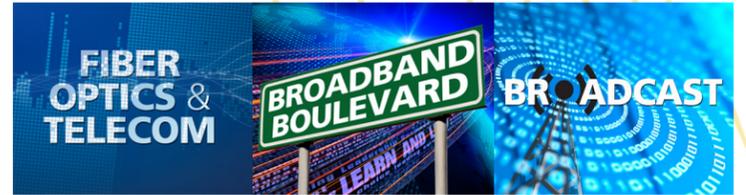




# COMMUNICATOR

## Summer Sizzlers

This issue of *Communicator* highlights some of our top selling fiber optic products, which we thought you might like to know about. These items complement the hundreds of FIS connectivity products that provide you with exceptional value throughout the year.



## NFOC 2015 COMMUNICATIONS CONFERENCE

NFOC is the most comprehensive fiber optic, telecommunication, broadcast and broadband technologies conference of its kind, attracting world-class manufacturers, distributors and industry professionals from across the nation!

For 2015, NFOC's size and scope have expanded into broadcast and broadband technologies.

"Broadband Blvd." will attract professional broadband organizations, broadband providers, commercial and multi-unit property owners / developers, municipal and state officials, and economic development professionals.

"Broadcast Central" is a new addition to NFOC for broadcast professionals involved in specifying, utilizing or maintaining the latest state-of-the-art broadcast equipment. Join us to benefit from these industry-specific vendor exhibits and presentations featured at NFOC 2015.

**Mark your calendar for NFOC 2015, taking place September 23-24 at the Turning Stone Resort and Casino in Verona, NY.**

To register online visit [www.nfoc.org](http://www.nfoc.org).  
Email [contact@nfoc.org](mailto:contact@nfoc.org) or call Mark Cushman at (315) 737-2162 for more information.

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# Summer Sizzlers

## MTP's are HOT!

MTP cables and cassettes reduce installation time, simplify cable management and allow for higher density terminations. They are especially well suited for data center applications.

### MTP TRUNK CABLE ASSEMBLIES

Available are 12 to 144-fiber trunk cable assemblies, in micro distribution and ribbon cable styles. Assemblies are available in multimode or singlemode, with riser or plenum ratings, in various polarity configurations. Assemblies can be pre-terminated with MTP cassettes and/or LC, SC, ST, and FC connectors.



### MTP CASSETTES

The FIS MTP Module is a pre-terminated, pre-tested, rack mount module system that allows for a simple installation of MTP backbone cables with a transition to standard LC or SC connections. Fits into rack mount boxes with LGX slot configurations. 40/100G Cassettes are available in 12 to 24-fiber configurations.



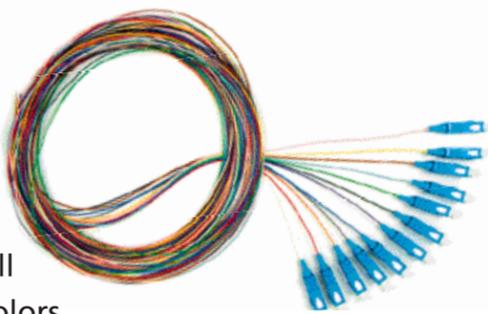
Call for pricing

## FIS Ready-to-Splice Pigtails

Splice-on pigtails are a fast, easy way to connectorize fiber optic cables. These pigtails are pre-terminated with connectors and endface finishes of your choice. Available are SC/UPC, SC/APC, SC/PC, LC/UPC, LC/PC, ST/PC and ST/UPC.

The 6-pack includes fiber colors of Blue/ Orange/Green/Brown/ Slate/White and are 3 meters in length.

The 12-pack includes all 12 standard industry colors.



From \$30.00 per pack

## FIS Precision Fiber Strippers

This three-hole stripper removes 3mm jacket, 900µm and 250µm buffer coatings. This affordable tool features top-quality precision blades that provide consistent clean strips time after time.

Tool length is 6.25 inches.

PART # F1-1301T

Only \$29.95



## FIS Custom Built Color Rack and Wall Mounts

Three cheers for the red, white and blue! FIS now offers powder-coated rack and wall-mount enclosures in any color you choose: Red, white, blue, yellow, green, beige and more!



Other customization options include:

### CHOICE OF MATERIALS

Aluminum or Steel, with choice of metal or Lexan doors.



### NAME AND/OR CORPORATE LOGO

Applied via Laser Etching, Silk Screening or High Tack Stickers. Port labeling also available.

### PRE-LOADED PORTS

Can be provided with LGX adapter panels, pigtails, snap packs and cassettes.

### SIZES

Wall mount enclosures are available in 2, 4, or 8 panel configurations. Rack mount enclosures are available in 1, 2, or 4 RU heights.

Call for pricing



## EXFO Contractor Troubleshooting Kit

NEW

Rather than hauling around lots of test equipment, consider the EXFO FTB-1 alternative; it's a new all-in-one Ethernet/optical solution for installing, testing and troubleshooting many types of fiber optic networks and applications. These include FTTx, fronthaul, backhaul, small-cell, DAS, remote radio head and data center networks, to name just a few.

The unit has a built in OTDR, power meter, VFL, large 7" TFT color touch screen, a Gig Ethernet port, two USB 2.0 ports, Bluetooth/Wi-Fi, pass/fail software, Windows Remote Assistance and remote control features.

The kit also includes a fully Automated Inspection Probe and accessory items.

From \$9,767.00

EXFO



For more information about these products, go to [www.fiberinstrumentsales.com](http://www.fiberinstrumentsales.com) or call 1-800-5000-FIS (347)

## FIS CA3 Core Alignment Splicer

NEW

Fly through your workday with the help of the new CA3 Fusion Splicer from FIS. The splicer includes many automated features such as core alignment to help ensure strong, low loss splices every time. This unit is very fast, with a splice time of only seven seconds.

- 7s splice time/18s heat time
- 130 splice/heat cycles per battery charge (typical)
- Rugged 4.3" tempered glass LCD Touch Screen
- Ideal for premise and long-haul OSP applications
- Includes precision cleaver and two batteries
- Compatible with Cheetah Splice-On Connectors (see below)



PART # F1-CA3  
\$7,995.00



## 3mm Cheetah SOC™

NEW

The FIS Cheetah Splice-On Connector (SOC) is the easiest and quickest pre-polished factory terminated pigtail to install.

- NEW 3mm and 900µm versions available
- Choose LC, SC, ST or FC connector styles
- Choice of APC, UPC or PC endface finishes
- Available in 6, 12 or 100 packs

The Cheetah SOC splice protection sleeve is incorporated within the strain relief booth, which eliminates the need for splice trays, chips and extra cabinets.

When used with the required universal holder the SOC can be used in a variety of fusion splicers, such as the CA3 splicer featured above.



From \$35.70 (6-pack)

## Ultra Fiber Indoor/Outdoor Cable



FIS offers indoor/outdoor cable made with Corning singlemode 9/125µm SMf-28® Ultra fiber. Available in a distribution construction in both Riser and Plenum, these cables are flexible, easy to handle and simple to install. Since they do not use gel, the connectors can be terminated directly onto the 900µm fiber without breakout kits. This provides an easy and overall less expensive installation. (For burial applications, install cable in a conduit or innerduct).

Available in 6, 12 and 24 fiber counts.

From 80¢ per meter



## FIS Bulkhead Ferrule Cleaner

NEW

The FIS Bulkhead Ferrule Cleaner is an easy-to-use way to clean connectors in adapters. Simply insert the device into an adapter and push until an audible "click" is heard. The FIS Bulkhead Cleaner uses the mechanical push action to advance an optical grade cleaning tape, while the cleaning tip rotates to ensure that the fiber endface is effectively, but gently cleaned. Small enough to fit in a shirt pocket.

Only \$57.50



FIS 2.5mm Bulkhead Ferrule Cleaner  
PART # F1-6715



FIS 1.25mm Bulkhead Ferrule Cleaner  
PART # F1-6716

## Tyco /Raychem® OSP Splice Closure

The FOSC 450 splice closure from Tyco/Raychem can be used in aerial and burial applications. This is a single-ended butt closure that utilizes gel sealing technology so no heat shrink is required. Gel seal automatically adjusts to cable size and shape. Splice trays (available separately) are hinged for direct access to any splice without disturbing other trays. Various models are available to accommodate from 48 to 768 splices.



From \$185.00

Raychem®

## AFL Ribbon Splicer

The popularity of fiber optic ribbon cable has grown immensely in recent years, due in part to new fusion splicers that can splice this type of cable. One of the best fusion splicers for this purpose is the FSM-70 splicer from AFL.

- Accommodates single fibers and up to 12-fiber ribbon
- Li-ion battery provides 110 splices/shrinks per charge
- 40-second automated tube heater
- Fully ruggedized against shock, dust and moisture
- Automated and programmable wind protector
- Internet software upgrades
- Multi-function transit case with integrated workstation
- Ideal for use with Splice-On Connectors

From \$13,225.00



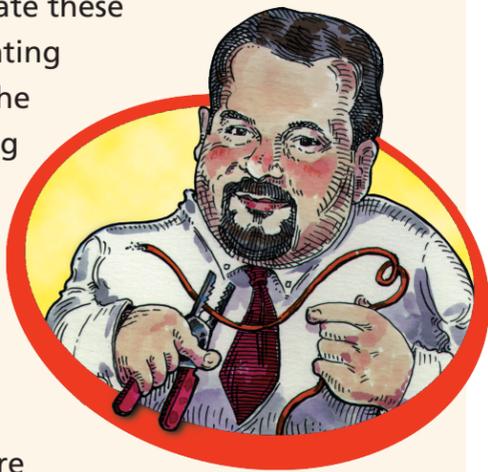
I understand what ghosts are when I test using my OTDR but my customer will not accept my certification report if it shows a ghost. How can I eliminate ghosts appearing on my OTDR scan?

A ghost is a false or double reflection that can occur on an OTDR trace. When the OTDR sends a light pulse down the fiber, some of the light reflects back to the OTDR's detector. This is a desirable outcome, since the returning light provides a basis for measurement. However, when the reflection is large it reflects back off of the OTDR interface (connector) and then travels back down the fiber for a second time. When this second light pulse is reflected back to the OTDR, it is recorded as a second (false) trace.

Typical ORL (Optical Return Loss, also known as back reflections) values for a UPC (Ultra Physical Contact) polished connector are > -55dB but when the last connector of an OTDR scan is a UPC polished connector and it is not plugged into another UPC connector the ORL values shoot up to between -14 to -18dB. These higher ORL values will lead to ghosting when OTDR testing.

The easiest way to eliminate these ghosts is to add a terminating connector to the end of the test cable. The terminating connector will mate to the end connector bringing its ORL values back to the -55dB range and eliminating an unwanted ghosting.

Termination connectors are available in all connector styles and are an inexpensive way to solve OTDR ghosting issues.



## Equipment Calibration and Maintenance



Send us your power meters, light sources and test sets. We'll inspect your equipment and provide certificates that verify that your equipment is in conformance with NIST traceable standards as well as manufacturer specifications. Turnaround time for American Standards Lab is typically 10 business days or less!

Call 1-800-5000-FIS (347) for more information

## Upcoming Training Dates

### Fiber Optics I and II – Two Days

- July 20–22, Raquette Lake (Brightside), NY **CLASS FULL**
- August 3–5, Raquette Lake (Brightside), NY
- August 17–19, Raquette Lake (Brightside), NY
- September 14–16, Raquette Lake (Brightside), NY
- September 28–30, Raquette Lake (Brightside), NY
- October 5–7, Raquette Lake (Brightside), NY
- October 19–21, Raquette Lake (Brightside), NY

### Fiber To The x – One Day

- July 15, Chicago, IL
- August 12, Denver, CO
- September 16, Houston, TX
- October 21, Phoenix, AZ



To register or for more information, contact Grace Edel at 1-800-5000-FIS (347), ext. 2169 or gedel@fiberinstrumentsales.com.



## 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 first quarters of 2014 and 2015, and as of the close of business on June 22, 2015.

Company	End 1st QTR 2014	End 1st QTR 2015	June 22, 2015
3M	135.66	164.95	159.68
Belden Inc.	69.60	93.56	85.94
Cisco	22.41	27.52	28.94
Corning	20.82	22.68	21.06
EXFO	4.94	3.78	3.34
JDS Uniphase	14.00	13.12	12.67
Optical Cable Corp.	3.85	3.89	3.51
Preformed Line Products Co.	68.55	42.13	38.22

## AT YOUR SERVICE



▲ Members of the FIS Shipping Department.

## FIS Shipping Department

The FIS Shipping Department stands ready to ship your products from our giant \$10 million in-house inventory. Most items ship the same day FIS receives your order and overnight delivery is available.

### Exceptional Quality Control

According to Nate Brown, FIS Senior Logistics and Compliance Manager, "The diligent folks in our Shipping Department double check each order to make sure that customers receive the exact product they need, when they need it. To further ensure accuracy, the packing process is videotaped from the time items go into the box until the box is sealed. FIS provides a level of quality control that is unsurpassed in our industry."