

2026 Vendor Members

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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.



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AFL

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At AFL, we offer a true end-to-end broadband solution. From network design, engineering, construction and maintenance to hardware, connectivity products, fiber optic cable, fusion splicers, test and inspection equipment, and education, AFL has it all. No two network deployments are the same, with differences in cost, schedule and layout, but Broadband can rely on AFL as their single source in the design and deployment of a custom, cost-effective fiber network.





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Arista Networks

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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.



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Cable East, Inc. is a family-owned telecommunications infrastructure and utility construction company headquartered in Statham, Georgia. Founded in 1992, the company provides turnkey services for the design, engineering, construction, and maintenance of broadband and fiber optic networks across the southeastern United States. Over more than three decades, Cable East has grown from a small telecom construction contractor into a trusted regional partner serving municipalities, utilities, and private network operators. Guided by its core values of safety, integrity, and commitment, Cable East is dedicated to delivering high-quality infrastructure solutions while strengthening communities and supporting the continued expansion of modern telecommunications networks.





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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.



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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. We specialize in end-to-end, full network solutions, and have been at the forefront of industry innovation for over one hundred years. We continue to evolve our products to best serve the ever-changing needs and demands of outside plant construction.





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CHR Solutions empowers broadband providers to design, build, and grow smarter, more profitable networks. Through advanced engineering, automated operations and e-commerce software (BSS/OSS), and comprehensive cybersecurity and managed IT services, we help providers streamline operations, boost revenue, and protect critical systems while ensuring reliable service for their customers.



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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!





Duos Edge AI

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Duos Edge AI, Inc. is a subsidiary of Duos Technologies Group, Inc. (Nasdaq: DUOT). Duos Edge AI's mission is to bring advanced technology to underserved communities, particularly in education, healthcare and rural industries, by deploying high-powered edge computing solutions that minimize latency and optimize performance. Duos Edge AI specializes in high-function Edge Data Center ("EDC") solutions tailored to meet evolving needs in any environment. By focusing on providing scalable IT resources that seamlessly integrate with existing infrastructure, its solutions expand capabilities at the network edge, ensuring data uptime onsite services. With the ability to provide 100 kW+ per cabinet, rapid 90-day deployment, and continuous 24/7 data services, Duos Edge AI aims to position its edge data centers within 12 miles of end users or devices, significantly closer than traditional data centers.



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ECG's expertise is building and supporting global voice and data networks. Our customers include service providers, government agencies and enterprises around the world. We provide network design, network review, training, staff augmentation and project management solutions.





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With more than 15 years of broadband experience, we're a utility and operator that understands the needs of local communities. We help reduce costs, accelerate deployment, and lower risk. We prioritize customer experience, provide 24/7 or after-hours support, and focus on long-term economic impact to enable strong, sustainable community growth.



FULL CIRCLE FIBER

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Critical Fiber Infrastructure. Built Right. From permitting to network construction, installation, and maintenance, Full Circle Fiber is your true turnkey partner. We have over 190 years of combined industry experience among our portfolio telecom services businesses and have earned a reputation as a reliable provider to major operators and cooperatives alike.





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Galloway Group is a trusted supplier of underground and ariel construction tools, materials, utility structured wiring, safety supplies, inside plant products for 5G PON, fiber and all fiber related products including installations. Widely successful managing and warehousing products for multiple projects.



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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.





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



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Invision Technologies helps businesses manage their IT infrastructure and implement new technologies to take their operations to the next level. Invision specializes in serving the professional services industries, government, education, and manufacturing facilities. Invision was founded in 2007 with the express purpose of "empowering communities through technology." The firm started as a computer network services operation but quickly grew into a complete technology services business offering solutions for computer networking, telephone systems, and low-voltage infrastructure installations.





JSI

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JSI is a consulting and broadband solutions leader, offering communications providers a complete range of financial, engineering, regulatory, operational, and strategic services to help them find success at every stage of their businesses.



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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.





Logic Networks

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We are a network, hardware, engineering and consulting firm. We provide new OEM, EOL, and legacy hardware, as well as support and managed services. We buy unused, unwanted, surplus, and defective gear.



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MACH Networks is the premier provider of comprehensive 4G/5G Wireless WAN solutions, catering specifically to the enablement and success of our partners!

Our extensive offerings include fully managed 4G/5G Failover/Backup, SD-WAN, Day-1 internet, MACH 5G Unlimited Plans, and the highly acclaimed AReS™ POTS Replacement Solutions. Our cloud-based solutions are delivered, monitored, and managed by an expert/certified US-based team and backed by top-tier white-glove service and support.

MACH expertly serves a wide range of industries, including retail, healthcare, education, financial services, hospitality, restaurants, transportation, public safety, government entities, and more.





MILLENNIUM

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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-to-end 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.



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Since the company began in 1924, Milwaukee Tool has led the industry in developing innovative solutions that deliver increased productivity and unmatched durability for professional construction users. Whether it is through our world-leading M12™ and M18™ cordless systems, the ground-breaking performance of our M12 and M18 FUEL™ products, jobsite lighting, time-saving accessories, or innovative hand tool and storage products, we are dedicated to delivering a continuous flow of advanced, trade-specific solutions.

We invest the time to work side-by-side with real users to understand the demands of a constantly changing workplace and how we can best deliver solutions for a safer, more productive jobsite. Through a thorough evaluation of the job at hand – the frustrations, needs, and previous limitations – we set out to completely rethink a solution and deliver the game-changing innovation seen across all our product lines. Milwaukee Tool is not simply a manufacturer – we are progressive problem solvers.





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New Wave Technology, although a new company, has leadership and employees with extensive and proven fiber optic network and telecommunications systems experience. This experience spans all tasks required to complete a successful turn-key design project from planning and design to staking, permitting, and clearing all the regulatory hurdles typically encountered to complete these types of projects. In addition to our recognized engineering services, our firm has the expertise required to complete all aspects of construction inspection and construction management from the preparation and oversight of bids to selections and close-out documents.



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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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NTT DATA is a global business and technology services leader, committed to accelerating client success and positively impacting society through responsible innovation. We are one of the world's leading AI and digital infrastructure providers, with unmatched capabilities in connectivity, enterprise-scale AI, cloud, security, data centers and application services. We also offer clients access to a robust ecosystem of innovation centers as well as established and start-up partners. NTT DATA is part of NTT Group, which invests over \$3 billion each year in R&D.

The Global IP Network of NTT DATA is a Tier 1 IP backbone consistently ranked among the top networks worldwide according to rankings by Radar by Qrator and CAIDA's AS Rank. Spanning the Americas, Asia, Europe and Oceania, it provides high-quality IP services through a single autonomous system number (AS2914), delivering a digital footprint that connects clients, employees and partners around the world.



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Olsson is a nationally recognized engineering firm that engineers and designs solutions that improve the world around us. We're known for our work, but we'll be remembered for the impact our work has on the communities we serve. Founded in 1956, we are one of the 75 largest engineering firms in the nation and ranked 7th for telecommunication services. We provide advisory services, planning, engineering and design, field services, and environmental to clients across the United States. Learn more at www.olsson.com.





OSP Solutions LLC

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OSP Solutions is a national telecom distributor committed to bridging the gap between product supply and true field support. Headquartered in North Carolina, we serve network operators, ISPs, Data Centers, Enterprises, contractors, and MSOs with a deep and reliable inventory of fiber optic cable, connectivity hardware, and comprehensive Outside Plant solutions.

With strong technical expertise, we help customers choose the right products, simplify builds, and ensure reliable, field-ready performance. Our efficient sourcing model provides trusted vendor options, BABA-compliant solutions, and cost-optimized alternatives that keep projects on budget.

Our **responsive team and fast shipping operations** ensure materials arrive when and where they're needed, supporting tight schedules and evolving project demands.

At OSP Solutions, we build long-term partnerships grounded in integrity, transparency, and accountability. We deliver the speed, knowledge, and reliability required to keep America connected.



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PEC is an employee-owned firm with a team of expert staff including Professional Engineers and Architects that assist clients in planning, designing, and developing reliable engineering solutions using traditional and GIS methodology. As employee-owners, we are committed to delivering innovative and cost-effective services that help your growing business operate more efficiently.





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



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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.





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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 rbbn.com.



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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

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We are an underground fiber optic telecommunication contractor located in Monroe, Georgia. Southern Fiber Connect will work with your company to understand your needs and develop custom network solutions. With over 75 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.



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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.





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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!



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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.





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Utilicom Supply is your single source solution provider and stocking distributor in Outside Plant Infrastructure and Intelligent Transportation Systems. 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.



Vantage Point Solutions

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Vantage Point is a premier engineering and consulting firm serving the broadband, energy, enterprise, and banking industries. Companies, cooperatives, and communities leverage Vantage Point's extensive technical and regulatory expertise to protect their operation, connect to end users, empower their staff to excel, and rise beyond the countless challenges defining the modern business environment.

Our unparalleled experience in network engineering, regulatory and business consulting, OSP implementation, cybersecurity, risk mitigation, managed services, and marketing enable service providers of all types to elevate their organization with professional guidance and technical caliber. Vantage Point's 500+ staff are personally committed to the long-term success of our hundreds of clients coast-to-coast.





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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.



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Wolf Line Construction is a premier fiber optic installation company specializing in ADSS, FTTx, and OPGW deployments based in North Charleston, SC. We provide turn-key solutions from design to installation.





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Xerox IT Solutions delivers end-to-end IT solutions nationwide, specializing in cloud, hosting, networking, security, collaboration, and hybrid workforce technologies. Serving 12,000+ clients across industries, the organization is known for seamless IT infrastructure and exceptional client experiences.



YATES

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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."





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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**



	<u>Cable Locating Systems</u> Precision locating systems by Vivax/Metrotech Manufacturer of short-range portable transmitters for general locates & optional sheath fault pinpointing. Also, long-range locate systems (FLS) with remote controlled rack mount transmitters. www.vivax-metrotech.com
	<u>Network/Fiber Test Equipment (Formerly JDSU)</u> A Global Technology Leader for network testing; offering OTDRs, Ethernet testing, Fiber Characterization, and other fiber test equipment. http://www.viavisolutions.com
	<u>Fiber Optic</u> A global supplier of optical fiber & cables providing a comprehensive portfolio of state-of-the-art products into the communications industry. https://www.hfcl.com/
	<u>HDPE Conduit</u> ATKORE/United Poly Systems produces quality HDPE pipe in diameters from 3/4-in. to 26-in. ATKORE has 7 manufacturing facilities nationwide for the production of HDPE, PVC and Micro Path, ATKORE's Microduct piping system.
	<u>OSP Cabinets and Pedestals:</u> Formerly Emerson Network Power - Featuring our NetXtend line of OSP closures for all types of FTTX applications. Solutions include DSLAM, X-Connect & building entrance cabinets, splice enclosures, fiber distribution peds/hubs and metallic/non-metallic pedestals. www.vertivco.com <u>DC Power Systems:</u> Global world class manufacturer of +24V & -48V power systems featuring our NetSure series of compact DC power solutions and high efficiency eSure rectifiers. All solutions are modular and are available for indoor or outdoor applications. Our services group also offers full EF&I services and custom configurations for any application. www.vertivco.com
	<u>Light Duty Underground Boxes</u> Manufacturer of light duty, pedestrian rated boxes and flower pots. https://www.ndspro.com/

	<u>Cable pulling Lubricants and Cleaners</u> High performance cable lubricants, cable cleaners & degreasers. https://www.polywater.com/en/
	<u>Strand / Guy and Messenger Wire</u> Guy Wire Company (GWC) is a Houston based steel strand manufacturer providing high carbon guy and messenger wire in both HS and EHS. https://guywireco.com/
	<u>Line Markers / Locate Markers</u> Manufacturer of line marking systems including aerial markers, drivable markers, aluminum line marker signs, HDPE line marker signs, waterway markers, landscape markers, pavement markers and flag markers. https://utilitysigns.vulcaninc.com/
	<u>Fiber Optic Connectivity Solutions</u> Manufacturer of precision fiber optic connectivity solutions including Splice on Connectors (SOCs), OSP FTTH Drop Cables, patch panels and custom cable assemblies. Ask us about our custom fiber solutions. www.fibersource.net
	<u>Fiber Optic Fusion Splicers</u> FiberFox offers core alignment, v-groove, clad alignment and ribbon splicers that all include the industry's most complete fusion splicer accessory kit. FiberFox units are the smallest and lightest in the industry and all include touch screen technology and a 3 year warranty. https://www.fiberfoxamerica.com/
	<u>Aerial cable hardware</u> Aerial fiber components are essential for the successful deployment and operation of fiber optic networks in overhead installations, providing the necessary support, protection, and connectivity for high-speed data transmission over long distances. At MIROC, we take pride in our selection of Overlashing Fiber Components as well as ADSS Hardware. https://miroc.com/wp-content/uploads/2025/05/2025_MIROC_Catalog.pdf
	<u>Telecom Hand Tools</u> World class manufacturer of hand tools for service provider applications including fiber optic stripping/cutting/cleaning, copper punch down, coax compression tools and other telecom tools. www.jonard.com
	<u>Ladder Systems</u> Extensive line of ladder systems, including multi-position, combination ladders, step stools, extension ladders, safety cages, and more...all made in the USA.

	<u>Labelers</u> Brother EDGE Labeling Solutions offer robust, handheld industrial label printers designed to enhance efficiency and accuracy in demanding environments. With features like Bluetooth and USB-C connectivity, quick application keys, and durable laminated labels, these printers are ideal for managing complex labeling tasks. https://brothermobilesolutions.com/products/printers/p-touch/edge/
	<u>MuleTape:</u> MULETAPE® pre-lubricated pulling tapes for cable installation, Detectable and Direct Bury Muletape www.neptco.com <u>Tracerwire:</u> Water blocking tracer wire connector system. Features include a 19 gauge solid copper conductor wrapped in braided Kevlar and water blocking yarns, coated with a high density polyethylene sheath. The most durable tracer system available with tensile strength from 1300 – 3000lbs
	MaxCell® is the Only Flexible Fabric Innerduct System Designed Specifically for the Network Construction Industry The unique fabric construction allows MaxCell to conform to the shape of cables placed within, greatly reducing the wasted space associated with rigid innerduct. Today's network operators use MaxCell to increase their cable density by as much as 300%. www.maxcell.us
	<u>Power Quality Products</u> Surge protection and AC filters designed for residential, commercial and industrial markets. http://act-communications.com/

