P A R T N E R   I N   B U S I N E S S

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Weis Markets, Inc.

Weis Markets, Inc. is a 165-store supermarket chain based in Sunbury, PA with stores in Pennsylvania, Maryland, New York, New Jersey and West Virginia. They employ more than 18,000 associates in their stores, Store Support Center and Distribution Center. Today, they are a publicly traded company, one that has been in business for more than 100 years. The company is overseen by Chairman Robert F. Weis and Vice Chairman Jonathan Weis.

PenTeleData connects all of Weis' stores, their Store Support Center, distribution centers, manufacturing plants, etc. They depend on PenTeleData's dedicated Ethernet solutions every day to communicate throughout the company and for all Point of Sale transactions. In addition, PenTeleData manages Wi-Fi hotspots in approximately 12 store locations and broadband connections for special applications in about 40 stores. These include the ability to offer online shopping, photo services, pharmacy refills, gift cards, and orders for party platters.

When asked why they chose PenTeleData, Mark Shearer, Director, IT Infrastructure Services at Weis Markets, shared, "PenTeleData owns fiber networks in many areas where we have stores and is a top regional provider of network management services. They also have business relationships with many telecommunications companies that allow us to have a single point of contact and easily expand into new markets when we open new stores."

Of course, reliability is probably the biggest deciding factor for any retail sales company when choosing a data and Internet provider. Shearer mentioned, "Weis Markets relies on PenTeleData's Network Operations center to monitor our networks and communicate with us when there are issues. We are fortunate that they have always recognized the critical nature of the services they provide and are willing to fix problems in a timely fashion. The PenTeleData team is always responsive to our needs and helps us look for ways to improve and grow. They offer ideas that help us with cost savings by switching to newer technologies. In the near future, they will be helping us ensure that all our POS transactions are guaranteed and that other network communications are not interfering with those transactions."

Weis Markets plans to expand its locations in the coming years. This will mean increased bandwidth to their existing stores and expanded capabilities at the new stores. PenTeleData will utilize

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- Mark Shearer

our resources to serve as the single point of contact for providing network services to meet Weis' regional demands for data analysis, store to store communications and access to the Store Support Center in an affordable and efficient manner.

PenTeleData.

Letter from our GM
Dear Valued Customers,

If you're over the age of 35, do you remember when you thought turning 30 would make you old? How about 40? It's funny how we call anything over the age of 40 "over the hill". I certainly don't agree, and if you're over the age of 40, I bet that you don't either.

We're celebrating PenTeleData's 20th Anniversary. When it comes to technology, that could makes us sound "old", but really, it is just the beginning of many, many more years to come for our company. We ensure that by continually upgrading and updating our network to plan for the needs of tomorrow. We're currently designing our NextGen Network, which will allow PenTeleData to provide our customers with Multi-Gbps capabilities and beyond for the future. Wave Service will help our commercial customers, because the wavelength of light will then be given an express lane through our network to connect your business – literally at the Speed of Light! We'll keep you posted as these enhancements become available.

Thank you for making PenTeleData your source of fiber. We'll *Chat* again in the spring.

Sincerely,
John H. Williams, General Manager - PenTeleData

P.S. - If you haven't already, "Like Us" on Facebook at www.facebook.com/PenTeleData or "Follow Us" on Twitter at www.Twitter.com/PenTeleData. You'll see great security tips and have the opportunity to win some fun prizes!

Events

APRIL 26 & 27, 2014

Carbon County Expo
April 26th – 10 am-8 pm
April 27th – 11 am-4 pm
Blue Mountain Ski Area
Palmerton, PA

We're Celebrating 20 Years!

It's hard to believe that there was a time when the Internet didn't exist. Since we rely so heavily on technology for everything from using our credit or debit cards at the store to paying bills and even for sharing medical records between healthcare providers, it's amazing at how much has changed in the last 20 years. You may remember some of these company milestones from our 15 year anniversary, but they're definitely worth repeating. Of course, there are some updates too!

From 14.4 kbps to 100 Gbps...Do you remember when Internet speeds were 14.4 kbps? The year was 1994 and Internet services were brand new. Earlier, PenTeleData's founders met to discuss the possibility of offering Internet, a service that had huge potential to become something fantastic. They decided that the best approach was to create a partnership of cable and telephone companies, with the intent of providing high-speed Internet access.

That partnership, known as PenTeleData, continues today, and includes Service Electric Cable TV and Communications, Service Electric Broadband Cable, Service Electric Cablevision, Ironton Telephone and Blue Ridge Communications. Each one contributes a rich history of quality communications services and strong community involvement.

Can you envision the smiling face of Rolo? Long-time customers of PenTeleData may remember our first mascot. Rolo was a round symbol that indicated unlimited dial-up Internet access. In time, the little guy was given stick arms and legs, and even a name. By removing the P and G from the ProLog product name, he became known as "Rolo".

IN CELEBRATION OF OUR 20TH ANNIVERSARY, WE'LL SOON BE LAUNCHING OUR NEWLY REDESIGNED RESIDENTIAL WEBSITE!

That's right, a new look and new colors will recreate our website at www.ptd.net. Don't worry, your favorite and most requested options will remain, including our informational Help Desk/customer education section, social media links, Webmail and much more. Stay tuned for updates via e-mail and on our website.

"...Extra! Extra! Read all about it! Local company is first in the nation to offer broadband cable Internet service to residential customers..."

PenTeleData

Extra! Extra! Read all about it! Local company is first in the nation to offer broadband cable Internet service to residential customers. That's right, just as one of PenTeleData's corporate founders had done in 1948 when he set an antenna atop a mountain, ran a wire down to a nearby appliance store and extended it to the home of customers who purchased TV sets, PenTeleData became a pioneer in the communications industry. We were first in the United States to use cable lines as the delivery method of Internet services.

Come on, sing along! "Faster, Bigger, Better with ProLog" Go ahead, sing it! The radio commercials said it all. With a new ATM network in progress by 1996, PenTeleData was upon the beginning of great things to come. ProLog, the name of our dial-up product, was becoming increasingly popular as more households purchased computers. More importantly, the dream of offering broadband cable Internet would soon become a reality.

PenTeleData building and number of customers grow... In the early days of PenTeleData, the single-story brick building was home to six PenTeleData employees.

In 1997, to accommodate the tremendous growth of the company and its employees, a second floor and outward expansion were added to the PenTeleData building, making it a total of 37,300 square feet. Shortly thereafter, by the end of 2000, our number of dial-up customers reached upwards of 50,000. Things were definitely looking up for a company that began with only a few employees!

Customers ask for more: PenTeleData delivers. By the summer of 2000, PenTeleData began offering customized technology solutions to schools, businesses and professionals throughout the serving area. Our knowledgeable group of technicians, known as the Integration Service Team (IST), improved business technology in the area by lending our experience for computer sales and service, software sales and support, network design, planned maintenance, training classes, and network and Internet security.

Where were you in March 2005? If you were at the Blue Mountain Ski Area, Penn's Peak or Bethlehem Brew Works, the first sites of PenTeleData Unleashed Wi-Fi Hot Spots, then you could have used your Wi-Fi enabled device to connect to the Internet. You would have known that each of these locations was a Hot Spot by the proudly dis-

played new mascot, a bulldog. He represented being "unleashed" or free of wires to connect to the Internet, and to make it even better (as if it were possible!), this awesome service was available as a FREE feature to PenTeleData broadband customers. That's right – we were one of the first to offer this service, and it is absolutely free to PenTeleData and our partner broadband customers. Today we have about 180 locations in 18 counties - *and it's still FREE to our broadband customers!*

Computer Patrol to the rescue! By late 2006, our residential customers were requesting more from us as their Internet provider, and we were happy to oblige. After all, who better to call about a problem with your computer than the company who provides your Internet service? Our existing IST changed their name to Computer Patrol, and now assists both businesses and homes with wireless networking, Internet security, virus and spyware removal, video surveillance and much more.

Farewell to the ProLog name. After PenTeleData became the first data and high-speed Internet provider in the country to offer broadband cable Internet service to its customers, the name ProLog Express was chosen to describe the high-speed service as an expansion upon the popular ProLog dial-up Internet Service brand name. Since that time, technology had grown. The outstanding network built by our dependable partners is now used for an array of interactive cable and telephone services, including Digital Cable, Video on Demand, Digital Video Recorder and Digital Telephone. As a result of this diversity, we made a decision to phase out the name ProLog Express from high-speed Internet advertising. Each partner now describes our high-speed Internet service with their own brand name, and includes "Powered by PenTeleData" in their logos and advertising. Eventually, the name Prolog Express progressively faded from advertising and promotional materials. PenTeleData, as in the past, continued to supply the Internet infrastructure and expertise necessary to provide the affordable and reliable service.

Exciting News: Our new MPLS Network with Intelligent Routing. By the summer of 2008, PenTeleData's new Multi-Protocol Label Switching (MPLS) network was complete. Similar to ATM, MPLS allows us to have a connection-oriented network, but using IP and Ethernet. The new network meant great things for everyone who uses it, including additional bandwidth, high availability, greater security, scalability and Intelligent Routing.

Celebrating 20 years and a promising future! PenTeleData has continued to grow. We have expanded our building several times to make room for our constantly increasing number of employees and now are one of the largest privately owned networks in the nation. With over 9,000 miles of fiber optic cabling deployed and over $300 million in fiber optic infrastructure, our network delivers trustworthy Internet, networking, security and data transport services to homes and businesses, including some of the largest hospitals, financial institutions and schools in the region. Our staff of highly-trained and dedicated employees shares PenTeleData's commitment to the areas we serve. Our relationship with our partners and the personalized attention we offer our customers makes us more than just another network – it makes us part of the community.

Today, we're proud of our Fiber Optic Network with Intelligent Routing and are working on our NextGen Network. PenTeleData is leading the way in providing our customers with the fastest possible service. We're already begun work toward **100 Gbps** and beyond for the future. The NextGen Network will allow us to provide customers with wave services which gives them unprecedented speed! We carve out a wavelength of light just for your business. This wave can then be given an express lane through our network to connect your business – literally at the Speed of Light! Other improvements are QoS and DDoS. With QoS, our network can detect the priority of traffic you're sending and make sure that it gets the best possible throughput. This is already available in several of our nodes and is great for Voice Traffic! DDoS means that our network is constantly being monitored for anomalies. This will expand as we engineer DDoS mitigation into our network in 2014. When bad types of traffic are detected, we automatically scrub the bad and send you the good!

We couldn't have done it without you! Last, but certainly not least, thank you. None of our story would be possible without the continued business and support of our customers. We appreciate your patronage, and look forward to many, many more years of providing the region's most trusted and reliable data and Internet services.

Sometimes the Best Things in Life are Free!

PenTeleData Unleashed Wi-Fi Hot Spot locations total 179 in 18 counties. These include 161 outdoor access points (APs) and 163 indoor access points. Some outdoor units have 2 APs in them, so the number of "outdoor units" is actually less than 161.

Unleashed Hot Spot locations are a FREE "on the go" option for all PenTeleData partner broadband customers. Best of all, they are easy to use.

First, just visit an Unleashed Hot Spot location. A complete list of these is on our website, www.ptdunleashed.com. Then, once you're there, you'll need to associate your device with our SSID (Unleashed-PublicInet-PenTeleData). Open any website on your Wi-Fi capable device and you'll be directed to the PenTeleData Unleashed login page. You should see the PenTeleData Unleashed login page in place of your normal Internet home page. If this does not happen, enter the following URL into your browser's address bar: http://www.ptd.net (If the login page does not load, please click the 'refresh' button in your web browser.)

You Can Check Your PenTeleData E-mail from Any Internet Capable Device!

PENTELEDATA WEBMAIL IS AVAILABLE ANYTIME, ANYWHERE, FROM ANY PC WITH INTERNET ACCESS. WHILE YOU'RE ON VACATION OR SIMPLY WAITING FOR AN IMPORTANT RESPONSE, YOUR E-MAIL WILL BE READY. IT'S EASY – JUST VISIT www.ptd.net. THERE IS A BUTTON ON THE RIGHT SIDE OF THE PAGE, LABELED "MY WEBMAIL". CLICK ON THE BUTTON AND A NEW BROWSER WINDOW WILL OPEN. SIMPLY ENTER YOUR USER NAME AND PASSWORD AND YOU'RE SET!

Please note, e-mails that you have opened from your e-mail at home or work will not be included, so don't forget to close your e-mail client on your home computer while you're away. (This can be changed in the Webmail account settings.)

If you have any questions regarding My PenTeleData Webmail, call our Technical Support at 1.800.281.3564, visit our Live Chat at www.ptd.net or e-mail your questions to support@corp.ptd.net.

PenTeleData®

Fun Facts

Antarctica has been used as a testing laboratory for the joint United States-Soviet Union mission to Mars because it has much in common with the red planet.

The dwarf planet Pluto takes 248 Earth years to orbit the Sun. For 20 of those years, it is closer to the Sun than the planet Neptune. The nature of its orbit, however, always prevents it from colliding with Neptune.

North Dakota is the nation's top sunflower grower, producing 50 percent of the U.S. crop. Germany uses kernels heavily in making bread and is the largest export market for U.S.-produced sunflower kernels, accounting for more than half of all kernel exports. Spain is the largest export market for U.S. in-shell sunflowers.

The Mall of America in Bloomington, Minnesota is the size of 78 football fields – 9.5 million square feet.

Modern mills worldwide produce a third of a billion tons of paper every year — three times the total of the world's production of motor vehicles.

Basketball got its name from the half-bushel peach baskets used as targets by the originator, James A. Naismith, in 1891.

More than 70 percent of all bagel shops in the United States are found in New York, New Jersey, Florida, and California.

Most spiders have eight eyes. These are arranged on top and near the front of the head, usually in two rows of four each.

The people we call Pennsylvania Dutch originally came from Germany. Dutch comes from the word Deutsch, meaning "German."

OCTOBER 2013
C O N T E S T   W I N N E R !

Congratulations to Angelina P. Wible of Pocono Pines, Pa. Angelina was the winner of a $100 Amazon Gift Card.

QUESTION: Although it bends waves of light this mode of data transportation is no optical illusion. What is it?
ANSWER: fiber optics or fiber optic wiring

PenTeleData and the Lehigh Valley IronPigs

Maintaining trustworthy Internet and network security has unarguably become the most critical requirement in any business environment. Unfortunately, many companies remain inadequately protected, leaving security gaps and underestimating the costly risks and liability. Whether it's a single computer connecting to the Internet, or a corporation with multiple computers networked together, protecting against attacks from malicious intruders is as critical as safely opening the doors for business in the morning.

PenTeleData approaches Internet security with a complete solution. One example of this is the work we've done for the Lehigh Valley IronPigs. As word of a new baseball team spread just prior to 2008, it was hard to contain the excitement felt across the Lehigh Valley. The Lehigh Valley IronPigs, Triple-A Affiliate of the Philadelphia Phillies, were coming to town and everyone wanted to be part of the action – including PenTeleData.

When construction began on Coca-Cola Park, everything from phones to Internet, media, staffing and contractors had to be carefully coordinated. Howard Scharf, Assistant General Manager, explains why the IronPigs chose PenTeleData to be part of the process, "After looking at several providers, none had the practical and/or start up experience and span of knowledge that was presented by PenTeleData. We had an established relationship with Service Electric, and selected Ironton Telephone for voice services, so the next logical piece was to integrate data and Internet with their partner company, PenTeleData. The communication and cooperation between all three organizations was awesome and certainly made the installation and integration very smooth."

Using PenTeleData's Suite Connect, Coca-Cola Park's network design supports many diverse technology requirements. The design incorporates three distinct networks: a staff network, a point of sale network for credit card purchases and a public network for the players and visitors – all with security and reliability in mind.

In addition, PenTeleData's Computer Patrol and Security Team developed all internal network use and security policies, and trained the entire IronPigs staff on using the network. Our Network Intrusion Detection systems monitor all network traffic and we provide the support, storage and access restrictions to enforce security. PenTeleData, along with external auditors, also manage the IronPigs PCI (Payment Card Industry) Compliancy, to help keep credit card information safe from criminals. Although we were involved with their security from the beginning, which made planning very easy, we can help any business achieve this level of protection.

On game day, network reliability is one of the most important factors, second only to winning. That includes the peace of mind of knowing that all transactions are secure. Scharf describes why his team trusts the PenTeleData staff, "We would be facing serious issues without the support of PenTeleData in all areas of our business including; internal communication, ticketing, financial reporting, and the day to day functioning of POS terminals, wireless scanners, ticket printers and desk top and server configuration. PenTeleData responds quickly, efficiently and I swear sometimes they are on the way before I even call!"

In summary, Scharf comments, "The PenTeleData relationship with the IronPigs is an on-going growing partnership. The IronPigs have a reputation in Minor League Baseball of being on the cutting edge of combining technology with enhancing the fan experience, whether it be at Coca-Cola Park or thru interactive applications. PenTeleData, as a valued partner, is always ready to provide the support and expertise required to bring the technology to life for our fans. Whether it's working with our software or hardware providers to integrate mobile applications that let you order food and beverage from your seat, to ticket purchasing, setting up The Pork Center (our interactive press room) or placing video games and advertising on rest room mirrors and urinals, PenTeleData continues behind the scenes to make all of these ideas reality. Most importantly the job is done efficiently, on time and on budget. PenTeleData is like having both a .300 hitter and a 20 game winner on our staff!!"