



51st Annual Convention

September 13-15, 2009
The Balsams Grand Hotel
Dixville Notch NH

This year's Annual Convention provides a wide variety of educational and networking opportunities. The theme encompasses several forms of "green" including the environment, money, and movement. There will be a session on Renewable "Green" Energy, a panel discussion on the challenges facing telecoms – from the economic, technology and competition perspectives. We'll also take a look at Bringing Jobs & Business to New England In a Down Economy. These sessions and more will be presented by a variety of experts in the field including many of our own Members.

We hope you will take time out to spend a few days learning and networking with your industry peers in a beautiful and relaxing location. We guarantee you'll return to the office refreshed and with new perspectives giving you the energy to turn your own light green!! ☎

Important Notes about this year's convention...

- **Early Bird Discount** for everyone who reserves their room at The Balsams before July 31. **Save \$20 per person per night!**
- Register for the convention on **TANE's new website** and save **\$25 per person** on registration fees!
- **Vendor Showcase** will be open Sunday evening 5:30-7 pm; Monday 11:30 am-12:30 pm and 6:30-7:30 pm.
- **Live Auction** to benefit the ITPA-NE Chapter Scholarship Fund is back!! Donate an item and help a great cause!!
- **Bonus!** Convention **Sponsors** get their company name, link and logo posted on the Annual Convention page of the TANE website as well as in the convention program and on signs.
- **Playing Golf?** **Sign up ahead of time** online – it makes the life of our tournament coordinator *much* easier!!
- All **documents** related to the Annual Convention are posted on the TANE website. If didn't receive a **username and password** contact the TANE office ASAP.

Certified Fiber Optic Technician

September 22-24, 2009

FiberNext – Bow NH

This fast paced 3-day seminar is a must for all technicians. It combines Instructor presentations with numerous hands-on labs and exercises. Students will learn...

- The basics of installing terminating, testing and troubleshooting fiber optic communications cabling;
- The methods of testing and troubleshooting more intricate fiber optic networks;
- Cover fiber plant restoration including (but not limited to) fusion splicing, mechanical splicing, fiber cable preparation, mid-span fiber entry, installing breakout kits, installing fiber into OSP splice closures and more!

Students will earn...

- 21 BICSI CEC's

To ensure personalized attention, there is a limit of 11 attendees per session, so be sure to register soon!! Registration fee is \$999 per person and you can register online or contact the TANE office for a registration packet. **Registration deadline is August 15, 2009.** ☎

2009 TANE Calendar of Events

September

13-15

TANE Annual Convention

The Balsams Grand Hotel
Dixville Notch NH

22-24

Certified Fiber Optic Technician

FiberNext
Bow NH

October

21 & 22

TANE Fall Finance & Regulatory Symposium

Marriott Courtyard
Portsmouth NH

February 2010

3 & 4

TANE/NYSTA Issues Forum

Springfield Marriott
Springfield MA

4th of July History & Trivia -Did You Know...

- Independence Day was first celebrated in Philadelphia on July 8, 1776.
- The Liberty Bell sounded from the tower of Independence Hall on July 8, 1776, summoning citizens to gather for the first public reading of the Declaration of Independence by Colonel John Nixon.
- The first public Fourth of July event at the White House occurred in 1804.
- Before cars ruled the roadway, the Fourth of July was traditionally the most miserable day of the year for horses, tormented by all the noise and by the boys and girls who threw firecrackers at them.
- The first Independence Day celebration west of the Mississippi occurred at Independence Creek and was celebrated by Lewis and Clark in 1805.
- In 1941, Congress declared 4th of July a federal legal holiday. It is one of the few federal holidays that have not been moved to the nearest Friday or Monday.

TANE Members in the News

MOUNTAIN, LTD.™ Staffing Consultant Appointed Chair of National Physician Recruitment Certification Committee

The National Association of Personnel Services names Don Richard, CPC, PRC, as Chairman of their Physician Recruitment Certification Committee

April Metivier, CTS, Chief Operating Officer of **MOUNTAIN, LTD.** is pleased to announce that, **Don Richard, CPC, PRC**, a direct placement staffing consultant with the firm, has been named by the National Association of Personnel Services (NAPS) as co-chair the organization's Physician Recruitment Certification Committee. Richard, who earned his specialized distinction of Physician Recruiting Consultant (PRC) in 2005, is currently one of only five staffing consultants in the nation to hold the distinction.

Ms. Metivier says, "There is a shortage of qualified health care professionals which is forcing nurse practitioners and other mid-level providers to take on more responsibility. As a result, health care recruiters need to be educated on new accreditation requirements for these providers as well as to stay informed on immigration laws and other issues related to the increased number of foreign health care providers entering the U.S.. More than ever, medical organizations need to partner with trained and certified physician recruiters like Mr. Richard," she added. "Mr. Richard is not only one of the few staffing consultants who has maintained his physician recruitment certification, but with this new appointment, he has risen to the challenge of overseeing the certification process for other healthcare recruiters seeking professional credentialing from the National Association of Personnel Services."

According to Don Richard, "Medical organizations are striving to provide self regulation by imposing very stringent requirements and background checks on their providers. A Certified Physician Recruiting Consultant has the training and expertise to uncover important documents and background information that a candidate may not provide to prospective employers, such as verification of their current ability to practice

medicine or evidence of past substance abuse or mental health issues that could affect their work." He added, "NAPS requires extensive training to prepare for the P.R.C. testing, and to maintain the certification, ongoing education is required. I'm proud to be co-chairing the certification committee so I can ensure that the medical community will be well served by top-notch physician recruiters. "

NAPS has been the staffing industry educator since 1961 and there are currently more than 10,000 staffing professionals who have been certified to various programs.

Don Richard is also vice chair of TANE's Sales & Service Committee. ☎

Tilson Technology Management Launches New Sites

Tilson Technologies, who designed TANE's new website which made its debut earlier this month, recently launched www.bistolq.com for Bistro LQ, a newly opened Los Angeles restaurant serving French Nouvelle California cuisine by Owner and Executive Chef Laurent Quenioux.

They are also proud to announce the recent launch of several high-profile web sites for companies located in across the US and Canada:

www.balldontliemovie.com

(Ball Don't Lie / Night & Day Productions)

www.portlandstage.org

(Portland Stage Company)

www.inventorycircle.com

(InventoryCircle.com)

www.garbjaffe.com

(Garb Jaffe & Associates Legal Placement)

www.maineoastkitchen.com

(Maine Coast Kitchen Design)

Tilson's web development team excels in a variety of website programming and website project management services. For more information, visit www.tilsontech.com or email developers@tilsontech.com. ☎

Laurie Osgood Named UNITEK President & CEO

The Board of Directors of UNITEK, Inc.-Unity, -has named Laurie L. Osgood of Belfast as President and Chief Executive Officer (CEO) of the corporation. Ms. Osgood will continue to serve as President and CEO of UniTel and UniCap. Ms. Osgood replaces Lawrence J. Sterrs who will continue to serve as UniTek's Chairman of the Board and a corporate officer of UniTek and its subsidiaries.

UniTek, Inc. is a Maine company that operates or shares in the operation of three lines of business within the telecommunications industry: UniTel, a local, independent telephone company in Unity, Maine, UniCap, a local deregulated telecommunications company also located in Unity, Maine and UniPage, a paging business operating under the name Northeast Paging ("NEP") in Maine and UCOM in NH, Vermont, Massachusetts, Connecticut and Rhode Island.

Laurie has served as Vice President of Business Development for UniTek over the last five years and is a twenty-four-year veteran of UniTel with a record of leadership in key management posts in Information Technology, Customer Relations, Project Management and Finance. She is a native of Knox and a 1980 graduate of Mount View High School.

She holds a B.S. in Business Administration and Finance from the University of Maine-Orono. In her new capacity, Osgood is responsible for all holding company operations at UniTek including: Personnel, Budgeting, Short and Long Term Strategic Planning & Operational Execution. She also serves as a Board Director for the parent company UniTek and its subsidiaries: UniTel, UniPage and UniCap

"Laurie has demonstrated consistent and successful leadership throughout her career at UniTel", said Board Chairman and spokesperson Larry Sterrs. "We are certain to see the same success as Laurie takes over the leadership at our holding company operations. We are fortunate to have her with us."

Laurie and her husband, Bruce--Director of Membership Services at the Waldo County YMCA--are the parents of three daughters: Kathleen, Kristine and Kariann. They reside in Belfast, ME.



Martin Group Adds Depth to Engineering Staff

**New Professional Engineer Enhances
Martin Group's NextGen Intelligence**

Martin Group, a global provider of enterprise-wide telecommunications solutions, next generation engineering, and consulting services, is pleased to announce that Howard Gorter, Staff Engineer, is a registered Professional Engineer (PE) in South Dakota and Tennessee. Professional registration in other Eastern states served by Martin Group's new Nashville office is in progress.

By obtaining his license, Mr. Gorter will now function as the engineer in responsible charge of projects, submit engineering plans and drawings to a public authority and certify engineering work for clients. Tier 3 communications companies who utilize RUS financing will now have a P.E. in close proximity to authenticate all project documentation.

"Martin Group is proud of Mr. Gorter's achievement. With his licensure, our clients in the Eastern United States will have a local Professional Engineer to assist them with the complete life cycle of their projects," says Peter Rasmusson, President of Telecommunications Consulting and Engineering. "Mr. Gorter's licensure also adds depth to Martin Group's engineering expertise enabling us to provide additional mentoring to our Engineers-In-Training and other technical staff as well as sharing the project workload among our staff of four Professional Engineers," comments Rasmusson.

Mr. Gorter graduated from Dordt College with a degree in Engineering and Computer Science. He also earned his MBA from the University of Sioux Falls. While at Martin Group, he has worked with a wide variety of state-of-the-art telecommunications technologies. These include Fiber-to-the-Home (FTTH), Fiber-in-the-Loop (FITL), Routers, Video on Demand (VoD), Internet Protocol Television (IPTV), SONET, Dense Wavelength Division Multiplexing (DWDM) systems and wireless projects. 📞

TANE Kids at Work

The following article was submitted by Stephanie Bishop, daughter of proud mom Jane Bishop of V-Tel. Stephanie and her sister, Tiffanie, are both recipients of ITPA-NE Chapter Scholarships this year.

I was fortunate to go on an alternative spring break in March with 18 other students from New England College Environmental Action Committee. We stayed at Good Shepherd United Church of Christ in Metairie LA which is about 15 to 20 minutes from downtown New Orleans. We volunteered to work with two non-profit groups: the United Church of Christ Good Shepherd Community Recovery and Outreach Center, a program helping with land reclamation and property cleanup; and Beacon of Hope Resource Center, a church based group that helps homeowners with property reclamation, wetland restoration, and tree replanting.

Most of our time was spent planting at an elementary school. Because the other schools in the area are not opened yet, this school has 200 more students than before Katrina hit. The children that attend here are ages 4 to the 8th grade. The school has added trailers to accommodate more classes.

We did get a day off to see the landmarks erected to show the water level at different times as Katrina came crashing through. We also saw homes that are still abandoned and land that once had many homes on it and now has nothing.

That week showed me how lucky most of us are. I also saw many other students and adults volunteering their time to help others from the most deadly hurricane in U.S. history. Much has been accomplished but there is so much more to be done.



Stephanie Bishop and friends

17th Annual Granite State Telephone Pioneer Club Golf Tournament

The Granite State Telephone Pioneer Club hosted its 17th Annual Loren P. Rand Memorial Golf Tournament on Saturday, June 6, 2009 at Beaver Meadow Golf Course in Concord, NH. Forty-three golfers and forty-nine sponsors participated in the event, which is held annually in memory of Granite State Telephone's past president. Proceeds from the event are distributed to several local charitable organizations within Granite State Telephone's serving area. The club had its best year ever, raising over \$8,000 from the event! Last year's proceeds were donated to a variety of organizations, including community food pantries, senior centers, and fire departments.

This year's winning team included (below from l-r) Bob Murchie of Citizen's Bank and son Alex Murchie, Steven Schilling of Granite State Telephone, and Kevin Hallenbeck of Sandler Training.



TANE Welcomes New Associate Members



Located in St. Louis MO, CORE Telecom Systems is a provider of new and used telecommunications equipment from many quality manufacturers like Tellabs, Eltek Valere, Delta Energy, Northstar Batteries, Haze Batteries, Innoband Modems, and Platinum tools as well as many others. For more information contact John at jturner@coretelecom.net or visit their website at www.coretelecom.net.



Located in Anaheim CA, ZyXEL Communications offers reliable, end-to-end, fully-converged solutions for delivering broadband access, services and applications from the central office to the home. For more information contact Jenniffer Mackey at jenniffer@zyxel.com or visit their website at www.us.zyxel.com.

Congratulations to the 2009-10 ITPA-NE Chapter Scholarship Winners

Chelsea Beaulieu

Waitsfield & Champlain Valley Telecom

Stephanie Bishop

Shoreham Telephone

Tiffany Bishop

Shoreham Telephone

Phillip Cheney

Waitsfield & Champlain Valley Telecom

Kaitlin Fifield

TDS Telecom – NH

Sarah Furrer

V-Tel

Sarah Hanley

Pine Tree Networks

Bailey Johnston

TDS Telecom – NH

Adam Lantiegne

TDS Telecom – NH

Aric Lantiegne

TDS Telecom – NH

Jessica MacDonald

UniTel Inc.

Tristen Newton

Oxford Networks

Eric Pearson

TDS Telecom – NH

Ami Rice

V-Tel

Rachel Taplin

Pine Tree Networks

David Whitman

Waitsfield & Champlain Valley Telecom

Abby Zarotny

Waitsfield & Champlain Valley Telecom

And to

Lindsey Soboleski

V-Tel

Winner of the George C. Twombly Scholarship

Awarded to the applicant with the highest overall score.

The Maine ITPA Chapters'
20th Annual Down East ITPA Golf Classic
Gorham Country Club
Dedicated to the memory of
ITPA Club President & Friend, Norm Savard

Friday, August 7, 2009

Registration: 9:00 ✦ Golf Scramble Start: 10:00 a.m.

Lunch to Follow ✦ 50-50 Raffle, Prizes, Photos & More!

\$65 per player fee includes: greens fees, golf carts, lunch & prizes

Event Sponsorship Opportunities:

Major Sponsor: \$300.00

- Company name & logo on tournament billboard
 - Recognition during registration
 - Honorable Recognition on event brochure
- Honorable Recognition during awards presentation

Hole Sponsor: \$125.00

- Tee sign featuring company name & logo
 - Recognition on event brochure
 - Recognition during award presentation



Registration Deadline: July 25, 2009

For more information and to register and/or sponsor contact:

c/o Robert Cook

207 333-3472

rcook@oxfordnetworks.com

Your generosity benefits:

NE Chapter ITPA Scholarship Fund
Ronald McDonald House, Bangor & Portland
Salvation Army
Telephone Museum, Ellsworth, ME
Unity Foundation, Unity, ME



Picture yourself spending a beautiful day here – at the Gorham Country Club – supporting a great cause in memory of a good friend.

Life is good.