

DAY 1

Wednesday, April 25th

(Location: Room 106)

- 1:30 PM **BRAYDEN SHIPMAN**
- New OSHA Regulations
- In September 2017, OSHA put out new regulations surrounding the health concerns while drilling and cutting concrete. Silica dust has been linked with significant health issues and OSHA put into place that specific dust extraction methods and procedures must now be followed. We have already seen a major telco (Verizon) completely overhaul their safety program surrounding these regulations and they have implemented the proper tools to keep their workers safe. It is important that the telephone companies within PTA are aware of the new regulations and are utilizing the proper methods and procedures for keeping their workers safe.
- WKW Associates &
Milwaukee Electrical
Tool Corp.*
- 2:15 PM **COLIN M. FITZSIMMONS**
**- Pennsylvania Telephone Association & Direct Energy Business
Strategic Energy Partnership**
- Direct Energy -
Strategic
Partnerships*
- 3:00 PM **BREAK**
- 3:15 PM **SASCHA MEINRATH**
Palmer Chair in Telecommunications
- Rural Broadband Access Study**
- Status Report on PSU's Rural Broadband Access Study
- Penn State University*
- 4:00 PM **JOSEPH K. WITMER, Esq.**
(Counsel to Pa PUC Chairman Gladys M. Brown)
- PUC News From a Federal Perspective**
- Pennsylvania Public
Utility Commission*
- 5:00 PM **RECEPTION**
Sponsored by: **metaswitch**
- Location:
Executive Room

DAY 2

Thursday, April 26th

(Location: Room 106)

8:30 AM **DUANA FREEMAN**

UNITEL Insurance

- Why Have An Employee Handbook and Other HR Solutions

9:15 AM **BREAK**

9:30 AM **GORDON CAVERLY, RCDD**
Regional Vice-President

*Mid-State
Consultants, Inc.*

- Sales & Marketing Strategies – Keeping & Growing Your Customer Base!

Nothing ever happens until somebody sells something! This session will help everyone to understand that sales is a company wide effort, that sales are and should be track able and it is the life blood of business. Everything has changed in our world; the technology, the processes, the people, the laws and in the end, it will be you!!!! This can be boiled down to one fact, in our world, "Change is Constant" and you either keep up or get left behind, wondering!

10:15 AM **STEVEN ABRAHAM** (Senior Sales Engineer)
PETER JOHNSON (Regional Sales Manager)

Calix

- Take Your Smarts To the Edge

Think about it; the access network touches every single one of your subscribers. Devices in the subscriber network are getting smarter because processing power has increased, and costs have come down. But how does the proliferation of intelligent devices at the edge affect your network? Your first thought is likely increased demand for bandwidth. True, but have you thought about how the increase in devices creates a need for a more secure network? Learn how you can simplify your network, reduce network elements and create a more secure network in the process.

11:00 *Tentative Adjournment*



NITTANY LION SPONSORS

Calix
Citizens Telephone Company of Kecksburg
Goldfield Telecom
Innovative Systems
Inteliquent
MAPCOM Systems
Mid-State Consultants
Reliable Telecom Supply
UNITEL Insurance
Venus Telephone Corporation
Zingaretti Enterprises