



3rd Quarter 2014 Edition

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2014 Central Office & Information Technologies Seminar

Once again the CO-IT annual Seminar was held at the Best Western Agate Beach Inn on the Oregon Coast in Newport. This year's event was well attended and...at the risk of being repetitious...the weather was beautiful. There is something about the Oregon Coast this time of year that draws us back year after year.

Kicking off the seminar, **Jeff Frankenfield**, Utility Sales Manager from **JDSU** joined us to talk about next generation test techniques (as specified by RFC 6349) and gave attendees an overview of optical technology enabling 40/100 GigE testing.

Ryan Rust, Electrical Protection and Grounding Consultant gave a presentation on "Central Office & Remote Site Electrode Ground Resistance Measurement," emphasizing on determining the location of remote test leads and test probes.

Chad Duval, Partner, at **Moss Adams, LLP** focused his session on the recently released 7th Order on Reconsideration and Further Notice of Proposed Rulemaking. Chad discussed the importance of CO & IT staff having a good understanding of the implications of these orders as they both have a significant impact on network deployment and cost recovery considerations.

continued, see **CO-IT Seminar**



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Show off your stuff...

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Mark Benson, Account Manager-Sales from **American Power Systems** covered "Battery Maintenance," discussing what the site technician or manager should be looking for when receiving batteries, how to properly store the batteries, and what to look for when either installing the batteries yourself, or when having a contractor install them. Mark also discussed what maintenance needs to be performed on the batteries and what visual clues any person near a battery can look for to know if there is an immediate problem. Mark's presentation largely focused on what can go wrong when things are not done right.

Bill Murphy, Solutions Marketing Director from **Calix** talked to the group on "Using Your Data to Increase ARPU, Reduce Churn, Choose Where to Spend Capital and Reduce Support Calls." This session concentrated on flow analysis and professional services that can help you use data to impact many parts of your business. Bill spoke about how customers are using this capability today to improve many aspects of their business and how normalizing data will help marketing, CSR's and engineers all work from the same tool and the same data easily.

Scott Imhoff, Vice President of Product Management from **Cambium Networks** joined us to discuss "Business Opportunities for Telecom Companies." Scott talked about how the changes in traditional government funding is affecting the telecom companies and how our companies have to adapt and innovate to avoid becoming just simple data channels in the digital era. He shared ideas on how the dramatic evolution of wireless broadband technology over the past decade is giving telecom operators new business opportunities that can help recover lost profits and open new markets.

Dave Warner, Director of Information Technology and Engineering at **Beaver Creek Telephone Cooperative**, held a general discussion on the probable causes during his presentation "My Internet is Slow and It's Your Problem — Fix it Now!" Dave offered ideas to help the service provider identify the problem and render a resolution.

Brant Wolf, Executive Vice President of **OTA** wrapped up the program with his update on legislative and regulatory issues that the OTA has been involved in over the past year.

Thank you to Calix, EnerSys and Vaonet for sponsoring a portion of our program.

A special thanks to Kerry Benthin, who served as the Committee Chair of the CO-IT Committee for 2013-2014. Kerry did a great job and the OTA truly appreciates his service to and support of the association. As Kerry steps down from his Chair position, Bryan Lynn of Pioneer Telephone Cooperative assumes the Chair position for the 2014-2015 term and Kelli McAbee of Cascade Utilities steps into the position of Vice Chair.

Thank you both for your willingness to lead this committee in the coming year.



And as always, OTA would like to extend a "huge" thank you to each of the vendors who participated in this year's event.

We greatly appreciate the continual support from the following companies:



Tim Stockton and Tom Pope



Sev Giles



Mollie Chacon and Mark Benson



Kevin Poskitt and Scott Imhoff



Jon Anderson



Matt Hollinger and Shaun Plummer



Mike Gile



Jon Meyer



Frank Salm



Brad Blystone



Frank Mulhearn



Don Carmody



Doug Funkhouser

Canby Telcom and ADTRAN Connect to Deploy First Gigabit Community in Pacific Northwest

Oregon town offers Gigabit services to target growing regional high-tech economy

HUNTSVILLE, Ala. — (August 18, 2014) — ADTRAN®, Inc. (NASDAQ:ADTN), a leading provider of next-generation networking solutions, today announced as part of its Enabling Communities, Connecting Lives program, that it is enabling Canby Telcom to deliver Gigabit services to the town of Canby, Oregon. Canby, located southeast of Portland, is turning to Gigabit services to attract large brand name and high-tech corporations to the area. With the deployment of ADTRAN's advanced Fiber-to-the-Home (FTTH) portfolio, Canby Telcom is helping the town become one of the first Gigabit communities in the region by providing the technology infrastructure needed to effectively support growing business opportunities. Through ultra-fast broadband speeds both existing businesses and those looking to relocate to Canby can now easily connect to the global economy, creating more jobs and supporting long-term growth for the area.

"Gigabit Internet service is an exciting development for the city and will set the community apart by making Canby a more attractive, future-proof location for manufacturers and businesses today. Faster Internet supersedes proximity and in many cases allows education and business to be conducted from any location – and Canby can now be that location," said Renate Mengelberg, economic development director with the City of Canby. "That is a game-changer for attracting new industry and jobs to the city. This development is a tremendous asset to existing businesses, education and the overall community economic health by retaining local jobs and attracting even more industries and new job opportunities to our town."

Canby Telcom has developed a reputation as a forward-thinking service provider in the region and has remained ahead of the innovation curve by being the first to bring advanced technologies to the local community. As an early adopter of FTTH infrastructure, Canby Telcom has spearheaded multiple cutting-edge technology projects – including developing an over-the-top (OTT) video streaming service – to better assist the growing needs of local residents and business owners. Through its involvement with the local economic development committee, Canby Telcom has also seen firsthand a continual increase in demand for higher broadband speeds and is addressing this need through its Gigabit fiber infrastructure.

ADTRAN's Gigabit portfolio, including the Total Access® 5004, has enabled Canby Telcom to be among the first to deliver next-generation Gigabit services to more than 2,500 local residents and businesses. Since launching Gigabit Internet as part of its Fiber Optic Zone (FOz) service, the community has experienced an immediate positive economic impact. For example, real estate agents have

seen a marked increase in homebuyers selecting Canby properties due to fiber access. Likewise, businesses are benefiting from a reliable, high-capacity connection to larger cities, enabling Canby to retain its small town charm while offering big city connectivity.

"By being one of the first Gigabit communities in the Pacific Northwest, we're accomplishing our goals of not only bettering the lives of our residents, but setting the foundation for future technology innovation within our community," said Paul Hauer, president of Canby Telcom. "ADTRAN is enabling us to deliver the Gigabit services we need to provide the capacity and speed that bandwidth-hungry devices and streaming video services are demanding today, as well as scalability for the gadgets and services yet to come. It's now easier than ever for high-tech businesses or global corporations to come to Canby and enjoy the benefits of small town America while having all the advantages of a big city."

"Canby Telcom has continuously proven that it is innovative and tech-driven when it comes to meeting the needs of its community. Its commitment to understanding the evolving market and anticipating customer demand has allowed it to be a leader in Gigabit services delivery and creates new opportunities for its customers," said Mitch Fleming, regional vice president, sales, ADTRAN Carrier Networks Division. "Canby is an excellent example of the role service providers can play in creating a new economic future for their communities."

ADTRAN's Enabling Communities, Connecting Lives program showcases how innovative technologies are being used in cities, towns and communities across the country to support economic growth, urban redevelopment, educational and municipal service support, and innovative residential service delivery. These communities are using ADTRAN's world-class Gigabit broadband, Wi-Fi and Cloud service offerings to re-invigorate downtown business and residential districts, connect classrooms with other learning centers around the world, and help attract new companies seeking to relocate out of crowded urban centers.

About Canby Telcom

Canby Telcom provides information, communication and entertainment services to more than 7,000 customers over an 84-square-mile foot print in the northern Willamette Valley of Oregon. The company is the 2013 recipient of the prestigious TelcoVision Service Provider of the Year Award for product innovation and customer service. The 110-year-old cooperative and its 104-year old subsidiary, Mt. Angel Telephone Company in Mt. Angel, Oregon, employ over 70 people. Visit www.canbytel.com for more information.

About ADTRAN

ADTRAN, Inc. is a leading global provider of networking and communications equipment. ADTRAN's products enable voice, data, video and Internet communications across a variety of network infrastructures. ADTRAN solutions are currently in use by service providers, private enterprises, government organizations, and millions of individual users worldwide. For more information, please visit www.adtran.com.

OTA COMMITTEE

MEETINGS CALENDAR

NOVEMBER 2014

- 20th Board of Directors and Small Company Committee Meeting*
 Thursday – 9:30 a.m. at Scio Mutual Telephone Association
 – Scio, OR
- 21st Annual Meeting Committee*
 Friday – 9:30 a.m. via Conference Call

DECEMBER 2014

- 2nd CO-IT Committee Meeting*
 Tuesday – 10:00 a.m. at Pioneer Telephone Cooperative
 – Philomath, OR
- 3rd Scholarship Foundation Board of Directors Meeting*
 Wednesday – 9:00 a.m. at OTA Office, Conference Room A
 – Salem, OR
- 10th Consumer Services & Marketing Committee Meeting*
 Wednesday – 10:00 a.m. at Monitor Cooperative Telephone
 – Monitor, OR
- 11th Accounting Committee Meeting*
 Thursday – 10:00 a.m. at AKT Office
 – Salem, OR

JANUARY 2015

- 14th Safety Committee Meeting*
 Wednesday – 9:00 a.m. via Conference Call
- 14th Outside Plant Committee Meeting*
 Wednesday – 10:00 a.m. at Location in Stayton TBD



2015 OTA-WITA Joint Annual Meeting
June 3 - 5

Salishan Spa & Golf Resort - Gleneden Beach, OR



TAKE A MOMENT TO REFLECT.....

VETERANS



WE WOULD LIKE TO THANK THE
ONLY PEOPLE
WHOSE SERVICE
IS BETTER THAN OURS

On Veteran's Day, stop in the Eagle Telephone System office in Richland for a complimentary cup of coffee & cookies. Show your Military ID for \$10 off your Eagle Telephone bill.



Rusti Lattin shares what Eagle Telephone System did to honor our military on Veteran's Day.

She said they had a lot of Veterans stop by all throughout the week.

A perfect way to give a little back to those who serve and good for customer relations, too!

OTA EVENT CALENDAR

NOVEMBER 2014

2014 Safety Seminar

November 19

Comfort Suites Hotel - Salem, OR

MARCH 2015

ITA Showcase

March 4 - 5

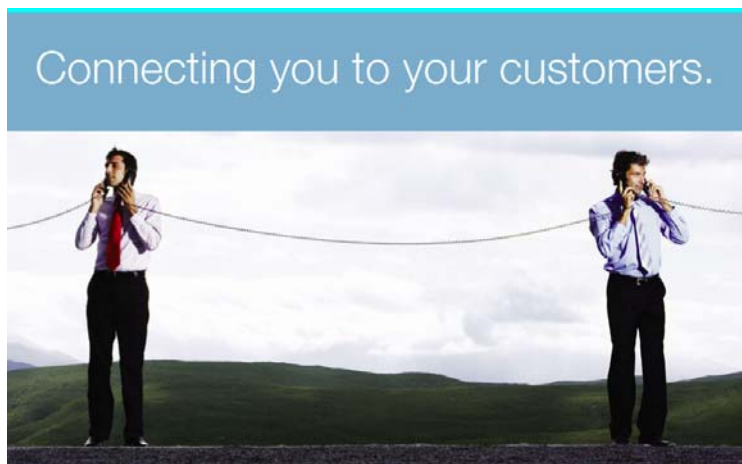
Holiday Inn Portland Airport Hotel - Portland, OR

April 2015

Outside Plant Seminar

April 9 - 10

Chinook Winds Casino & Resort - Lincoln City, OR



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Notification of OTA President of Any Antitrust Concerns

OTA members, representatives and attendees should promptly bring any antitrust concerns to the attention of OTA President. Because antitrust law and policy is legally complex (especially in view of the heavily regulated nature of the telecommunications industry), all OTA members, representatives and attendees are expected and instructed to seek promptly the advice of counsel for OTA in the event that there is any question as to whether any contemplated action, activity, proposal, or other course of action may be in conflict with applicable law.

OTA members, representatives and attendees should terminate any discussion, seek legal counsel's advice, or, if necessary, leave any meeting or discussion where improper subjects are being discussed and explain the reasons for departure to those still in attendance.

For a copy of OTA's Antitrust Policy in its entirety, please contact the OTA office.

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Welcome Robin!



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Robin has been in the insurance industry 9 years, working in both the independent and captive markets. She and her husband David have 6 daughters who have blessed them with 8 grandchildren. Her hobbies include showing, training & riding horses with youngest daughter as well as participates in the local 4H Club as a certified leader. She also enjoys riding ATVs and the outdoors in her spare time.



Membership Directory Update Process

Deadline to submit changes: Friday, December 5th

(artwork for ads due no later than Friday, December 12th)

The OTA is excited to be adding a new feature with the Membership Directory for 2015. In addition to the printed hard copy of the publication, we will also be implementing a new electronic version that will be available on the OTA website as well as other media options. With this new electronic version, we will be able to make updates to listings throughout the year so that your contact information is always current — provided that you keep us informed of changes as they occur. We will also be able to add hot links that connect directly to each of our member's websites.

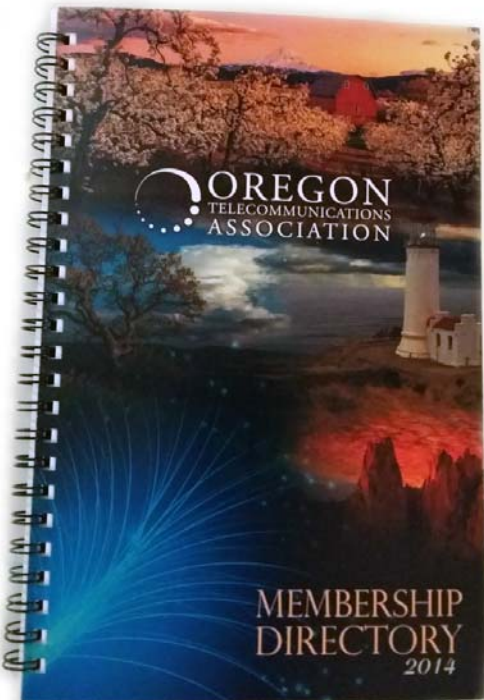
Recently an e-mail was sent out regarding the annual update process for the OTA Membership Directory. All information is posted to the OTA website at www.ota-telecom.org. From the home page, select "Membership" from the left navigation menu. In the Membership drop-down menu, click on "Membership Directory." You will need to view your current listing by clicking on the pdf of the 2014 Membership Directory. Then follow the instructions, complete and submit the appropriate forms as indicated.

If we do not receive a response from your company, we will repeat the same listing as it appeared in last year's publication.

Please note the added benefits of advertising discounts when you choose to place an ad in both the directory and the quarterly published e-Newsletter.

Nick Schaffner of Fluid Communications is your main point of contact for updates. His contact information is listed on each of the update request forms. Should you have any questions, please contact either Nick at Fluid Communications or Susan at the OTA office.

We are targeting a distribution date for the 2015 OTA Membership Directory in early February.



New Members

The OTA would like to welcome the following companies who have recently joined the association.

For contact info and links to their websites, please visit the OTA website.

New Associate Members:

Goldfield Telecom
TelCom Sales Group, LLC
Vaonet, Inc.

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