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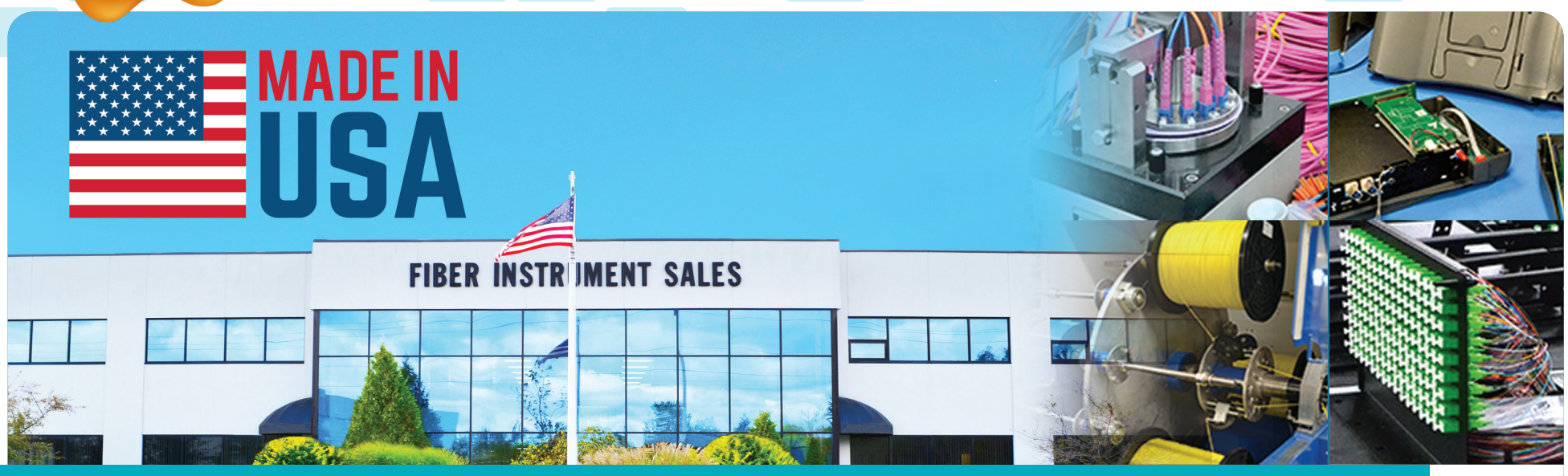

Don't Jeopardize Your Federal Funded Broadband Projects!

FIS offers compliant products under the Build America Buy America Act.

By Kirk Donley

The Build America Buy America Act is now a hot topic in the telecommunications industry. It was signed into law on November 15, 2021, as part of the Infrastructure Investment and Jobs Act. This act requires that all telecommunications equipment and services used in federally funded infrastructure projects must be produced and supplied by American companies or manufacturers. This act aims to boost American manufacturing while improving infrastructure.

The domestic content procurement preference act introduced in the United States calls for a preference of domestically sourced iron, steel, manufactured products, and construction materials for all federal financial assistance obligated for infrastructure projects after May 14th, 2022. This act aims to promote and support domestic manufacturing in the country. Additionally, the National Telecommunications and Information Administration has confirmed its support for the country's domestic production preference laws when it comes to manufacturing of fiber optic glass and cable products that use federal funds. This reaffirms the government's commitment to promoting local production and reducing dependency on foreign imports.

The National Telecommunications and Information Administration (NTIA) has announced that it will not be granting waivers for Buy American requirements for its upcoming broadband projects. The NTIA has a $42.5 billion Broadband Equity, Access and Deployment program, which will be allocated to states by June 30, 2023. The agency believes that projects funded by this program have enough time to source products made in America, potentially avoiding increased costs or delayed completion that may come with waivers.

The "Build America, Buy America" provision mandates that a minimum of 55% of the total cost of products funded by the federal government for projects be domestically manufactured. This act aims to increase the threshold of domestic content progressively over the next few years, starting with 60% in October 2023 and rising to 65% in 2024, and 75% in 2029. This preference for products made in America has led several companies in the telecommunications industry to seek domestic partnerships or reshore manufacturing processes previously sent abroad to reduce costs. This move is expected to have a positive impact on the domestic manufacturing sector and create job opportunities.

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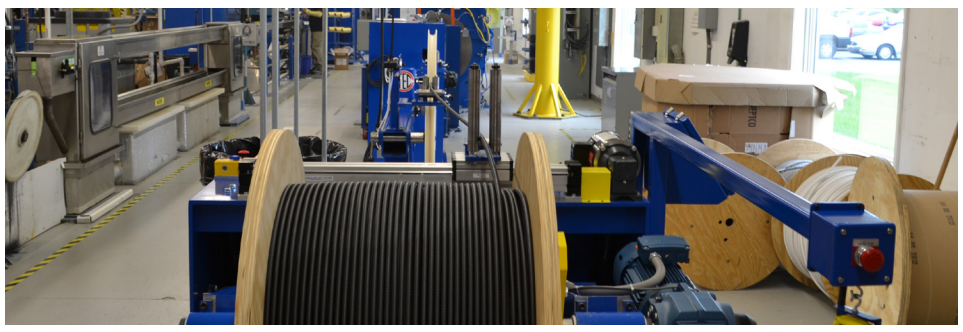
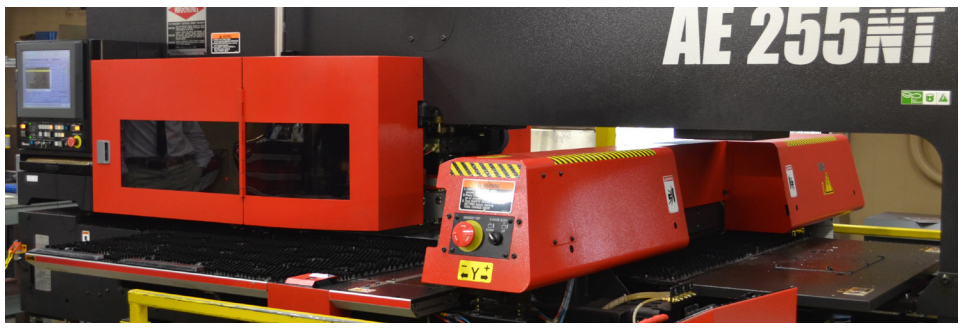
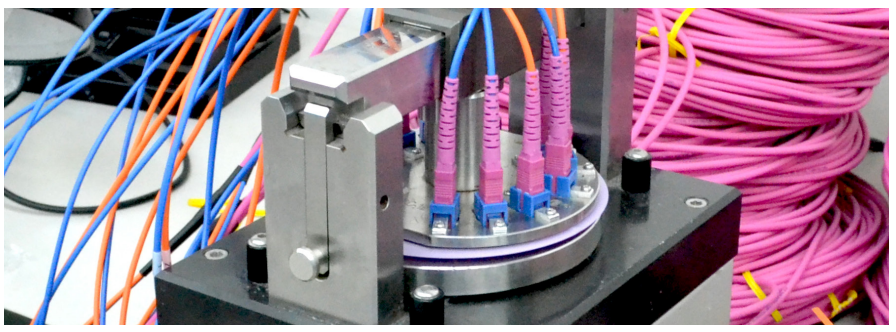
Fiber Instrument Sales (FIS) has steadily expanded its manufacturing capabilities in America over the past 38 years. This move was motivated by several factors, including reducing dependence on off-shore sourcing, gaining greater control over the supply chain, and reducing costs associated with freight and fees. As a manufacturer, FIS is well positioned to help its customers meet the Build America Buy America criteria.



FIS, a part of Giotto Enterprises, is a vertically integrated company that produces several components necessary for delivering broadband services to underserved areas. The Upstate New York campus boasts ten extruders that manufacture fiber optic cables in collaboration with Corning Optical Fiber. These extruders buffer individual fibers before jacketing them in different bundles, resulting in enterprise cables for data centers, indoor/outdoor cables for campus or DAS, cables with or without interlocking aluminum armor and drop cable for applications related to outside pole to house or interconnecting small box, among others. Patch cables are also manufactured from simplex and duplex cables in all fiber types, including single-mode OS2 or multimode OM1, OM2, OM3, OM4, and OM5.



FIS offers the latest technology in metal fabrication in the manufacturing of standard and customized fiber distribution centers and cross-connect enclosures. The facility houses advanced equipment such as metal punches, brakes, powder coat paint booths, ovens, welders, silk screeners, and a fully operational machine shop. This setup allows FIS to reduce transit costs and provide customers with the best value in manufacturing fiber interconnects for various deployments such as racks, wall mountable solutions, pole mount cabinets, or pedestal distribution centers in FTTH. Moreover, the adapter plates come equipped with a choice of connector, and pre-terminated assemblies are installed at FIS, thus saving on-site installation time. FIS's fabrication operation is an efficient solution that delivers high-quality enclosures and interconnects to customers.



FIS offers a range of cable assemblies, including simplex, duplex, and multi-fiber constructions suitable for indoor or outside installations. Our trained technicians install and test cable assemblies before shipping to ensure the highest level of quality and performance, increasing confidence and speed during network installation. We also offer drop cables with Corning OptiTap or equivalent H type connectors, which can be terminated on 1, 2, 4, 6, or 12 fiber drop cables in lengths up to or exceeding 1000 feet. These pre-terminated cables are suitable for installation within multi-service terminals (MST) or attached to Network Interface Devices (NIDs) offering maximum flexibility.

FIS also offers passive optical connections like FIS Cheetah and Armadillo splice-on connectors that are prepped, cleaved, and packaged at FIS. In addition, the mechanical FIS Lab Splice and Ultrasplice are manufactured within Giotto Enterprises at its Molding Solutions Division using a 550-ton capacity injection molding machinery.

FIS is the contractor's choice for fiber optic products, including test equipment, splicers, tools, and consumables. Additionally, FIS's manufacturing capabilities can be of use to broadband providers who are focused on building networks to connect underserved communities across America. FIS maintains partnerships with suppliers both domestically and abroad, allowing them to confirm compliance with BABA requirements throughout the manufacturing process. To ensure regulatory requirements are met, customers should specify any relevant requirements to their FIS sales associate at the time of quotation or order placement.

To Move Forward!

Featured Products

NEW FIS 50ct Splice-On Connector Bulk Packaging

FIS' new 50ct Splice on Connector Bulk Packaging options are now available! With each component (connector, boot, splice sleeve) in its own separate compartment for easy access to save time on those big installations. Easy to ship, easy store, easy to splice!

Steve Casaletta
FIS Sr. Product Line Manager, Fusion Splicers and Splice-On Connectors
scasaletta@fissales.com / 315.737.2166

CORNING® OPTITAP™ Drop Cable Assemblies

FIS offers the flat stranded single tube drop cable for Fiber to the Home applications. This durable design includes two dielectric rods for optimal tensile strength and crush protection. FIS' Upstate, NY manufacturing facility will connectorize this drop cable using the Corning OptiTap connectors.

Anthony Russo
FIS Product Line Manager, Zeus FTTx Solutions
arusso@fissales.com / 315.737.2173

The FIS Fiber Launch Kit

The Fis Fiber Launch Kit is a compact and convenient solution for technicians who need to troubleshoot and certify fiber for OTDR testing. It includes a fiber launch cable to extend the life of the OTDR test port and a netted pouch to store mating sleeves and hybrid adapters. Three elastic bands are provided to hold connector end face cleaners, as well as a cleaning solvent pen for soiled surfaces. Additionally, a cleaning reference note card and fiber test results can be stored in the inside pouch. The kit can easily accommodate connectorized 3.0mm armored pigtails, and is stored in a compact 9"x 5"x 1.75" soft case.

Robert Licari
FIS Product Line Manager, Test Equipment
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FIS ISP Enclosures

FIS offers comprehensive solutions for ISP enclosures, catering to contractors in the field and distributors selling in bulk. With all enclosures fabricated in Upstate NY, we maintain stock in several rack and wall mounts, facilitating faster completion of projects. We are also equipped to pre-load your enclosures prior to dispatch. Whether you seek custom enclosures or have queries on wall/rack mounts, reach out to us.

Steve Ermacor
FIS Product Line Manager, Fiber Interconnects
sermacor@fissales.com / 315.737.2123

Splitter/Couplers & Optical TAPs

Offered in 250um or 900um buffer or ruggedized 2/3mm legs. Install these ruggedized splitters into outdoor or indoor enclosures. The 2mm or 3mm furcated fiber legs offer extra protection when technicians are working in compact areas. The splitter/couplers are housed in a small plastic case; furcated fiber legs are attached with or without connectors installed. Custom size jacketing/split ratios/connector styles available.

Trista Piccione
FIS Senior Account Executive
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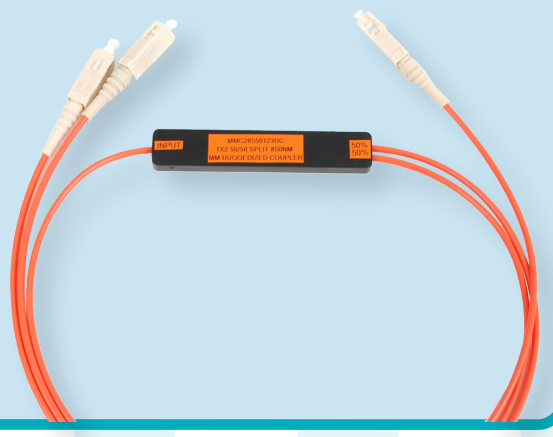

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Product Spotlight

Drop Cable
2, 4, 6, 12 Fiber Counts
Available in Tonable and NonTonable

Fiber Instrument Sales offers the flat Stranded Single Tube drop cable for Fiber To The Home applications. This durable design incorporates two dielectric rigid rods for optimal tensile strength and crush protection.

For more information call to speak with a sales representative

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Ask Bruno

Vice President of Technical Services

Is there male to female adapter like an attenuator but it's not attenuated? It just protects my connector port of OTDR from the constant plugging in and out? An alternative to carrying around a launch box.

FIS has male to female adapters that can achieve what you are looking for. One of the costly expenses related to OTDR maintenance is the replacement of the connector inside of the OTDR. These replacements can cost up to $1,000.00 depending on the manufacturer. Fiber optic connectors have a life span, no matter how clean and safe you are. Eventually mating after mating will damage the end face of the connection to a point where it must be replaced. The use of a male to female adapter can save wear and tear on you OTDR connector and save you the expensive repair. Simply plug this adapter into the OTDR port and the test cable into the adapter. Will the adapter internal end face wear out, of course it will, but replacing this adapter is quick and inexpensive, $10 - $15 and you are back in business. I recommend that you purchase a few extra so that when it is time to replace the adapter you have it on hand.

Remember that this adapter, when certifying fiber, will not replace the use of the traditional launch boxes (pulse suppressors) as it will not give you the ability to test the first or last connector in the link. The use of launch cables would still be required.

These male to female adapters typically add up to 0.50 dB of attenuation to the link but, the adapters can also be purchased as attenuators also. When the need arises to reduce optical power the male to female adapters can create the attenuation of your choice.

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