

# 2024 Sendor Members





# Adtran, Inc.

www.adtran.com

(800) 923-8726

901 Explorer Blvd NW Huntsville, AL 35806

Jessica Wilkerson jessica.wilkerson@adtran.com (256) 763-8015

Adtran, Inc. is a leading global provider of open, disaggregated networking and communications equipment that enable voice, data, video, and internet communications across any network infrastructure. From the cloud edge to the subscriber edge, we empower communications service providers around the world to manage and scale services that connect people, places and things. Our solutions are currently in use by service providers, private enterprises, government organizations and millions of individual users worldwide.





#### **Arista Networks**

www.arista.com

(843) 801-8300

5453 Great America Pkwy Santa Clara, CA 95054 Arthur Gressick arthurg@arista.com (843) 801-8300

The #1 provider of 100G and 400G, Arista Networks is tailored for Service Providers with all-encompassing Routing and Switching in a single platform. With Arista's perpetual licensing customers find a significant reduction in total cost of ownership. Arista's next-generation R-series portfolio using a single EOS binary provides significant value across a broad range of options, from small site routers to large, modular peering and core routing systems sporting up to 576 x 400Gbps ports, and beyond.





# **Cable East**

www.cable-east.com

(678) 753-1410

1940 Statham Drive Statham, GA 30666 Robert Wall <u>robert.wall@cable-east.com</u> (678) 753-1410

Adam Rickabaugh adam.rickabaugh@cable-east.com (678) 753-1410

Cable East was founded in 1993 and began operations with six employees. In the early years, our primary focus was in telecom construction. Our company goal was to provide quality service at a fair price - to be the best, not the biggest. Over the last 20 years, we have expanded our construction operations into three divisions: Cable TV, Special Projects, and Telecom. Today, the Cable East family includes over 120 members.

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Calix

www.calix.com

(408) 514-3000

2777 Orchard Parkway San Jose, CA 95134 Jamie Laskowski Jamie.laskowski@calix.com (404) 213-2177

Broadband service providers leverage the Calix broadband platform, cloud, and managed services to simplify operations, engagement, and service, innovate for their consumer, business, and municipal subscribers, and grow their business and the communities they serve.





# **Channell Commercial Corporation**

www.channell.com

(214)304-7800

1700 Justin Road Rockwall, TX 75087 Scott Harrison sharrison@channell.com (404) 790-6698

Aaron Woody awoody@channell.com

(423) 736-2236

Channell Commercial Corporation is a proud United States Manufacturer, and global supplier of world-class fiber optic solutions, thermoplastic pedestals, and grade level vaults for all your outside plant construction needs.





# **CHR Solutions**

www.chrsolutions.com

(713) 351-5111

9700 Bissonnet, Suite 2900 Houston, TX 77036 Blake Mooney blake.mooney@chrsolutions.com (817) 223-8247

Thompson Truong

thompson.truong@chrsolutions.com

(727) 515-0958

CHR delivers products and services designed to enhance broadband capabilities. Our expertise lies in delivering business solutions through our B/OSS Software, Engineering (including outside plant and network design), and Managed IT (including Network Monitoring and Cybersecurity) services. Our strategy is focused on helping clients enhance operations and increase revenue.





# **Ciena Corporation**

www.ciena.com

(800) 921-1144

7035 Ridge Rd Hanover, MD 21076 Jonathan Walker walkerj@ciena.com (770) 687-9822

Megan Brucker mbrucker@ciena.com (470) 336-0120

Ciena is a global leader in optical and routing systems, services, and automation software. We build the world's most adaptive networks to address ever-increasing digital demands for richer, more connected experiences for all users. We can support you in your core-to-door network initiatives!





# **Go!Foton**

www.gofoton.com

(732) 469-9650

28 Worlds Fair Dr Somerset, NJ 08873 Jeff Stambovsky jeff.stambovsky@gofoton.com (845) 263-4805

David Lam

david.lam@gofoton.com

(732) 469-9650

Go!Foton (www.GoFoton.com) brings innovation to the market with proven expertise in optics and photonics that solves real world problems for its customers with a scalable and customized approach. The company serves the telecom and data center markets with connectivity solutions including its Platform with Enhanced Access for Compact Optical Connectors (PEACOC®), a groundbreaking technology that has revolutionized the way network operators manage the increasingly complex world of optical connectivity. Go!Foton also supplies optical materials and components to the imaging, medical, and instrumentation industries. A global enterprise with sales offices in the U.S., Europe, and Japan, Go!Foton maintains R&D and manufacturing facilities in the U.S., Japan, China, and the Philippines.





# **Goldfield Telecom**

www.goldtelecom.com

(515) 825-3400

611 North Main Goldfield, IA 50542 Kim Lockamy klockamy@goldtelecom.com (407) 414-3041

Jasen Kincaid jkincaid@goldtelecom.com (919) 900-0532

Goldfield Telecom is a national leader of independent distribution for cutting-edge telecommunications equipment, installation, integration, and distribution. We are committed to assisting customers in reaching their competitive goals by offering proven technology solutions with value added pricing. Goldfield Telecom provides solutions to ILEC's, CLEC's, Wireless Carriers, Municipalities and Universities.





# **Innovative Systems**

www.innovsys.com

(605) 995-6120

1000 Innovative Dr Mitchell, SD 57301 Jennifer Pavlicek jenniferp@innovsys.com (605) 999-8988

Glenn Paul

glennp@innovsys.com

(605) 999-7517

Innovative Systems is an enterprise software solution enabling independent service providers to deliver modern network services. Innovative Systems core products include eLation<sup>™</sup>, a market-leading Billing & Operations Support System (BSS/OSS), InnoStream Multi-Generation TV (MG-TV), a streaming video solution suite, and APMax<sup>™</sup>, a hardware and software Voice over IP platform. <u>www.innovsys.com</u>.





# **Internetwork Engineering**

www.ineteng.com

(704) 540-5800

13777 Ballantyne Corporate Pl Suite 305 Charlotte, NC 28277 (919) 882-6541 Tori Houser <u>thouser@ineteng.com</u>

thazell@ineteng.com

(336) 239-0502

Tim Hazell

When your customers count on you to provide dependable internet services that connect them to the people that matter most, you need a partner you can trust. Internetwork Engineering (IE) has over 25 years of experience in service provider networking and engineering (it's in our name!), so assisting local and global service providers is more than just our expertise, it's our foundation. Learn more at <u>www.ineteng.com</u>.





# ITsavvy

www.itsavvy.com

(630) 396-6300

2015 Spring Road, Ste 300 Oakbrook, IL 60523 Elle Casini ecasini@ltsavvy.com

Jerry Drago idrago@itsavvy.com

ITsavvy is one of the fastest growing, end-to-end IT firms with industry-leading IT infrastructure solutions combined with a comprehensive value-added resale business. ITsavvy provides infrastructure solutions across cloud and hosting, network and security, collaboration, and the hybrid workforce/anywhere learning. Its clients are in the enterprise, commercial, SMB, government, K-12 and higher education sectors. Founded in 2004 in suburban Chicago, ITsavvy has a nationwide team of 525+ colleagues that are focused on being Trusted Advisors and Client Advocates to their 4,500+ clients. ITsavvy provides frictionless client experiences that deliver their holistic solutions and client business outcomes.





# Kennedy Broadband, LLC

www.fullcirclefiberpartners.com

(912) 557-4751

228 W. Brazell St Reidsville, GA 30453 Roger Kennedy roger.kennedy@kennedybroadband.com (912) 557-4751

Kayla Deloach kayla.deloach@kennedybroadband.com

(912) 347-8943

We have over 50 years' experience as a full-service contractor for all outside plant construction including splicing, testing, and engineering services. Kennedy Broadband has earned a reputation as a reliable and experienced company working for major telecommunications companies and Electric Membership Cooperatives throughout the southeast and the U.S. We emphasize safe construction practices, high quality workmanship, and customer satisfaction. Please visit our parent company website highlighting the services we can provide with Full Circle Fiber Partners, LLC, and our affiliated companies, at <u>www.fullcirclepartners.com</u>.





KGPCo www.kgpco.com

(800) 328-5142

3305 Highway 60 West Faribault, MN 55021 Gina Williams gina.williams@kgpco.com (256) 679-8911

Kristen Kohler <u>kristen.kohler@kgpco.com</u> (603) 490-2936

KGPCo is a key strategic partner to the leading communication and technology companies creating the next generation of networks. By uniquely combining Network Services and Supply Chain Solutions to build, optimize, and maintain networks, our team's unmatched expertise enables our customers to navigate today's challenges and implement tomorrow's innovations.





# LogicomUSA

www.logicomusa.net

(908) 728-0100

1101 McMurtrie Dr. SW, Ste F1 Huntsville, AL 35806 Randy Brookner <u>rbrookner@logicomusa.net</u> (770) 331-3462

Kristen Hudson <u>khudson@logicomusa.net</u> (256) 203-6281

LogicomUSA empowers communication providers with quality services needed to provide for their communities and customers. We are not a vendor, but a partner; working alongside companies, listening to, and solving problems they face. Our partner's vision is our vision as we work to accelerate their growth and enable success. Their needs always come first, and we are committed to providing superior solutions for those needs. With our voice and network services, 24/7 contact center, FTTx management, regulatory compliance, and more, we set our partners up for success by giving them what their customers need for connecting and communicating. At LogicomUSA, we believe everyone deserves access to communications.





#### Millennium

www.mymillennium.us

(262) 249-8705

2121 Hobbs Drive Delavan, WI 53115 Patrick Denker patrick@mtpllc.us (615) 843-4339

Whitney Long whitney.long@mtpllc.us (262) 249-8705

Millennium is a privately held organization headquartered in Delavan, WI. Founded in 2004, Millennium has redefined the broadband industry helping local and regional clients be first-to-market by providing enhanced geospatial design, financial guidance and loans, rental equipment, and materials management. As an end-toend fiber broadband solutions company, dedicated to serving small to mid-size companies in underserved areas. Our ecosystem of solutions helps companies reach their full potential by offering years of expertise with a team of professionals who have extensive product knowledge and hands-on industry experience. Millennium employs over 200 people in 22 locations across America and serves clients across 90% of the continental US. Our Millennium team will make sure that we stock the products you trust, deliver what you need, when you need it to your site and keep costs within your budget.

Millennium has achieved the MMAC Future 50 3-time Metal, is a seven time 'Fastest Growing Business' Award winner by Inc. 5000 Magazine, and continues to hit the Entrepreneur 360 list. CEO and Founder, James Kyle, was named a 'Rural Broadband Champion' by Inc. 5000 Magazine in 2022 and won the Ernst & Young 2022 Midwest 'Entrepreneur of the Year' Award.





#### **Network Connex**

www.networkconnex.com

(888) 638-1198

7151 Thatcher Road Downers Grove, IL 60515 Greg Spraetz gspraetz@networkconnex.com (404) 307-6559

Christine Boomer <u>cboomer@networkconnex.com</u>

Serving the telecom industry for more than 20 years, Network Connex accelerates the performance of fiber and wireless network service providers, data center operators, hyperscale cloud companies, cable MSOs, utilities, government entities, and Fortune 500 enterprises. We offer a full range of turnkey capabilities through seasoned professionals in all ranks to provide our customers with a competitive edge in today's rapidly evolving markets. Our services include state-of-the-art design and engineering; wireless and fiber construction; fiber placement, testing, and acceptance; construction management; and integration. Network Connex has been a portfolio company of a fund managed by ORIX Capital Partners since June 2018.



# NOKIA

Nokia www.nokia.com

(972) 374-3000

3201 Olympus Blvd Dallas, TX 75019 Brooke Coleman brooke.coleman@nokia.com (419) 290-7110

Bill Lake bill.lake iii@nokia.com (404) 310-0865

At Nokia, we create technology that helps the world act together.

As a B2B technology innovation leader, we are pioneering networks that sense, think and act by leveraging our work across mobile, fixed and cloud networks. In addition, we create value with intellectual property and long-term research, led by the award-winning Nokia Bell Labs.

Service providers, enterprises and partners worldwide trust Nokia to deliver secure, reliable and sustainable networks today – and work with us to create the digital services and applications of the future. We have an extensive portfolio of fixed network services and solutions spanning fiber, cable, and wireless technologies. This allows us to help operators bring ultra-broadband services to more people, more quickly, and at the right cost.

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# Oculum

www.oculumvc.com

(800) 601-6811

6765 Stillmeadow Dr Cumming, GA 30040 Dan Anderson dan.anderson@oculumvc.com (404) 218-4996

Terry Sullivan terry.sullivan@oculumvc.com (314) 288-4528

Oculum is a SaaS and PaaS modeled technology leader and innovator of video conferencing for verticals. OmniUC<sup>™</sup> is Oculum's carrier-grade white-label video conferencing and UC platform solution to hosted/cloud PBX and technology providers.

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ProCom Sales Inc. www.procomsalesinc.com

(770) 887-5536

3380 Trickum Rd, Bldg. 1400-100 Woodstock, GA 30188 Pamela Wheeler pamela@procomsalesinc.com (770) 887-5536

Phil Peppers philpeppers@procomsalesinc.com

(678) 778-5536

ProCom Sales Inc. is a leading manufacturer's representative in the telecommunication industry. We strive to represent companies that manufacture high quality products with a primary emphasis on outside plant.





Rep Com Int'l (RCI)

www.repcom.com

(470) 262-9962

2389 E. Venice Ave. Venice, FL 34292 Steven Evans sevans@repcom.com (470) 262-9962

Ryan McAndrew rmcandrew@repcom.com

(864) 590-4684

Rep Com International (RCI) is a professional telecommunication manufacturer's rep organization that was established in 1983. It supports customers in all 50 states. Please see a list of companies we represent at the end of this book.



Kal Kalenda kal.kalenda@rbbn.com

# **Ribbon Communications**

www.rbbn.com

(866) 750-5040

6500 Chase Oaks Blvd, Ste 100 Plano, TX 75023

Ribbon Communications (Nasdaq: RBBN) delivers communications software, IP and optical network solutions to service providers, enterprises, and critical infrastructure sectors globally. Our end-to-end solutions portfolio delivers core to edge software-centric solutions, cloud-native offers, leading-edge security and analytics tools, along with IP and optical networking solutions for 5G. Visit <u>rbbn.com</u>.



# smartoptics

# **Smartoptics**

www.smartoptics.com

(612) 839-7498

120 Genesee Lane, Suite 6 Amsterdam, NY 12010 Kevin Robinson kevin.robinson@smartoptics.com (612) 839-7498

Ed Nardi

ed.nardi@smartoptics.com

(301) 639-4524

Smartoptics provides innovative optical networking solutions for a new era of open networking. We focus on solving network challenges and increasing the competitiveness of our customers. Our customer base includes cable and telecom operators, cloud providers, Internet exchanges, governments and thousands of enterprises.





### **Southern Fiber Connect**

www.southernfiberconnect.com

(770)286-6118

3340 Turkey Mountain Tr. Monroe, GA 30655 Kayla Ribblett admin@southernfiberconnect.com (678) 836-4114

Brandon Snyder brandon.snyder@southernfiberconnects.com (770) 655-7864

Southern Fiber Connect is a fiber optic telecommunication network contractor located in Monroe, Georgia. We will work with you to understand your needs and develop custom network solutions. With over 30 years of combined experience, Southern Fiber Connect is a leader in providing timely and accurate work packages to all of our customers consisting of fiber designs, fiber mapping, and data management programs through our Business/Facilities Management Office Team.





# **StellarRad Systems**

www.stellarrad.com

(636) 720-0900

1001 Boardwalk Springs PI, Ste 130 O'Fallon, MO 63368 Shayne Bell shayne.barr@stellarrad.com (636) 399-7559

Todd Troughton <u>todd.troughton@stellarrad.com</u> (314) 406-0885

StellarMAP is a comprehensive plant management software system (AM/FM/GIS) for the telecommunications industry. The system runs on AutoCAD Map and offers feature-rich fiber management, work order, proven CPR module, GPS integration, broadband statistical reporting, optional provisioning/assignment tolls and more. StellarMAP is a mature product with functionality and pricing unrivaled in the industry.





(803) 417-4600

36 Crestview Road Blackstock, SC 29014

Dino Beck dino@stlosp.com (803) 417-4600

STLOSP is a manufacture's rep that represents Sterlite Technologies for the Southeastern United States. Sterlite is a world leading fiber optic cable manufacturer. Sterlite produces a variety of sizes from 4 count fiber to 6,912. Their offerings include ribbon, loose tube, ADSS, micro fiber cable. They also offer MST and have just released a line of Pedestals that will accommodate 144-288 fibers.





# **Tarheel Contractors Supply**

www.tarheelcontractorssupply.com

(800) 218-0492

162 Porter Road Rock Hill, SC 29730 Tina Hedrick tinahedrick@tcsupply.com (803) 493-3392

Tarheel Contractors Supply is your one stop shop for all of your HDD needs. Tarheel's success is driven by dedicated, bright, hard-working employees who understand that we are in the customer service business. Tarheel sets itself apart in the industry with rapid response to customer needs backed by strong technical support. WE KNOW THE DRILL when it comes to HDD!





Tel-Conn Manufacturing, Inc.

www.tel-conn.com

(770) 338-4206

1625 Lakes Pkwy, Suite J Lawrenceville, GA 30043

Tel-Conn Manufacturing, Inc. specializes in manufacturing custom cable assemblies to fit the special needs of the telecom, temporary power, stage and studio market, and for markets that need wire harnesses. Our ability to rapidly make and ship your order cannot be matched by anyone in the marketplace today. Our entire staff provides customers with exceptional products quickly and efficiently. What sets us apart is our desire to do our best for you, our valued customer.





# **Utilicom Supply**

www.utilicomsupply.com

(404) 298-7700

4400 Shackleford Road Norcross, GA 30093

Ed Cooper <u>ecooper@utilicomsupply.com</u> (678) 266-0166

Utilicom Supply is your single source solution provider and stocking distributor in Intelligent Transportation Systems and Outside Plant Infrastructure. We can quickly deliver to your projects across the Southeast. From fiber to conduit, camera systems to traffic signals, cabinets to safety equipment, let us prove to you that Utilicom Supply can deliver small company care with large company capability.



Peter Bateman pete@tel-conn.com (770) 338-4206



# **Vantage Point Solutions**

www.vantagepnt.com

(605) 995-1777

2211 N. Minnesota St. Mitchell, SD 57301

Better Broadband means Better Lives. Vantage Point helps broadband providers bring that promise to life through start-to-FUTURE engineering, consulting, and OSP services tailored to the unique needs of each company, Co-op, and community we serve. Employee Owned and committed to the long-term success of our clients: We are the Broadband People.

Anna Callicoat

(843) 408-1048

Anna.Callicoat@vantagepnt.com





Vulcan Utility Signs

https://utilitysigns.vulcaninc.com/

(800) 426-1314

901 Vulcan Street Foley, AL 36535 Hugh Markey hmarkey@vulcaninc.com (251) 752-2281

Vulcan Utility Signs, a division of Vulcan Inc. specializes in the manufacturing of line marking products for the Telecommunications / Fiber industry. We offer a variety of solutions to protect your assets, from signs to line markers, tape, paint, decals, and flags. We produce a full line of customized products to meet our customers' needs.





# Yates, LLC

http://www.yatesins.com

(404) 633-4321

2800 Century Pkwy, Ste 300 Atlanta, GA 30345 Jeff Blanton jblanton@yatesins.com (404) 982-2400

What started as a goal to help Georgia contractors with insurance and bonding in 1949 has continued to grow due to two things: integrity and strong relationships. We exist to protect what you've built. As our agency continues to grow and mature, we remain committed to the same principles shared by Dan & Alan Yates over 50 years ago: "We are going to look after our clients and prospects needs like they are our own, and our goal each day is to do our best."





# ZCorum

www.zcorum.com

(800) 909-9441

4501 North Point Pkwy, Ste 125 Alpharetta, GA 30022 Eva Marlink emarlink@zcorum.com (800) 909-9441

Alex Rivera

arivera@zcorum.com

(800) 909-9441

ZCorum provides a comprehensive suite of broadband products and services to broadband operators, including Municipalities, Utilities, MDUs, Cable Operators and Telephone Companies. Our solutions range from pre-deployment and deployment services for those who are entering the broadband market or expanding (feasibility studies, engineering and construction), to the equipment, services, and software needed to deliver a quality broadband experience to your subscribers more efficiently and for less cost. For example, our turn-key IPTV solution requires much less headend equipment, no set-top box and it includes national and local programming. We also offer cloud-based residential and commercial VoIP, data and voice provisioning on the CPE, engineering assistance, advanced network monitoring, and 24 x 7 technical support for the end-user. In addition, we provide Carrier Grade NAT solutions for IPv4 conservation and IPv6 migration, DDoS mitigation, comprehensive Trusted Third Party (TTP) services for CALEA compliance, as well as fiber access equipment, routers and switches. Finally, our patented and award-winning TruVizion diagnostics software helps broadband providers find and troubleshoot subscriber and plant issues on Fiber and DOCSIS networks more quickly and efficiently.



# Vendor Member Manufacturer Representatives



#### PRODUCT LINES

# VIAVI

Formerly **JDSU**, provides solutions to test and monitor your network from end to end. Products include OTDRs, 1gig-100gig Ethernet test platforms, Fiber Monitoring, DSL and copper test solutions, among many others. <u>www.viavisolutions.com</u>.

# VERTIV.

Vertiv, Formerly **Emerson Network Power**, is the world's leading provider of critical infrastructure technologies and life cycle services for information and communications technology systems. Products include DC power systems, copper and fiber pedestals, FDH cabinets, other OSP cabinets for several applications. More info at: <u>https://www.vertivco.com/en-us/</u>



: Manufacturer of precision test equipment to locate, trace and identify the position of buried utility cables and pipes. <u>www.vivax-metrotech.com</u>

# primex

Primex and Suttle are now one company! Outdoor graybox NIDS, indoor media panels, ethernet switches, wall plates. Whatever the communication technology you're installing—from fiber optics to copper to wireless—and whatever the size and scope of the installation, Primex is your choice for innovative, adaptable enclosure designs. If we don't have the enclosure solution that meets your unique needs, we'll design and manufacture it to your specification. <u>https://primex.com/</u>

# **APC** American Polymer Company

Our polymer concrete vaults and hand holes are manufactured using high quality

aggregates and a proprietary resin system. APC Enclosures are used for pull-boxes, hand-holes, splice boxes, and/or equipment enclosures for many other applications. Our products offer easy access for all your underground services, including but not limited to electrical, communications, water, gas, and other industrial systems. <u>https://www.apcunderground.com/home</u>





: FiberSource manufactures a comprehensive selection of fiber optic products and connectivity solutions including Fiber Panels, Connectors, Adapters, Attenuators, splitters, xWDM, C/D WDM, Jumpers, and pigtails. <u>http://fibersource.net/index.html</u>



: GWC manufacturers various type of strand. <u>https://guywireco.com/</u>

**WERLINE HARDWARE** PLH is one of the leading manufacturers of Dropline Hardware, Bonding and Grounding products, Aerial/Poleline Hardware, and anchors.



United Poly Systems produces quality HDPE pipe in diameters from ¾-in. to 26-in. IPS, 4-in. to 24-in. DIPS and ¾-in. to 2-in. CTS for use in multiple markets, including energy, power and communications, renewables and water infrastructure.



Vulcan Utility Signs, a division of Vulcan Inc. specializes in the manufacturing of line marking products for the Telecom / Fiber industry. We offer a variety of solutions to protect your assets, from signs to line markers, tape, paint, decals, and flags. We produce a full line of customized products to meet our customer's needs.

https://utilitysigns.vulcaninc.com/index.html



**Corporation** : High performance cable lubricants, specialty telecom products, cable and fiber cleaners and degreasers. <u>www.polywater.com</u>



Ladders and Fall Protection Gear: Werner is the leading provider of climbing equipment in the US including multi-purpose, step and extension ladders featuring the new *LEANSAFE* ladder. All our products meet ANSI & OSHA code requirements. Also featured is a full line of fall protection gear including harnesses, lanyards, vertical/horizontal lifelines and accessories. <u>www.wernerco.com</u>





Fiber

R&M (Reichle & De-Massari AG) is a leading Global cabling and connectivity solution provider for high end-communication networks since 1964. We serve a wide range of industries in the sectors of Local Area Networks, Data Centers and Public Networks. The SYNO dome splice closure fulfills all requirements of a modern fiber optic network with its innovative gel sealing technology. The SYNO closure is particularly characterized by its unique modularity and flexibility.

**Fox Fusion Splicers:** Complete line of fusion splicers, include Mini4S hand held, Mini6S core alignment, and Mini12R ribbon machine. <u>www.fiberfoxamerica.com/product-category/fusion-splicer/</u>

**The Killin**: Power tools and equipment: Makita's LXT platform features the world's largest 18V cordless tool portfolio. Included are communication technician power tools and accessories with optional dust management solutions that meet the new OSHA silica dust requirements. <u>www.makitatools.com</u>



We put water in its place NDS Manufacturers HDPE valve boxes and flower pots. Pro-Spec valve boxes have thicker walls, reinforced covers and ribs, NDS Pro-Spec<sup>™</sup> series were engineered for heavy-duty use.



Jonard Tools<sup>®</sup> manufactures tools for the Telecom, CATV, Fiber Optic, Home Automation, Security & Alarm, and Electrical markets. Jonard Tools designs and engineers patented products by utilizing customer partnerships to create innovative solutions for industry needs. New tools are released each month and are all Made For Life<sup>®</sup> with lifetime warranties. Through quality and innovation Jonard aims to move the industry forward and connect the world. <u>https://jonard.com/</u>