

Press Releases

MERRIMACK VALLEY TELEPHONE COMPANY ACQUIRES ATLANTIC CONNECTIONS!

Scott Phillips, a principal of The NewEngland*North* Group announced today he has successfully managed the acquisition of a leading long distance telecommunications service provider. The Atlantic Connections companies of Portsmouth, NH and Worcester, MA have been acquired by Merrimack Valley Telephone Company (MVTC) of North Andover, Massachusetts. Funding for the acquisition was provided by North Atlantic Capital of Portland, ME. and a group of private investors, led by the president and CEO of MVTC, Paul Cissel.

“This acquisition is key to our vision of providing our customers with the best service for their telecommunications needs,” stated Mr. Cissel. He added, “Not only does Atlantic Connections have the best customer service in New England, as evidenced by its low “churn” rate, but their fiber optic network and switching equipment will allow us to offer better monitoring and redundancy of our customers’ voice and data traffic”.

“MVTC and Paul Cissel have a well deserved reputation in New England for providing businesses with uncomplicated, competitively priced telecommunication solutions” stated Craig Tefft, president of Atlantic Connections. Tefft added, “Overlaying the MVTC product expertise on the fiber network of Atlantic Connections, in addition to our reputation for localized Customer Service, will surely make us the best voice and data solution for New England businesses”. Mr. Tefft will become the Chief Operating Officer of the combined companies, which will now operate as Atlantic Connections, a wholly owned Subsidiary of the Merrimack Valley Telephone Company, L.L.C.

About Merrimack Valley Telephone Company

The original roots of Merrimack Valley Telephone company can be traced to 1992 when Mr. Cissel founded a company providing “Outsourced Telecommunications Management” for business customers in New England. The company became one of the largest agents for telecommunication carriers and incorporated as MVTC in 1996. The mission of MVTC is to provide for the complete management of voice and data services for businesses in MA, ME, NH and RI. Services include Local calling, Long Distance, Internet, Phone Systems and Computer Networks at competitive pricing with convenient customer billing on one monthly statement.

About Atlantic Connections

Atlantic Connections was founded in 1987 by Craig and Carvel Tefft to provide competitive Long Distance service in NH. According to the CEO, Craig Tefft, Atlantic Connections was the first carrier, besides NYNEX, to provide intrastate toll calling in NH. This has led to more than a three-fold decrease in what consumers pay for intrastate calls in NH.

Atlantic Connections provides Local and Long Distance voice and data, Computer-based phone system, internet, and computer network management services as well as enhanced services, such as broadcast fax, conference calling and “Connections One Number” to New England businesses. The company serves over 3000 New England businesses on its fiber optic network and is currently negotiating for Competitive Local Exchanged Carrier (CLEC) status in MA, ME, NH and RI.

The NewEngland*North* Group is comprised of three independently owned firms in York, ME; Hollis, NH; Stowe, VT and Boston, MA, offering business brokerage, searches, marketing, mergers and acquisitions throughout Northern New England. The goal of the group is to advise sellers and buyers of privately held businesses how best to achieve their objectives.

SPECIALTY FOOD MANUFACTURER SOLD!

Scott M. Phillips, a principal of The NewEngland*North* Group announced today that he has successfully managed the ownership transition of a leading specialty food manufacturer located in Southern Maine. The company, Downeast Pasta, manufactures and distributes uniquely shaped pasta that is sold to the gift and gourmet industries. The company also private labels for nationally known stores, sports franchises and mailorder companies. It has been in business in Kennebunkport, Maine since 1988. Skert, Inc. purchased the business. The specific terms of the transaction were not released.

Speaking of the acquisition, Kenneth Greene, president of Skert, Inc. said, “ I am extremely pleased with this business and the unique opportunity it presents. Downeast Pasta will continue to produce a high quality product line which has contributed to the company’s excellent national reputation”.

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