

TSTCI INFORMATION

MONTHLY NEWSLETTER FOR TSTCI MEMBER COMPANIES

APRIL 2002

www.tstci.org

Texans Helping Texans

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Texas Statewide Telephone Cooperative, Inc. is a statewide telecommunications non-profit organization representing the interests of Texas rural independent telephone systems. All member companies are regulated by the Public Utility Commission of Texas.

DELL TELEPHONE COOPERATIVE

WELCOMES

**RICH PAGE AS
CONTROLLER/ASST.
GENERAL MANAGER**



Rich Page

The Board of Directors and management of Dell Telephone Cooperative, Inc. are proud to announce the addition of Rich Page as Controller/Assistant General Manager to their staff as of March 25, 2002.

Rich comes to Dell Telephone from Canby Telephone Association in Canby, Oregon, where he served as Director of Finance. He was the Accounting Manager at Cap Rock Telephone Cooperative in Spur, Texas from 1984-1989. Rich, a native Texan, has a Bachelor of Business Administration degree from West Texas State University in Canyon, Texas.



We would like to recognize and thank **Texas Communications Expo, Inc.** for their support of the telecommunications industry. As many of you know, profits from each **EXPO** are donated to telecommunications organizations that provide scholarships to promote education within the industry.

Texas Communications Expo has once again demonstrated their generosity and support of the telecommunications industry through a \$4,000 donation to the TSTCI Discretionary Fund.

Please join us in a big TSTCI
"THANK YOU!!!!"

TAX NEWS

Curtis Blakely & Co., P.C. CPA's, Longview, Texas, sent us this tax news that could significantly reduce your 2001 tax bill:

Congress recently passed an economic stimulus package, which contains \$38.7 billion in tax incentives over ten years. This is a major tax bill with many important provisions affecting both businesses and individuals. One of the most sought after incentives included in the bill is a 30% depreciation bonus. Taxpayers are now entitled to an additional first-year depreciation deduction equal to 30% of the adjusted basis of qualified property. Property eligible for this special treatment includes property with a recovery period of 20 years or less (this includes substantially all of your plant, excluding buildings).

To be eligible, property must be acquired after September 10, 2001 and before September 11, 2004. Property manufactured, constructed or produced by a taxpayer for the taxpayer's own use is considered acquired after September 10, 2001 and before September 11, 2004 if construction began and closed within those dates. Construction by third parties would have to be started and closed between those dates as well.

If you have already filed for 2001, you may want to consider amending your return when IRS forms become available. Please feel free to call Curtis Blakely & Co, P.C. at (903) 758-0734 if you have any questions.

OPTICAL SOLUTIONS ANNOUNCES DESIGN CERTIFICATION PROGRAM FOR PASSIVE OPTICAL NETWORK (PON)

Corning Cable Systems Supports NEW PON Training Program

Optical Solutions, Inc. recently unveiled a Passive Optical Network (PON) Design Certification Program aimed at telecommunications engineers and technical staff at consulting firms and service provider organizations.

The certification is designed to provide the recipient with the fundamentals of PON network design and the ability to develop cost-effective draft PON network designs that comply with design assurance standards set by the various PON Electronic Manufacturers' Design Engineering Organizations. Three levels of certification will be offered in Optical Solutions' program, including: PON Design Certified; PON Design Assurance Certified; and PON Field Certified.

"The PON Certification Program will go a long way toward debunking the myth that fiber-to-the-home (FTTH) is too expensive," said Brian Brown, Optical Solutions' Vice President of Sales and Business Development. "We reviewed many of the FTTH engineering proposals our customers have been shown in the past and found simple design discrepancies that added up to major cost variances – as much as 50 percent or more – versus the most cost effective PON design. There are a lot of misperceptions about how to design a cost-effective PON access network, and often these discrepancies are a result of applying copper design techniques to a fiber plant. Our customers have told us they would feel better knowing their engineering firms were well-educated in PON design, so the Certification Program is a way to address this concern."

In addition to leveraging Optical Solutions experience and expertise, **Corning Cable Systems** is also supporting the development of the PON training coursework by contributing technical content and network design criteria from its newly released *Access Solutions Guide*[™] - the industry's definitive sourcebook for design and deployment of cost-effective networks.

"As more and more service providers consider passive optical networks as an enabling technology for their network upgrades and/or greenfield deployments, proper education and training of network engineers is essential," said Bernhard Deutsch, Director of Public Networks Market Development. "Training courses, such as the one developed by Optical Solutions, are absolutely critical to increase the industry knowledge of optical access architectures, standards, and technologies – which are all key requirements for the continued evolution of the access market."

"The participation and input of an industry leader like Corning Cable Systems is critical to the successful development and execution of the PON training course," said Optical Solutions Director of Market Development, Doug Wrede. "Corning Cable Systems' contribution of its *Access Solutions Guide*[™] and its ongoing support for the training course ensures that we can provide program participants with 'best of breed' solutions and broad industry perspectives in PON design."

For more information on the PON Certification Program, visit www.opticalsolutions.com.

Have you made your reservations???



The **TSTCI Spring Managers' Conference** is just around the corner! As usual, TSTCI has a great conference planned for you June 12-14 at the Radisson Resort on South Padre Island. For hotel reservations, please call 956/761-6511 or 800/333-3333.

If you haven't yet registered for the conference, be sure to contact Martha in the Dallas office at 972/243-8705. She'll be able to provide all the information you need.

TSTCI BOARD OF DIRECTORS APPROVES NEW ASSOCIATE MEMBERSHIPS



During the most recent TSTCI Board of Directors meeting, several new associate memberships were approved. Please join us in welcoming the following companies:

-  **AVO International Training Institute**
-  **CopperCom**
-  **Cubix Software, Inc.**
-  **General Bandwidth**
-  **JSG Johnson Sales Group**
-  **MasTec**
-  **Minerva Networks**
-  **National Information Solutions Cooperative**
-  **Occam Networks, Inc.**
-  **Panasonic Computer Corporation**
-  **Santera Systems, Inc.**
-  **TelStrat**
-  **Wireless Dynamics, LLC**

Addresses and contact information can be found on the Associate Membership List, which was recently sent to all Member and Associate Member Companies. Links to Associate Member Company websites can also be found on the TSTCI website at www.tstci.org. Just click on “web sites.”

AFC UNVEILS MULTISERVICE EDGE SWITCHING PLATFORM FOR NEXT GENERATION NETWORKS

Advanced Fiber Communications, Inc. (AFC) recently introduced a landmark technology that is changing the future of central offices. AFC’s rich history of innovation continues with the release of Telliant™ 5000, a new carrier-class, multiservice edge switching platform that delivers unprecedented capacity and density for the evolving broadband network.

Designed for scalability for even the largest service providers to cost-effectively collapse multiple network elements into a compact, central office platform, AFC’s

Telliant 5000 provides ATM switching and DSL capabilities with future IP, MPLS and emerging optical access technologies on a single shelf. Its capacity makes deploying broadband services more economical while reducing provisioning, equipment and operational costs. Its revolutionary architecture also provides a migration path to future IP services and supports regulatory compliance that enables service wholesale unbundling.

“Traditional broadband architectures use a multiple box solution, which includes ATM switch, DSLAM and IP devices,” said John Schofield, chairman, president and CEO of AFC. “But as subscriber growth accelerates, bandwidth, port and scalability limitations are quickly reached. Then carriers are faced with the challenge of replacing inefficient, first-generation solutions to meet continued broadband service demand and future technology requirements. Our Telliant 5000 economically combines the multiple box solution into a compact, extremely powerful platform.”

For more information on AFC's products, visit their website at www.afc.com.

PROTECTION FOR INTERNAL SYSTEMS AND NETWORKS/REVENUE ENHANCEMENT

Security issues are more important now than ever before. **CHR Solutions** DataCom group offers security services to help telcos protect their networks. These services include a security evaluation and risk assessment, firewall and filtering services installation. The DataCom group can also help enhance ISP services for customers and generate incremental income from existing customers. For more information, contact Dennis Wisdom, VP - DataCom at 806/722-7700 or by e-mail at dennis.wisdom@chrsolutions.com.

Seeking OSP I&R Supervisor – Responsible for all CATV I&R functions – extensive troubleshooting, testing, installation knowledge using 945/965 OTDR and Sunset DSL equip. CATV installation, repair & testing a plus. 10-15 years telecom experience and 5 years supervisory experience – must have strong work ethic, computer, oral/written communication and interpersonal skills. E-mail resume & salary requirements to hrdept@feccommunications.com or fax to 972/722-5434, attn: HR Dept.



In the Spotlight

Curtis Blakely & Co., P.C., CPAs is pleased to announce that Keith Pfeffer has become licensed by the Texas State Board of Accountancy as a Certified Public Accountant. Keith joined the firm in 1998 after graduating from Texas A&M University with a Bachelor of Business Administration Degree in accounting. He is active in the firm's audit, consulting and tax services, with special emphasis in corporate, partnership and individual tax preparation. Curtis Blakely & Co. offers auditing, regulatory and consulting services to the telecommunications industry in Texas, Oklahoma, Louisiana, Arizona and New Mexico.

Power & Telephone Supply has become an authorized "Ipartner" of Net to Net Technologies. Power & Tel will have right to resell Net to Net products throughout the United States. "Power &

Tel brings substantial technical expertise and established relationships that will make them a key IPartner for Net to Net technologies," said Howard fuller, Vice President Sales at Net to Net. To learn more, visit www.ptsupply.com.

Santera Systems recently announced that TDS Telecom has signed a three-year purchase agreement. "We competed with many other next generation switching providers for TDS' circuit-to-packet network evolution and are very excited about being chosen by TDS," said Charles Vogt, vice president of sales for Santera Systems. More information on Santera Systems can be found on their website, www.santera.com.

Advanced Fiber Communications recently announced that it has agreed to acquire AccessLan Communications, a leading developer of carrier-class, multiprotocol network equipment designed for large-scale networks. "We believe this acquisition is a key strategic move for AFC," said John Schofield, chairman, president and CEO. "It provides us with a powerful, central office broadband platform that has strong advantages over legacy products in both cost and performance." You can visit AFC on the web at www.afc.com.

Upcoming Events

April 2002

28-30 NTCA PR Marketing Conference – Washington, DC

May 2002

2-3 NTCA Business Briefing – Minneapolis, MN

9-10 USTA National Issues Conference – Washington, DC

June 2002

2-6 SUPERCOMM – Atlanta, GA

3-4 NTCA HR Conference – Nashville, TN

9-11 Telcom Insurance Group Risk Management Conference – Santa Fe, NM

9-11 NTCA Summer Business Conference – Chicago, IL

12-14 TSTCI Spring Managers' Conference – South Padre Island, TX

July 2002

10-12 TSTCI Bookkeepers/Accountants/Commercial Conference – Austin, TX

13-18 OPASTCO Annual Summer Convention & Trade Show – San Francisco, CA

15-17 NTCA Region 7-8-10 Meeting – Salt Lake City, UT

22-24 NTCA Region 1-2-3 Meeting – Amelia Island, FL