



Online Registration Now Available

2010 Annual Sales & Service Seminar

April 13 & 14, 2010

Spring Educational Symposium & Vendor Showcase

April 13 – 16, 2010

Sunday River Ski Area, Bethel ME

In This Issue...

ITPA Scholarships	1
Spring Events Update.....	1
Introduction of New Members	2
TANE Member in the News	2
TANE Training Opportunity	3
Calendar of Events	3
Safety Tip – Winter Driving	4
Annual TANE Safety Award	
Nomination Form.....	5

ITPA – New England Chapter Scholarship Applications for the 2010-2011 Academic Year are Now Available

The ITPA-NE Chapter is pleased to offer scholarships again this year. Also available is the special George C. Twombly Scholarship Award, established in his memory by the Twombly family.

Applications were e-mailed to all TANE member companies in January. For more information contact Laura French at 603-456-2852 or lfrench@tane.org.

After working out some bugs we are excited to announce that online registration is now available for our Spring Events. Go to <http://www.tane.org/Event-24.html> for complete program information and to register for the Showcase and <http://www.tane.org/Event-37.html> to register for the Sales and Service Seminar.

Important note – The price charts show a zero dollar amount for each type of ticket. The prices are reflected within the online registration forms. The TANE office will compute the total amount due and invoice you accordingly.

Exhibitors – The cost of the exhibit space includes **only** the exhibit space and an 8’ table. It **does not** include your convention attendance registration fee. In the past these registration fees have been included in the price of your hotel room. This year those prices have been broken out and will be invoiced directly by TANE. When you purchase your exhibit ticket you must also purchase the appropriate number of attendance tickets (if staying at Sunday River) or commuter tickets if staying off site.

If you have any questions, please contact the TANE office. ☎

TANE Welcomes New Members



Located in Winchester VA, Channell is a worldwide leader in buried closures for all types of cabling. For more information contact Ted Pennington at tedpennington@verizon.net or visit their website at www.channell.com.



Located in Plano TX, Lineage Power Corporation is a global provider of hardware, software and services that deliver intelligent DC power conversion solutions to OEM customers, service providers and large enterprises.

For more information contact Bernard Pericat at Bernard.pericat@lineagepower.com or visit their website at www.lineagepower.com.

Palmetto Engineering

Located in Piedmont SC, Palmetto Engineering specializes in OSP and CO professional services. For more information contact Jim Latham at jim.latham@palmettoeng.com or visit their website at www.palmettoeng.com.

Shields Environmental Inc.

Since 1979 Shields has provided quality central office and transmission equipment, as well as asset management, testing and repair services, all centered on environmental responsibility.

For more information contact Toni Gibbs at toni.gibbs@shields-e.us or visit their website at www.shields-e.us.



Located in Milwaukee WI, Vantage Point is an engineering and consulting company serving Independent Telecom Providers. The range of services includes professional engineering, network architecture design and regulatory consulting.

For more information contact Kevin Kloehn at Kevin.kloehn@vantagepnt.com or visit their website at www.vantagepnt.com.



Located in Aurora IL, Westell, Inc. designs carrier-class equipment that delivers high-speed communications for telecommunications operators and internet service providers throughout North America and Europe.

For more information contact Pete Pesetski at ppesetski@westell.com or visit their website at www.westell.com.

TANE Member in the News

Gregg Klatsky, CPC, CTS, Senior Account Executive, MOUNTAIN LTD, recently had an article published by OSP Magazine. To read his article, "Are Technologies Working Hand-in-Hand With Your Hiring and Recruiting Strategy?" visit the link below.

Gregg will also be leading a session at this year's Sales & Service Seminar entitled "Employee Retention Strategies".

<http://www.ospmag.com/issue/article/web-extra-are-technologies-working-hand-hand-your-hiring-and-recruiting-strategy>

TANE Training Opportunity

**Cable Fault / Noise Detection
Bonding & Grounding
March 8-10, 2010**

**ADSL
March 11 & 12, 2010
FairPoint Communications
Winthrop ME**

TANE is excited to once again be partnering with Don McCarty of McCarty Associates. McCarty delivers training and consulting services in all aspects of troubleshooting and maintaining telephone cable. Their sessions at TANE's Spring Showcase are always popular and well attended.

The first session carefully defines excellent cable fault location practices, bonding, grounding and noise detection skills. This hands-on course is taught from a "tools" perspective, focusing on the equipment used by your technicians and takes them from basic skills to advanced tool skills.

Depending on the equipment used at your facility, this session will cover any or all of the portable multi-functional test equipment such as the Dynatel 965DSP, the 990 DSL Copper Pro, the Riser Bond 6000 DSL, the Sunrise Telecom xDSL ADSL Handheld DSL Test Set, the Triplet Mitigator, The Tempo Sidekick T&N, the Harris TS 1200, and many others.

The second session is an instructor-led course that includes classroom presentations and hands-on training using ADSL simulators and test sets.

Register for one session or sign up for both at a discounted rate. If your company sends 3 people or more you will receive \$100 off each registration. Space is limited so don't wait any longer!!

For a complete course outline visit <http://www.tane.org/Event-38.html>. ☎



TANE 2010 Calendar of Events

**March
8 – 10**

Cable Fault/Noise Detection Bonding & Grounding

FairPoint Communications
Winthrop ME



11 & 12

ADSL

FairPoint Communications
Winthrop ME



April

13 & 14

Sales & Service Seminar

Sunday River Ski Area
Bethel ME



13 – 16

Spring Symposium & Showcase

Sunday River Ski Area
Bethel ME



September

12-14

Annual Convention

The Balsams Grand Hotel
Dixville Notch NH



October

20 & 21

Annual Fall Legislative & Regulatory Symposium

Portsmouth Marriott
Portsmouth NH



Safety Tip

Courtesy of TANE's HR/Safety Committee

Driving in Snow and Ice

The best advice for driving in bad winter weather is, if possible, stay off the roads. Safety officials often repeat themselves year in and year out by saying, "Don't go out until the snow plows and sanding trucks have had a chance to do their work, and allow yourself extra time to reach your destination." That is sound advice. But, if you must drive in snowy conditions, make sure your car is prepared and you know how to handle road conditions.

It's helpful to practice winter driving techniques in a snowy, open parking lot to help you become familiar with how your car handles in those conditions. Some basic winter driving tips include:

Driving safely on icy roads...

1. Decrease your speed and leave yourself plenty of room to stop. You should allow at least three times more space than usual between you and the car in front of you.
2. Brake gently to avoid skidding. If your wheels start to lock up, ease off the brake. If you have ABS, the locking should not happen.
3. Travel with your lights on to increase your visibility to other motorists.
4. Keep your lights and windshield clean.
5. Use low gears to keep traction, especially going up or down hills.
6. Do NOT use cruise control or overdrive on icy roads.
7. Be especially careful on bridges, overpasses and infrequently traveled roads, which will freeze first. Even at temperatures above freezing, if the conditions are wet, you might encounter ice in shady areas or on exposed roadways like bridges.
8. Don't pass snow plows and sanding trucks. The drivers have limited visibility, and you are likely to find the road in front of them worse than the road behind.
9. Don't assume your vehicle can handle all conditions. While four-wheel and front-wheel drives help vehicles through snow, they will slip and slide in slush and on ice.

If your rear wheels skid...

1. Take your foot off the accelerator.
2. Steer in the direction you want the front wheels to go. If your rear wheels are sliding left, steer left. If they're sliding right, steer right.
3. If your rear wheels start sliding the other way as you recover, ease the steering wheel toward that side. You might have to steer left and right a few times to get your vehicle completely under control.
4. If you have standard brakes, pump them gently.
5. If you have anti-lock brakes (ABS), do not pump the brakes. Apply steady pressure to the brakes. You will feel the brakes pulse — this is normal.

If your front wheels skid...

1. Take your foot off the gas and shift to neutral, but don't try to steer immediately.
2. As the wheels skid sideways, they will slow the vehicle and traction will return. As it does, steer in the direction you want to go. Then put the transmission in "drive" or release the clutch, and accelerate gently. If you get stuck...
3. Do not spin your wheels. This will only dig you in deeper.
4. Turn your wheels from side to side a few times to push snow out of the way.
5. Use a light touch on the gas, to ease your car out.
6. Use a shovel to clear snow away from the wheels and the underside of the car. Pour sand, kitty litter, gravel or salt in the path of the wheels, to help get traction.
7. Try rocking the vehicle. (Check your owner's manual first — it can damage the transmission on some vehicles.) Shift from forward to reverse, and back again. Each time you're in gear, give a light touch on the gas until the vehicle gets going. 📞





TANE Network Operations Safety Award 2010 Nomination Form

Name of Employee Nominee _____
Company Name _____
Company Address _____
Company Phone Number _____

Please describe why you feel that this nominee should receive the Safety Award (*please use reverse side of this paper if you run out of room*)

Additional information in support of the nomination can be included as an attachment or mailed under separate cover if it is not in electronic format. When mailing be sure to clearly indicate the nominee's name.

Name & Title of Person
Completing This Form _____
Telephone Number _____
E-Mail Address _____

Please submit your Nomination Form as well as any additional pertinent information **no later than March 15, 2010** to:

TANE
PO Box 166 * Warner NH 03278
lfrench@tane.org