secure long distance communication, and indoor wireless CPEs for hotspot deployment and bridging. With a multitude of high-speed in-building Internet access solutions, ZyXEL ensures safe and efficient delivery of bandwidth-consuming services such as data, voice, video and streaming multi-media.</p>