



**23rd ANNUAL VENDOR SHOWCASE
FEBRUARY 18-19, 2020
MACON, GEORGIA**

Sponsored by GTA's Associate Members

AGENDA

Tuesday, February 18, 2020

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|-------------------------|---|
| 8:00 a.m. – 12:00 p.m. | Vendor Setup & Registration |
| 10:30 a.m. – 11:30 p.m. | Underground Utility Damages and How to Avoid Them
Becoming a Safe Digging Partner
Presented by Georgia 811: Liaison Director, Holly Files |
| 11:30 a.m. – 12:30 p.m. | Anatomy of an Investigation
Presented by Onterio Johnson
Public Service Commission-Facilities Protection Div. |
| 2:00 p.m. | Registration for Telephone Members |
| 2:30 p.m. | Welcome from Showcase Chairman |
| 2:35 p.m. - 5:00 p.m. | Table-Top Displays & Show Vehicles |
| 5:00 p.m. – 6:30 p.m. | Reception |

Wednesday Morning, February 19, 2020

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|------------------|------------------------------------|
| 8:00 a.m. | Continental Breakfast |
| 8:30 a.m. | Welcome Back |
| 8:35 a.m. - Noon | Table-Top Displays & Show Vehicles |

TABLE-TOP DISPLAYS

ADTRAN

ADTRAN has a unique understanding of the transition facing operators today. For over three decades, ADTRAN has been enabling service providers to deliver the services their customers need when they need it. Today is no different. ADTRAN is accelerating the delivery of Gigabit broadband with rapidly deployable solutions that leverage existing network infrastructure, speed time to market and reduce deployment costs. ADTRAN offers the most open, programmable and scalable Gigabit broadband access portfolio on the market today with solutions that are designed to maximize the existing network, while enabling the migration to new software-based deployment models. ADTRAN not only offers the latest in technologies, but provides world-class service and support to meet both the operators' needs and those of their customers. To find out more about our solutions for Gigabit services, visit adtran.com/broadband

ADVANCED MEDIA TECHNOLOGIES

AMT is the leading equipment distributor for ARRIS broadband products, Amino Communications and related IP equipment including: IP Set-Top Boxes, Satellite, Headend and Fiber Optics.

AFL

At AFL, we offer a true end-to-end solution for Service Providers. From network design, engineering, construction and maintenance to hardware, connectivity products, fiber optic cable, fusion splicers, test and inspection equipment, and education, AFL has it all. No two network deployments are the same, with differences in cost, schedule and layout, but Service Providers can rely on AFL as their single source in the design and deployment of a custom, cost-effective fiber network.

BEC TECHNOLOGIES, INC.

BEC Technologies is a leading developer and manufacturer of next-generation wired & wireless IP networking solutions for mobile operators, residential, enterprise, and Industrial markets. BEC's comprehensive product portfolio of solutions incorporate xDSL, FTTH, 3G, 4G/LTE, Fixed Data Routers, VoIP/VoLTE Gateways, Rugged Outdoor, Industrial/M2M Connectivity, Public Safety, Fleet/Telematics and Cloud-based remote device management. Our solutions are designed for high availability, reliability and secure connectivity all backed up with class-leading technical service and support. Featured Solutions including:

- **CBRS Band 48 Shared Spectrum** – Provide Fixed Wireless Last Mile Access for 100Mbps service offerings and Deploy in-building Private LTE Networks
- **BEC Ultimium® All-in-One Gateways** – All-In-One gateways supporting multiple WAN technologies such as ADSL2+, VDSL2, xDSL bonding, and FTTH with Wi-Fi extension and Easy Mesh
- **Residential Wi-Fi Solutions** – Instant residential Wi-Fi enhancement to 802.11AC with XtendAC and OneZone®
- **Managed Wi-Fi Outdoor** – Provide seamless coverage throughout the entire property
- **Unlicensed 5 GHz Wireless PTMP** – 802.11ac Wave 2 Point to Multi-Point Distribution and Access solutions to provide up to 1Gbps high-speed wireless internet service to business and residential customers
- **BECentral® Cloud Management Platform** – The platform allows operators to extend network visibility with complete device management from a single centralized location

BRIGHTLINK

As an award-winning communications service provider for 10 years, Brightlink has helped many traditional rural telcos transition from legacy systems and services to cutting-edge communication technologies. Solutions like Brightlink PBXCloud, coupled with our Enterprise Network Services and CPaaS Platform, are more efficient and cost-effective for the ILECs themselves as well as their end users. No more complicated number ordering, no more keeping track of multiple service providers, and no more unnecessary fees. We have it all and we would love to partner with you.

BYERS ENGINEERING COMPANY

From outside plant engineering services to creating geospatial software solutions, Byers Engineering Company has been serving the communications, utility, and electric industries for over three decades. Some of our specialties include network planning and design, staking and construction inspection, project management, RUS contract preparation and administration. Our innovative solutions and services help you gain a competitive advantage by enhancing productivity and improving customer service.

CALIX

Calix is the leading provider of the cloud, software platforms, systems and services required to deliver the unified access network and smart premises of tomorrow. We enable the winning Communication Service Providers to turn relentless subscriber demand into new revenue streams by deploying software defined access networks and smart premises platforms to connect everyone and everything.

CCI SYSTEMS

CCI Systems uses decades of experience to find and solve your complex business and technical challenges. We are the bridge between disparate, overly complex networks of the past and an operationally efficient network of the future. Whether you're looking to increase new revenue with differentiated cloud-based services, optimize your network operations through programmability, or enable critical information to flow easier to key customers or locations, we have a solution for you.

CHANNELL COMMERCIAL

Channell Commercial is a manufacturer of outside plant fiber optic connectivity enclosures based out of Temecula California. We manufacturer splice enclosures, pedestals, fiber optic splitters and splitter cabinets, as well as the industry's strongest pound for pound hand hole in the industry.

CHARLES INDUSTRIES

Charles Industries manufactures "Innovative Enclosed Solutions" including indoor/outdoor cabinets, building terminals, pedestals and below-grade enclosures for wireless, fiber, copper, CATV and utility applications.

CHOICE IT GLOBAL & DATALIGHT OPTICS

Choice IT Global is an independent provider of new and refurbished networking equipment that specializes in Cisco & Calix equipment, compatible optical transceivers, IT Asset Disposition (ITAD) & Third-Party Maintenance.

DataLight Optics is a leading provider of 100% compatible optical and copper transceiver and cabling solutions for over 150+ OEM's & 25,000 transceiver SKU's at 50-80% cost savings, backed with a lifetime warranty. Speeds range from 100 MB to 100 GB with form factors that include SFP, CSFP, SFP +, XFP, QSFP+, QSFP28, CFP, and more.

CHR SOLUTIONS

CHR is the leading provider of BSS/OSS software business solutions, Broadband Engineering services (including but not limited to Outside Plant Engineering and Network Design), and Managed IT and NOC services to Communications Service Providers (CSPs). This includes telephone, Internet, cable TV, utility providers and city municipalities. Our team of industry experts help companies grow revenue and improve operations. CHR's local presence, national network and global reach provide the scale and skill to elevate your business.

www.CHRSolutions.com

COMSTAR SUPPLY

As a regional stocking distributor focused on multiple markets for fiber optic outside plant construction, Comstar Supply can offer a unique view on the access network. From the central office to the field, Comstar serves customers for private networks, commercial business services, fiber deep and FTTH. The products and resources you'll find at our booth this week or conducting day-to-day business with us will show we can be an asset to expanding your access network with fiber solutions. From fiber connectivity to installation and test equipment, you can stay ahead of the curve with cost-cutting edge solutions from Comstar.

COMTREND

We know Service Providers. Comtrend has been in the business of supporting Service Providers for over 25 years, and we are proud of our history and the partnerships that we have developed. Our mission is to design and manufacture purpose built solutions for Service Providers, allowing them to easily provide reliable, best-in-class home connectivity to their subscribers. Stop by our booth to see the latest industry technologies, including Fiber and DSL broadband gateways, wireless and Powerline home networking, and leading-edge Service Provider ACS analytics and management.

CORE TELECOM SYSTEMS

Core Telecom Systems, Inc. is an integrated supplier of new and surplus equipment and support services to the telecommunications industry. We offer superior value with world-class customer service across a wide variety of solutions chosen based on our vision of Quality. Originally founded in the surplus market, Core can leverage the infrastructure of existing networks with certified surplus and build greenfield Fiber-to-the-Everywhere networks with our technology partners. Core is an authorized distributor for carrier class technology leaders, including: Tellabs, Infinera (formerly Coriant), Eltek, PPC, Cambium Networks, Positron, Ruckus, Smart RG, Suttle, Precision Power, Primex, New Basis, Preformed Line Products, Duraline, Clearfield, American Products, North Star Battery and Enersys Battery. Other complementary products lines we offer for peripheral equipment like cable rack, fiber-guide, batteries, custom cable, outside plant, circuit boards repair, tools, and Carrier Class SFPs, XFPs, CFPs, XENPAKS, and Memory. Core Telecom Systems- Vision, Value, Integrity

CREEK PLASTICS

Creek Plastics is an American manufacturer of plastic products for protecting fiber and cable in your telecommunication, CATV and electrical applications. We have over 60 years of plastics experience and an established network of tool and material suppliers. If what you need isn't currently part of our product line, we can tool and produce it quickly and effectively. We provide a wide variety of pipe for multiple applications. Our customers know that they can count on us to provide for their needs. Whether it's supplying HDPE pipe and conduit or sheet, rod, and tube, our extensive experience and knowledge of materials means you get what fits your needs. We pride ourselves on the personal attention we give our customers, from design input and material selection, to the finished product.

DOUBLERADIUS, INC.

DoubleRadius, Inc. provides complete network solutions for CLECs & ILECs. Beyond supplying your cutting edge networking equipment, we also offer consultation, integration, support, and financing.

Brands: Ubiquiti, Cambium, SAF, Ignitenet, Siklu, Mimoso, and Alpha.

ELECTRICOM, LLC

ElectriCom provides all facets of telecommunications and power construction services including design-build and SSP arrangements. Telecom includes fiber and copper cable placement, splicing, and removal. We also provide right-of-way clearance/maintenance, and construct manhole and conduit systems, premises wiring, telecom system installation and Gas Distribution.

ENFOPOINT SOLUTIONS

enfoPoint's reputation as Trusted Network Experts was earned from our 10+ years of helping independent and rural telephone companies modernize their network infrastructure to deliver next-generation services. From design and implementation to technology selection and technical support, you can count on our renowned engineering expertise and market-leading product solutions to grow and advance your network. Learn more about us at www.enfopoint.com or email us at info@enfopoint.com.

ENGINEERING ASSOCIATES, LLC

Engineering Associates, LLC (EA) is a licensed professional engineering firm providing engineering and project management services for the communication industry since 1954. We provide design services for all of the latest technologies, including Fiber-to-the-Home, Fiber-to-the-Cell-Tower, video and wireless services. Our design capabilities range from rural environments to state-of-the-art voice/data/video networks in both wireless & wireline technologies.

EXTREME NETWORKS

Extreme Networks is the industry's first cloud-driven, end-to-end enterprise networking company. Our best-of-breed technology solutions, from the wireless and IoT edge to the data center, are flexible, agile, and secure to accelerate the digital transformation of our customers and provide them with the fastest path to the autonomous enterprise. Our 100% in-sourced services and support are number one in the industry.

GENUINE CABLE GROUP

In June of 2014, Genuine Cable Group expand its portfolio into the Broadband Markets. The Broadband Network Solutions Group focuses on independent telephone companies, RUS plow contractors, utilities, municipalities, electrical co-ops, wireless providers and their contractors, tower owners and CLEC's. Genuine Cable Group has developed a strong supplier line card. GCG's suppliers are considered the best in the industry. Genuine Cable Group has a large national logistics network of warehouses located across the United States to allow "just in time delivery" to our broadband customers. GCG has services and capabilities such as emergency services, staging and kitting, wire and cable management, reporting, product sourcing and other services to benefit our customers. www.genuinecable.com

GEORGIA 811

Georgia 811 provides the One Call process in the State of Georgia for "Calling Before You Dig." This includes providing a 3-digit phone number "811" for the entire State to get directly to the Center. We provide educational materials to all utility companies to get the "Call Before You Dig" message out to customers and excavators.

GEORGIA TRANSMISSION CORPORATION

Georgia Transmission Corporation (GTC) is responsible for building and maintaining high voltage power lines and substations for Georgia's electric cooperatives. GTC has over 3,000 miles of transmission lines and rights-of-way in Georgia. GTC is interested in expanding their internal fiber network by working with the GTA members on joint fiber builds, shared use of new/existing fiber, fiber leases and other potential partnering opportunities.

GEORGIA UNDERGROUND AND SUPPLY

Georgia Underground Superstore (GUS) meets the needs of utility contractors. We offer a unique product mix to be your one-stop shop for equipment and supplies.

GOLDFIELD TELECOM

Goldfield Telecom is a national leader of independent distribution for cutting-edge telecommunications equipment, installation, integration, and distribution. We are committed to assisting customers in reaching their competitive goals by offering proven technology solutions with value added pricing. Goldfield Telecom provides solutions to ILEC's, CLEC's, Wireless Carriers, Municipalities and Universities.

GRAYBAR ELECTRIC COMPANY, INC.

Graybar is a leader in the distribution of electrical, communications, security and networking products, and specializes in supply chain management and logistics services. Through its network of 289 North American distribution facilities, it stocks and sells products from thousands of manufacturers. Visit www.graybar.com for additional information.

GRESKO TECHNOLOGY SOLUTIONS

Gresco Technology Solutions has the expertise and materials to help you design, install, and maintain reliable communication networks. We are your one-stop source for broadband supply and services and your trusted partner for a successful broadband implementation. Our large inventory of top tier products, quick delivery, and training services will ensure your network is built and maintained to meet your increasing customer demand. In 2016, GTS developed a full-scale Unmanned Aircraft System (UAS) business to provide solutions to our existing customers, and we've since expanded to serve additional industries and markets. We are your go-to UAS experts for starting and maintaining industrial and commercial drone operations. At Gresco, we understand that you need more than just the right equipment to successfully and safely deploy drones in the field. That's why we make it our mission to serve you throughout the lifecycle of your drone program, from the equipment selection to logistics, training, fleet management and beyond.

HAMMOND MANUFACTURING CO. INC

In 2019 we celebrate 85 years, building racks and cabinets.

Hammond Manufacturing Co. Ltd. First began in a backyard workshop crafting metal parts. In the late 1910's this humble family business started building tube-driven radios and amplifiers. In the years that followed, Hammond grew to become a recognized name in numerous industries including industrial, telecommunications and electronics. Today Hammond is today a leading designer, manufacturer, and marketer of equipment racks and cabinets, industrial and electronic enclosures and power distribution devices.

The Hammond brand of products are widely used in many different applications and is recognized, by many, for unique designs and durability.

Hammond offers a diverse product line that includes electrical and electronic enclosures, power outlet strips, electronic transformers as well as equipment rack and cabinet solutions for audio-visual, pro-audio and data/comm applications.

Hammond is a publicly held company (TSX: HMM.A) headquartered in Guelph, Ontario, Canada with offices located in four countries, including major facilities in Canada, USA, and Europe. Hammond products are sold and supported through a worldwide network of authorized Hammond partners. For more information, please visit us online at www.hammondmfg.com

HUBBELL

Hubbell is a global manufacturer and supplier of products that support construction and maintenance of communication networks, both OSP and ISP. Hubbell Power Systems' OSP communications infrastructure products support and protect vital components found in all OSP networks, whether aerial or underground. Hubbell Premise Wiring solutions offer a fully integrated system of copper and fiber network cabling and components that are designed to exceed all applicable standards for performance and reliability.

Hubbell continues the tradition of growth and innovation that Hubbell was built on more than a century ago. We are focused on delivering high quality, dependable products.

JOHNSON BATTERY COMPANY, INC.

Johnson Battery Company is a full service battery team that provides testing, installation and new products for all of your DC Power needs. We are partnered with East Penn Manufacturing to provide quality battery systems from 2 volt cells to 12 volt Monobloc systems. The Fahrenheit battery with a temperature tolerance of 95°F for those remote sites.

KGPCO

KGPCo is the only large-scale organization that combines a comprehensive suite of technical strategy and implementation services with a national logistics network and a rich portfolio of technology partnerships. The combined strength of KGPCo's divisional skill sets form the most comprehensive single source solution for total project management. With nationally recognized capabilities in Advanced Supply Chain Management, Distribution, Cloud Solutions, and Inside Plant, Outside Plant and Wireless Services, KGPCo provides a one touch solution to deliver its customers a fully integrated and unique suite of services. Our customers and partners include network operators, integrators, contractors, utilities, cloud services providers, neutral host providers, equipment manufacturers and enterprises who connect people, places and things.

LITRA MFG

Litra MFG builds custom length fiber optic assemblies, including MPO style, electronic cable assemblies and wiring harnesses. Single mode and multi-mode fibers are available in single to high fiber counts in indoor, in/out and OSP configurations with or without armor. Applications include high speed voice, data, video, FTTH, antenna and cell tower. We provide terminated copper cables, rack and wall mount fiber boxes, cassettes, pre-terminated FTTH tethers and closures, adapters, attenuators, test equipment and fiber optic cleaning accessories.

LOGIC NETWORKS

"Logic Networks buys, sells, and repairs a large variety of Telecom Hardware. Here are some of the most common platforms we deal in.

Access: Calix E7, E5 & C7, Adtran TA5000, Occam,

Customer Premise: CALIX ONT's 700GX, 700GE, 800G, 800GE, Set Top Boxes, DOCSIS Modems

Core/ Edge: Cisco ASR, ISR, Brocade MLX, Juniper MX, EXTREME,

Enterprise IP Networking: Cisco Catalyst & Nexus, Juniper ACX & EX,

Wireless: Ruckus, Cambium, Cisco, Ubiquity, Ericsson, Alcatel

Transport: Adva (Fujitsu Flashwave 4300, 4500, 7500, & 9500), Ciena Core Stream 4200 and 6500, OME 6500, Z-Seires (Cyan) Infinera, Coriant, Turin, CISCO ONS, Lucent Metropolis, Nortel, Alcatel, Nokia, and Motorola

Headend & CMTS: Cisco, Casa Systems, Arris, Drake, Motorola, G.I., Scientific Atlantic, Blonder Tongue, Satellite Receivers, Modulators, Multiple Amplifiers, Demodulators, ONS Boxes" sales@LNDCLLC.com, 813-773-0623

MADIGAN-MCCUNE & ASSOCIATES

Madigan, McCune & Associates, Inc. was established in 1971 as a manufacturer's representative firm servicing the telecommunications industry. The company continues to work in the telecommunications industry while also serving the power utility industries. www.madigan-mccune.com

Our products we represent;

- Dynacom Structured Cabling Products
- Four Star - HDPE Conduit
- Neptco - Mule Tape and Trace Safe Locate Tracer Wire
- Martin Enterprises - Manholes and Enclosures - Concrete and Fiber Polymer
- Prime Conduit - PVC Pipe Conduit
- Terra Tape – Underground Marking and Warning Tape
- Premier Conduit – Corrugated and Smooth Wall Innerduct
- K-NET – HDPE, Riser, Plenum Fiber Microduct Products
- VOCOM Fujikura Fiber Optic Cable
- FRE Composites – Fiberglass Conduit Solutions
- MCR Safety Products – Protective Eye Wear, Gloves, Clothing. Hi Vis Vests/Jackets
- NetSource - USA and TAA fiber and copper assemblies. Corning Gold Program Partner. Wall/Rack mount cabinets with adapter panels, custom pre-terminated assemblies and power cords. FTTH/DAS Antenna Assemblies

MAPCOM SYSTEMS

Mapcom Systems is the developer of M4 Solutions - a visual operations platform that allows service providers to manage their workforce, as well as fiber, coax, wireless and copper networks, including both outside and inside plant at the physical and logical levels. M4 Solutions enables users to integrate and correlate data from existing billing, accounting, GPS tracking, element management, network monitoring and vehicle-tracking applications in a powerful visual interface to all network elements.

McCALL-THOMAS ENGINEERING COMPANY, INC.

McCall-Thomas Engineering Company, Inc. has provided communications engineering services for 70+ years to clients throughout Georgia and the Southeast. We continue to stay on the cutting edge of technology within the communications industry meeting the needs of our clients. Please visit us at <https://www.mccallthomas.com>. We offer an extensive range of services: Project Management, Central Office Engineering, FTTH Engineering and RUS Loans/Grants.

METASWITCH

Metaswitch is the world's leading cloud native communications software company. We develop commercial and open-source software solutions that are constructively disrupting the way that service providers build, scale, innovate and account for communication services.

MILLENNIUM

Millennium is your materials distributor for telecommunications products. Our table top will include OSP and ISP materials. We will also have information about our engineering and rental / leasing services. We will have some Exfo testing equipment on display. Come talk with our knowledgeable and how we've earned our clients by understanding your needs and offering solutions not only through our products, but through our services. From local distribution to just-in-time inventory to becoming your trusted distribution partner for all your Outside Plant and FTTH needs. We look forward to learning more about you and how we can drive solutions that will save you time and money.

MINERVA NETWORKS

As an IPTV industry pioneer, Minerva is now the leading supplier of service management infrastructure for the delivery of Pay TV services over managed and unmanaged networks, to managed or unmanaged devices. By offering consumers a consistent user experience across multiple content sources, networks, applications and devices, service providers can increase market penetration, grow revenues and build customer loyalty. Every day, hundreds of operators around the world deliver compelling television services powered by our platforms to millions of subscribers.

NISC

NISC is an information technology company that develops and supports advanced iVUE software, open-systems computer hardware and processing services for independent telecoms across the nation. NISC provides systems integration and software products such as Customer Care & Billing, Accounting, CABs, SmartHub, Mapping, Engineering and Switch and CATV provisioning.

NRTC

NRTC's solutions are developed specifically to meet the needs of rural utilities and their customers, and include broadband, managed services, smart grid, mobile and video. Managed Services provides 24x7x365 technical support, network management and monitoring, cybersecurity solutions, and revenue-generating services for more than 300 providers serving more than 1,000,000 subscribers across 47 states. NRTC members also earn capital credits from their patronage of NRTC, and NRTC has paid or retired over \$100 million to NRTC members in the past decade. Visit us at nrtc.coop.

NOVALIGHT TELECOM SUPPLY

NovaLight Telecom Supply sells all products and materials for the construction and maintenance of fiber optic and copper networks. With over 150 years of combined experience working for telecom providers, contractors, manufacturers and distributors, NovaLight has one of the most knowledgeable teams of associates in the industry. Our product offering includes all materials needed for Outside Plant applications. Whether your OSP construction project is aerial, buried, or underground, we can provide quality products at the best price possible, when and where you need them. We are constantly evaluating a wide range of national and international manufacturers of Fiber Optic and Copper Cables, Pole Line Hardware, Handholes, Conduits, Splice Cases, Fusion Splicers & Trailers, OTDRs, Tools & Equipment, Locating and Route Marking Products, and a whole lot more.

PALMETTO ENGINEERING AND CONSULTING

Palmetto Engineering & Consulting has a staff of licensed professional engineers with numerous years of experience providing solutions for moderate to complex electrical and telecommunications projects. We deliver high-performance, client-specific services to help your organization reach its goals. Founded in 2006, PEC has quickly grown to include more than 100 employees, including 3 professionally licensed engineers. Our rapid growth can be attributed to our commitment to providing our clients with innovative solutions focused on their unique business needs. Our staff can assist clients in planning, designing, bidding, and implementing facility improvements to telecommunications networks. Field offices are strategically located to facilitate ease of access and operational efficiency for projects across the country. Areas of expertise include: network planning, outside plant design, staking, and construction surveillance; RUS/RDUP contracts and P & S; central office equipment planning, specifications development, assistance with bidding, grounding audits, and acceptance testing; facilities management/mapping services, GPS surveying, GIS integration and project management.

From strategic planning, training, presentations, and customized programs for Boards of Directors to acceptance testing of the smallest projects, Palmetto Engineering & Consulting is capable of supporting your telecommunications requirements today and as you grow.

PEAK POWER SERVICES, INC.

We are the C&D Technologies & Unipower Corp. Representative for Georgia and we will be displaying their Telecom Batteries & chargers at the show. We also will be show casing Peak Power Services which is a D/C Power company that specializes in Telecom, D/C power, & tower maintenance and services throughout the southeast.

POWER & COMMUNICATIONS SALES, INC.

Tools, test sets, and materials for the maintenance, construction and testing of Fiber, Copper and Ethernet networks, both for CO and OSP use.

POWER & TELEPHONE SUPPLY

Power & Tel specializes in the procurement, sales, and material management/logistics of products to the global communications marketplace. Our extensive distribution network provides you a critical and efficient link between your needs (AC/DC Power Systems, Broadband Networking, Data Center, Managed Inventory– PTMI®, Outside Plant and FTTx, Video/IPTV, Wireless Systems, Tools, Testing and more) and the manufacturers' solutions for them.

We will be displaying a portfolio of products needed to build and maintain communication networks.

POWER-TEL UTILITY PRODUCTS, INC.

Power-Tel Utility Products is a Manufacturer Rep agency covering the Southeast for the past 30 years. We represent quality Manufacturers in the Outside Plant arena for the Telecommunications, Wireless and Power Utility Markets. We employ a highly qualified sales team who are able to demonstrate and train our customers in the field and work with many strong distribution partners who stock our products locally.

PREFORMED LINE PRODUCTS

Manufacturer of Outside Plant communications products such as Pole Line Hardware, Fiber and Copper Splice Enclosures, Demarcation Housings.

PROLABS

ProLabs is the leading global provider of OEM Compatible Optical Transceivers, Direct Attach Cables, Active Optical Cables, and Media Converters, providing high-quality solutions to service provider and enterprise customers. Stop by our exhibit to learn about our new ProTune™ Tuning & Coding System, which consists of an appliance and a powerful cloud-based platform that codes or tunes ProLabs transceivers in one simple step, resolving issues for immediate network needs.

QUALITY STANDBY SERVICES

Quality Standby Services offers the highest quality standby power systems and service in the industry. We offer engineering, sales, installation, testing and maintenance services. We are the authorized manufacturer's representative for EnerSys batteries. We provide standby power equipment from the major manufacturers to support your central office, remote and outside plant needs: 48 VDC rectifiers, distribution bays, batteries, inverters, UPS systems, converters, and monitoring systems. Our experienced technicians provide complete turn-key installation of the DC power system, including testing and commissioning

REPCOM INTERNATIONAL

RCI (Rep Com International) is a manufacturer rep firm representing the top companies in Telecom. Our show trailer will include products from Vertiv (formerly Emerson Network Power): copper and fiber pedestals, dslam cabinets, FDH, DC power, shelters.

Other manufacturers on display include: Viavi (formerly JDSU): fiber, ethernet, copper, xdsl, wireless test equipment; Prysmian Group: fiber optic cable; Vivax Metrotech cable locators; FiberFox fusion splicers; PSI: ONT battery back up, rack mounted DC power supplies; Pelsue splice trailers, tents, safety equipment; Westek: work lights, splice closures clamps, test set leads; FiberSource: optical connectivity solutions including patch panels, wall

mount panels, xWDM and OSP/ISP pre-connectorized assemblies; American Polywater: cable lubricants, duct sealers, hand cleaners, fiber cleaning; Makita tools; Werner ladders

RIBBON COMMUNICATIONS

Ribbon Communications Inc. (Nasdaq: RBBN) delivers market-leading software solutions that secure and power many of the world's leading service provider and enterprise communications environments. Built on world-class technology and intellectual property, the company's cloud-native solutions deliver intelligent and secure real-time communications solutions for the cloud, network and enterprise edge. Ribbon's Kandy Cloud real-time communications software platform delivers advanced and embedded CPaaS and UCaaS capabilities enabling service providers to rapidly create and deploy high-value communications services.

With locations in more than 25 countries and on six continents, Ribbon's innovative, market-leading portfolio empowers service providers and enterprises with carrier-grade real-time communications solutions, along with a new level of security that runs in their network infrastructure, data centers and private cloud, or in the public cloud.

SOUTHEASTERN SALES & MARKETING

We represent Outside Plant products from, Duraline, OFS, Highline, Rhino Markers, Tempo, PLP and GMP.

SOUTHERN TELECOM, INC

About Southern Company

Southern Company (NYSE: SO) is nationally recognized as a leading energy company, with 46,000 megawatts of generating capacity and 1,500 billion cubic feet of combined natural gas consumption and throughput volume serving 9 million customers through its subsidiaries as of December 31, 2017. We operate nearly 200,000 miles of electric transmission and distribution lines and more than 80,000 miles of natural gas pipeline as of December 31, 2017. The company provides clean, safe, reliable and affordable energy through electric operating companies in four states, natural gas distribution companies in four states, a competitive generation company serving wholesale customers in 11 states across America and a nationally recognized provider of customized energy solutions, as well as fiber optics and wireless communications. Southern Company brands are known for excellent customer service, high reliability and affordable prices that are below the national average. Through an industry-leading commitment to innovation, Southern Company and its subsidiaries are creating new products and services for the benefit of customers. We are building the future of energy by developing the full portfolio of energy resources, including carbon-free nuclear, advanced carbon capture technologies, natural gas, renewables, energy efficiency and storage technology. Southern Company has been named by the U.S. Department of Defense and G.I. Jobs magazine as a top military employer, recognized among the Top 50 Companies for Diversity and the No. 1 Company for Progress by DiversityInc and designated as one of America's Best Employers by Forbes magazine. Visit our website at www.southerncompany.com.

T-CUBED/NORFOLK SOUTHERN

T-Cubed, Thoroughbred Technology and Telecommunications, is a subsidiary of Norfolk Southern Corporation, one of the nation's premier railroads. The company uses Norfolk Southern's extensive rail network of more than 21,000 miles of right-of-way and other infrastructure to participate in the telecommunications business.

T-Cubed offers installation opportunities for fiber optics. With a 22-state network, T-Cubed gives you the ability to connect major metropolitan areas, regional centers and even the smallest localities. Railroad ROW conduit and dark fiber

TEJAS NETWORKS

Tejas Networks was founded in 2000 and is the largest optical networking equipment provider in India, ranking in the top 10 globally. Tejas has offices in over 70 countries globally with our US headquarters in Dallas Texas. We offer a broad range of networking equipment including Packet Optical/DWDM, L2 Switching, Circuit Emulation, OTN switching, and GPON. Tejas quickly adapts to new market needs to deliver integrated and cost effective solutions by using programmable FPGA technology, software, and pluggable optics. Tejas has over 500,000 systems shipped globally with over 45,000 systems deployed in the US through direct sales and OEM relationships.

TELECOM SPECIALTIES, INC.

Telecom Specialties is your simple buying solution for (ALL FIBER CONNECTIVITY) products including... Fiber Optic Cables, Fiber Splicing Products, Fiber Distribution Enclosures, etc. (ALL COPPER CONNECTIVITY)

products including... Bulk Low Voltage/Datacom Cables, Patch Panels, Patch Cords, etc. (NETWORK INFRASTRUCTURE) products including... Relay Racks, Rack Accessories, Mounting Hardware, etc. We are here to be your one-stop-shop!

TII TECHNOLOGIES, INC.

Tii Technologies Inc. delivers innovative fiber and copper solutions to meet the demanding requirements and changing needs of the communications industry. Tii is positioned to provide world-class, product development based upon customer specific requirements. Our vertically integrated global organization combined with quick turnaround manufacturing allows Tii to offer a wide range of solutions ensuring quality performance, safety and reliability.

UTILICOM SUPPLY ASSOCIATES

Utilicom Supply specializes in the distribution of Aerial & Underground Outside Plant Construction products as well as Fiber Splicing and Connectivity products. We stock a full line of inventory on everything from Fiber Optic Cable, HDPE conduit and Polymer Concrete Pull Boxes to Electrical PVC, Fittings, Copper Wire, Tools, and Cable Installation Equipment. When it comes to construction supplies we have it when you need it.

WALKER AND ASSOCIATES, INC.

Walker and Associates is a national distributor of network products for broadband providers, including wireline, wireless, cable TV, government and enterprise network operators. Walker's extensive range of products from over 250 suppliers facilitates carriers' delivery of broadband services to residential, business, and mobile users. Walker supports communications technologies such as Switching, Routing, Wi-Fi, Microwave, NFV, Carrier Ethernet, VoIP, WDM, ROADM, Packet Optical Networking, SDN, Access Technologies, Active Ethernet, Fixed Wireless, DSL, and more.

In addition, Walker provides a host of physical plant products such as fiber and copper connectivity, power systems, indoor and outdoor enclosures and outside plant products.

ZAYO GROUP

"Our Fiber Fuels Global Innovation" Zayo was founded in 2007 in response to favorable technology trends driving the demand for communications infrastructure. The company has evolved through organic growth and network acquisitions to become an innovative global communications infrastructure services provider. Leading firms leverage its fiber network and carrier-neutral colocation facilities at over 33,000 locations across North America and Europe.

Zayo entered the Georgia market over a decade ago with the acquisition of American Fiber Systems (AFS), Atlanta Gas Light (AGL) and AboveNet. Through the three network acquisitions and 1,200 miles of organic builds, Zayo has amassed over 2,200 route miles of fiber in the market. Locally, Zayo also offers 800+ on-net buildings (including 27 metro-Atlanta Data Centers), metro/long-haul Wave services and Cloud connectivity.

ZCORUM

ZCorum has been providing managed internet services and support to telephone companies for twenty five years. Our managed services include CPE provisioning, hosted email and 24x7 end-user support. We will also be demonstrating our award-winning TruVizion software, a web-based application that provides CSRs and field techs powerful and intuitive diagnostics for FTTH, DSL and DOCSIS devices. In addition, we offer an affordable Carrier Grade NAT (CGNAT) solution that will conserve your IPv4 addresses while providing a migration path to IPv6.

ZYXEL COMMUNICATIONS

Zyxel, a pioneer in IP technology for over 25 years, provides a complete portfolio of multi-service LTE, fiber and DSL broadband gateways, home connectivity solutions, smart home devices, enterprise-class Ethernet switches, security, and Wi-Fi equipment for small to mid-size businesses. Zyxel offers integrated, interoperable networking solutions based on open standards. Headquartered in Anaheim, California, Zyxel offers its partners service-rich solutions backed by a domestic team of logistical, sales, and technical support professionals.

<http://www.zyxel.com/us>

SHOW VEHICLES

CLEARFIELD, INC.

Looking for a Better Way?

When it comes to the consolidation of fiber, nothing comes close to Clearfield's approach to fiber management, promising scalable deployment, craft-friendly operation and unsurpassed performance.

See Clearfield for the Clearview Cassette, for a modular building-block with a scalable and flexible architecture that can take you from the CO or headend all the way to the final D-mark.

See Clearfield for last mile deployment ease with FieldShield pushable fiber. This system of optical fiber cables, micducts and multiport field deployment devices take the industry's best bend-insensitive glass and makes it easier, less intrusive and less expensive to install.

Clearfield is delivering the promise of "Labor-Lite" – the next frontier in plug-and-play technology that reduces labor time and required skill level from pre-engineering all the way to construction.

SeeClearfield.com for fiber without compromise.

CORNING OPTICAL COMMUNICATIONS

Corning's optical solutions keep communication flowing for consumers and businesses who want fast, reliable connection to the world anywhere, anytime. Because of our optical communications technologies, people have greater access to video, voice, and information than ever before. But it's not enough. Consumers want to exchange data in the blink of an eye, and the demand for bandwidth is skyrocketing as network usage doubles every few years. Corning is responding with innovations for fiber to the home, wireless technology, and hyper-scale data centers—all making slow speeds and dropped calls a thing of the past.

To deliver more bandwidth directly to buildings, providers have turned to Corning's fiber-to-the-home solutions for millions of homes. We've introduced technologies such as compact cabinets and micro-cables for crowded environments, which bring you more bandwidth and improve customer costs by speeding up installations.

In wireless, denser 4G and new 5G networks are driving a need for two orders of magnitude more fiber and connectivity compared to legacy networks. That has sparked Corning innovations, such as a multiuse platform that makes speedy deployments easier. We have also converged multiple solutions with the Corning® ONE™ wireless platform, making it possible to text, tweet, and call at the same time, even in a football stadium. This powerful solution can handle 100,000 photos uploaded to social media every second.

The data centers of tomorrow also rely on our fiber optic cabling solutions, and we're developing glass technologies that make all-optical inside switches, routers, and servers a reality.

GENUINE CABLE GROUP

Presenting Total Cable Solutions:

TCS Catalog:

<https://gototcs.com/content/tcs-catalog.pdf>



Packed with award-winning hyperscale data center, Telco, and FTTx deployment products, the Tesla Model X is a crowd pleaser. Want to take a look at our Mobile Showroom? Come see us at the 23rd Annual GTA Vendor Showcase on February 18th-19th and see what all the fuss is about!

PROCOM SALES INC.

ProCom Sales www.procomsalesinc.com -Georgia based and founded in 1999, ProCom has continued striving to represent companies manufacturing quality products with a primary emphasis on fiber and copper outside plant.

· CommScope – www.commscope.com CommScope is at the forefront of shaping infrastructure, products and solutions.

· Blue Diamond- www.bdiky.com HDPE (High Density Polyethylene) conduit, 3N1 boreable conduit

· Nvent – www.nvent.com electrical grounding, bonding and connectivity products

· Copperhead – www.copperheadwire.com tracer wire and locating products

· Oldcastle – www.oldcastleenclosures.com/products/#brand Vaults, Manholes, Concrete and Handholes

· Exfo- www.exfo.com Optical Network Testing and Maintenance Equipment.

· Allied Bolt- www.alliedboltinc.com/ Pole Line Hardware and accessories

· Rainbow - www.rainbowtech.net/ specialist in utility chemicals and safety items

· Spartaco Jameson - www.spartacogroup.com tools for cable pulling, locating, tree trimming and lighting

· Guardian Cable- www.guardiancable.com Strand, Barrier cable, Wire & Rod

- Fitel- www.fitel.com- Industry leader in Fiber Splicing Technology

VERSALIFT SOUTHEAST

Aerial lifts have been the focus of Versalift with continuous improvement in its engineering and manufacturing processes, and the company delivers on a promise to provide the safest, most reliable and highest quality bucket trucks to its customers, in a variety of industries, and has been doing it for more than 50 years. If you are responsible for a fleet that maintains electrical power distribution or transmission lines, telecommunication lines, lighting, signage and traffic signals, or forests and parks, Versalift's high-quality, safe and reliable catalog of bucket trucks, digger derricks, cable placers, and other specialty equipment are essential to your future success.

The company employs more than 900 employees worldwide, providing equipment sales, service, training, warranty support and financing to government agencies, corporations, contractors, co-ops and municipalities through its global network of facilities and distributors.

We also have a service center located at 154 Falcon Drive Forest Park Georgia staffed with a very capable in house and field service team.