

February, 2004

American Telesis Continues To Grow !

American Telesis (Booth #534) continues to grow while still maintaining the EBITDA positive status it has attained since inception as well as carrying no debt. Recently American Telesis acquired the client base from Dedicated Private Connections, Inc., expanded its lit facilities to Montreal, Toronto and Calgary; enhanced circuit migrations and installation turn-up time; added two new options for Agents, and increased personnel. Corporate stability and growth have been the cornerstone for this provider of Private Lines, Frame Relay, Dedicated Internet and Specialized Voice circuits including Automatic Ring Downs and Hoot'n'Holler networks. "We pride ourselves as a telecom company that can back the statement that we offer Integrity, Diversity and Expertise" says Monica J. Bauer, Vice President of Operations.

Ms. Bauer continues, "Installation intervals are quick and efficient across the U.S. and Canada. We also specialize in effectively migrating circuits. Project Management teams, available 7x24, are assigned at no additional cost and serve as our client's IT Project Manager throughout the entire process. They help avoid unnecessary duplicate billing and downtime by accurately timing the new installation with the disconnect of the existing circuit as well as coordinating with the equipment vendor to ensure the new circuit is ready for immediate use."

Direct Deposit is now an option for Agents. Their Commission and Bonus checks can be "in the bank" instead of "in the mail". This allows for more selling time; no more trips to the bank. There is also a new mark-up structure for 2004, which allows for additional commission dollars. It just keeps getting better!

Integrity and honesty are extremely important, especially in the telecom industry which has been plagued by bad publicity for unethical practices. Ms. Bauer is proud, **"American Telesis has been recognized in the industry for its Integrity. Our accurate and verifiable billing along with timely processing of disconnects was made evident when an independent client audit determined we were the only carrier not billing for previously disconnected circuits."**

In response to consistent growth, American Telesis has increased their workforce to ensure they are continually providing outstanding service and support. American Telesis added another star player, Michael Todd, to the Provisioning Department and Pat Rucker is a welcome addition to the Finance and Administration organization. Both bring a wealth of knowledge, experience and enthusiasm.

Ms. Bauer concluded, "It is great to grow and provide quality service. Our customers believe that our personal attention, integrity, diversity and expertise make all the difference. We thank our existing resellers, agents and end-users for their business and look forward to developing additional contacts at this show".