



April 2018

DoubleTree Hotel, Sacramento

The 34th Annual CalCom Tech Expo gives suppliers the opportunity to showcase the latest technology, industry trends, and products and services on the market to buyers from ILECs, CLECs and ISPs.

WE HOPE YOU WILL JOIN US!

REGISTER ONLINE: www.calcomassn.org (916)567-6700 info@calcomassn.org



EXHIBITS - NETWORKING - EDUCATION









This event is coordinated by the CalCom Associate Member Committee

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CALCOM CONNECT

e-Newsletter



Sign-up for our monthly *CalCom Connect E-Newsletter.* It's our way of keeping our members informed on industry news, meetings and events, and legislative updates. If you have a press release or feature article you'd like to include in the newsletter, please send your submittal to *CalCom* at lindsay@calcomassn.org.

■ CALCOM COMMITTEES

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CALCOM MEMBER

- 13 MEMBER COMPANIES
- 19 ASSOCIATE MEMBERS

RELATED ORGANIZATIONS

- 40 NATIONAL ASSOCIATIONS
- **40** WESTERN STATE ASSOCIATIONS
- **41** GOVERNMENT AGENCIES

ABOUT CALCOM

Committed to customers, Connected to our communities...



Who is CalCom?

CalCom was founded in 1917 and we have served our members for 100 years. Historically, CalCom has focused on telecommunications services, but today's world is a broadband communications world, and we're 100% on board to help our members provide broadband to every person in California. Together, we share experiences, learn from each other, embrace competition and learn to compete in the industry more effectively.

We have a rich heritage and respected standing in the telecom industry, which encourages our members to actively participate in association business. We are primarily comprised of 'Member Company's; independent privately-owned communications network providers, and 'Associate Members' who supply those companies with products and services.

Our members are experts at getting communications services into underserved rural areas where the largest service providers pass over; and together we are influential in educating legislators and regulators, through lobbying efforts, to make rational decisions on CalCom's behalf.

Find out more about who we are at: www.calcomassn.org

Our Mission

CalCom fosters learning and industry excellence by working with service providers, manufacturers, and vendors to accelerate broadband deployment and adoption with the goal of empowering every person in California with affordable broadband services.

CALCOM CONNECT

2017 ISSUE



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Benefits

CalCom creates opportunities to connect businesses and encourages partnerships in the communications industry.

Our association is dedicated to providing a forum for members to network with one another, share industry trends and new technologies, educate legislators and regulators, provide training opportunities to communications personnel, and connect vendors with members in an effort to build state of the art networks across California.

Membership in CalCom has tremendous benefits for all businesses associated with communications. CalCom has nine active committees, which continue to be the lifeblood of the association. These committees keep the association and its membership up to date on their accomplishments. CalCom also actively serves our members by making sure the CA Public Utilities Commission (CPUC) and state legislators have the information they need to make rational decisions.

- Become educated on current business models and practices that maximize return on investment
- Collaborate with experts in your industry to share best practices and find answers to questions
- Promote your business to decision-makers through speaking opportunities, event sponsorships, and advertising opportunities
- Participate in fun and informative networking events
- Empower your employees with educational and technical training opportunities

As a member, your company listing will be included in this annual Membership Directory. You will also receive a copy of the Directory. (Multiple copies available upon request).

Annual Events

CalCom hosts the Annual Showcase & Tech Expo in Sacramento each year, designed to showcase the best the industry has to offer to our members. We also produce an Annual Fall Conference which offers our executive members education, training, and networking opportunities. Both events include social events, which allows our members to network in a casual and fun setting!

Learn more about CalCom online at www.calcomassn.org or email us at info@calcomassn.org

Join CalCom

If you are interested in becoming a member of CalCom, it's easy to do! Contact our office for a member application or download it from our website at www.calcomassn.org. Complete the application, and mail. fax. or email it to:

Mariann Loomis, Member Services

CalCom

601 University Ave., Suite 177
Sacramento, CA 95825
Email to: mariann@calcomassn.org

Fax to: (916)922-3648

Associate Membership dues are only \$400 per year.

Member Company dues are based on the company's annual broadband revenue.

Board of Directors

Name	Company	Phone	Email
Rose Cullen	Calaveras Telephone	209-785-2211	rose.cullen@caltel.com
Ed Ormsbee	Cal-Ore Telephone Co.	530-397-7003	eormsbee@calore.net
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Brenda Shepard - COB	Volcano Telephone	209-296-1447	brendas@volcanotel.com

Executive Committee

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Brenda Shepard - COB	Volcano Telephone	209-296-1447	brendas@volcanotel.com

Associate Members

The Associate Member Committee is operated by the Associate Members and serves as a liaison between the operating telephone companies of CalCom and the Associate Members. This Committee works with the Executive Director, Lindsat Olson, and the Training Committee to put on the annual Suppliers Showcase & Tech Expo and two (2) golf tournaments.

Name	Company	Phone	Email
Paul Nolin	Calix	303-807-3970	paul.nolin@calix.com
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Carrier Relations

The Carrier Relations Committee assists member companies in the communications and sharing of information concerning access related issues.

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The HR/Safety Committee serves to heighten awareness and sensitivity to human resources and safety issues and to educate company owners and managers on the need to continually reassess HR and safety policies and procedures.

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Marketing

The Marketing Committee will assist the Board of Directors in establishing the new CalCom vision, adding value to member benefits, recruiting new members and creating marketing materials for distribution to potential and current members.

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Public Policy

The Public Policy Committee provides CalCom Members a forum for the timely identification, consideration, and resolution of legislative and broad industry issues.

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The Small Company Committee provides the CalCom ILEC Members a forum for the timely identification and consideration of ILEC regulatory and industry issues.

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The Tariff Committee provides a forum for intercompany discussions of tariff concepts, regulatory decisions, industry changes and related issues.

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Training

The Training Committee is the principal sponsor and coordinator of education and training opportunities for management and craft employees.

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Past CalCom Chairmen of the Board

C.A. Rolfe, 1917

F.H. Wright, 1918

A. Wardman, 1919

D.S. Parker, 1920-1921

C.A. Rolfe, 1921-1928

C.H. Lorbeer, 1929

A. Wardmann, 1930-1933

C.F.Mason,, 1934-1953

W.G. Wade, 1954

R.D. Crowe, 1955

F.H. Macgougan, 1956

J.C. Newman, 1957

J.P. Maguire, 1958

D.H. Strahl, 1959

H.W. Holmwood, 1960

W.G. Snyder, 1961

A.R. Stacey, 1962

P.A. Nenzel, 1963

H.J. Evans, 1964

A.C. Knapp, 1965

C.A. Gibbs, 1966

J.E. Bigelow, 1967

A.G. Cooley, 1968

W.G. Sebastian, 1969-1970

J.R. Wise, 1971

J.W. Welch, 1972

R.C. Abrams, 1973

R.L. Doyle, 1974

R.L. Ohlson, 1975

C.A. Nutter, 1976

R.E. Hoeper, 1977

D.C. Williams, 1978

S.E. Davis, 1979-1980

R.H. Edgar, 1981-1982

W.D. Griffith, 1983-1984

E.L. Silkwood, 1985-1987

D.L. Oestreicher, 1987-1988

J.F. Miles, 1988-1990

K.M. Kramer, 1990-1992

J.C. Graves, 1992-1994

A.A. Johnson, 1994-1996

Matt Boos, 1996-1999

Tim McCallion, 1999-2001

Brian Strom, 2001-2002

William Barcus, 2002-2005

Jerry Flynn, 2005-2007

Earl Bishop, 2007-2008

Scott Barber, 2008-2010

Mitch Drake, 2010-2012

Kirby Smith, 2012-2013

Eric Wolfe, 2013-2014

Mike Shultz, 2014-2015

Rhonda Armstrong, 2015-2016

Brenda Shepard, current Chairman



Calaveras Telephone Company

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www.caltel.com

State Assembly Districts: 25 State Senate Districts: 1 Counties Served: Calaveras Number of Exchanges: 2

Affiliates: Caltel Internet, Long Distance & Cablevision

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▶ President: James H. Tower ▶ Vice President: John Tower ▶ Secretary: Mary Kimura

▶ Chief Financial Officer: Rose Cullen

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▶ Information Technology: Dennis Haggerty dhaggerty@caltel.com

▶ Inside Plant: Dan Richardson danl@caltel.com

▶ Outside Plant: Dave Atkinson datkinson@caltel.com

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State Assembly Districts: 2 State Senate Districts: 1, 4

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Number of Exchanges: 4

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State Assembly Districts: 2, 30, 34 State Senate Districts: 4, 16, 18 Counties Served: Tehama, Tulare & Kern

Number of Exchanges: 3 Number of Affiliates: 3

OFFICERS & KEY CONTACTS

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galen@ducortelco.com

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State Assembly Districts: 50 State Senate Districts: 27

Counties Served: Los Angeles & Ventura

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▶ Director, Cloud Operations: Clayton Weise

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State Assembly Districts: 28
State Senate Districts: 12
Counties Served: San Benito
Number of Exchanges: 2

OFFICERS & KEY CONTACTS

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State Assembly Districts: 25, 29, 34 **State Senate Districts:** 14, 18 **Counties Served:** Fresno, Madera, San

Bernardino

Number of Exchanges: 8

OFFICERS & KEY CONTACTS

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 ▶ Executive VP: Ruth Barcus

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▶ Human Resources: Robin Stith

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Number of Exchanges: 3

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▶ Business Development Manager: Dan Rule

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The Siskiyou Telephone Company

CORPORATE OFFICE

P.O. Box 157 30 Telco Way

Etna, CA 96027-0157

Phone: (530) 467-6000 Fax: (530) 467-6401

www.sisatel.net

State Assembly Districts: 2 State Senate Districts: 4 Counties Served: Siskiyou Number of Exchanges: 7

Affiliates: Siskiyou Communications, Siskiyou Long Distance, Siskiyou Cablevision, Siskiyou Sites

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▶ **President:** *James T. Lowers* Phone: (530) 467-6171

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TDS Telecom

WESTERN REGION

P.O. Box 1004

Redmond, OR 97756-1004

Phone: (541) 516-8210 Fax: (541) 516-8239

www.tdstelecom.com

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CALIFORNIA OPERATING COMPANIES

Operating Headquarters for Happy Valley and Hornitos

18025 Olinda Road Anderson, CA 96007-8262

Phone: (888) 837-8020 Fax: (530) 357-2208

Headquarters for Winterhaven

512 2nd Ave.

Winterhaven, CA 92283

Phone: (888) 837-8020 Fax: (916) 572-5533

Happy Valley State Assembly Districts: 2

State Senate Districts: 4

Counties Served: Shasta, Tehama, Trinity

Number of Exchanges: 5

Hornitos State Assembly Districts: 25

State Senate Districts: 14 Counties Served: Mariposa Number of Exchanges: 4

Winterhaven State Assembly Districts: 80

State Senate Districts: 40 Counties Served: Imperial Number of Exchanges: 1 Affiliates: TDS Long Distance

Vast Networks

9479 N. Fort Washington Ave., #105

Fresno, CA 93730

Phone: (559) 554-9111 Fax: (559) 442-6047

www.vastnetworks.com

Counties Served: Amador, Calaveras, Colusa, El Dorado, Fresno, Kern, Kings, Madera, Mariposa, Merced, Monterey, Nevada, Placer, San Benito, San Francisco, San Joaquin, San Mateo, Santa Clara, Stanislaus, Sutter, Tulare, Tuolumne and Yuba

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Volcano Telephone Company

CORPORATE OFFICE

20000 E. Highway 88

P.O. Box 1070

Pine Grove, CA 95665-1070

Phone: (209) 296-7502 Fax: (209) 296-1471

State Assembly Districts: 10 State Senate Districts: 1

Counties Served: Amador, Calaveras, Alpine, El Dorado

Number of Exchanges: 4

Affiliates: Volcano Long Distance, Volcano Vision, Volcano

Internet Provider, Volcano Telecom, Inc.

OFFICERS & KEY CONTACTS

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Actelis Networks, the leader in high performance broadband over copper, makes G.SHDSL and VDSL2-based Ethernet First Mile over Copper Ethernet Access Devices, innovative VDSL and ADSL broadband amplifiers that extend the bandwidth and distance capabilities of any DSLAM, and Industrial Ethernet switches. Enabling reliable delivery of high speed Ethernet services and broadband access to more customers and the backhauling of Ethernet from more locations, Actelis turns copper into the strategic asset that optimizes networks with a better mix of cost, time to market, reliability and security than fiber, microwave, or other wireless technologies can provide.

47800 Westinghouse Drive Fremont, CA 94539 Phone: (713) 459-0205

▶ VP Marketing: Caron Tal Shkedy Phone: (713) 459-0205 carons@actelis.com

▶ VP Product Marketing: Michal Winkler Solomon

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AFL

AFL is an industry-leading manufacturer offering complete end-to-end fiber optic communication solutions. Highlights of our product offerings include fiber management systems, fiber optic cable, splice closures and connectors as well as fusion splicers, test equipment, related accessories and fiber optic training. www.aflglobal.com

170 Ridgeview Center Drive Duncan, SC 29334

Phone: (864) 486-7219 Fax: (864) 486-7310 Regional Sales Manager: *Nathan Mackey*

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Aldrich CPAs & Advisors LLP

(formerly AKT)

Aldrich CPAs & Advisors LLP provides a complete range of financial and advisory services with offices in Alaska, Oregon, and California. Services include:

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- Due diligence
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Salem, OR 97301

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► Manager: Chris Provencher cprovencher@aldrichadvisors.com

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► **CEO**: Bob Hunter

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Altec Industries, Inc.

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24128 Earl Court Bella Vista, CA 96008 Phone: (530) 518-6319

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American Power Systems

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Phone: (209) 467-8999 Fax: (209) 467-8997

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ANI Networks

Established in 1989, ANI Networks is committed to providing world class long distance voice services to over 400 CLEC, ILEC, Cable Providers, Hosted VoIP, Wireless and Switchless Reseller companies. As our industry continues to evolve, ANI Networks' strategic direction is simply to deliver unsurpassed quality for our wholesale customers and their subscribers. Our Direct Peering relationships in North America allow ANI to provide over 99% call completion-this is among the highest in the industry! We provide flexibility, reliability, and a 'best in class' customer support team backed by ANI's patented web portal. ANI's business plan is built on ensuring our customers' sustainability in the marketplace for today and for the future. www.aninetworks.com

250 Pilot Rd., Suite 300 Las Vegas, NV 89119

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Sunriver, OR 97707

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Kiesling Associates, LLP is not part of BKD CPAs & Advisors, a national CPA & advisory firm that understands your business and delivers the resources you need with a service style you'll value. BKD provides audit, accounting, tax, human resources, IT and regulatory professional services to the rural telecommunications industry.

111 S. Tejon St. Ste. 800 Colorado Springs, CO 80903 Phone: (719) 471-4290 ▶ Partner: David P. Aspenson daspenson@bkd.com

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Phone: (800) 338-9299 Fax: (906) 774-6117 Director of Sales & Fulfillment: Kae McGuire

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9812 Zembriski Drive Plano, TX 75025

Phone: (866) 659-1014 Fax: (866) 659-1014

► Contact: Andrew M. Walding a.walding@cellstream.com

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1845 West Orangewood Ave., Suite 300

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Phone: (949) 250-0004 Fax: (949) 250-0006

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▶ Contact: Chris Stecko cstecko@ciena.com

307 Legget Drive Kanata, ON K2K 3C8

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Clearfield, Inc.

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6340 South Fiddlers Green Circle Greenwood Village, CO 80111 Phone: (303) 694-5946 SVP: Rob West

CommScope

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CommScope is a supplier of infrastructure components and systems for the telecommunications industry. Products include connectors, above and below-ground enclosures, cable accessories, fiber optic cabling, racks for copper and fiber networks, and much more. CommScope is developing, manufacturing, installing and maintaining the world's most advanced communications systems. www.commscope.com

1187 Park Place Shakopee, MN 55379

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Comstock Telecom

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Condux International

Condux International is the worldwide leader in cable and fiber optic installation equipment. Based in Mankato, Minnesota, this is a made in the USA product. www.condux.com

145 Kingswood Drive Mankato, MN 56001 Phone: (507) 387-6576

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Cordell, Inc.

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 Director of Engineering: Ken Woodmansee
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CORE Telecom Systems

CORE Telecom Systems, Inc. is an integrated supplier of brand new and secondary re-used equipment. CORE Telecom provides dedicated service to the IOC market by delivering many manufacturers and products of the telecommunications industry. Our specialization includes a wide variety of equipment for central office switching technologies, broadband and transmission products, remote outdoor cabinets, a full line of fiber optic material, complete power systems and authorized distributor of Tellabs, Eltek, Valere, North Star Battery, Haze Battery, Major Power, OFS, Innoband, Wilcom and Platinum Tools. If prices are your concern and fast on time deliveries are your preference, CORE will meet your needs with close attentive, world-class customer service! We are dedicated to you! CORE Telecom Systems, Inc. is a full service organization helping today's service providers remain profitable in an ever changing telecommunications environment.

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► Customer Service and Project Quotes for Carrier Distribution: United States Broadband Networks Phone: (800) 743–7671

➤ Sales Development: Jason Morris
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Cronin Communications

Consulting firm specializing in strategic planning, organizational development, market research, feasibility studies, marketing, staff training and business expansion. www.cronincom.net

938 T St NW

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▶ Marketing Manager: Kristen Mertens

Phone: (952) 431-9101 kmertens@cronincom.net

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► Account Executive: Anna Goodman anna.goodman@datalink.com

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Ditch Witch Equipment Co., Inc.

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929 Stillwater Road West Sacramento, CA 95605

Phone: (916) 371-6000 Fax: (916) 371-6185

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► Sales Manager: Robert Terzich robert@dwsac.com

 ▶ Product Specialist: Ron Groat rgroat@dwsac.com
 ▶ Service Manager: BJ Reese

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Parts Manager: Chris Pera
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Phone: (610) 208-1991 Fax: (610) 372-8613

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Phoenix, AZ 85044
Phone: (480) 249-8053
▶ Contact: Robert Menges
robert.menges@enersys.com



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740 Clipper Hill Road
Danville, CA 94526
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▶ Sales Mgr./CEO: Nicole Courtemanche

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Fishel Company (The)

Utility Construction, Network Installation Services and Engineering. www.teamfishel.com

1819 S. 27th Ave. Phoenix, AZ 85009

Phone: (602) 233-0658 Fax: (602) 233-2930

Business Development Mgr.: Greg Copleand
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▶ Account Manager/Inside Sales: Lisa DeGayner

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▶ Regional Sales Manager: Frank Zaccone fzaccone@gmptools.com

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Marketing Communications: Jane Elder
jane.elder@walkerfirst.com

Westek Electronics, Inc.

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▶ President and CEO: Jonathon Spalter

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Western State Associations

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Nevada Telecommunications Association (NTA)

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▶ Executive Vice President: Brant Wolf

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Utah Rural Telecom Association (URTA)

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► Contact: Kira Slawson

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Washington Independent Telephone Association (WITA)

PO Box 2473

Olympia, WA 98507

Phone: (360) 352-5453 Fax: (360) 352-8886

www.wita-tel.org

▶ Executive Director: Betty Buckley

bettyb@wita-tel.org

Government Agencies	NOTES
► California Public Utilities Commission (CPUC) The CPUC regulates privately owned electric, natural gas, telecommunications, water, railroad, rail transit, and passenger transportation companies. The CPUC serves the public interest by protecting	
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► Liane Randolph: Commissioner ► Federal Communications Commission (FCC)	
445 12th Street, SW Washington, DC 20554 Phone: 1-888-CALL-FCC (1-888-225-5322) fccinfo.gov	
CURRENT COMMISSIONERS: Tom Wheeler: Acting Chairman Jessica Rosenworcel: Commissioner Ajit Pai: Commissioner	
 ▶ Mignon Clyburn: Commissioner ▶ Michael O'Reilly: Commissioner ▶ National Telecommunications and Information 	
Adminstration (NTIA) NTIA is an agency of the United States Department of Commerce that serves as the President's principal adviser on telecommunications	
policies pertaining to the United States' economic and technological advancement and to regulation of the telecommunications industry. www.ntia.doc.gov	
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