

WINNING THE BID

FIS offers network installers low cost solutions that provide high-end results. In this issue of *Communicator*, we explain how FIS can help you win competitive bids.

When preparing your bid, our highly trained sales staff can help you identify the products you need to meet bid specifications. We'll review your Bill of Materials (BOM) to ensure that the network components you order are compatible and offer the very best value in terms of price and performance.

PRICING AND AVAILABILITY

FIS has thousands of products from the world's leading manufacturers, ranging from cabling and connectors, to interconnect boxes and test equipment; everything you need to complete a passive optical network from end-to-end.

All of our products are competitively priced. When you really need to sharpen your pencil on a bid, consider FIS manufactured products; they provide the industry's best value.

By working with FIS, you won't have to call numerous companies for product information, nor do you need to worry about whether products will be available when you are ready to order them. We have a giant \$10 million inventory of fiber optic products available for immediate shipment. Our Product Warranties attest to the reliability of FIS products.

Passive Network

Cabling

Connectors

Interconnect Boxes

RENTALS

Also, with FIS there's no need to pass up great opportunities when they come along. Our rental program enables you to bid on jobs that may require additional equipment, including test equipment and fusion splicers. All FIS rental units are cleaned, calibrated and ready to ship. Contact our Rentals Department, 800-500-0347 ext. 2151.

Finally, FIS offers fiber optic classes throughout the year, where you can train with the latest equipment to stay at the top of your game.

FIS INSTALLS CONFIDENCE

You install networks.

FIS installs confidence.

Working together, we can be an unbeatable team. Remember, FIS can help you win those bids by assisting with component selection and providing you with competitive prices.

For more information, see centerfold and contact your FIS Sales Associate for any assistance you may need.

**COMPETITIVE
ADVANTAGE
AHEAD**

- ▶ Passive fiber optic networks made easy for the contractor.

Passive Fiber Optic Solutions

MADE
for the Contractor



FIS Power Meter & Light Source Kit



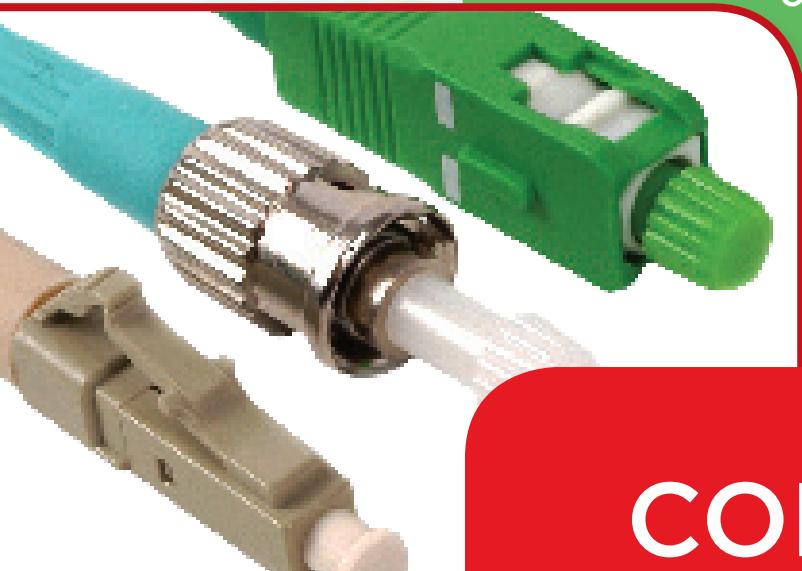
TEST EQUIPMENT

Our \$10 million inventory includes a complete range of test equipment, tools, cleaning supplies and more.

Everything a contractor needs from one convenient source.



FIS 400x Microscope
with a 1.25mm & 2.5mm
Universal Adapter



FIS Splice-On
Connector Oven

CONNECTORS

Pre-assembled and cleaved, our patented Cheetah Splice-On Connectors install in less than three minutes.

Manufactured by FIS, our top quality SOCs are half the cost of our competitors.

TOOLS & CLEANING SUPPLIES



Data Center Cleaning Station

The Data Center Cleaning Solution is a unique new product that provides immediate access to cleaning supplies for technicians. These stations are wallmountable - first aid kits for your GPON.



Cleaning kits

Fiber optic cleaning kits package all the essential cleaning supplies a technician needs. They can include swabs, solvents, canned air, wipes, bulkhead cleaners and connector cleaners.



Tool Kits

FIS Tool Kits are durable, convenient and can be customized. Our kits provide technicians with materials and tools to complete any fiber optic splicing or connectorization job.

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End-to-
Soluti

for your Passive

CONTRACTOR

Do your best work with our products. We support

our quality products, truck rolls and once the jo

REALIZE YOUR PROFIT POTENTIAL - CALL THE FIS TEAM

Optic Networks

EE EASY

contractor



FACTORS

With FIS manufactured products mean fewer end call backs. The job is done!



OTDRs

An optical time-domain reflectometer (OTDR) may be used for estimating a fiber's length and overall attenuation, including splice and mated-connector losses. It may also be used to locate faults, such as breaks, and to measure optical return loss.



CABLE

FIS cable is manufactured by our own subsidiary, which enables us to provide you with factory-direct prices. FIS has the cable you need in our giant \$10 million inventory, and we offer custom cable assemblies made to your specifications.

INTERCONNECT BOXES

FIS manufactures a line of interconnect boxes that can be customized and loaded with adaptors and patchcords, which are also manufactured by FIS. This is your assurance your installation components are compatible and easy to install.



Preterminated Fiber Solutions

INSTALLATION EQUIPMENT



Fusion Splicers

Fusion splicers are tools that use a controlled electric arc to fuse optical fibers to one another, creating a non-reflective connection from one length of fiber to another.



Power Meters

A power meter is optimized to test network architecture with the capability of simultaneously testing all upstream and downstream PON traffic using a pass-through connection.

SOLUTIONISTS AT 1-800-5000-FIS (347) TODAY!

Product Month



Channell OSP Fusion Splice Enclosure

FIS is committed to bringing its customers products that make their jobs easier while providing value; the new addition of Channell OSP enclosures accomplishes that promise.

What value does FIS really bring to the table with Channell?

Stock to accommodate same day shipments of their popular new line of G6 and G9 splice enclosures including hanger brackets, additional splice trays and grommets.

Additional series products available:
Splice Trays \$18.40 ea., Aerial Splice Tray \$21.30 ea., Pole/wall mounting brackets \$15.60 ea.

Eye on the Industry

Here is our monthly report tracking the stock prices of some of the key names in our industry. Prices are as of the end of the fourth quarters of 2012 and 2013, and as of the close of business on March 20, 2014.

COMPANY	END 4 th QTR 2012	END 4 th QTR 2013	MARCH 20, 2014
3M	92.85	140.25	132.43
Belden Inc.	44.99	70.45	72.17
Cisco	19.64	22.43	21.83
Corning	12.62	17.82	19.42
EXFO	5.34	4.76	4.74
JDS Uniphase	13.50	12.98	14.55
Optical Cable Corp.	3.73	3.67	3.80
Preformed Line Products Co.	59.42	73.16	70.20

Ask Bruno



“ Why can a copper Ethernet switch port auto-negotiate between 10, 100 and 1000 Mbps speeds, when fiber ports can only transmit at one speed? **”**

The reason that fiber Ethernet ports can only transmit at one speed is that different light sources are utilized for each of the Ethernet configurations. 10 Mbps Ethernet over fiber uses an 850nm LED (Light Emitting Diode), 100 Mbps uses a 1300nm LED and 1000 Mbps (1 Gbps) uses a VCSEL (Vertical Surface Emitting LASER). If a fiber port was capable of transmitting at all of these speeds each port would require three separate light sources which is not feasibly economic. Make sure that the port speeds are the same when connecting fiber switch ports. Also note it is recommended to always use LASER optimized Multimode fiber even when using LED light sources; this will ensure that your link will be able to support 1000 Mbps speeds. When at all possible use a minimum of OM3 standard Multimode and your link will be future-proof up to 10 Gbps.



Upcoming Training Dates

To register or for more information, contact Grace Edel at ext. 2169 or gedel@fiberinstrumentsales.com

April 7-8	Jackson, MS
April 9-10	New Orleans, LA
April 22-23	Philadelphia, PA
May 5-6	Los Angeles, CA
May 7-8	Las Vegas, NV
May 20-21	Baltimore, MD
June 3-4	Minneapolis, MN
June 23-25	Brightside

Free Classified Advertising in Wavelengths Magazine

If you offer a product or service related to telecom or datacom applications, you can advertise for FREE in the Classified Ads section of WaveLengths Magazine. Email your text (up to 75 words) to editor@fispublishing.com.

FIS Bulletin Board

FIS 37th Edition Catalog Available April 2014

Keeping you up to date with new products, pricing and solutions for your passive optical networks. Confirm your participation on the FIS catalog mailing list by contacting an FIS representative or online at www.fiberinstrumentsales.com.

BIM Content Now Available

BIM content for communication/low voltage designers, consultants and architects is available for FIS optical fiber interconnects and the exclusive UL-listed LED light fixtures online at www.fiberinstrumentsales.com.

Downloads are free for REVIT family users who should add these terrific values to their internal library.

Ripley Introduces Two New Fiber Tools

A new Center Feed Stripper for jacketed, 900µm and 250µm stripping (#81410 - \$90.85 each) and a Mid Span Access Tool with changeable inserts for 1.3mm-1.8mm buffer tubes (#81460 - \$309.50 each).

EXFO Launches New Probe Scope with Software Built-in

Available in three versions and offering automatic centering, focusing and pass/fail analysis. New FIP series utilizes the same probe tips as previous version. Pricing ranges from \$1595 - \$2795; contact an FIS representative for details.

FIS Competitive Product Solutions

FIS offers 1RU and 4RU flush mount, open frame panels to users who just want a patch panel with plenty of clearance. These competitive panels are \$20.00 and \$39.95 each. Panels accommodate LGX style adapter panels from several manufacturers including FIS.