The Hottest Distributors and VARs for 2009

Distributors are expanding the reach and sophistication of design and logistics services, and traditional vendors are adding others' products and services to their own product lines, becoming distributors themselves.

A BBP Staff Report

eet your new bank. Under pressure from a weakening economy and with ever more sophisticated logistics software, distributors are, more than ever, partners with network deployers and equipment vendors. With vendor help, distributors are "fronting" some of the cash deployers would normally tie up in inventory by pre-ordering and warehousing. That's a well-known function of the distribution chain, but the volume of deals (and the time horizons; 60- and 90-day credit is becoming common for creditworthy but cash-strapped customers) seems to be increasing.

Over the past few months we've heard of daily just-in-time deliveries to construction-site points so remote they are described by mile markers and GPS coordinates. We've seen distributors who once made almost all of their revenue by fabricating custom drop cables, move into preparing prepopulated cabinets. We've seen headends almost entirely prewired, dollied into central offices a half-high rack at a time. (See "Gorham Telephone Brings IPTV Services to Kansas" in this issue.) And we've seen field points of presence overhauled during peak traffic periods, with the data traffic offloaded to a temporary, trailer-mounted, distributor-supplied doppelganger.

Some distributors, like Graybar and EMBARQ Logistics, are multibilliondollar global companies. Some have fewer than 10 employees. Some are part of companies that make fiber cables, such as AFL and Corning Cable Systems, but that carry lines of pedestals and other network equipment, and custom-fabricate cables themselves.

Indeed, for the big fiber vendors, which are trying to broaden their markets as greenfield residential construction falters, one key to success is to offer ever more comprehensive VAR services to ever-smaller operators. As a result, some of these familiar fiber suppliers offer design services and systems integration using products other than their own.

Some made our list because of the size of their catalog offerings. Others made it because we heard from contractors and developers about superior VAR services. We also took a few tips from some fiber suppliers and equipment makers about their satisfaction with their own supply chain.

Once FTTH started to reach the mainstream market, smaller operators and contractors increasingly required both quick parts shipments for maintaining and expanding older FTTH networks, and help with basic network design for new, smaller builds. For developers wishing to use fiber in place of copper, the distributors have offered a boon. Just as you can go to the local "coax guys" and ask for a quick-anddirty cable network installation, you can now do the same with fiber - getting much more bandwidth, lower operating costs, and higher reliability. The materials cost won't be much different. And with comprehensive distributor VAR services, the design costs won't be much different, either.

Fiber standardization has helped, too. As we noted last year, by 2005 the only major interoperability issues in fiberto-the-premises deployments revolved around differences in the point-to-point and GePON fiber universe (equipment built to IEEE standards) versus the BPON/GPON world (ITU standards). Now we have vendors such as Calix whose equipment automatically senses what kind of a network it is plugged into.

All of this has made distributors' jobs easier. They have figured out which connectors behaved well when matched with other specific vendors' connectors. Cabinets, pedestals and other enclosures have evolved to meet accepted industry standards as well.

Compare this to the RF/coax world, where there are almost 200 interfaces and the cost of the electronics is high. That makes for technology that's hard to stock and hard to service. Fiber components, on the other hand, are standard and comparatively cheap and, especially in the GPON world (and increasingly in the EPON/P2P world), interoperable from one vendor to another.

Over the years, many distributors we've talked to claim, in fact, that fiber's stocking risk is even lower than coax with fewer variables and more comprehensive standards. There are, however, more types of fiber cable than there are coax and Cat 5/6, even if there are fewer connector classes and variations in the electronics.

One new wrinkle: So much of the equipment itself is made in China that

it was inevitable that Chinese vendors would start selling directly in the US. To do so, they have enlisted distributors, especially for test equipment, connectors, and bulk fiber.

Traditional content aggregators like KT are also looking a bit like equipment distributors, and suppliers of satellite headends for MDUs and small network deployers have had to expand into more sophisticated site design. DIRECTV started it with its MFH series, most successfully MFH2 and 3. DISH Network joined in last year. Work has increased for distributors that handle the detailed design and the installation.

Among distributors and VARs, it has become clear that there's a simple pathway to success with fiber for those who have been serving the telcos: Start with cables, connectors and boxes, then move to active components like OLTs and ONTs, and passives like splitters. Add testing equipment, splicers, and training courses.

For those serving the cable TV industry today, fiber nodes, cable and connectors along with digital headends and network monitoring software are the ticket. BBP

HINTS FOR WORKING WITH DISTRIBUTORS

Developers, small deployers and their contractors should regularly re-evaluate their use of distributors, taking these issues into account:

- Some distributors concentrate on fast delivery service and low price, but supply little or no reliable help with design choices. Others have expanded their VAR and logistics help. But you may have to ask your existing distributors in detail about what they might be able to do to help.
- Choose the distributor most appropriate for your technology, cash and logistics situation.
- Distributors are more likely to expend effort on your project if you concentrate your buying with them. Consider it a "quantity discount." But many distributors tell us they value the steady customer/contractor even more, even if the contractor is buying only a few select items - drop cables or splicer consumables or duct - each time.
- Willing to consider off-brand fiber, test equipment and components? You're not alone in this economy. But try to compensate by working with quality-oriented distributors who can track the supply chain and guard somewhat against counterfeits and offspec product. Many can pretest subassemblies and fiber spools.
- Extra-worried about quality, especially for cable (cheap to buy, expensive to deploy)? Provide for preship or on-site testing and certification.
- Demand rush orders only when you need them, and provide honest delivery dates. Why end up with excess inventory when you can share your concerns about delivery with the distributor and come to mutual agreement? Often, the initial phase of an order may need to be rushed, but deliveries can be stretched out. This helps distributors juggle supply

- against multiple contractors' demands, in an industry where demand is still hard to predict.
- Similarly, if you come up short on a job, you should be able to forecast the problem a few days ahead and place a fill-in order appropriately. Many distributors are great at supply-chain management, too, and can help your cash flow in many ways.
- Train yourself and your personnel ahead of time. Several distributors told us they were amazed to be selling training materials with rush orders! Fiber installations are, of course, less forgiving than are copper builds.
- Get more than one price quote.
- If a developer or property owner must approve purchases or delivery dates to keep within cash flow or security parameters or to keep tenants happy, have the developer or owner on the phone with you.
- Establish credit ahead of time, especially if you are extending business to distributors you have not used in the past.
- Allow multiple distributors handling one project to communicate with each other. But make sure your organization, and the cooperating distributor organizations, each have a single point of contact to reduce the chance for confusion.
- Coax installers are well known for ignoring fire and other safety standards. Fiber suppliers have been more careful, requiring that distributors certify use so that, for instance, a fire-rated fiber is used indoors where necessary. Note that whereas single-family residences may have looser fire rating rules than multifamily for coax, this is not always the case for fiber.
- Many distributors for fiber are entirely online. But before you fill out the Web site form, it would be wise to talk to a live person at the distributor about the latest technologies. There are new items coming out every day in this business.

	INDUSTRY SEGMENTS								AREAS COVERED												
COMPANY	PCO/MDU	FTTx	Wireless	Telcos	Cable TV	Hospitality	Municipality		Outside Plant	Custom Cables	Inside Plant	Wireless	Structured Wiring	Test Equipment	Opto-Electronics	Network Service/ Programming	Software	Design/Construction	Headends	Logistics	
4COM Inc.	1															1			1	✓	
Advanced Media Technologies	1	1		1	1	1	1		1	1				/	1						
AFL Telecommunications	✓	✓	1	1	✓	✓	1		✓	✓	✓	1	1	✓	✓	✓		1	✓	✓	
Cables Plus USA										✓											
Clearfield Inc.		✓							✓	✓	1		1		1	✓		✓	✓		
Corning Cable Systems	✓	1	1	1	✓		1		✓	✓	✓	1		✓	✓			1			
DAWNco	✓			1	1	1	1												1		
EMBARQ Logistics	✓	1		1			1		✓	1	1	1	1	1	1			1	1	✓	
Graybar	✓	1	1	1	1	1	1		✓	✓	✓		1	✓	1			1		✓	
KT Communication	1		1	1	1	1						1				✓			1		
Mega Hertz				1	1					✓			1	✓	1			1	1		
Metrotek										✓				1							
Multicom Inc.	1	1			1	1	1		✓	1	1		1	1	1			1	1		
Multilink	1	1		1	1		1		✓	1	1			1							
Nickless Schirmer & Co.	1	1		1	1	1	1		✓		1								1		
North American Cable Equipment Inc.	1			1	1	1	1		1	1	√		1	1		1		1	1		
Pace International	1	1		1	1	1			✓	/	/		1	1	1		/	1	1	✓	
PDI-SAT	1					1							1			1		1	1		
Pico Macom	1	1			1	1	1			✓	1				1			1	1		
Power & Telephone Supply Company				1	1				/		1		1	/	1					✓	
Preformed Line Products	1	1		1	1		1		1	1											
Satellite Engineering Group	✓				✓		√			✓				✓					1		
Skywalker Communications					1					1											
SMS - Satellite Management Services	1				1		1									1			1	1	
Toner Cable Equipment Inc.	✓	1			✓	1	1		1	✓	✓			✓	✓			1	1		
TVC Communications	1	1			1					/	1				1			1			

4COM Inc.

1660 S. Hwy 100, Suite 590 Minneapolis, MN 55416 P: 800-737-0852 F: 952-591-5909 Contact: Tyna Hinds E: tynah@4com.com www.4com.com

Segments of industry served: PCO/MDU **Products:** Network Services/Programming, Headends

4COM makes access to television programming services fast, easy and worry-free. By using our professional staff to manage the administration of your satellite programming needs, you can better focus on important things such as subscriber acquisition and the success of your operations. We understand that each system you operate is unique, so 4COM's flexible services are geared to fit those needs. Whether you are expanding an existing system or building from the ground up, 4COM will work with you to determine the best options for your customers. To learn more about 4COM's programming options, contact us today at 800-737-0852 or sales@4com.com.

Advanced Media Technologies Inc.

720 S. Powerline Road, Suite G Deerfield Beach, FL 33442 P: 888-293-5856

F: 954-427-9688

Contact: Rob Narzisi advanced media technologies® E: rnarzisi@amt.com www.amt.com

Segments of industry served: PCO/MDU, Fiber-to-the-Home, Telcos, Cable TV, Hospitality, Municipalities Products: Outside Plant, Test Equipment, Opto-Electronics,

Advanced Media Technologies Inc. (AMT) is a performance leader among CATV and broadband electronic equipment providers. As a value-added reseller of high-performance products from the world's most recognized manufacturers, AMT targets emerging technology applications in broadband with a complete line of products for CATV, IPTV and FTTH. AMT's product offerings also include many of the industry's leading manufacturers such as Motorola, Amino, Blonder Tongue, Pacific Broadband Networks, EGT, RGB Networks, Adtec, Drake, Olson Technology and Emcore. AMT specializes in prebuilt headends ranging from small DSS systems to fully digital high-definition headends.

AFL Telecommunications

170 Ridgeview Circle Duncan, SC 29334 P: 800-235-3423



AFL Telecommunications

E: customerservice@afltele.com

www.AFLTELE.com

Segments of industry served: PCO/MDU, Fiber-to-the-Home, Wireless, Telcos, Cable TV, Hospitality, Municipalities

Products: Outside Plant, Inside Plant, Wireless, Structured Wiring, Cables, Test Equipment, Opto-Electronics, Network Services/Programming, Design/Construction, Headends, Logistics

Headquartered in Spartanburg, South Carolina, fiber producer AFL offers fiber optic products, engineering expertise, integrated services and content solutions for voice, video and data networks. For the FTTH market, AFL offers an "FTTH Made Easy" program that consists of end-to-end system integration including the best-in-class FTTH and wireless platforms. Our product portfolio includes PON and point-to-point electronics, RF/IP video solutions, bandwidth management, system integration and FTTx business modeling capabilities. AFL offers a wide range of products including fiber management systems, optical splitter/ WDM, closures, NIDs, demarcation and fiber optic cable as well as fiber fusion splicers, test equipment and related accessories. As a DIRECTV Master System Operator (MSO), AFL is authorized to establish system operators and provide access to DI-RECTV's programming and services. AFL's expertise includes system integration of both MFH2 and MFH3 solutions.

Cables Plus USA

8504 Glazebrook Avenue Richmond, VA 23228 P: 866-678-5852 or 804-716-9007 www.cablesplususa.com

Products: Data Communication Connectivity Solutions, Fiber Optic Cable, Connectors, TFOCA, Network Cables, Fiber Patch Panels, MTP/MTO Cassettes and Custom-Designed Cable

CablePlus sells all kinds of network infrastructure. It was founded in 2002 mainly to serve the military, but it has grown along with the fiber and Ethernet business, and its customer base is also expanding. It is ranked number 1,278 of the top 5,000 companies listed in Inc. Magazine's "2007 Fastest Growing Private Companies in America," and 54th in the telecommunications category. Revenue this year was about \$5.5 million. The company has about 12 full-time employees.

Clearfield Inc.

5480 Nathan Lane Plymouth, MN 55442 P: 763-476-6866 F: 763-475-8457 Contact: Nikki Moen E: nmoen@clfd.net www.clearfieldconnections.com

Segments of industry served: Fiber-to-the-Home **Products:** Outside Plant, Inside Plant, Structured Wiring, Cabling, Opto-Electronics, Network Services/ Programming, Design/Construction, Headends

Clearfield Inc. designs and manufactures FieldSmart – a modular fiber management platform using the patented Clearview Cassette as an "Any Application, Anywhere" multiplier to meeting the fiber management needs of the broadband service provider. Product lines include the latest generation Fiber Distribution System (FDS) for the inside plant, the Fiber Scalability Center (FSC) for the outside plant, and Fiber Delivery Points (FDP) for access networks. The FDS, FSC and FDP product lines support a wide range of panel configurations, densities, connectors and adapter options, and are offered alongside an assortment of passive optical components and a complete line of fiber and copper assemblies for indoor plant, outside plant and access environments.

Corning Cable Systems

800 17th Street NW Hickory, NC 28601 P: 800-743-2671 F: 828-901-5488 Contact: Stephanie Kosty E: Stephanie.kosty@corning.com www.corning.com/cablesystems

Segments of industry served: PCO/MDU, Fiber-to-the-Home, Wireless, Telcos, Cable TV

Products: Outside Plant, Inside Plant, Wireless, Cables, Test Equipment, Opto-Electronics, Design/Construction

A history of innovation has made Corning Cable Systems an industry leader in optical networking products for voice, data and video network applications. Corning's Evolant Solutions for Evolving Networks offers innovative products optimized for fiber-to-the-home (FTTH) networks as well as design, installation and testing services. The revolutionary ClearCurve bend-insensitive product suite allows optical cable to be bent around tight corners and stapled with minimal attenuation loss, enabling fiber network installations in challenging multidwelling unit (MDU) deployments. As a leading manufacturer of optical cable, hardware and equipment products, Corning Cable Systems makes FTTH deployments faster, easier, more reliable and more efficient.

DAWNco

3340 S. Lapeer Road Orion, MI 48359 P: 248-391-9200 F: 248-391-9207

Contact: John A Joslin, Director of Sales & Marketing

E: Sales@dawnco.com www.dawnco.com

Segments of industry served: PCO/MDU, Telcos, Cable TV, Hospitality, Municipalities

Products: Headends

DAWNco provides satellite communications products including satellite antennas, satellite receivers, high-stability "Digital Ready" LNBs, headend equipment and component parts. DAWNco also provides fiber optic communication products including fiber links to pass audio/video, fiber links to pass broadband, fiber links to pass satellite signals and fiber links to pass data. Call to speak with a knowledgeable technical sales representative.

EMBARQ Logistics

600 New Century Parkway New Century, KS 66031 P: 800-755-3004 E: contactel@embarq.com www.embarqlogistics.com



Segments of industry served: PCO/MDU, Fiber-to-the-Home, Telcos, Municipalities

Products: Outside Plant, Inside Plant, Wireless, Structured Wiring, Cables, Test Equipment, Opto-Electronics, Design/Construction, Headends, Logistics

EMBARQ Logistics is a distributor and logistics services provider serving carriers, manufacturers, contractors and service providers throughout North America. With TL 9000 certified teams in logistics, network deployments and customer support and an extensive roster of telecom manufacturers, EMBARQ Logistics offers equipment and deployment solutions to meet your entire network, outside plant, central office, headend and customer premises needs. EMBARQ Logistics' national distribution network and best-in-class IT systems provide customers a highly reliable infrastructure to meet a wide variety of logistics, deployment solutions and equipment needs. EMBARQ Logistics has expertise in provisioning communication equipment, as well as in logistics services, engineering, integration and deployment services.

Gravbar

11885 Lackland Road St. Louis, MO 63146 P: 314-573-5363

F: 314-573-6267

Contact: Julie Ray E: Julie.ray@graybar.com www.graybar.com/adc



Segments of industry served: PCO/MDU, Fiber-to-the-Home, Wireless, Telcos, Cable TV, Hospitality, Municipalities, Utility

Products: Outside Plant, Inside Plant, Structured Wiring, Cables, Test Equipment, Opto-Electronics, Logistics

Graybar, a Fortune 500 corporation and one of the largest employee-owned companies in North America, is a leader in the distribution of high-quality electrical, telecommunications and networking products, and an expert provider of supply chain management and logistics services. Through its network of more than 250 North American distribution facilities, it stocks and sells products from thousands of manufacturers. Visit our interactive map for sales contact information: www. graybar.com/spmap

KT Communication

2409 N Stadium Columbia, MO 65202 P: 877-485-3557 or 573-446-3693 F: 574-446-9054 Contact: Kristy Thurman E: kristyt@ktcom.tv www.ktcom.tv

Segments of industry served: PCO/MDU, Wireless, Telcos, Cable TV, Hospitality

Products: Wireless, Network Services/Programming, Headends

KT Communication specializes in providing video content for traditional technologies such as C band, DBS transport, digital overlay and wireless. We are also actively pursuing video content using proprietary methods for IPTV delivery. Our extensive experience of over 20 years, our superior customer service and our customer management tools assist in every aspect to save money and simplify your business for video content.

Mega Hertz

4100 International Plaza, Suite 150 Fort Worth, TX 76109 P: 800-883-8839 Contact: Doug Sherar E: dougsherar@GO2MHZ.com www.GO2MHZ.com

Segments of industry served: Telcos, Cable TV Products: Structured Wiring, Cables, Test Equipment, Opto-Electronics, Design/Construction, Headends

Mega Hertz is a value-added reseller (VAR) of unique multivendor, multitechnology system solutions (MVSS) that support the deployment of advanced video, voice and data technologies in fiber/coax-based broadband/IP networks. MHz is focused on providing migration path products and solutions required in the all-digital network transition taking place within the US by broadband/IP service providers. MHz's Engineering & Integration Group provides presale engineering, design, project management, installation, activation and training, as well as Level 1 product support for MHz advanced video, voice and data end-to-end solutions.

Metrotek

6880 46th Ave. N., Suite 100 St. Petersburg, FL 33709 P: 727-547-8307 F: 727-547-0687 www.metrotek.com

Products: Connectors, Adaptors, Cable Assemblies, Attenuators, Links, Splices, Tools, Test Equipment

Metrotek is a fiber optic specialty distributor with a large inventory of fiber optic equipment, supplies and accessories. It carries almost any fiber optic product used in the telecom or datacom industries. Its catalog includes most major manufacturers.

Multicom Inc.

1076 Florida Central Parkway Longwood, FL 32750 MULTICOM P: 407-33-7779

F: 407-339-0204

Contact: Scott Brietz, Sales Manager E: muticom@multicominc.com www.multicominc.com

Segments of industry served: PCO/MDU, Fiber-to-the-Home, Cable TV, Hospitality, Municipalities, Design, Rack & Balance Headends, VoIP

Products: Outside Plant, Inside Plant, Structured Wiring, Cables, Test Equipment, Opto-Electronics, Design/ Construction, Headends

Multicom is a full-line stocking distributor and manufacturer of products used for end-to-end integration of communication solutions including all FTTH applications, cable TV and VoIP services. Headquartered in Orlando, Florida, since 1982, Multicom is your "One Stop Resource Center," stocking over 7,000 products from more than 85 of the world's major manufacturers to completely build and maintain communications systems at cost-effective prices. These products are used to acquire, process and distribute signals over fiber optics, coax and copper cable. As a value-added supplier, Multicom is proud of its ability to design distribution systems for any application, as well as rack, balance, and crate headends for a complete plug-and-play solution.

Multicom's affiliate company, Mconnect, offers a cost-effective VoIP phone service for SOHO, residential and business customers. It also extends resellers an opportunity to participate in the growing VoIP industry with no upfront costs. Flexible options include private-label branding or reselling of the Mconnect brand. For more information, call 1-800-423-2594, e-mail to multicom@multicominc.com or visit www.multicominc.com

Multilink

580 Ternes Avenue Elyria, OH 44035 P: 440-366-6966 F: 440-366-6802 Contact: Matt Ternes E: mternes@multilinkone.com www.multilinkone.com

Segments of industry served: PCO/MDU, Fiber-to-the-Home, Telcos, Cable TV, Municipalities Products: Outside Plant, Inside Plant, Cables, Test Equipment

Multilink is an industry-leading designer, developer and manufacturer of products for voice, data, video and CATV applications. Multilink manufactures a full line of fiber optic products including preconnectorized housings and cable assemblies, splice closures, slack storage devices, cable markers and tags, fiber-node cabinets and environmentally controlled enclosures. Additional products include MDU steel security enclosures,

plastic demarcation boxes, plastic and steel moldings designed for copper and fiber distribution in buildings, and FTTx products. The company's presence in the fiber optic product solution arena has allowed it to become an end-to-end bundled solution communications product supplier and integrator rather than a component manufacturer provider.

Nickless Schirmer & Co. Inc.

6820 Power Line Drive Florence, KY 41042 P: 859-727-6640 F: 859-727-6658 **Contact: Paul Nickless** E: pnickless@nsccom.com www.nsccom.com



Segments of industry served: PCO/MDU, Fiber-to-the-Home, Telcos, Cable TV, Hospitality, Municipalities Products: Outside Plant, Inside Plant, Headends

We've been serving the RF, fiber optic and video communications needs of private cable and municipal system operators since 1991. Our customers know us for the quality of our service both before and after a sale. Whether you need a single component or a complete turnkey system, we'll provide you with the best product to meet your needs - at a cost that will best fit your budget. Our product lines include Adtec Digital, Avcom of VA, Belden, Blankom, Blonder Tongue, Corning Gilbert, DH Satellite, Drake, KTech, Microwave Filter Co., Middle Atlantic, Pico Macom, Quintech and Standard.

North American Cable Equipment Inc.

1085 Andrew Drive, Suite A West Chester, PA 19380 P: 800-688-9282 F: 610-429-3060 Contact: Kirk Davies

E: kdavies@northamericancable.com www.northamericancable.com

Segments of industry served: PCO/MDU, Telcos, Cable TV, Hospitality, Municipalities

Products: Outside Plant, Inside Plant, Structured Wiring, Cables, Test Equipment, Network Services/Programming, Design/Construction, Headends

North American Cable Equipment Inc. (NACE) is a full line stocking manufacturer and distributor of commercial and residential satellite and CATV installation materials. NACE has stocking locations in Pennsylvania, Missouri, Nevada and Florida and sales offices in Pennsylvania, Virginia, Kentucky and Florida. Product lines include commercial headend electronics, coaxial cables, multimedia cables, security cables, category cables, residential satellite and CATV installation materials, surge protectors, residential digital agile modulators with infrared capabilities, tools, patch cords, television mounts and much more. NACE also has a fully staffed headend assembly laboratory that builds professional-quality private cable systems.

Pace International

3582 Technology Drive NW Rochester, MN 55901 P: 800-444-PACE (7223) F: 507-285-0428 Contact: Opie Williams, VP Sales E: opie@paceintl.com www.paceintl.com

Segments of industry served: PCO/MDU, Fiber-to-thehome, Telcos, Cable TV, Hospitality **Products:** Outside Plant, Inside Plant, Structured Wiring, Cables, Test Equipment, Opto-Electronics, Software, Design/Construction, Headends, Logistics

Pace International is an industry-leading national distributor of hardware, content and installation tools for communications companies in the multiplatform industry. As an authorized distributor for DISH Network, the company offers the full lineup of hardware and content to operators. Pace carries some of the multiplatform industry's most recognized brands including AFL Telecommunications, Applied Instruments, B.E.S., Channel Master, CommScope, DISH Network, DeWalt, Foxcom, MVP, Thomas & Betts, Peerless, Platinum Tools, R.L. Drake, Stanley, TOA, TrippLite, Televes, Tradewind, Winegard and many more. Pace offers end-to-end hardware and content solutions for PCOs, REITs, retailers, property owners, operators and telcos targeting triple play communities. Turnkey services include system design, technical support, "Built, Balanced, and Burned" analog and QAM headends, billing and customer support. The company provides its proprietary MVP (Master Vendor Procurement) services to Fortune 100 clients in the consumer electronics industry. Founded in 1972, Pace International operates from its headquarters in Rochester, Minnesota, and through facilities in Denver, Colorado and Ningbo, China.

PDI-SAT

6353 West Rogers Circle, Suite 6 Boca Raton, Florida 33487 P: 800-242-1606 or 561-998-0600 F: 561-998-0608 www.pdisat.com



Segments of industry served: PCO/MDU, Hospitality **Products**: DIRECTV Programming and Hardware, In-Home Jumper Cabling and Structured Wiring, 3GHz Fiber End-to-End Solution, Engineering and Design Consultation, Technical Support, Training

PDI-SAT, a division of PDI Communications Inc., plans, constructs and implements DIRECTV satellite programming at MDUs, hotels and institutional settings. It builds its own preracked headend equipment and can handle design and construction of the headend, property backbone and in-unit structured wiring. It can also work with outside affiliates to take the role of system operator, handling all service calls. With about 1,000 sites managed, PDI-SAT is a leading supplier of equipment, programming and engineering services. The company is also a registered Training Center for SBCA certification of installation technicians throughout North America and a master distributor

of DIRECTV receivers, including buydown subsidized equipment for SMATV dealers handling MDU and hotel accounts. It is also one of only three master system operators for DIRECTVsupplied MDUs and is the largest DIRECTV "Super Affiliate" Free-to-Guest dealer in the US. It can help with broadband Internet into both the MDU and lodging/institution marketplace (including WiFi mesh networks), and arrange PPV-VoD (Pay Per View - Video on Demand) into the hotel and institutional marketplace. The firm has a branch office in San Diego.

Pico Macom

6260 Sequence Drive San Diego, CA 92121 P: 800-421-6511 or 858-546-5050 F: 858-546-5051 www.picomacom.com

Segments of industry served: PCO/MDU, FTTx, CableTV, Hospitality, Municipality

Products: Inside Plant, Cabling, Opto-Electronics, Design/ Construction, Headends

Pico Macom, a Steren Group company, is a worldwide leader in the engineering, development and manufacture of an extensive line of broadband solutions for the franchised cable, private cable and other industries. Pico Macom offers complete endto-end solutions including headend and electronics equipment, distribution products, subscriber products, test and measurement equipment, and drop installation materials. Our newest products include a complete series of fiber optic equipment, digital-to-analog demodulators, the Macom Professional Series of headend equipment and the CableNet premium connectivity line. Our technology is installed in thousands of broadband systems and networks around the globe, in residential units, hotels, motels, schools, hospitals, private and smaller-to-medium cable environments. A Certified Minority Business Enterprise.

Power & Telephone Supply Company

2673 Yale Avenue Memphis, TN 38112 P: 901-866-3252 F: 901-866-3082

Contact: Keith Cress or Melanie Herrington E: keith.cress@ptsupply.com / melanie.herrington@ptsupply.com www.ptsupply.com

Segments of industry served: Telcos, Cable TV **Products:** Outside Plant, Inside Plant, Structured Wiring, Test Equipment, Opto-Electronics, Logistics

Power & Tel offers the complete product solution for today's telecommunication service provider. As your need list grows - FTTH, IPTV, VoIP, central office/headend, OSP, wireless, customer premises, home networking, testing - we have the product and solution portfolio to build your entire network.



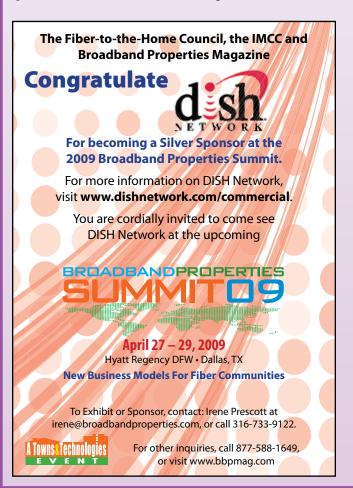
Remember that Power & Tel works where you work. So whether it is our wide-ranging inventory or our people and service capabilities, we are focused on meeting your everyday needs.

Preformed Line Products

660 Beta Drive Mayfield Village, OH 44143 P: 440-461-5200 Contact: Jean Reilly E: inquiries@preformed.com www.preformed.com

Segments of industry served: PCO/MDU, Fiber-to-the-Home, Telcos, Cable TV, Municipalities, Solar Products: Outside Plant, Cables

Preformed Line Products (PLP) is a worldwide designer, manufacturer and supplier of high-quality cable anchoring and control hardware and systems, fiber optic and copper splice closures, and high-speed cross-connect devices. Our core markets are divided into four distinct categories: communications, energy, special industries and solar. Our customer base includes telecommunications network operators, cable television and broadband service providers, power utilities, corporations and enterprise networks, government agencies and educational institutions. We also serve several specialized areas under our special industries and solar market categories.



Satellite Engineering Group

11605 South Alden Street, Olathe, Kansas 66062 P: 800-932-1555 or 913-324-6000 F: 913-324-6050 www.sateng.com

Segments of industry served: PCO/MDU, Cable TV, Municipalities

Products: Satellite, CATV, Broadcast, VSAT

Satellite Engineering Group was founded in 1979 with a primary focus on global sales and distribution of cable TV, broadcast, video, IP and satellite-related products and services to large and small private, franchise and government operators. SEG has assisted in deploying networks that are any of, or a combination of, copper, fiber, IP or wireless. Its technical staff can provide the expertise to assist in the procurement of products and services for a wide array of projects. SEG has regional sales staff in Atlanta, Dallas, Orlando, Phoenix, Portland and Syracuse.

Skywalker Communications

9390 Veterans Memorial Parkway, O'Fallon, MO 63366 P: 800-844-9555 www.skywalker.com

Segments of industry served: Cable TV Products: Satellite/cable TV Installation Products and Consumer Electronics

Skywalker Communications was founded by Lewis and Roger Criebaum in 1979. Skywalker quickly rose to national prominence as one of the country's largest distributors of satellite television equipment, cable and consumer electronics, with four full-service locations. In addition to its corporate headquarters located in O'Fallon, Missouri, fully stocked branch facilities are located in Indianapolis; Las Vegas; and New Berlin, Wisconsin. During our first 28 years we learned a lot about what's important to our customers - things like low prices, extensive inventory and prompt delivery. We're confident that our expanding product line will continue to meet your needs. The Internet is an integral part of Skywalker's marketing, distribution and retailer support network. Its Web site, www.skywalker.com, provides a complete product catalog with online ordering, product details and much more.

SMS – Satellite Management Systems

4529 E. Broadway Road, Suite 100 Phoenix, AZ 85040 P: 602-386-4444 F: 602-386-4443 Contact: Don Bowen E: dbowen@smstv.com

www.smstv.com

Segments of industry served: PCO/MDU, Cable TV, Municipalities, Programming & Equipment Distributor **Products:** Programming, Headends

Satellite Management Services is the oldest and most respected supplier of goods and services to the private cable industry. We are your single source for design, headend and distribution equipment and a national distributor of virtually all of the programming options available. We are also an authorized VAR of the Dish Network QAM programming platform and have distribution rights to package IP-based video programming as well. The core of the SMS management team has been together for more than 20 years. Our team members expertly guide customers through an ever-changing technological landscape with custom solutions for every broadband scenario. Simplify your life and make the call to SMS. Call 800-788-8388 or visit us on the Web at www.smstv.com.

Toner Cable Equipment Inc.

969 Horsham Road, Horsham, PA 19044 P: 800-523-5947 or 215-675-2053

F: 215-675-7543

Contact: Sales Department E: info@tonercable.com www.tonercable.com



Segments of industry served: PCO/MDU, Fiber-to-Home, Cable TV, Hospitality, Municipalites

Products: Outside Plant, Inside Plant, Test Equipment, Opto-Electronics, Cables, Headends

Toner Cable Equipment Inc. is a manufacturer and full line stocking distributor of cable television equipment since 1971.

Our services include custom-built headends, FTTx, technical sales staff, same-day shipping and television system design assistance. Our products include modulators, processors, satellite receivers, character generators, fiber optic equipment, equipment cabinets, RF amplifiers, coax cable, taps, splitters and connectors. Our extensive in-stock inventory of more than 100 manufacturers includes companies such as Blonder Tongue, Drake, Motorola, Olson Technology, Pico Macom, Force, Ortel, CommScope, Pacific Broadband Networks, Times Fiber, Noyes and AFL Telecommunications. Call for free catalog.

TVC Communications

800 Airport Road, Annville, PA 17003 P: 888-644-6075 www.tvcinc.com

Segments of industry served: PCO/MDU, FTTx, Cable TV **Products:** Customer Premises, Opto-Electronics, Cables

Whether you use fiber optic cable, twisted pair or coaxial cable, TVC Communications delivers the products and technical support needed to build today's communications infrastructure. Backed by close working relationships with top manufacturers and a deep understanding of the applications and technology behind the products we sell, TVC has proven itself to be a valued partner to both the broadband cable and telecommunications industries.

