

NEWSLETTER

CORNING
Discovering Beyond Imagination

Corning
Cabelcon

2nd Quarter
2004



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New Packaging System with Barcodes

Corning Cabelcon is happy to introduce a new packaging system for our hardline connectors. The system has been under way for some time and is now ready to start up. The new wrappings and packages will be visible in the market from May 2004.

The packaging system will be used for all hardline connectors, splices and splice reducers. Smaller types like crimp and compression connectors, adapters and other small parts will continue to be shipped in their well-known boxes.

The new system offers significant improvements.

From now on each connector will be wrapped in an airtight environmental friendly plastic bag. This means that silver plated parts will be even better protected against oxidation before use. There will also be no dust, dirt or moisture in the connector during transportation and stocking - not least in the service van. This is a premise for optimal performance.

The useful EAN 13 barcode will be found on the wrapping along with the existing pieces of information such as type, item number and stripping dimensions.



The wrapped connector.

The stocking and handling for our distributors will be eased: The wrapped connectors will be shipped in sturdy cardboard boxes. The boxes come in one



The new packaging machine under construction and test.



The new sturdy package system offers high protection to the connectors. Box containing 54 connectors, ready to be shipped.

uniform base size and in two different heights, which make them easy to stabilize and store securely. Each box is subdivided into smaller compartments to fit the exact type of connector and hereby give optimal protection during transport and storing.

The 2 box sizes are (L x W x H):
274 mm x 174 mm x 120 mm
274 mm x 174 mm x 190 mm

The 3 possible subdivisions are:
12, 24 and 54 pieces, depending on the connector size.

A list containing the number of pieces per box for each item number will be available for download from www.cabelcon.dk. This list is convenient for ordering full packages whenever possible.

Each full box is also sealed with a label containing information such as barcode, type, item number and pieces/bulk. This information on the cardboard box makes them easy to identify and to keep up to date in stock.



The full package is labelled with barcode for use in stock.



BEFORE: Waste from shipping 54 connectors with the same size as shown to the left.

A date of packaging will be included on both the wrapping and on the boxes. Thus each single connector and each box can easily be identified and traced.

Finally the environmental friendliness for everybody's benefit is a valued improvement. Corning Cabelcon is happy to inform that the new packaging system means less waste of materials for our customers. - And indeed there *will* be less waste as the pictures above confirm! This aspect is also of importance to Corning Cabelcon, as our aim for the environmental protection includes our total production in accordance to our ISO 14001 certification.

We are convinced that the new packaging system will please our customers.

Salt Spray Chamber In-house - speeds up our developments and documentations

Corning Cabelcon recognises the importance of an elaborated test facility and has during the recent years invested in a lot of new test equipments. Our lab is an invaluable support in both our daily quality checks and in our research and development.

One of the latest apparatus is the salt spray chamber. Salt spray tests have been an out-of-house job until recently. After a test period our own chamber is now fully operational and has become indispensable to our test engineers and to our development teams.

With the salt spray chamber we are able to test for possible corrosion on connectors and connections. Thus we are able to pin down the crucial points in a connector design, as the salt spray chamber will reveal any leaks in the construction or any corrosion of the materials. This helps us to intensify our demands on the quality of our basic production as well as for our many special projects.

Also by testing other products in the market we obtain the necessary comparative knowledge that makes us able to



The Salt Spray Chamber.

substantiate statements in ongoing debates, to answer questions and to clarify doubts.

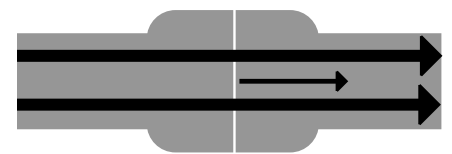
An important and far-sighted aspect is the fact that with the Salt Spray Chamber in-house we can speed up developments as detailed tests can be done right away and in a close co-operation between the test lab and the development team.

Article

IP3-value (IMD) - an important parameter you shouldn't miss

We have decided to implement the IP3 value on our new datasheets. This move forward will give our customers the possibility to measure competitive products up to ours in a fair and honest way.

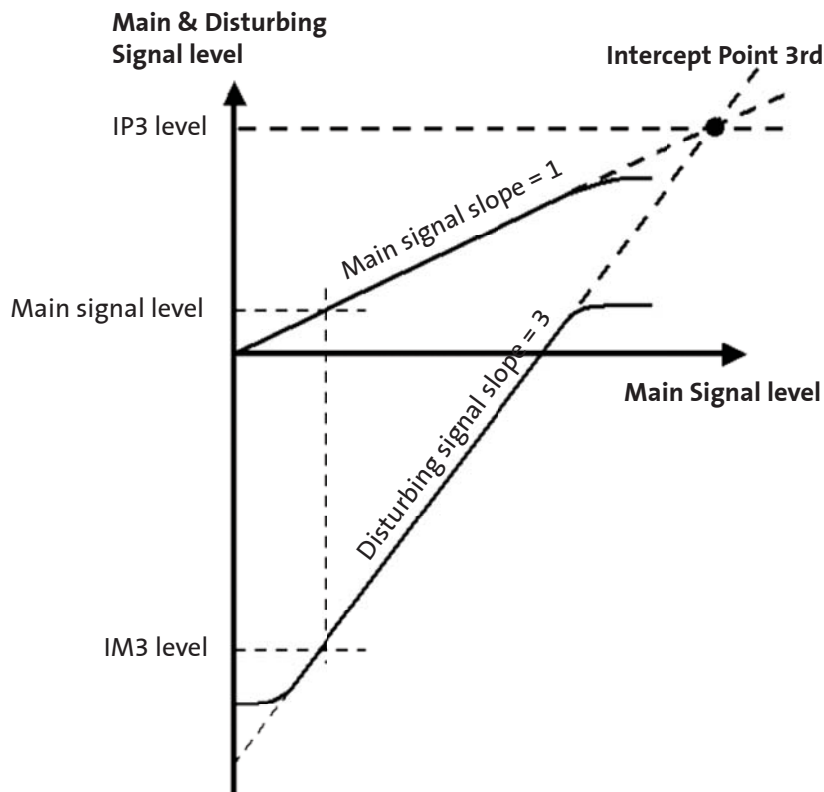
The IMD value is important for CATV and wireless connectors. Signals can get mixed and hereby create new unwanted signals for example by passing through contact points such as a connector. As the number of channels increases, minimizing intermodulation becomes more important.



Pictogram, illustrating the main and the disturbing signals interfering through a connecting point.

The IMD value describes the relation between the main signal and the unwanted disturbing signals. We have used 2 ways to describe the IMD: One describes the relation between the two signals, measured in dBc, typical for 75-Ohm connectors. Another describes the size of the two signals, both measured in dBm, typical for 50-Ohm connectors.

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The problem with the two mentioned parameters is that they always require both a specification of the main test signal (dBm) and the disturbing signal (dBm or dBc), as any change in the main test signal will cause a triple change in the disturbing signal.

A third way to describe the IMD value is the IP3 (Intercept Point 3rd) measured in dBm. IP3 is the fictive point where the two signals meet, if one imagines that the main signal strengthens until the two signals come together as shown on the illustration.

IP3 is the most user friendly way to describe the relation between the main signal and the disturbing signal as this value is immediately comparative to other manufacturers' IP3 values - if available - no matter the size of the main test signal.

Therefore we now include the IP3 value on our datasheets. We hope this information will support our customers in making a qualified choice of connectors.

Announcement

Upcoming Exhibitions

ANGA Cable 2004

Deutsche Fachmesse für
Kabeltechnologie und Multimedia
Cologne, Germany
Gelände der KölnMesse AG
11 - 13 May, 2004

EEBC 2004

Kiev, Ukraine
Kiev International Exhibition Centre
13 - 15 October, 2004

In addition to these exhibitions, Cabelcon's products can be found on many other exhibitions around the world - represented by our local distributors and dealers.

Distributor: