



Kevin Koster & Jason Smith of Midland,  
and Dale Stein of TAG

## **Midland Communications Receives Telecommunication Industry's Top Awards**

*Technology Assurance Group (TAG)  
Showcases Midland Communications  
as a Top Telecommunication Company  
at its 2008 National Convention*

DAVENPORT, IA — March 31, 2008 — Midland Communications, a leading telecommunications provider, announced today that the company received two of Technology Assurance Group's top telecommunications awards at the association's 2008 National Convention held in San Diego in March. Technology Assurance Group (TAG), a national organization of independently owned telecommunication companies, selected Midland Communications as the winner of the "Sales Performance Award" and "Outstanding Participation Award" for exceptional economic performance and superior customer satisfaction. Midland Communications was highlighted as one of the nation's leading telecommunications companies during a special awards ceremony.

The prestigious awards, which are given out annually, are based on overall financial performance, customer satisfaction, and the ability to provide customers with cost effective telecommunications solutions. "In 2007, Midland Communications outperformed and surpassed many of the best companies in the business," said Dale Johnson, president of Technology Assurance Group. "Midland Communications's customer oriented focus fueled the company's overall success. Throughout the year they provided their customers with state-of-the-art technology giving businesses of all sizes a competitive advantage and improved profitability. Midland Communications is one of TAG's

premier members and we were proud to showcase such a fine organization at our national convention."

Jason Smith, sales manager of Midland Communications, and Kevin Koster accepted the award for the company. "We're extremely proud of this accomplishment, because we were able to succeed, in a very competitive industry," said Mr. Smith. "We attribute much of our success to the many benefits that we receive from our membership in TAG. The organization has been a refreshing approach to learning better business practices. TAG gives us support, focus and an outline to follow in order for us to build a better business. Midland Communications is also very fortunate to have a team of dedicated professionals that are willing to implement new strategies. This process has not only benefited us, but our customers also experienced improved results in their businesses as well."

Midland Communications offers businesses a variety of communication solutions including telephone systems, local/long distance service, Internet connectivity, web conferencing, teleconferencing, call accounting, and Voice over IP (VoIP). The company's mission is to serve the business community with tools that make organizations run more efficiently, increase their profitability and give them a competitive edge in their marketplace.

### **ABOUT MIDLAND COMMUNICATIONS**

Midland Communications began more than 60 years ago in 1946 as the Worldwide Marketing Arm of Victor-Animagraph Projectors. In 1977 a communications division was formed due to a partnership with NEC America.

Today, As a distributor of NEC America, for 33 years, Midland Communications has a customer base of more than 3,000 satisfied customers that include general businesses, government agencies, Universities, colleges, hospitals, and hotels.

Midland provides a wide range of communication services including VOIP, PBX and key systems, Wide Area and Local Area networking, computers, Computer integration, voice mail, CCIS, and video conferencing and paging systems. Our philosophy is simple, provide quality products at a fair price, backed by an average emergency response time of twenty minutes, and the best service in the industry. For more information on Midland Communications, call (563) 326-1237 or visit [www.midlandcom.com](http://www.midlandcom.com).

### **ABOUT TECHNOLOGY ASSURANCE GROUP (TAG)**

Technology Assurance Group, LLC (TAG) is a national organization of leading independently owned telecommunications companies. TAG provides its members with the competitive advantages necessary to achieve a dominant position in their marketplace. Members benefit from programs including strategic partnerships with communication solution providers, best business and management practices, and advanced sales training programs. TAG's mission is to leverage its members' combined economic power, to increase their sales and profit margins, and to bring advanced technology to the marketplace. For more information on TAG, please call 858-673-5800 or visit [www.tagnational.com](http://www.tagnational.com).