

## D1. Advanced Media Technologies, Inc. (AMT)

www.goamt.com  
954-427-5711, 888-293-5856

**Key Products:** Full-stocking distributor and design service

**Summary:** AMT targets emerging technology applications in broadband, including RF and fiber distribution, video, data, IP, and HDTV. Typical customers are MSOs (for turnkey headends as well as networks), but the company has also gained a reputation among entertainment and multimedia content delivery companies around the world. AMT is headquartered in Deerfield Beach, Florida, and is a wholly owned subsidiary of ITOCHU International, the North American operation of the giant Japanese ITOCHU Corporation.

## D2. DF Countryman, Inc.

www.dfcco.com  
612-724-4400; 800-328-6820

**Key Products:** Full-stocking distributor and design service

**Summary:** DF Countryman is a value-added distributor of broadband and fiber-optic products for integrated communication providers. The company's customers include integrated communication service providers as well as the contractors and consultants that serve them. DF Countryman's products are aimed at cable-TV companies, telcos, CLEC, DLEC, ISP, RBOC, IXC and wireless companies. DF Countryman is based in Minneapolis, Minn. It has 14 employees and had sales of about \$8 million last year.

## D3. Multicom, Inc.

www.multicominc.com  
800-423-2594

**Key Products:** Full-stocking distributor and design service

**Summary:** This full-line stocking distributor/VAR specializes in products for end-to-end integration of broadband communication solutions in the cable television (CATV) and traffic signal system industries using fiber, copper, and coax cable. It was founded in 1982. In 2003, Multicom completed the world's largest L-band system design of the day, capable of supporting 2,400 HDTV receivers. In 2002, Multicom supplied Force, Inc., for a project to provide video link transmitters and receivers at the Library of Congress. It serves U.S. Domestic and Latin American markets from Orlando, Florida.

## D4. Toner Cable Equipment, Inc.

www.tonercable.com  
215-675-2053, 800-523-5947

**Key Products:** Full-stocking distributor and design service

**Summary:** Toner, which was founded in 1971, is based in Horsham, Pennsylvania. The distributor is well known in the cable industry around the world for its turnkey headends, satellite downlinks and fiber electronics. Last year, it was selected as NCTC's 2004 Hardware Vendor of the Year. It carries major vendors' products, handles design work, and also sells its own hardware line. Industry sources singled out its on-the-fly consultation service for responsiveness, and its willingness to ship orders for odd parts costing only a few dollars. Toner ships a lot of parts – sales last year were estimated to be over \$20 million.

## Distributors and VARs

These are the companies that stock equipment. They usually provide design services and some consulting help as well. BP Top 100 companies in bold.

Company Name	Web Address
ACI Communications	www.acicomms.com
Adams Global Communications	www.adamsglobal.com
<b>Advanced Media Technologies, Inc. (AMT)</b>	<b>www.goamt.com</b>
Arris Telewire Supply	www.arris.com
CableNetwork	www.cablenetwork.net
Dawnco	www.dawnco.com
<b>DF Countryman, Inc.</b>	<b>www.dfcco.com</b>
Fiber Instrument Sales	www.fiberinstrumentsales.com
Huber+Suhner	www.HuberSuhnerInc.com
Ingram Micro Network Services	www.ingrammicro.com
ITW Chemtronics	www.chemtronics.com
KGP	www.kgptel.com
Light Brigade	www.lightbrigade.com
Mega Hertz	www.megahz.com
MRV	www.mrv.com
<b>Multicom, Inc.</b>	<b>www.multicominc.com</b>
North American Cable Equipment	www.northamericacable.com
Quality RF Services (ATX Group)	www.atxnetworks.com/qr/
Skywalker Communications	www.skywalker.com
Tessco Technologies Inc.	www.tessco.com
<b>Toner Cable Equipment, Inc.</b>	<b>www.tonercable.com</b>
TVC Communications	www.tvcinc.com

Index number	Company Name	Web Address	Phone	Products and Services
1	3M Company	www.3MTelecommunications.com	512-984 4533; 1-888-3M-HELPS	Connection, protection, termination, insulation, and testing products for broadband networks
2	Acome	www.acome.fr/index_en.html	Paris, France: +33 (0)1 42 79 14 00; Mortain, France: +33 (0)2 33 89 31 00	Wiring, cable, ducts
3	Activision, Inc.	www.activision.com	310-255-2000	Video games
4	ADC Telecommunications Inc.	www.adc.com	952-938-8080; 800-366-3889	Central office service platforms, broadband switches and routers, and wireless gear, systems engineering
5	Adtran	www.adtran.com	256-963-8000	Local loop access and deployment products for fiber, DS3, T1/E1, wireless T1/E1, all DSL flavors, Frame Relay, ATM, ISDN, DDS
D1	Advanced Media Technologies, Inc. (AMT)	www.goamt.com	954-427-5711; 888-293-5856	Distributor, VAR
6	AFL Telecommunications LLC	www.alcoa.com/afl_tele/en/home.asp	864-433-0333; 1-800-235-3423	Splicers, test equipment, fiber and copper interconnect products, systems engineering
7	Alcatel	www.alcatel.com	972-519-3000	Network management tools, optical fiber, fiber cable, connecting hardware and accessories, right of way solutions, and optical transmission equipment.
8	Allied Telesyn, Inc.	www.alliedtelesyn.com	800-424-6596	Layer3 switches, fiber/copper multi-service access platforms, CPE, NICs, media converters, unmanaged switches
9	Alloptic	www.alloptic.com	925-245-7600; 866-255-6784	Symmetrical Gigabit Ethernet Passive Optical Network (GEAPON) solutions
10	Alvarion, Inc.	www.alvarion-usa.com	650-314-2500	Network management solutions, antennas and accessories
11	Amedia Networks, Inc.	www.amedia.com	732-440-1992	FTTN and FTTP Ethernet switched optical network systems
12	American Power Conversion Corp. (APC)	www.apc.com	800-788-2208	Data center and server rooms, rack systems, cooling solutions, UPS, management tools, surge protection and power conditioning, audio-video solutions, power distribution, power generation, DC, broadband power systems, notebook and mobility solutions, networking and cable solutions
13	AML Wireless Networks, Inc.	www.amlwireless.com	204-949-2400; 800-663-7902	RF voice, video or data signal transmission systems
14	APA Cables & Networks, Inc.	www.apacn.com	763-476-6866; 800-422-2537	Passive fiber optic connectivity solutions
15	Atlantic Engineering Group	www.atlantic-engineering.com	706-654-2298	Design, construction, construction management, installation, contract operations services
16	Bechtel Telecommunications	www.bechteltelecoms.com	301-228-7500; 800-946-3632	Engineering, construction and project management
17	Belkin Corp.	www.belkin.com	310-898-1100	Cabling, networking devices, accessories for PCs, cellphones, PDAs and digital audio players

18	Black & Veatch Corp.	www.bv.com	913-458-2000	Engineering, consulting and construction services
19	Blonder Tongue Laboratories, Inc.	www.blondertongue.com	732-679-4000; 800-523-6049	Video headends, high speed data, telephony, microwave, fiber optics, distribution, addressable subscriber provisioning, and test equipment
20	Broadstream Communications, Inc.	www.broadstream.com	425-709-3800	All-digital virtual headend network
21	C9 Networks	www.c9networks.com	408-746-0400	DOCSIS CMTS-capable wired and wireless systems
24	Canobeam (Free Space Optics division of Canon)	www.usa.canon.com/html/industrial_canobeam/canobeam/index.html	201-816-2900; 800-321-4388	Optical transceivers
23	Capitol Broadband	www.capband.net	919-674-0036	FTTH installation and broadband voice, video, data and security services
25	Caspian Networks, Inc.	www.caspiannetworks.com	408-382-5200	High-performance flow-state QoS systems
22	C-Cor Inc.	www.c-cor.com	814-238-2461; 800-233-2267	Optical access and transport systems
26	Charles Industries, Ltd.	www.charlesindustries.com	847-806-6300	Outside plant environmental protection solutions for copper, fiber, coax and wireless applications; voice and data transmission products
27	Cisco Systems and Cisco Linksys	www.cisco.com and www.linksys.com	408-526-4000 or 800-553-6387 (Cisco), 949-261-1288; 800-326-7114 (Linksys)	Routers, switches, gateways, firewalls, telephony, home and enterprise wireless, network cards
28	City Telecom (HK) Ltd.	www.ctihk.com	212-815-2354	Broadband Internet access, VoIP, IPTV, corporate data services
29	Coaxsys, Inc.	www.coaxsys.com	408-317-6300	Ethernet-over-Coax networking and distribution solutions
30	Comcast Corp.	www.comcast.com	215-665-1700	Cable, entertainment and communications products and services
31	Corning, Inc.	www.corning.com	607-974-9000	Optical fiber and cable, telecommunications hardware and equipment
32	Cox Communications, Inc.	www.cox.com	404-843-5000	Cable-TV, high-speed Internet access, local and long-distance telephone service
33	CTS (Communication Technology Services, LLC)	www.cts1.com	508-393-1992	Network design, construction and management
D2	DF Countryman, Inc.	www.dfco.com	612-724-4400; 800-328-6820	Distributor, VAR
35	Digeo, Inc.	www.digeo.com	425-896-6000	Moxi Media Center set-top box
36	DirecTV Group, Inc.	www.directv.com	310-964-0808	Satellite-TV service, Internet access, telephone service
37	Ditch Witch/The Charles Machine Works, Inc.	www.ditchwitch.com	580-336-4402; 800-654-6481	Trenchers, plows, horizontal directional drilling tool systems, tracking and locating electronics
34	D-Link Corporation/D-Link Systems, Inc.	www.d-link.com	800-326-1688	Broadband, LAN and Bluetooth devices

38	Eagle Broadband, Inc.	www.eaglebroadband.com	281-538-6000; 800-628-3910	Broadband services, set-top boxes, network management
39	ECI	www.ecitele.com	954-772-3070	Multi-service access gateway (MSAG), Optical transport IP/MPLS routing and NGN VoIP solutions
40	EFJ, Inc.	www.efji.com	972-819-0700	Wireless communications products and security systems
42	Emtelle	www.emtelle.com	617-621-3041	Ducted network and blown fiber technology
41	Entrisphere, Inc.	www.entrisphere.com	408-850-0340	Multi-service access solutions, fiber-fed terminals, multi-service element management system
43	FONS Corp.	www.fons.com	508-303-9352; 800-FONS-995	High-performance passive optical components, fiber optic cable packaging, distribution and connectivity solutions
44	Front Door Networks	www.frontdoornet.com	386-672-4075; 800-544-5113	Fiber optic, Ethernet, fixed wireless and WiFi networks for MDUs
45	GigaBEAM Corp.	www.gigabeam.com	571-283-6200	Wireless point to point communications access solutions
46	HDNet	www.hd.net	214-651-1446; 888-919-HDTV	High-definition television programming
47	Hitachi Telecom (USA), Inc.	www.hitel.com	770-446-8820	Access, optical and PBX products
48	HoloDek	www.holo-dek.com	603-758-1010	Interactive gaming theater
49	InfiniSys, Inc.	www.electronicarchitect.com	386-238-0072	Engineering, project management, service provider contract negotiations
50	KT Communication Consulting, Inc.	www.ktcom.tv	877-485-3557	TV programming
51	Marconi Corp.	www.marconi.com	724-742-4444	Telecommunications products and services
52	MetaSolv Software, Inc.	www.metasolv.com	972-403-8300	Service fulfillment software solutions for communications service providers
53	Microsoft TV	www.microsoft.com/tv	425-882-8080	IPTV applications and service platforms, and interactive program guide
54	Motorola Broadband	broadband.motorola.com	888-944-HELP	Broadband access and delivery products and technologies
55	Multiband Corp.	www.multibandusa.com	763-504-3000; 800-475-7135	Video, voice and data services
D3	Multicom, Inc.	www.multicominc.com	800-423-2594	Distributor, VAR
56	Multidyne Video & Fiber Optic Systems	www.multidyne.com	516-671-7278; 800-4TV-TEST	Fiber optics, test signal and sync generators, switchers
57	Multilet	www.multilet.us	856-795-9490	Converts coax wiring to Ethernet
58	Multilink Broadband, Inc.	www.multilinkbroadband.com	440-366-6966	Telecommunications network components
59	Netgear, Inc.	www.netgear.com	408-907-8000; 888-638-4327	Wired and wireless hubs, routers and switches
60	Nexans	www.nexans.com	919-577-2300	Broadband copper and advanced plastic fiber cables and components
61	Nokia Corp.	www.nokia.com	905-427-6654	mobile phones and wireless networks
62	OFS; Optical Fiber Solutions	www.ofsoptics.com	770-798-5555; 888-342-3743	Optical fiber, optical cable, optical connectivity and specialty photonics
63	Omnitron Systems Technology, Inc.	www.omnitron-systems.com	949-250-6510; 800-675-8410	Fiber optic media converters and access products

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64	Optical Cable Corp.	www.occfiber.com	540-265-0690	Optical cable
65	Optical Solutions, Inc.	www.opticalsolutions.com	763-268-3300; 888-674-3884	FTTP central office and premises equipment, system management tools
66	PacketFront	www.packetfront.com	603-888-5100	Integrated control and provisioning system, switches, routers, IPD, DSLAMs
67	Paradyne Corp.	www.paradyne.com	727-530-2300	IP-based broadband access solutions for voice, video and data
68	Pico Macom, Inc.	www.picomacom.com	818-493-4300; 800-421-6511	Headend electronics, installation hardware, jumper cables, amplifiers, switches, filters, transformers
69	Primal Solutions, Inc.	www.primal.com	949-260-1500; 800-438-0921	Advanced IP mediation; real time event rating; prepay solutions for voice and data services on Internet Protocol (IP) networks and a convergent billing software solution
70	Pulte Homes, Inc.	www.pulte.com	248-647-2750; 800-777-8583	Home building and financial services
71	Pulver.com, Inc.	www.pulver.com	631-961-8950	IP hardware, software, and communications services, conferences and publications
72	RAD Data Communications, Inc.	www.radusa.com	201-529-1100; 800-444-7234	WAN access equipment and solutions
73	Renaissance Integrated Solutions, Inc.	www.rensols.com	914-273-6811	Sewer rehabilitation and fiber optic communications network infrastructure
74	Riverstone Networks, Inc.	www.riverstonenetworks.com	408-878-6500	Routers, switches, line cards
75	Road 9 Inc.	www.road9.net	303-468-1829; 877-542-4915	Network design, network services, customer support services
76	Roseland Property Company	www.roselandproperty.com	973-218-2300	Upscale broadband-equipped homes
77	SBC Communications, Inc.	www.sbc.com	210-821-4105	Wireless and wireline phone services, broadband through DSL and FTTN
78	Scientific-Atlanta, Inc.	www.scientificatlanta.com	770-236-5000	Headend equipment, addressable network management systems, cable modems, and digital set-top boxes and accessories
79	SMC Networks	www.smc.com	800-762-4968	Networking products (including wireless) for home and small business use, hospitality, and public hotspots
80	SMS – Satellite Management Services	www.smstv.com	800-788-8388	Video transport, focusing on PCOs
81	Sumitomo Electric Lightwave Corp.	www.sumitomoelectric.com	919-541-8100; 800-358-7378	Optical fiber and optical cable, ribbon-configured solutions, cable assemblies, fiber management systems, fusion technology, and fiber cabling systems
82	Tandberg Television, Inc.	www.tandbergtv.com	678-812-6300; 407-380-7055	Control and monitoring equipment, encoders, decoders, multiplexers, modulators, digital SNG, portals/middleware, DENG/Wireless, N2 on-demand solutions, operational support services
83	Team Fishel	www.teamfishel.com	614-274-8100; 800-347-4351	Distribution systems for telecom, broadband CATV, gas and electric utilities
84	Telecast Fiber Systems, Inc.	www.telecast-fiber.com	508-754-4858	Fiber systems and test equipment for the video industry
85	Teledyne Technologies, Inc.	www.teledyne.com	310-893-1600	Aerospace, aviation, defense and energy components, equipment and solutions

86	Telkonet, Inc.	www.telkonet.com	240-921-1800	PlugPlus system, with bridges, gateways and couplers
87	Tellabs, Inc.	www.tellabs.com	630-798-8800	Digital cross-connect; optical transport; switches; network management; managed access, voice-quality enhancement
88	TelPlexus, Inc.	www.telplexus.com	615-867-7766	Network design, GPS/GIS mapping, CAD drafting, turnkey operations
89	Terabeam	www.terabeam.com	703-205-0600	WiFi and WiMAX, access points, point-to-point, clients and complete systems
90	Time Warner Cable	www.timewarnercable.com	866-689-3678	Cable-TV services and products, broadband Internet services
D4	Toner Cable Equipment, Inc.	www.tonercable.com	215-675-2053; 800-523-5947	Distributor, VAR
91	Transition Networks	www.transition.com	800-526-9267	Copper-to-fiber media conversion
92	Tyco/AMP	www.ampnetconnect.com	800-553-0938	Connectors and housings for fiber network construction
93	Verizon, Verizon Avenue	www.verizon.com/fios, www.verizon.com/avenue	866-892-8368 for Avenue; headquarters 212-395-2121	FTTH, DSL. Programming
94	Vonage Holdings Corp.	www.vonage.com	732-528-2600; 1-VONAGE-HELP	Broadband phone service
95	Wave7 Optics, Inc.	www.wave7optics.com	678-339-1040	Optical broadband access systems
96	Websense, Inc.	www.websense.com	858-320-8000	Employee Internet management solutions
97	World Wide Packets	www.worldwidepackets.com	509-242-9000	Optical Ethernet access portals, concentrators, distributors and network management
98	Ygnition Inc.	www.ygnition.com	206-574-5470	Triple-play services for MDUs
99	Zoomy Communications, Inc.	www.zoomyco.com	970-928-7722	Design and engineering services, planning and feasibility studies, project management, network construction management, network operation and maintenance
100	ZyXEL Communications Corp.	www.zyxel.com	714-632-0882; 800-255-4101	IP DSLAM, VDSL switch, Ethernet switch/adaptor, network management