

## Annual Convention Wrap-Up Edition

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**52<sup>nd</sup> Annual Convention**  
September 12-14, 2010  
The Balsams Grand Hotel

### Special Thanks to This Year's Annual Convention Platinum Sponsors

Calix  
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Granite State Communications  
Lincolnton/Tidewater  
OTT Communications  
Oxford Networks  
Taqua LLC  
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TDS Telecom  
Waitsfield and Champlain Valley  
Telecom

### 2010 TANE Annual Convention Offers Advice on “Charting a New Course”

*By Beth Osler, UniTel Inc.  
Photos by Betsy & Dana Twombly*

The beauty and serenity of Dixville Notch, New Hampshire once again offered members of the Telephone Association of New England (TANE) time to contemplate the past year and the future of the telecommunications industry. After Sunday evening's Welcome Cocktail Reception and Vendor Showcase opening and the usual sumptuous dinner in the main dining room, members gathered in the Ballroom for the TANE Business Meeting, volunteer recognition and convention kickoff. This set the tone for a jam-packed program for Monday and Tuesday.

President Dawna Hannan presided over Monday's session, introducing Ben Sanborn of the Telephone Association of Maine (TAM) to lead the national anthem. Rob Souza, TANE 1<sup>st</sup> Vice President, offered the invocation. Then, for the first time in memory, the state presidents of each of the three northern New England states for the largest ILEC appeared on a panel led by Larry Sterrs of UniTel & UniTek. The State Presidents of FairPoint Communications graciously shared their experiences and views, addressing the topic “Moving Forward... Financial Stability, Powerful Network, Corporate Image. They spoke candidly about the bankruptcy, plans to rehabilitate their corporate image and their work with economic development in each state.

*Continued on next page*

## Annual Convention Wrap-Up *(continued from Page 1)*



After a brief break for coffee, William King of JSI Capital Advisors moderated a panel discussing “In Search of Growth: Opportunities

Outside the Box”. Bill grabbed everyone’s attention by stating that our companies were “irrelevant”. He pointed out that access line counts for landline had fallen from 200 million to 115 million in just 10 years. New wireless technologies and 80 meg and up broadband connections are expected in the short term. He then asked each panelist to

describe how they are making their companies relevant in today’s environment. Bill Stafford of Granite State Communications, Nick Winchester of OTT Communications and Kim Gates of Franklin Telephone offered unique views of what their companies were doing and how they were approaching this new world of communications. They told the audience how they were redefining their relationships with their customers, updating their networks to become more IP-based and building on their core strengths.

April Metivier introduced the Associate Members and extended hearty TANE thanks to them all for their continued participation

Tuesday’s session was called to order by Rob Souza. Rob introduced Shirley Bloomfield, Chief Executive Officer of the National Telecommunications Cooperative Association (NTCA). Shirley was preparing to testify in Washington on Thursday on the Boucher/Terry Bill. The complexity of the issues that the Congress should address and the efforts suggested by the Federal Communications Commission (FCC) are daunting, and will take a lot of effort and time to become clear. This makes business planning difficult and efforts to be heard in Washington critical.



Regulators were next on the agenda as representatives of all three northern New England states addressed the topic, “Competition and Its Impact on the Role of the Regulator”.

Bob Puckett, President of the New York State Telephone Association (NYSTA) lead the discussion. Joel Shifman of the Maine PUC Staff, Commissioner Amy Ignatius of the New Hampshire PUC, and John Burke, Commissioner of the Vermont Public Service Board each expressed the difficulty of balancing

the interests of customers and the regulated companies in this fast changing world.

The convention wrapped up with a twist. Rob Souza moderated a panel of three recipients of NTIA Broadband Grants. Each of these gentlemen represented a new form of competitive entrant into the industry. The challenge issued was to see new ways of envisioning the future and the ILECs’ place in that future. Dark fiber, public institutions and private competitors all presented their outlooks and observations.

The stimulating discussion, presentations and opportunities for conversation with old friends and new acquaintances made this year’s convention a stimulating experience. Attendees left the Balsams with much to think about and much to do as we enter uncharted territory. 📞

**Special Thanks to This Year's Annual Convention Gold Sponsors**

Berry, Dunn, McNeil & Parker  
JSI Capital Advisors  
MetaSwitch Networks  
MPX  
Motorola  
Occam Networks  
Power & Tel  
Primmer Piper Eggleston & Cramer PC  
Zhong Technologies Inc.

## ITPA Fundraising Results

*By Suzanne Dubois, UniTel Inc.*

**T**his year's ITPA fundraising efforts were a great success. I would like to say thanks to those individuals and companies who donated items and to the people who bid on the items. Here are the results:

Silent Auction – \$3,536.00

Golf and Mulligans – \$720.00

Monetary donations – \$290.00

**Total: \$4,546.00**

Thank you to the following for their donations:

Steve Head, HEADNetworks  
UniTel, Inc.  
MACC  
Clem Bockus  
Power & Tel  
Waitsfield Valley Champlain Telecom  
Oxford Networks  
MOUNTAIN LTD.  
Jeff & Jill Webber  
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Bill & Jean Stafford  
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### Special Thanks to This Year's Annual Convention Silver Sponsors

DataEast  
HEADNetworks LLC  
Mapcom Systems  
NECA  
Topgallant Partners  
UniTek Inc.  
UniTel Inc.  
Vantage Point Solutions

## Volunteer Awards

**V**olunteers are the backbone of our association. We rely very heavily on their knowledge, expertise and time to continue bringing our members the high-quality educational and networking opportunities they have come to expect. Nearly 10 years ago we set up a more formal way of recognizing our volunteers with the presentation of 1-year awards, Chair Awards and Outgoing Board Member Recognition Awards. We also created a couple of more specialized categories – the President's Award and the TANE Special Service Award. But, we would remiss if we didn't say THANK YOU to ALL of our volunteers, whose service runs anywhere from 1 year to 15 or even 20 years!! Even the Volunteer Recognition Program is organized by volunteers. Special thanks to **Gloria Zarotny** and **Heather Lovejoy** of the HR/Safety Committee for organizing this year's awards.

### One Year Awards

**Lynn Brochu**

UniTel, Inc.  
Sales & Service

**George Mucher**

Union Communications/TDS Telecom  
Network Operations

**Larry Palleschi**

FairPoint Communications  
Network Operations

**Pete SeeHusen**

Oxford Networks  
Network Operations

**Wally Short**

Granite State Communications  
NSAT

**Jay Schumacher**

Granite State Communications  
Sales & Service

**Nick Winchester**

OTT Communications  
Annual Convention

## Volunteer Awards *(continued from page 3)*

### Outgoing Board Members

**Chet Truskowski**  
Topsham Telephone Company

**Marc Violette**  
TDS Telecom

### TANE Special Service Award

#### Jerry Lamm, Occam Networks



Jerry Lamm has been a member of the Network Operations Committee since 2003, serving as chair of that committee from 2005 to 2006. Throughout his tenure he was very involved in the committee. He rarely missed calls even though he was always on the road, had great ideas and insight on the training needs of the membership and was always a big help in securing speakers. No matter what company Jerry was with, he always made sure TANE was a priority. He's an all around great guy and always added to the fun that this committee is known for! Jerry recently stepped down from the Committee and will be missed very much. Although he has committed to remaining a loyal TANE member, we are hoping we'll be able to entice him back in a volunteer capacity sometime soon! Thanks, Jerry and congratulations!! ☎

### Special Thanks to This Year's Annual Convention Bronze Sponsors

Cable Services Company Inc.  
ClearAccess

Emerson Network Power  
GENBAND

Juniper Networks  
Mid America Computer Corp.  
Quintrex Data Systems Corp.  
SPC

Telephone Association of Maine  
Walker and Associates Inc.

### TANE President's Award MOUNTAIN LTD.

Joe Hosmer, former owner of MOUNTAIN LTD., had been involved in TANE since the early days



and always made huge contributions serving as an Associate Board Member and Chair of the Associate Member Committee. When Joe stepped down from chairing the Associate Member Committee, April Metivier stepped in and eventually replaced Joe on the Board when he sold the company. April has been a huge help in organizing exhibits at the Showcase and the Annual Convention, and MOUNTAIN has consistently provided great employees as volunteers on TANE committees. These volunteers include Gregg Klatsky, Harold Crabill, and Don Richard. They also always offer support staff to help out, especially at the Spring Showcase when we needed help at registration. We look forward to MOUNTAIN's continued support of and presence in TANE and congratulate them on this well-deserved award! ☎



*Laurie Osgood, Dawna Hannan, Shirley Manning, Shirley Bloomfield*



*State Commissioner Panel*

## Sports Results

### Golf Scramble

#### 1st Place

Todd Henecke, Quintrex Data Systems  
Gregg Klatsky, MOUNTAIN LTD.  
David Merrills, GENBAND  
Bill Stafford, Granite State Communications

#### 2nd Place

Cliff Abbott, Berry Dunn McNeil & Parker  
Keith Hughes, KGP Logistics  
Elizabeth Rapisarda, KGP Logistics  
George McKenna, TYCO Electronics

#### 3rd Place

Jamie Feehan, Primmer Piper Eggleston & Piper  
Chris Fortuna, JSI Capital Advisors  
Lynn Groen, MACC  
Ben Metivier, MOUNTAIN LTD.

#### Closest to the Pin

Hole #5 – Steve Vargo, Power & Tel  
Hole #7 – Todd Henecke, Quintrex Data Systems

#### Longest Drive

Men – Mark Pontbriand, FairPoint Communications  
Women – Tami Sherman, Power & Tel

Crazy Champagne Putting Contest  
Horseshoe Tournament  
Tennis  
Fun Run

Cancelled due to rain

#### Fly Fishing Derby

Winner – Bernie Gardenhire, Stutler Technologies

#### Pool Tournament

Winner – Ben Sanborn, TAM



*“Thinking Outside the Box” Panel*



*The crowd was entertained by Comedian Mike Miclon and “Fusion”*

## In Other News...

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### NorthEast Telecommunications Showcase

*The CAN'T MISS event if you are in the business of Data, Voice or Video.*

**October 27<sup>th</sup> 8:30AM - 6:30PM & October 28<sup>th</sup> 8:00AM - 12:00PM**  
**Turning Stone Casino in Verona, NY**

NETS is open to all Cable, Voice and Data Providers in the North East, as well as all Manufacturers of Equipment designed to support the service provider in this effort. This event will have manufacturers of equipment from Data Storage Solutions to Bucket Trucks, Fiber, Billing Solutions and Battery Backup.

**In addition to all of the Educational Benefits, we will also be giving away Door Prizes and a \$1,000 Check to one lucky attendee!**

#### Why Attend?

- See the latest technology at work
- Learn from top industry executives
- Participate in educational sessions in real time
- Network with other industry decision makers
- Win great prizes throughout the event
- Fusion Splicing
- Unix Troubleshooting
- Bucket Truck Safety Inspection Training

*Sponsored in part by*



You can't afford to miss this. Register today at <http://nysta.onefireplace.org/Default.aspx>.

## Introducing TANE's Newest Associate Members

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Located in Madison CT, Core Technologies is a manufacturer's representative for telecom test equipment. For more information contact Peter Sikes at [psikes@iconn.net](mailto:psikes@iconn.net) or visit their website at [www.coretechrep.com](http://www.coretechrep.com).



Located in Lawrenceville GA, TTI is an integration partner providing customers in-depth analysis, creative network design and innovative technology to develop cost effective, integrated video and data network solutions.

For more information contact Steven Nuenighoff at [steven.nuenighoff@tti.us.com](mailto:steven.nuenighoff@tti.us.com) or visit their website at [www.tti.us.com](http://www.tti.us.com).



Located in Westford MA, Juniper Networks is a leader in service providers, data centers, Ethernet Aggregation, Routing and Switching, Security, VPN, MPLS and SBC.

For more information contact Jim Behenna at [jbehenna@juniper.net](mailto:jbehenna@juniper.net) or visit their website at [www.juniper.net](http://www.juniper.net).



Located in Santa Clara CA, Blade Network Technologies is the leader in 1 and 10GbE blade switches, top-of-rack RackSwitch, VMready network virtualization and Smart Server Control software. BLADE's Unified Fabric Architecture integrates servers, storage and networking. BLADE's "Rackonomics" enables datacenters to achieve optimal TCO.

For more information contact Rich O'Donnell at [rich.odonnell@bladenetwork.net](mailto:rich.odonnell@bladenetwork.net) or visit their website at [www.bladenetwork.net](http://www.bladenetwork.net).



BE CERTAIN.

Located in Lexington MA, Integration Partners has been a leading, full-service voice and data network engineering firm serving service providers and enterprises in the Northeast since 1999.

For more information contact Bill at [vxydias@integrationpartners.com](mailto:vxydias@integrationpartners.com) or visit their website at [www.integrationpartners.com](http://www.integrationpartners.com).

## Topgallant Partners



Located in Londonderry NH, Topgallant Partners is an Information Technology Professional Services firm focused on Internet Security.

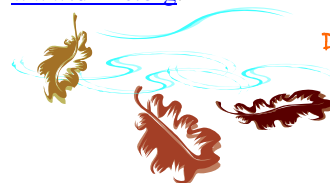
For more information contact Jeffrey at [jjones@topgallant-partners.com](mailto:jjones@topgallant-partners.com) or visit their website at [www.topgallant-partners.com](http://www.topgallant-partners.com).

*TANE recently introduced a new class of membership called "Enterprise Members" which includes hospitals, colleges and medium to large businesses. We would like to welcome our very first Enterprise Member and to thank Kevin McFarland of Dartmouth-Hitchcock Medical Center for his help and input as we embark on this new class of membership. Kevin is also working with TANE on compiling a list of other potential Enterprise Members.*



Located in Lebanon NH, Dartmouth Hitchcock is New Hampshire's only academic medical center. Internationally renowned, nationally ranked, and regionally respected, we integrate high-quality patient care, advanced medical education, and translational research to provide a full spectrum of health care.

For more information contact Kevin McFarland at [Kevin.d.mcfarland@hitchcock.org](mailto:Kevin.d.mcfarland@hitchcock.org) or visit their website at [www.dhmc.org](http://www.dhmc.org).



Don't forget to set your clocks back!!  
November 7, 2010