



Telephone
Association
of New England
2011
Annual
Convention

Sept. 11–13, 2011
The Balsams Grand Hotel
Dixville Notch, NH

**Leveraging the
Power of Change —
The Key to the Future**



Mission

The Telephone Association of New England is a resource for the educational needs of its members. The Association will deliver value through collaboration and opportunities for networking and professional development.

Vision

- ◆ *Well-known for value, reliability and innovation*
- ◆ *First choice for educational needs*
- ◆ *Committed, recognized and rewarded volunteers*
- ◆ *Timely communication of relevant information*
- ◆ *Beneficial, functionally diverse networking/social contacts*

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This year's program printing compliments of:



2011 Annual Convention Sponsors

Platinum

Adtran
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Lincolnvile/Tidewater
OTT Communications
Oxford Networks
TCA
TDS Telecom
Waitsfield and Champlain Valley Telecom

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Bronze

MOUNTAIN LTD.
ORION Telcom Services
SPC Innovative Solutions
Vantage Point Solutions

TANE 2011 Program

Leveraging the Power of Change — The Key to the Future

Sunday, September 11, 2011

- 12:00–4:00 p.m.** **Exhibitor Set-Up** ♦ *John Dix Social Room*
Registration ♦ *The Alcove*
Welcome Wagon Compliments of The Balsams
- 5:30–7:00 p.m.** **Welcome Cocktail Reception & Vendor Showcase** ♦
John Dix Social Room
Sponsored by Lincolnville/Tidewater, Granite State Communications, Waitsfield and Champlain Valley Telecom
- 7:00 p.m.** **Dinner** ♦ *Main Dining Room*
- 9:00 p.m.** **TANE Volunteer Awards** ♦ *Ballroom*
- Coffee & Dessert
 - TANE Remembers 9/11
 - TANE Volunteer Recognition
 - TANE Hall of Fame Induction Ceremony

Monday, September 12, 2011

- 6:30–11:30 a.m.** **Continuous Coffee** ♦ *Sun Room*
Sponsored by Calix
- 7:00 a.m.** **Breakfast** ♦ *Main Dining Room*
- 7:15–8:00 a.m.** **Associate Members' Breakfast** ♦ *Hale Room*
- All Day** **ITPA Silent Auction Viewing/Bidding** ♦ *The Alcove*
- 8:00 a.m.** **General Session** ♦ *Ballroom*
Presiding
 DAWNA HANNAN, *TANE President*
 Director — *Regulatory Affairs, Human Resources & Customer Satisfaction*
 Oxford Networks
- National Anthem**
 BEN SANBORN, ESQ., *External Affairs Manager*
 Telephone Association of Maine



Pledge of Allegiance

DAWNA HANNAN, *TANE President*

Invocation

ROB SOUZA, *TANE 1st Vice President*

Vice President Operations

OTT Communications

TANE President's Remarks

8:20–9:30 a.m.

Generation Gap Panel Discussion

How are the Different Generations Using Your Services...or Are They?

Moderator:

SCOTT MEYER, *Marketing Director, Innovative Systems*

Panelists:

DAN HAGER

JERRY OWEN

JORDANN SYLVESTRE

9:30–9:45 a.m.

Coffee Break

Sponsored by Calix

9:45–11:00 a.m.

Your State's Role with the Future of Regulation and the National Broadband Plan

Moderator:

BEN SANBORN, *External Affairs Manager, Telephone Association of Maine*

Panelists:

JOEL SHIFMAN, *Senior Utility Analyst, Maine Public Utilities Commission*

THOMAS GETZ, *Commissioner, New Hampshire Public Utilities Commission*

GEORGE YOUNG, *Policy Director, Vermont Public Service Board*

11:00–11:15 a.m.

TANE Business Meeting

EVP Report, DANA TWOMBLY

Treasurer's Report

11:00 a.m.

Guest Activity

Crazy Champagne Putting Contest ♦ *Putting Green*

Sponsored by HEADNetworks LLC

11:15–11:30 a.m.

Introduction of TANE's Associate Members

APRIL METIVIER, *TANE Associate Board Member*

Chief Operating Officer, MOUNTAIN LTD.

11:30 a.m.

Door Prize Drawing

Sponsored by Oxford Networks



- 11:30 a.m.–
12:30 p.m.** **Wine & Cheese Reception & Vendor Showcase** ♦
John Dix Social Room
Sponsored by Adtran and OTT Communications
- 12:30–2:00 p.m.** **Lunch** ♦ *Main Dining Room*
Lunch & Learn Session ♦ *Hale Room*
Hot Topics
**Including Phantom Traffic, Impacts of the FCC
Broadband Plan, and More!**
MARK NOVY, Manager, Demand Assurance, NECA
JOHN ROSE, Executive Vice President, OPASTCO
- Guests will be on their own for the afternoon to enjoy
resort activities including tennis, horseshoes,
shuffleboard, badminton, billiards, and waterfront
activities including fly fishing and boating.*
- 1:00 p.m.** **ITPA Golf Scramble** ♦ *Panorama Course*
Beverage Cart sponsored by TDS Telecom
Soda and Water sponsored by GENBAND
- 1:30 p.m.** **Guided Table Rock Hike** ♦ *Meet in Scenic Patio*
Sponsored by Power & Tel
- 6:00–7:00 p.m.** **Cocktail Reception** ♦ *John Dix Social Room*
Sponsored by FairPoint Communications and TCA
- 7:00 p.m.** **Dinner** ♦ *Main Dining Room*
ITPA Silent Auction bidding closes
- After Dinner** **Patriots Monday Night Football followed by music by
Fast Forward** ♦ *The Tavern*

Tuesday, September 13, 2011

- 6:30–11:30 a.m.** **Continuous Coffee** ♦ *Sun Room*
Sponsored by Primmer Piper Eggleston & Cramer PC
- 7:00 a.m.** **Breakfast** ♦ *Main Dining Room*
- 7:00–8:00 a.m.** **ITPA-NE Chapter Membership Breakfast Meeting** ♦
Hale Room
- 8:00 a.m.** **General Session** ♦ *Ballroom*
Presiding
ROB SOUZA, TANE 1st Vice President
Vice President Operations
OTT Communications

8:10–9:00 a.m. Call Termination Issues: Who’s in Control of the Network?

MARK NOVY, *Manager, Demand Assurance, NECA*

9:00–9:45 a.m. FCC Broadband Plan

JOHN ROSE, *Executive Vice President, OPASTCO*

9:45–10:00 a.m. Coffee Break

Sponsored by Primmer Piper Eggleston & Cramer PC

10:00–11:15 a.m. FairPoint State Presidents Panel

Moderator:

LARRY STERRS, *Chairman of the Board, UniTel & UniTek*

Panelists:

MICHAEL REED, *Maine State President*

TERESA ROSENBERGER, *New Hampshire State President*

MICHAEL SMITH, *Vermont State President*

11:15 a.m. Door Prize Drawing

Sponsored by BerryDunn

11:15 a.m. Meeting is Adjourned

12:00 p.m. Lunch ◆ *Main Dining Room*

*Thank you for your attendance, participation
and support of TANE 2011!!
Have a safe trip home. See you next year!*

TANE Officers — 2010–2011

President	Dawna Hannan, <i>Oxford Networks</i>
First Vice President	Rob Souza, <i>OTT Communications</i>
Second Vice President	Vacant
Secretary	Cathy Harrington, <i>FairPoint Communications</i>
Treasurer	Lisa Liberty, <i>Waitsfield and Champlain Valley Telecom</i>
Executive Vice President	Dana Twombly, <i>TANE</i>

TANE Board of Directors — 2010–2011

Maine	Suzanne Dubois, <i>UniTel Inc.</i> Dawna Hannan, <i>Oxford Networks</i> Rob Souza, <i>OTT Communications</i>
New Hampshire	David Montgomery, <i>Dunbarton Telephone Company</i> Jim Quinn, <i>FairPoint Communications</i> Chris Rand, <i>Granite State Communications</i>
Vermont	Kimberly Gates, <i>Franklin Telephone Company</i> Tom Murray, <i>TDS Telecom</i> Roger Nishi, <i>Waitsfield and Champlain Valley Telecom</i>
MA/CT/RI	Ed Tisdale, <i>OTT Communications</i>
Associate Representative	April Metivier, <i>MOUNTAIN, LTD.</i>
ITPA Representative	Dana Twombly, <i>TANE</i>

Independent Telecommunications Pioneer Association (ITPA) New England Chapter Board of Directors 2010–2011

Officers	Chris Rand, <i>President</i> Bob Cook, <i>Vice President</i> Wil Leighton, <i>Secretary</i> Jeff Webber, <i>Treasurer</i>
Directors	Mike Alderman Fern Letellier Beth Osler
Chapter Representative	Gil Bockus
TANE Representative	Dana Twombly

2011 Annual Convention Committee

Chair	Dana Twombly, <i>TANE</i>
On-Site Coordinator	Laura French, <i>TANE</i>
ITPA Golf Scramble	Marc Violette
ITPA Fundraising Activities	Suzanne Dubois, <i>UniTel Inc.</i> Laura French, <i>TANE</i> Beth Osler, <i>UniTel Inc.</i>
Program	Dana Twombly, <i>TANE</i> — <i>Chair</i> Laura French, <i>TANE</i> Dawna Hannan, <i>Oxford Networks</i> Cathy Harrington, <i>FairPoint Communications</i> Susan Rand King, <i>Granite State Communications</i> Roger Nishi, <i>Waitsfield and Champlain Valley Telecom</i> Rob Souza, <i>OTT Communications</i> Bill Stafford, <i>Granite State Communications</i> Nick Winchester, <i>OTT Communications</i>
Exhibits	April Metivier, <i>MOUNTAIN, LTD.</i>

2011 TANE Member Companies

Telephone Company Members

Bretton Woods Telephone Company
Coastal Telecom Group

*Lincolntonville Telephone Company
Tidewater Telecom Inc.*

Dixville Telephone Company
Dunbarton Telephone Company
FairPoint Communications

*China Telephone Company
Commtel*

*Maine Telephone Company
Northland Telephone Company*

*Sidney Telephone Company
Standish Telephone Company*

Franklin Telephone Company
Granite State Communications
Mid Maine Telecom dba OTT
Communications

Oxford Networks
Saco River Telegraph & Telephone
Company dba OTT
Communications

Shoreham Telephone Company
TDS Telecom of Maine:

*Cobbosseecontee Telephone &
Telegraph Company
Hampden Telephone Company
Hartland and St. Albans Telephone
Company*

*Island Telephone Company
Somerset Telephone Company
Warren Telephone Company
The West Penobscot Telephone and
Telegraph Company*

TDS Telecom of New Hampshire:
*Hollis Telephone Company, Inc.
Kearsarge Telephone Company
Merrimack County Telephone
Company*

*Union Communications
Wilton Telephone Company, Inc.*

TDS Telecom of Vermont:
*Ludlow Telephone Company
Northfield Telephone Company*

*Perkinsville Telephone Company,
Inc.*

The Granby Telephone & Telegraph
Company of Massachusetts Inc.
dba OTT Communications

The Pine Tree Telephone & Telegraph
Company Inc. dba OTT
Communications

Topsham Telephone Company
Union River Telephone Company
UniTel Inc.

Vermont Telephone Company
Waitsfield and Champlain Valley
Telecom

Associate Members

3M Communication Markets Division
Adtran

Aegis Consulting Group LLC
AFL Telecommunications

Alamon Telco Inc.

Allied Telesis

Altec Industries

BerryDunn

BLADE Network Technologies Inc.

Brocade

BTI Systems

C & C Power Inc.

Cable Services Company Inc.

Calix

Cathedral Corporation

CCI Systems

CHR Solutions

Cisco Systems

ClearAccess Inc.

CoBank

Commsoft

Concord Communications Associates
Inc.

CORE Telecom Systems

Corning Cable Systems

Crocker Telecommunications LLC

Cronin Communications

Cyan

DataEast

DCP Technologies Inc.
 Devine Millimet
 Draka Comteq
 Emerson Network Power
 Enablence Technologies
 EnerSys
 FiberNext LLC
 FONEX Data Systems
 GE Energy
 GENBAND
 Goldfield Telecom L.C.
 Graybar
 HEADNetworks LLC
 Henkels & McCoy Inc.
 Highline Products
 Hitachi Telecom (USA) Inc.
 Homisco/Voicenet
 Innovative Systems LLC
 Integra Networks
 Integration Partners
 ISPN
 John Staurulakis Inc. (JSI)
 Juniper Networks
 KGP Logistics (formerly Embarq
 Logistics)
 Mapcom Systems
 MetaSwitch
 Mid America Computer Corporation
 (MACC)
 Mohawk Ltd.
 MOUNTAIN LTD.
 Multilink Broadband
 Murray, Plumb & Murray
 National Exchange Carrier
 Association (NECA)
 Nave Communications Co.
 New Hampshire Telephone Museum
 nextGen Telecom Services Group Inc.
 North American Equipment Upfitters
 NTCA
 OCCAM Networks Inc.
 OFS
 On Target Utility Services
 Optelian
 ORION Telcom Services
 Palmettoeng.com
 PICS Telecom Corporation
 Pioneer Broadband
 Power & Telephone Supply
 Power Solutions LLC
 Primmer, Piper, Eggleston & Cramer
 P.C.
 Professional Teleconcepts Inc.
 Prysmian Cables & Systems
 PWR, LLC
 Quintrex Data Systems
 REDCOM
 Reliable Telecom Supply
 RioRey
 SENKO Advanced Components
 Shields Environmental Inc.
 SPC Innovative Solutions
 Stutler Technologies Corp.
 Sumitomo Electric Lightwave
 Superior Essex
 T4G
 TAMGE — Test and Measurement
 Global Exchange
 Taqua
 TCA
 Telcom Insurance Services Corp.
 Telect Inc.
 Telephone Association of Maine
 (TAM)
 Topgallant Partners
 Transparent Technologies Inc.
 Tyco Electronics
 UniTek Inc.
 Unity Foundation
 Vantage Point Solutions
 VarData LLC
 Vology
 Walker and Associates
 Westell Inc.
 Wilcom
 Zhone Technologies
 ZyXEL Communications

TANE Hall of Fame

1989

*Kenton E. Quint, (retired), *Somerset Telephone Company, ME*
Alderic O. "Dick" Violette, *Merrimack County Telephone Co., NH*

1990

John A. Morse, (retired), *New England Telephone Company, MA*
John W. Connor, *Community Service Telephone Company, ME*

1991

Theodore A. Clifford, (retired), *Clifford of Vermont*
William E. Dubben, (retired), *CONTEL of New Hampshire*

1992

Arthur F. Fisher, (retired), *Oxford County Telephone Company, ME*
*Russell "Buck" Hosmer, (retired), *Union Telephone Company, ME*

1993

*Merrick E. "Spec" Wheeler, (retired), *CONTEL of Vermont*
Gardner "Hoppy" Hopwood, (retired), *CONTEL of Vermont*

1994

Edward R. Winslow, (retired), *Stromberg Carlson-Company, NY*
Dwight L. Conant, (retired), *New England Telephone Company, MA*

1995

Eleanor G. Haskin, *Waitsfield-Fayston Telephone Company, VT*

1996

J. Garry Mitchell, *Woodbury Telephone Company, CT*
Bert G. Clifford, *Unity Telephone Company, ME*

1997

George C. Twombly, *Standish Telephone Company, ME*
Lynwood P. Hill, (retired), *Somerset Telephone Company (TDS), ME*

1998

Shirley P. Manning, *Tidewater & Lincolnville Telephone Companies, ME*
Paul E. Violette, *MCT Telecom (Merrimack County Telephone Company), NH*

1999

Robert J. Collins, (retired), *TDS Telecom/Northfield Telephone Company, VT*

2000

Normand J. Savard, (retired), *COMMTEL (Community Service Telephone Co.), ME*

2001

Wilfred R. Leighton, *UniTel (Unity Telephone Company), ME*
Gilbert A. Bockus, *Granite State Telephone Company, NH*

2002

No Inductees

2003

Hobart G. Rand, *Granite State Telephone Company, NH*
Lawrence J. "Larry" Sterrs, *UniTel Inc., ME*

2004

No Inductees

2005

Richard W. "Bill" Laplante, *Granby Telephone & Telegraph Company, MA*

2006

James M. Henley, *MCT Telecom, NH*

2007

Charles W. "Chuck" Strand, *Contel, NH*

2008

Roderick Anstey, *Oxford Networks, ME*

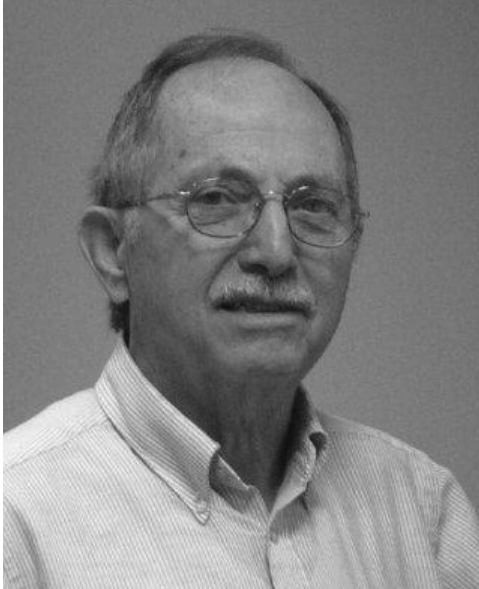
2009

No Inductees

2010

No Inductees

**Deceased. Presented to a family member*



In Memoriam
Earle C. Hildreth Jr.
1933–2010

The telephone industry lost a good friend in August, 2010. Earle worked in the industry as an electrical engineer for the USDA over 35 years and was an active Telephone Pioneer. Even after his retirement in 1998 he kept in touch with many of the rural telephone company folks and was a huge supporter of the DownEast Pioneers and the ITPA-New England Chapter. Earle's gentle demeanor and subtle sense of humor is greatly missed.



