

BROADBANDMT

44th Annual Showcase

January 7-8, 2026 | DoubleTree by Hilton Billings

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Breakfast



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Hospitality



Lunch



Niels Fugal Sons Co.



2026 Showcase | January 7th - 8th
DoubleTree by Hilton – Billings, MT

Schedule at a glance – more details on following pages

Wednesday, January 7th		
7:00am	Registration Opens	3 rd Floor
7:30-8:30am	Hosted Breakfast	22 nd Floor - Ponderosa
8:30-9:30am	Opening Session "The Meeting Guide" Bryan Peterson, VP Human Resource Services, Associated Employers	20 th Floor - Skyview 1&2
9:30-10:30am	Data Centers: What's Happening Now? What's Coming? What's Realistic? Craig Gates, General Manager/CEO, Triangle Communications and Hill County Electric Co-op John Hines, VP Supply and Government Affairs, NorthWestern Energy Scott Menhart, CTIO, Vision Net	20 th Floor - Skyview 1&2
9:40-10:40am	Navigating the Cloud Switch Migration Ryan Denzel, Vice President, JSI Chad Holzer, Director, Baker Tilly Andrew Ward, CEO, Award Consulting	3 rd Floor - Conference Room 5
10:30-11:30am	Trade Show Break & Networking	3 rd Floor
11:30-12:30pm	AI: Anticipating, Adapting & Applying Dan Bloch, VP of Global Cloud Solutions, Calix Ben Calvert, Chief Technology Officer, Range Bryce Daniel, General Manager, LincTel Communications	20 th Floor - Skyview 1&2
	24/7 Proactive In-Service Fiber Monitoring Casey Elliott, Senior Solutions Engineer, Adtran	3 rd Floor - Conference Room 5
12:30-1:30pm	Hosted Lunch	22 nd Floor - Ponderosa
1:30-2:30pm	A Decade of Fiber to the Home – Insights, Innovations, and Impact Tom Nyman, Regional Sales Manager – Great Plains, Corning Optical Communications Barry Walton, Senior Broadband Solutions Advisor, Corning Optical Communications	20 th Floor - Skyview 1&2
	Wi-Fi 7 Evolution: Navigating the Next Frontier in Connectivity Patrick Moreno, Sales Engineer, Zyxel Communications	3 rd Floor - Conference Room 5
2:30-3:30pm	Trade Show Break & Networking	3 rd Floor
3:30-4:30pm	Business Intelligence Modeling Kristy Szabo, Director of Consulting, Vantage Point Solutions	20 th Floor - Skyview 1&2
	Fiber Splicing Contest	3 rd Floor - Conference Room 5
4:30pm	Hospitality Hour (hosted from 4:30-5:30pm)	3 rd Floor
Thursday, January 8th		
7:00am	Registration Opens	3 rd Floor
7:30-8:30am	Hosted Breakfast	22 nd Floor - Ponderosa
8:30-9:30am	The Future of Work Joe Whittinghill, x-Microsoft Chief Talent and Learning Officer Organization Transformation Leader Board Member Advisor	20 th Floor - Skyview 1&2
9:30-11:00am	Trade Show Break & Networking	3 rd Floor
11:00-12:00pm	CEO Panel Doran Fluckiger, General Manager, Southern Montana Telephone Josh Jensen, CEO, Nemont Jay Preston, CEO, Access Montana	20 th Floor - Skyview 1&2
12:15pm	Raffle and Door Prize Drawings	20 th Floor - Skyview 1&2

Please wear your name badge – it is your "ticket" for meals and entry into the Trade Show area.

WEDNESDAY

7:30 – 8:30am: Hosted Breakfast – 22nd Floor, Ponderosa

8:30am – 20th Floor, Skyview 1&2

“The Meeting Guide”

Bryan Peterson, VP Human Resource Services, Associated Employers

Ever thought to yourself *this meeting is an hour I'll never get back, or this meeting could have been an email?* This session is a practical guide to creating meetings that are actually productive, get things done, and don't feel like a waste of anyone's time.

How you will benefit:

- Learn about different types of meetings
- When to have a meeting or not
- Meeting in person, online or hybrid and best practices for all
- Keeping meetings on track
- Keeping meetings meaningful and productive

9:30am – 20th Floor, Skyview 1&2

Data Centers: What's Happening Now? What's Coming? What's Realistic?

Montana's wide-open spaces and energy production have sparked interest in large-scale data center development. This panel will cut through the hype to examine the realities: access to capital, resource availability, technical hurdles, and fiber connectivity across rural terrain. Experts will break down what infrastructure investments are essential, where bottlenecks may arise, and how realistic it is for Montana to compete with established data center regions. Attendees will gain a clear perspective on the opportunities and constraints shaping the state's digital infrastructure future.

- Craig Gates, General Manager/CEO, Triangle Communications and Hill County Electric Co-op
- John Hines, VP Supply and Government Affairs, NorthWestern Energy
- Scott Menhart, CTIO, Vision Net

9:40 – 10:40am – 3rd Floor, Conference Room 5

Navigating the Cloud Switch Migration

Cloud switch migration enables telecommunications companies to unlock the benefits of cost efficiency, enhanced features, and modernized infrastructure to meet increased demand for bandwidth. The process must be carefully executed to minimize disruption and ensure a smooth transition. This panel will explore the process, real-world lessons, and the opportunities and challenges of making the switch.

- Chad Holzer, Director, Baker Tilly
- Ryan Denzel, Vice President, JSI
- Andrew Ward, CEO, Award Consulting

10:30 – 11:30am: Trade Show Break and Networking – 3rd Floor

11:30am – 20th Floor, Skyview 1&2

AI: Anticipating, Adapting & Applying

Now that we have a better understanding of what Artificial Intelligence is, attention turns to how it is being leveraged in our industry today and anticipating its future use. This panel will explore how AI is reshaping telecom operations, as well as when and how to “take the leap” at your telco.

- Dan Bloch, VP of Global Cloud Solutions, Calix
- Ben Calvert, Chief Technology Officer, Range
- Bryce Daniel, General Manager, LincTel Communications

11:30am – 3rd Floor, Conference Room 5

24/7 Proactive In-Service Fiber Monitoring: Boosting Network Availability While Reducing OPEX and CAPEX

Fiber is the leading option for residential and business connectivity. But how do you ensure your fiber infrastructure is installed properly, available, and operational? Attendees will learn how 24/7, automated, in-service fiber monitoring can identify outages and overall fiber health from a central location. The solution locates and identifies the root cause of outages as fiber plant vs. electronics, which maximizes staff efficiency and shortens return to service time. Learn how fiber monitoring supports SLA conformance, while reducing operational costs – all of which will drive customer satisfaction and improved profitability. **Casey Elliott, Senior Solutions Engineer, Adtran**

12:30 – 1:30pm: Hosted Lunch – 22nd Floor, Ponderosa

1:30pm – 20th Floor, Skyview 1&2

A Decade of Fiber to the Home - Insights, Innovations, and Impact

Ten years into widespread Fiber to the Home (FTTH) deployments, the industry has gained valuable lessons on network performance, service reliability, and the evolving expectations of the connected customer. This presentation revisits those early builds to uncover what worked, what didn't, and how those insights are shaping the future of broadband infrastructure decisions.

We'll explore the critical role of network resilience in driving customer satisfaction and operational efficiency, especially as demand for uninterrupted connectivity continues to grow. The session will also highlight a new wave of products and solutions—from outside plant (OSP) innovations to products that reduce truck rolls and streamline rural deployments. These advancements not only accelerate time-to-connect the unconnected communities, will also contribute to significant reductions in long-term operational expenditures.

Attendees will leave with a forward-looking view of how new product choices today can deliver faster service, stronger networks, and lower the OPEX costs over the life of the network.

Corning Optical Communications

- Tom Nyman, Regional Sales Manager – Great Plains
- Barry Walton, Senior Broadband Solutions Advisor

Concurrent Session – see next page

1:30pm – 3rd Floor, Conference Room 5

Wi-Fi 7 Evolution: Navigating the Next Frontier in Connectivity

As the demand for faster, more reliable wireless connectivity grows, Wi-Fi technology continues to evolve. Wi-Fi 7 represents a critical leap forward in the evolution of networking. Building on the foundation of Wi-Fi 6, this next-generation standard promises unprecedented speeds, lower latency, and greater capacity to meet the demands of an increasingly connected world. We'll explore the transition from Wi-Fi 6 to Wi-Fi 7, highlighting the key advancements that set it apart along with enhanced efficiency to support new use cases like AR/VR, 8K streaming, and IoT expansion. Join us as we look into the latest innovations, and what this evolution means for businesses and consumers in a world with ever-growing connectivity.

Patrick Moreno, Western Region Sales Account Manager, Zyxel

2:30 – 3:30pm: Trade Show Break and Networking – 3rd Floor

3:30pm – 20th Floor, Skyview 1&2

Business Intelligence Modeling

Doing business is now more information driven than ever, yielding what at times can feel like an overwhelming amount of raw data. What can be done to convert this data into meaningful and useful information for your telco? Kristy Szabo with Vantage Point will guide us through the latest on business intelligence modeling and how it can be leveraged for the collection, analysis, and presentation of data to inform decision-making across your organization.

Kristy Szabo, Director of Consulting, Vantage Point Solutions

3:30pm – 3rd Floor, Conference Room 5

Fiber Splicing Contest

Sponsored by:

Calix
CHR Solutions, Inc.
Clearfield, Inc.
Corning Optical Communications
JKL Associates, Inc.
K & S Communications, Inc.

Hospitality Hour – Trade Show Area Hosted from 4:30-5:30pm | Cash bar after 5:30pm

THURSDAY

7:30 – 8:30am: Hosted Breakfast – 22nd Floor, Ponderosa

8:30am – 20th Floor, Skyview 1&2

The Future of Work

A recent Gallup survey found that 81% of rural Americans are proud to be part of their local communities yet cite numerous obstacles to successful leadership and success. What role are changing expectations of workers, AI, and skill gaps playing in this? Comprising nearly 40% of the workforce, newer in career employees hold varying views on these topics and organizations are trying to adapt with mixed results. What can organizations do to foster an engaged workplace culture that delivers business results? What roles do AI and skills play in this? What might leaders do to meet these challenges? Joe Whittinghill brings decades of experience and fresh insights on these subjects to our conference.

**Joe Whittinghill, x-Microsoft Chief Talent and Learning Officer
Organization Transformation Leader | Board Member | Advisor**

9:30 – 11:00am: Trade Show Break and Networking – 3rd Floor

11:00am – 20th Floor, Skyview 1&2

CEO Panel

Doran Fluckiger, General Manager, Southern Montana Telephone
Josh Jensen, CEO, Nemont
Jay Preston, CEO, Access Montana

12:15pm - Raffle & Door Prize Drawings – 20th Floor, Skyview 1&2

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Exhibitor Descriptions

Action Battery Wholesalers, Inc.: Supporting the Telecommunications market with critical power needs for over 30 years! We are your full sales, installation and service provider for all DC power requirements. We are committed to customer satisfaction and have the knowledge and experience to assist you.

Adams Cable Equipment is a woman owned leader in the global telecommunications industry, providing comprehensive solutions in Customer Premise Equipment (CPE), Outside Plant Material (OSP), IT Asset Disposition (ITAD) and electronics end of life management. Since 1998, our 140,600 square foot facility in Lenexa, Kansas supports clients of all sizes from small businesses to Fortune 500 corporations and government agencies. ACE is committed to delivering excellence through certified processes that prioritize secure data destruction, environmental stewardship, and compliance. Our credentialed approach includes ISO 9001, ISO 14001, ISO 45001 and R2 standards. In our OSP division, we partner with respected manufacturers such as Corning, GAON, Lexington Ames, OFS, Wavenet, WaveOptics, J&H and Bulldog Pipe to offer fiber, conduit and network build materials. On the ITAD front, we streamline asset recovery and reuse, and our electronics recycling operation features state of the art shredding and zero landfill commitment, helping clients reduce risk, maximize return and lower their carbon footprint. Whether you are building out fiber networks, sourcing telecom hardware, or responsibly retiring end of life electronics, ACE delivers trusted, scalable solutions with a sustainability first mindset.

Adtran: Broadband connectivity is foundational to our communities supporting all we do - remote working, telehealth, virtual learning, economic development, and sustainable energy. Telecom and electric utility providers are unlocking their community's potential by embracing the intelligent, self-optimizing fiber-everywhere future. With unprecedented infrastructure funding available, thousands of service providers are delivering AI-driven, Gigabit broadband to every customer. Adtran offers the most comprehensive portfolio of fiber networking solutions from customer premises to metro core. Learn more at adtran.com

Altec is a leading provider of products and services to the electric utility, telecommunications, tree care, lights and signs, and contractor markets. Altec delivers products and services in more than 100 countries throughout the world. We assist in new and pre-owned vehicle procurement (both stock and custom manufactured), rental and fleet service support, training and certification assistance and programs, as well as auction and capital support networks.

Anderson Underground is a trusted underground utility construction partner helping bring broadband and critical infrastructure to communities across the central United States. Based in Sauk Rapids, Minnesota, the company specializes in fiber installation, utility construction, and underground infrastructure solutions that support telecom providers, municipalities, essential utilities, and renewable energy projects. With more than 5,000 miles of underground cable installed across the Midwest and beyond, Anderson Underground focuses on reliability, craftsmanship, and projects that are truly "built to last."

Associated Employers is a not-for-profit voluntary membership association committed to the success of employers and their businesses. Founded in 1916, AE serves over 1000 companies throughout the region. The professional staff of AE provides expert advice, support, information, research, and training in the areas of Employment Relations, Human Resource Management, Compensation, Benefits, Recruiting, and Risk Management.

AssuredPartners, a Gallagher company, is a global insurance brokerage with locations and expertise in the United States, the United Kingdom, and Ireland. Founded in 2011, we are dedicated to driving innovation and growth for our clients. We prioritize building strong relationships within our extensive network of industry experts. By actively promoting the exchange of valuable resources, information, contacts, and best practices, we strive to support both our clients and the communities we serve. AssuredPartners was acquired by Gallagher in 2025, combining two world-class organizations that emphasize a client-centric approach and provide best-in-class services to all our customers.

Award Consulting was founded in 2016 and since then we've helped over 100 service providers – from Maine to Alaska and from Canada to Texas – who needed specialist Metaswitch consultants to assist with migrations, troubleshooting and new product offerings. Our focus is on providing excellent, hands-on service to our clients. Our engineers are part of your team – who you can contact as needed for questions, troubleshooting or to make configuration changes. As voice engineers, we like talking on the phone – so whenever you want to talk to someone, be assured that we'll answer (nearly) every call – and promptly call you anytime you ask.

Bachmann Industries LLC: DC Power Sales & Service

Belden's broadband solutions business is made up of the PPC, Precision OT and Sichert brands, who support the evolving architectures of broadband and wireless deployments around the world. Together, the three brands deliver a broad portfolio of end-to-end fiber and copper solutions that span the entire length of the broadband network – from the headend/central office, through the outside plant and into the premises.

Big Sky Communication & Cable, Inc. is a full service telecommunications contractor. We specialize in fiber characterization testing, fiber & copper splicing, OSP construction, horizontal directional drilling, cable plowing, trenching, fiber cable placement and aerial construction. We have been based in Montana since 2000.

Border States is a distributor providing products, services, and supply chain solutions to the construction, industrial, and utility markets. Within the telecommunications and broadband sector, we supply fiber optic materials, conduit, handholes, and related infrastructure components, along with logistics and inventory management support to ensure efficient network deployment and maintenance.
Calix: Broadband service providers of all sizes leverage the Calix platform and managed services to simplify their businesses, excite their subscribers, and grow their value for their communities. The Calix platform enables our customers to operate efficiently, acquire subscribers, deliver exceptional subscriber experiences, and grow.
CEC is one of the largest specialty subcontractors in Texas and the US. Ranked #139 in ENR's Top 600 national contractors, #12 in ENR's Top 100 Specialty Contractors in Texas & Louisiana, and #50 in EC&M's Top 50 Electrical Contractors in the nation. Today we have over 1,000 dedicated employees with an annual revenue exceeding \$300 million. Our solid financials, bonding capacity, and exceptional safety rating of 0.78 has made CEC one of the most trusted, low-risk trade partners in Texas. CEC's Infrastructure Group provides turnkey structured cabling and wireless design and installation solutions for outside plant, inside plant, security, A/V, data centers, and wireless (carrier, cellular and DAS) infrastructures. By combining years of practical experience with our advanced technical skills, we deliver detailed, customer-specific technology infrastructure implementation, maintenance, and emergency restoration services. We have established partnerships with industry-leading manufacturers and distributors to ensure the highest quality standards-based solutions and timely delivery of material and equipment.
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.
Choice IT Global LLC is an independent provider that specializes in Compatible Optical Transceivers, Direct Attached Cables, Active Optical Cables, Fiber Cables, DWDM & CWDM Passive equipment, Muxponders, Coexistence Elements, Media Converters, Splitter, Splice Trays, Demarc Customer Connectivity Points/Wall Plates, Fiber Patch Panels, Fiber Distribution Boxes, Attenuators, Fiber Cleaners such as One Click Cleaners, Cletop's, Visual Fault Finders, Power Meters, Mini OTDR's, Cassettes, MPO Cables, Copper Patch Cords, among other layer 1 network fiber connectivity products.
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. Learn more at CHRSolutions.com .
Ciena is the global leader in high-speed connectivity. We build adaptive networks to support exponential growth in bandwidth demand—empowering our customers, partners, and communities to thrive in the AI era. With unparalleled expertise and innovation, our networking systems, interconnects, automation software, and services revolutionize data transmission and network management.
Clearfield is Enabling the Lifestyle that Better Broadband Provides. Our “fiber to anywhere” platform serves the unique requirements of leading wireline and wireless carriers and MSO/cable TV companies, while catering to the broadband needs of utility/municipality, data center and military markets. Clearfield's product suite, designed with labor lite technologies, reduces labor costs and time to deploy.
CommScope is a global provider of essential infrastructure solutions for wireless, business enterprise and residential broadband networks. Our solutions and services for wired and wireless networks enable high-bandwidth data, video and voice applications. CommScope's global position is built upon innovative technology, broad solution offerings, high-quality and cost-effective customer solutions and global manufacturing and distribution scale.
Communications Data Group (CDG) offers scalable, accurate billing and operational support solutions for voice, video and data for retail and wholesale telecommunications carriers and service providers. Options include: BDS, Interconnect, CABS, Mediation, Customer Care, Plant, Trouble, Service Provisioning, E-Care, Task Management, CRM Prospects, and third-party financial, mapping and facilities management products. Service bureau, online and licensed options are available. Visit our website at www.cdg.ws to learn more.
Congruex is a large turnkey broadband utility construction and engineering contractor. SCI represents the mountain region. Specializing in FTTH, RUS, and Overbuilds, utilizing plow, directional drilling, aerial, and splicing methods. We also have perfected Micro Trenching and have placed thousands of miles in the mountain west. Congruex has a presence in Montana, Wyoming, Idaho, Utah, the Dakotas, Colorado, Arizona, and New Mexico. Congruex has many other operating units across the US with over 4,000 employees total.
Core Telecom Systems is a Value Added Distributor offering solutions and services for Broadband Service Providers.
Corning develops products that create new industries and transform people's lives. Our Optical Communications segment continually innovates to increase deployment speed and network capability, helping network operators get ahead of global demand for fiber to the people and businesses (and, increasingly, “things”) at every edge of the network.

Crown Utilities is a full-service utility construction contractor based in the Treasure Valley that services the Intermountain West region and beyond. Our company boasts over 80 years of experience within our ownership group in the telecommunications industry and is excited to partner with you for all your project needs. Construction services include: aerial, underground, plowing, trenching, directional drilling, and splicing along with all ISP and OSP installations. Crown Utilities is also excited to share that we are now offering engineering and permitting services which will allow us to provide “Turn Key Solutions” for any project. Engineering services include: HLD, LLD, aerial and buried field design, FTTH, long haul design, aerial make ready/pole loading, and much more. Permitting services include; joint use attachment, RXR, canals, transportation department, city, county, state, and federal (BLM, BOR, SHPO to name a few).

Ditch Witch West's commitment is to bring you unparalleled support for the Ditch Witch line of products. If you want commitment to service and the industry's leading range of products, such as trenchers, vibratory plows and horizontal directional drilling equipment, then Ditch Witch West is the company you should call. Our heavy duty equipment services a broad range of industries including municipal, landscaping, utilities and construction. Our equipment is tough, strong and reliable. Servicing OR, WA, NORTHERN ID, WY, MT AND AZ. All of our locations have a long history of excellent customer service and are the result of the combination of experienced underground equipment dealers. Just call and see how hard we'll go to work for you.

DOWL was founded in 1962 and has been providing professional services to meet the infrastructure needs of our clients for over 60 years. DOWL is a multi-discipline engineering firm that is well known in the state of Montana. In addition to our engineering services, DOWL has a strong group of environmental specialists, right-of-way services, and other support staff that understand the challenges associated with telecommunication projects in Montana. Our staff have provided similar services to a range of clients and can provide the expertise and efficiency necessary to move a telecommunication project through the environmental regulatory compliance process.

Dura-Line is leading the telecommunications market by offering not only the most complete product offering, but the most innovative products in the industry. Silicone & Wave Ribbed products allow for the fastest cable installation while achieving the longest installation distances in the industry, lowering the cost of your projects. Along with our complete offering of accessories, no company can offer such a complete package for your project needs.

ePlus Technology helps broadband providers nationwide secure, modernize, optimize, and scale their internal IT and external network infrastructure to realize transformational results. By combining decades of experience and hundreds of industry partners to create carrier routing, optical, access, artificial intelligence, security, and financing solutions to help Broadband Providers design, deploy and maintain their networks.

Fiber Instrument Sales is a manufacturer and distributor of fiber optic products for broadband infrastructure projects. Since 1985 FIS remains focused on fiber optic technology offering corporate fiber optic training for existing and new technicians in FTTH markets. Sales team is technically trained to answer call and find solution. FIS is a USA manufacturer of cable assemblies, pole and pad mount fiber management centers, test equipment, optical channel analyzers, fiber enclosures, drop cable assemblies and splice-on connectors. FIS is a stocking distributor for consumables, hand tools, fusion splicers, OTDRs, connectors, cable, outdoor splice enclosures, hand holes, vaults and specialty fibers. FIS is an authorized distributor for AFL, Amphenol, Corning, EXFO, Anritsu, Fluke, Viavi, Wilcom, TLC, Siekoh Giken, USCONEC, Fitel, Sumitomo, PLP, Multilink, Ripley Tools, Jonard, Leviton and other recognized fiber optic manufactures. FIS has BEAD/BABA compliant products for Federally funded projects.

Finley Engineering Company, Inc.: For more than seventy years, Finley Engineering has been a leader in the design engineering and construction of telecom systems. Finley specializes in the design and construction of FTTH networks, IPTV/CATV, IP Data Networking, Switching, Optical Transport, Wireless, CAD/GPS Mapping, Right-of-Way, Permitting, Environmental Studies and complete Project Management.

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.

Graybar Electric Company Inc.: Whether you are a Telephone Company or a Plow Contractor, Graybar has the expertise, service capability, and products that you need to build and maintain a full service network. Graybar has specially trained sales and service representatives dedicated to you who understand what you need to serve your customers. Graybar is a national full-service distributor of telephone, data, security, and electrical products. We specialize in RUS projects, offer EF&I services, and customized leasing options.

Heberly Engineering: Building Montana's Future Since 1953. Founded by visionary engineer T.T. Heberly, **Heberly Engineering** has been a driving force behind the growth of Montana's Telephone Cooperatives and beyond for over 70 years. From rugged landscapes to remote communities, our work has helped connect people, power progress, and shape infrastructure across state lines. Today, we remain a nimble, expert-driven team with a passion for precision and a reputation for excellence. Our commitment to personalized service and deep technical knowledge ensures every project is handled with care - from the first sketch to the final inspection. As we expand into civil engineering, we bring the same trusted approach to new challenges - delivering smart, sustainable solutions for roads, buildings, and infrastructure that serve communities for generations. Heberly Engineering: Where Experience Meets Innovation.

<p>Hubbell Power Systems is focused on providing products and support to Communications Service Providers with industry leading brands such as Quazite and PenCell underground enclosures; Hubbell polymer concrete equipment pads; Chance aerial hardware, anchors and tools; Anderson-Fargo deadends, grounding products and connectors; and Opti-Loop aerial snowshoes...enduring products and people you can depend on...we never compromise.</p>
<p>Iceberg Cabinet: Outdoor BABAA-certified cabinet enclosures are available in 1-Bay, 2-Bay, and 3-Bay configurations, with both AC- and DC-powered HVAC options featuring remote monitoring.</p>
<p>Innovative Systems is a mission-critical enterprise software solution that enables independent service providers to seamlessly manage their business, deliver modern network services, and reduce operating costs. 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 (VoIP) platform. Based in Mitchell, South Dakota, Innovative Systems is proud to support connectivity across the country, including delivering outstanding service to its Telecom, Cable, Municipality, Power, and Utility customers and their constituents. For more information, please visit www.innovsys.com.</p>
<p>Inventronics Limited is a manufacturer and designer of enclosures, pedestals, racks and accessories for Telecom, Cable and Power Industries. Supplying North America for over 50 years.</p>
<p>Irby is setting out with a new vision: by bringing Codale into Irby we are now a full supplier of anything telecommunications. An Irby relationship is all about giving customers the greatest long-term value. We focus on providing the lowest overall cost of doing business, not just the lowest price on a particular product. Clearly, a high -value relationship with Irby will save you more than low-bid relationships with multiple vendors. As your supply chain partner, we arm you with the technological and human resources you need to make your supply chain more efficient. Our team works with your team on a daily basis to help you solve problems and achieve goals. This team approach has helped Irby customers to succeed since 1926. And we can do the same for you today.</p>
<p>ISPN is a team of leading industry experts who understand broadband, network connectivity and the importance of top-notch customer service. Our solutions help manage the more difficult technical and customer-related issues you face, so you can focus on what you do best – growing your business. ISPN partners with the leaders of community-focused broadband service providers. Our purpose is to help our partners elevate customer experience and achieve growth through customer-driven, reliable, and innovative U.S. based 24x7 support and managed IT solutions.</p>
<p>J Machado Construction LLC (JMC) is an underground fiber installation company that is committed to owner and client customer satisfaction. We currently specialize in fiber to the home, as a new company and only in business for one year, we have installed fiber to over 1000 homes in western Montana . I have been in the fiber business for 14 years.</p>
<p>JKL Associates, Inc. is a utility contractor specializing in copper and fiber placement by plowing, trenching, and boring methods, cable pulling, manholes, conduit installation, copper/ fiber splicing, aerial construction and fiber-to-the-home projects.</p>
<p>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.</p>
<p>K&S Communications, Inc. is dedicated to providing quality service to the Fiber Optic industry. We have the experience and equipment necessary to complete any size project according to its specifications and deadlines. We pride ourselves in being one of the best fiber optic splicing companies available in todays market.</p>
<p>KGPCo is a key strategic partner to the world's 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, implement tomorrow's innovations, and build the future. KGPCo OneTouch™ provides a single source for everything from design and architecture to production and sourcing to installation and support. From ground to cloud, KGPCo is the only company in the industry that offers a complete range of solutions and an integrated approach to build, optimize, and maintain networks.</p>
<p>Welcome to KLJ Engineering, your trusted partner in telecommunications and broadband engineering and consulting. We specialize in a comprehensive range of services designed to support and enhance your network infrastructure. From grant funding assistance to conducting field reviews to high-level and low-level design, our expertise covers every aspect of your project. Our offerings include Design Engineering, Field Data Capture, GIS and CADD Services, Project Management, Construction Observation, Real-Time Unit Capture and Telecom Infrastructure Consultation. We excel in Geospatial Data Analytics, Project Dashboarding, Reporting, Inside Plant, and Electronics Engineering. With KLJ Engineering you gain a dedicated team committed to delivering precision, innovation, and excellence in every project. Let us help you build the future of connectivity.</p>
<p>Lightera is a global leader in optical fiber and connectivity solutions, delivering innovative technologies that drive communication networks, data centers, and specialty photonics applications. With a deep legacy of expertise in optical science, we provide high-performance solutions that enable faster, more reliable, and more sustainable connections for businesses, communities, and industries worldwide. Headquartered in Norcross, Georgia, U.S.A., Lightera operates with a global footprint, serving customers across a wide range of industries—including telecommunications, enterprise, industrial, utilities, medical, aerospace, and defense—as well as advanced technology sectors such as data centers, 5G/6G, generative AI, and sensing.</p>

Logic Networks is a Network Hardware, Engineering Consultant providing NEW OEM Design, End of Life and Legacy Hardware, Network Monitoring, NOC Support, and Managed Services.
LYNN has been servicing the communications industry since 1964 and specializes in top-quality broadband deployment products designed to meet the demands of today and tomorrow. Our extensive product line includes high-density fiber panels, trunks, patch cables, armored cables, ruggedized splitters & pigtails, FDH cabinets, fiber enclosures, MST terminals, field-installable connectors and more. Designed and manufactured in the U.S. and backed by two Corning Gold-approved manufacturing lines, we pride ourselves on offering quick-turn services. Additionally, we offer shipping within 24 hours on available in-stock items, kitting capabilities and a national footprint ensuring prompt delivery and seamless deployment to our customers. to customers, since 1964.
Managed Telecom Services is transforming telecommunications through a unique comprehensive approach to managed services, spanning the entire service delivery life cycle.
Michels Underground Cable, Inc. combines experience and equipment to install underground cables for power transmission, power distribution, renewable energy and communication networks. Depending on system needs, our crews directly bury or install protective casing including duct banks for solid and stranded conductors and copper, fiber optic and coaxial cable. Our crews work throughout the United States to deliver solutions for current and future needs.
MK Battery , a wholly owned subsidiary of East Penn Manufacturing Co., is a leading global supplier of the highest quality Sealed VRLA batteries for use in deep-cycle and standby power applications. We carry the Deka Unigy I, Unigy II, and Deka Fahrenheit Lines as well as our MK Powered brand of Small Sealed Batteries.
Montana Accessible Communications (MTAC) provides amplified and captioned phones along with electrolarynx and cellular devices to assist residents with hearing or speech disabilities to use the telephone for communications. Mission Statement: To improve the quality of life for all Montanans through education, innovation and technology by enhancing communication options.
Morrison-Maierle is a 100% employee-owned, professional services consulting firm comprised of innovative engineers, designers, surveyors, planners, and others committed to using science and technology to create solutions that build better communities. We center our approach on our core values of integrity, commitment, respect, and excellence. Since 1945, clients and job seekers have chosen us for our allegiance to quality, commitment to innovation, dedication to collaboration, and focus on client service and successful project delivery.
MP Nexlevel, LLC: We provide complete communication construction, splicing and activation services. Specializing in complete system wide Fiber to the Home build outs. Each project is approached with the same best in class service expectations. Our tenured employees have provided this service in all types of soil and rock conditions. We will provide you with the attention and expertise your project deserves.
Multilink is an industry-leading designer, developer, and manufacturer of products serving the telecommunication and ITS/Traffic industries. We have been supplying our customers with innovative products that improve the way people communicate since 1983.
Netsync designs, builds and delivers innovative IT solutions using a blended approach that is both consultative and collaborative. We work with our clients to assess their needs, architect innovative technology solutions to meet those needs, and offer 24/7 access to our team of engineering experts who exceed clients' expectations. This approach has earned Netsync numerous customer service excellence awards and recognition as a progressive partner that introduces the newest, best-of-breed products and solutions to clients.
Nex-Tech is a marketing powerhouse offering a full range of services to help broadband providers grow their customer base, expand their reach, and hit their goals. Nex-Tech Carrier focuses on Cordell network management, carrier-grade network monitoring (NOC), and acts as a trusted third party for CALEA compliance. With over 70 years of experience, Nex-Tech is dedicated to delivering top-notch tech solutions with the kind of user-friendly support that makes all the difference.
Niels Fugal Sons Company is a wholly owned subsidiary of Dycom, Inc., that provides construction services to major corporations, municipalities and utility companies throughout the U.S. The Fugal Company has grown to a well-known leader in the pipeline and communications industry. With its corporate office in Pleasant Grove, Utah and additional offices in Southern Utah, CO and TX, the Fugal Company services the entire Western United States. The Fugal Company has installed thousands of miles of telephone cable systems. The division has constructed copper wire and fiber optic systems throughout the Western U.S.
NISC is an information technology cooperative that develops, implements and supports software and hardware solutions for more than 950 independent broadband companies, electric cooperatives and public power entities across the U.S. NISC is an industry leader providing information technology enterprise solutions including financials, service, operations and marketing as well as customer engagement apps and business services such as cybersecurity and printing/mailroom.
Nokia is a leading provider of IP routing/switching, Optical WDM, Access (PON/xDSL), and Wireless (LTE/5G, CBRS, Microwave) solutions. We partner with mobile, fixed, cable and converged service providers to deliver critical networks with the highest performance, reliability and security to grow their business and create new value.

NRTC provides solutions that help our 1,500 telephone and electric members bring all of the advantages of today's evolving technology to rural America. NRTC's solutions include broadband infrastructure and managed network services, wireless technologies, and programming distribution capabilities for video and broadband providers. NRTC helps ensure our members' success by aggregating their individual buying power, negotiating national contracts, helping members integrate technology solutions with their existing infrastructure and supporting members following implementation.

Oldcastle Infrastructure: Infrastructure Manufacture

PLP is a worldwide designer, manufacturer and supplier of high quality cable anchoring and control hardware systems, fiber optic and copper splice closures, and high-speed cross-connect devices. PLP offers innovative product solutions like the COYOTE® family of fiber optic splice closures, organizers and trays, and the ARMADILLO® family of copper splice closures and accessories. The reliability of our full line of fiber optic, copper, demarcation, bonding, strand and cable solutions, combined with our knowledgeable sales team and technical support services, make Preformed Line Products the connection you can count on.

Plugin Optics mission is to design and manufacture easy to use, cost effective and space saving outside plant modules and enclosures. Working with service providers, Plugin Optics has developed a line of small footprint splitter, tap, connectivity and xWDM modules that can be used in any mounting solution. In addition, Plugin Optics has developed a line of "stackable" pedestals and building entrance enclosures for your "last mile" optical network.

Power & Tel specializes in the procurement, sales, and material management/logistics of products to the global communications marketplace. Our extensive distribution network provides you a critical and efficient link between your needs (FTTx, CATV, IPTV, CO/Headend, Outside Plant, Customer Premise, Data Center, Wireless, Home Networking, Tools, Testing, more) and the manufacturers' solutions for them.

Precision Group is a service-focused team of broadband experts motivated to design differently. Our innovative product solutions are built to strengthen future networks and simplify end-user experience.

Priority Wire & Cable is a leading supplier of electrical, electronic and utility wire and cable products with distribution centers located throughout the United States and in Toronto, Canada. PWC has 23 stocking warehouses with 3.5 million square feet holding over \$600,000,000+ in inventory. We offer no minimum orders and same day shipping, if order is received by 3pm local time. Products include portable cord, aluminum building wire (SEU, SER, XHHW, THHN, USE), PV cables for solar farms, medium voltage cables, fire alarm and security, thermostat, category cables, coax, Belden equals, utility cables such as ACSR, AAC, AAAC, 600 Volt URD, & overhead. Priority Wire offers value added services such as cut to length, paralleling, pulling eyes, striping, kitting; and we also offer 24-hour emergency service on our 800 hotline: 1-800-945-5542.

RaDD Network Solutions is a full solution provider in the telecommunication/broadband industry. RaDD provides innovative products and application engineering services to distributors and customers.

Rally Factory Rep Service's goal is to provide value added services to the Communications and Utility markets by helping end users and suppliers determine the best quality products for their projects and customers. With technologies constantly changing, Rally has the training and expertise to educate your staff so that they are ready for tomorrow's challenges. Our manufacturers can provide a top to bottom solution for your communication/utility needs.

ReadiTech Engineering is a client-focused & technology-driven Consulting Engineering firm specializing in Outside Plant (OSP), Inside Plant (ISP), and Wireless Engineering solutions. Our expertise spans Business Case Evaluations and Cybersecurity. ReadiTech Engineering is adept in Grant and Loan Applications and are RUS certified. Additionally, we provide support in Environmental and ROW/Permitting services. Emphasizing strategic analysis and leveraging technical strengths, we tailor solutions to match evolving telecom needs. Our goal is to optimize your network investments, ensuring effective solutions for enhanced operational resilience and growth.

Rep Com International (RCI) is composed of sales professionals from the communications industry, ex-telco management personnel, and supply chain specialists that understand the nuances of getting the product to the customer in the telephony/broadband marketplace. RCI specializes in current and future technology designed to bring broadband to the rural and metropolitan networks. Test Equipment, network elements, OSP products, and safety items make up our product portfolio. RCI currently supports the following types of customers: Tier 1 Telecommunications Companies Tier 2 and 3 Independent Telecommunications Companies Broadband Providers Wireless Carriers Communications Distributors Telecom Contractors.

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

Rocky Mountain Contractors (RMC) is a full line utility contractor specializing in both aerial and underground installation. No job is too big or too small.

S&S Solutions, LLC: Representing products and solutions from "Best in Class" manufacturers: Fiber Optic Cable - Fiber Fusion Machines - Fiber Test Equipment - Electrical Test Equipment - UPS Backups - Fiber /Copper Connectivity & Closures - Handholes, Vaults & Manholes - Cable Blowing/Pulling Equipment - Grounding & Bonding - Cable Lubricants, Cleaners & Sealers. ETA & FOA Certified, or Custom Training available at our state-of-the-art facility - ALSO - online/remote classes through our virtual lab.

Smartoptics provides innovative optical networking solutions for a new era of open networking. Our solutions are based on open networking standards and protocols and used in metro and regional network applications as well as in metro access networks. The products we deliver include ROADMs, transponders, muxponders, optics and CWDM/DWDM filters.
Superior Essex Communications is a leading manufacturer and supplier of communications cable in North America. It is on the forefront of innovation through Power over Ethernet, Intelligent Buildings and Cities, 5G Fiber infrastructure including Hybrid and Composite solutions, as well as technological advancements being made at its Product Development Center. Superior Essex Communications is also setting the pace on sustainability by being the first company with a Zero Waste to Landfill Certification at its Hoisington (KS) plant; the first wire and cable producer to contribute points to LEED certification, and the first to offer verified sustainable cables in over 50 products. Superior Essex Communications is Everywhere You Live and Work ®. Additional information is available at superioressexcommunications.com .
Tii Technologies has been a pioneering force in the telecommunications industry for over 60 years, consistently delivering cutting-edge fiber and copper solutions that address evolving network demands. By combining innovative designs with a deep understanding of customer needs, Tii has successfully improved their customers' network reliability while reducing costs.
UniTek Global Services: A premier portfolio of scalable telecommunications infrastructure services.
Incorporated in 2019, UtiliSource is built on more than 45 years of utility construction experience and more than 30 years of communication engineering experience. We are an end-to-end, turn-key products and solutions provider, transforming our client's problems and needs into field-first solutions. We offer a variety of services including Engineering & Design, GIS, Construction Project Management, and full Design/Build service. We also offer Compliance-driven Utility Services (locating, mapping, damage prevention, etc.) as well as utility construction software products. We listen carefully to understand our client's needs and collaborate with them to craft a unique solution that fits their project goals.
Vantage Point is a premier engineering and consulting firm serving broadband and power providers. Leverage Vantage Point's extensive technical and regulatory expertise to protect your co-op, connect to your members, empower your staff, and rise beyond today's challenges to fuel the future.
For over two decades, VarData has been a trusted leader in delivering innovative and cost-effective telecom equipment and network infrastructure solutions. Founded with a vision to empower connectivity, we've grown into a nationally recognized partner for broadband providers, data centers, and enterprises across the United States.
VeEX Inc. , develops innovative test and monitoring solutions for next gen telecommunication networks and services. VeEX products incorporate the latest innovations for all phases of R&D, verification, network deployment, troubleshooting, proactive monitoring, maintenance, and field service verification. Our complete solutions span a wide range of technologies including Copper, Fiber Optics (FTTH/PON/ODN/xWDM), CATV/DOCSIS, Internet Access, High-Speed Ethernet, SAN, Transport, and Hyperscale Data Center cross/intra/interconnect, among others.
Vermeer Mountain West is a large dealership organization through out the middle of the United States with dealership support based out of Chandler AZ, New Mexico, Nevada, Western Texas, Idaho, Utah, Norther Wyoming, Montana and Eastern Washington. With this new dealership brings great service support, parts looking an new facilities to support our Vermeer Construction Equipment. We offer large track trencher rentals, pile drivers, Utility installation with large Bron 175 / 250 plows, large Horizontal Directional Drills and all equipment needed for your telephone / Internet projects. Come visit us in our booth-you will be glad you did.
Vertiv designs, manufactures and services critical digital infrastructure for communication networks, data centers and industrial environments around the world.
VIABI Solutions Inc. is a global leader in network test, monitoring, and assurance solutions, as well as optical security and performance products. Headquartered in Chandler, Arizona, VIABI serves telecommunications providers, cloud operators, enterprises, government agencies, and aerospace/defense sector.
Located in Missoula, Victory Equity Construction has been a trusted name in underground utility contracting for commercial communications investments for over 25 years. With our extensive fleet, seasoned operators and dedicated laborers, we ensure that every job, no matter the size, is seen through to completion with the utmost professionalism. We value and enjoy the bountiful recreational resources at our doorsteps. We love spending time with our families. We love knowing that we've done a job well. And so do you. You don't want to spend time worrying about your project any more than you need to. Our extensive experience as Underground Utility Contractors means you can be sure that it gets done right the first time.
Western Network Solutions: Apps Engineering and Sales DC Power and OSP
Woden, LLC: joint use engineering and construction
At Yellowstone Underground Solutions, Inc. , we specialize in providing high-quality underground infrastructure solutions with a focus on fiber optic installation, conduit laying, excavation, and concrete restoration. We are a registered contractor through the states of Montana and Wyoming.
Zyxel , a pioneer in IP technology for over 30 years, provides a complete portfolio of DSL broadband gateways, home connectivity solutions, and smart home management. Zyxel solutions offer service providers a range of devices and high-speed Internet access to meet the worldwide market requirements for triple-play services. Headquartered in Anaheim, CA, Zyxel provides a range of devices and technologies to design the perfect service for lasting customer satisfaction.

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Upcoming Annual Meetings

Holiday Inn Downtown Missoula: August 17 - 19, 2026

Delta Colonial Helena: August 23 - 25, 2027

Upcoming Showcases

DoubleTree by Hilton Billings

January 13 - 14, 2027

January 12 - 13, 2028

Thank you for organizing our first fiber splicing contest!

Ken Berg & Jennifer Matson, JKL Associates, Inc.

Zeke Hiott, Calix

Sam Hall, K&S Communications, Inc.

Kelly Weissmann, Clearfield, Inc.

Dustin Heath, CHR Solutions, Inc.

Tom Nyman, Corning Optical Communications

Special thanks for the invaluable help putting this event together!

Lisa Brady, 3 Rivers Communications; Zeke Hiott, Calix; Ginny Gardia, Nokia; Tory Richtmyer, JSI; Dustin Heath, CHR Solutions; Dan Endries, Smartoptics; DoubleTree by Hilton Staff; and Pillar Event Services

Thank you for attending!