



**For Immediate Release**

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## ***Kalama Telephone Unleashes their Copper to Deliver Triple-play Services with Positron's EoC Solution***

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**Newport Beach, CALIFORNIA, January 11, 2011** - Positron Access, the leading global supplier of Carrier Ethernet over bonded copper solutions, announced today that Kalama Telephone has deployed Positron's flagship AK525 eight pair MIMO-on-DMT Carrier Ethernet product to deliver high-speed premium data services to their residential and small and medium business (SMB) customers. Positron's Aktino solution enables the independent telecommunications company to provide long reach high-bandwidth broadband triple-play services to Kalama and the surrounding areas of the Cowlitz County over the existing copper infrastructure.

### **Revolutionize the Copper Network**

The majority of Kalama's customers reside in outlying areas or on the other side of the Kalama river bank, therefore providing high bandwidth services without laying fiber was an arduous task. Trenching fiber under the river is quite costly and requires various government association approvals, which can take years. Kalama evaluated various alternate solutions including copper bonded solution for their long reach DSLAM backhaul application; however Positron was the only vendor able to bridge the gap between the central office and the remote DSLAMs without any repeaters up to 20Kft.

"We replaced the TDM backhaul infrastructure with the robust and reliable Positron copper bonded solution and unleashed the existing copper infrastructure to meet the spiraling bandwidth needs of our customers," said Todd Keezer, from Kalama Telephone Company. "Unlike other copper bonded solutions, Positron's patented MIMO-on-DMT technology allows our products to co-exist in the same binder with no degradation to other services and provides the required bandwidth. We have been using Positron's products for more than three years now and without hesitation we deployed the AK525 to one of our prestigious Tier 1 customers south of Seattle, providing sophisticated IP-based video surveillance and security networks over copper networks."

### **Fiber Investment Deferred**

"To meet the emerging tiered service requirements placed on their network, Positron is pleased to offer a pragmatic long reach DSLAM backhaul solution compatible with a wide range of DSLAMs," says Hossam Salib, VP Marketing for Positron. "With our unique asymmetric/symmetric feature, Kalama Telephone can now offer cost-effective and efficient tiered bandwidth premium services to their customers and defer the fiber investment."

### **About Kalama Telephone Company**

Kalama Telephone Company is a locally-owned, independent telephone company located in Kalama, Washington. They provide business and residential telecommunications services to Kalama and surrounding areas of Cowlitz County and offer the best of both worlds in today's telecommunications industry: the latest technology, in a friendly, customer-oriented small town manner. [www.kalamatelephone.com](http://www.kalamatelephone.com)

### **About Positron Access Solutions**

Founded in 1970, Positron, a member of the Metro Ethernet Forum, develops and manufactures telecommunications equipment including Aktino carrier-class bonded copper solutions and fiber optic transmission equipment for SONET/SDH and packet-based carrier networks for applications including Mobile Backhaul, Metro Ethernet Networks, Core transport networks, access and edge aggregation, and triple-play backhaul. The Converged Access portfolio includes the pseudowire based AEX-50/100 for the edge of access and metro networks. Positron's global footprint extends from the United States and Canada through Europe, Latin America, Australia, Asia and the South Pacific. [www.positronaccess.com](http://www.positronaccess.com)

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