



COMMUNICATOR



FIBER INSTRUMENT SALES, INC. | WWW.FIBERINSTRUMENTSALES.COM | 1-800-5000-FIS (347)



Why Deal With the Big Guys?

By Frank Giotto, President / CEO Fiber Instrument Sales

What are the advantages of using the largest U.S. manufacturer of cable assemblies? Inside our Communicator, we provide six reasons why the FIS campus was declared the **largest fiber optic assembler** campus in the USA.

Why Deal with the Big Guys!

Let us now show six advantages of using FIS, the largest dedicated cable assembly house in the U.S.

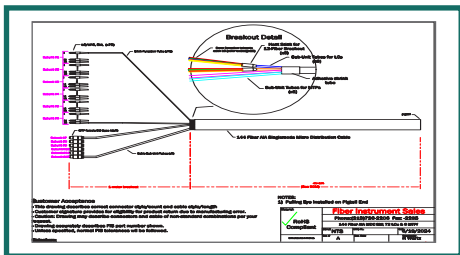
Reason #1: Technical Support



Known as the "Solutionists" FIS has over 400 years of combined experience in sales and technical support knowledge.

FIS has over 40 sales representatives and fiber optic technicians ready to answer your questions. Give us an opportunity to impress you.

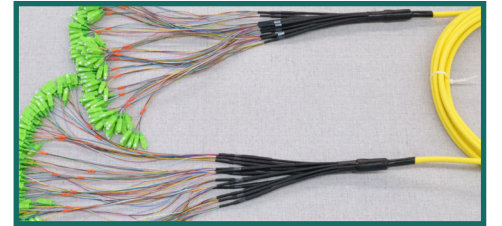
Reason #2: Meet Delivery Expectations of Larger Orders



How important is it to your company to receive on-time delivery of large orders? Upfront technical drawings and samples minimize delays.

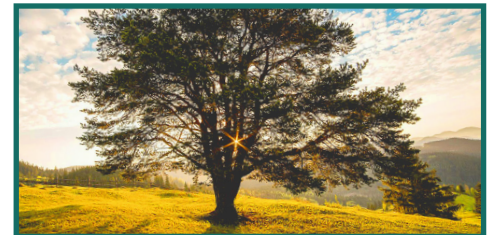
Reason #3: Quick Delivery

Repairing a system might require one or two fiber optic assemblies. Large inventories of components at FIS ensure this happens quickly.



Reason #4: Reputation Determines Future

FIS has been producing cable assemblies since 1985. Our solid reputation assures the "safety of the buy." Like an old oak tree, we stand strong.



Reason #5: Rigorous ISO 9000-2015 Program

Our large size allows us to maintain a dedicated quality department that reacts quickly to customer concerns. Our goal is to have a satisfied customer every time.



Reason #6: Made In USA

We owe it to ourselves. Our commitment to producing domestically, without outsourcing, makes all Americans safer.



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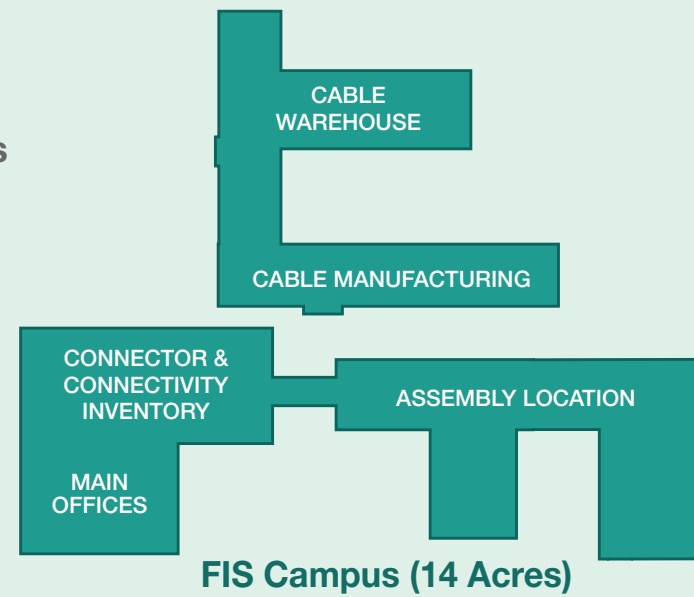
What Makes FIS the Largest Manufacturer Of Fiber Optic Cable Assemblies?

REASON #1

165,000 Square Feet of Manufacturing Space

Manufacturing buildings consisting of 165,000 square feet (equivalent to over 82 - 2,000 square foot houses) located on a **fourteen acre campus** in Oriskany, New York.

- 12 Cable Extruders Operating 24 Hours a Day
- \$25 Million Dollar Connector, Cable & Connectivity Inventory
- Established in 1985



REASON #2

Extensive Inventory of Connectors, Cable and Connectivity Products

We have a reputation for delivering on-time, large volume requirements because we build from our extensive inventory!

There is a minimum of 8,000 linear feet of shelving holding 10,250 spools of cable readily available.

Our connector inventory exceeds **\$5 million** in value.



Connector Types

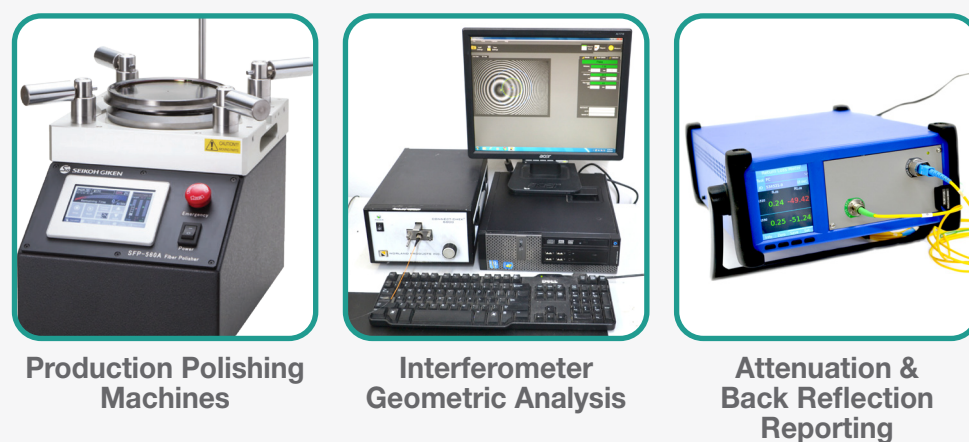


REASON #3

Product Performance Guaranteed, Quality Unsurpassed

Our products guarantee unmatched performance and quality because we are authorized and trained by all major manufacturers. We offer comprehensive test results upon request.

We utilize over 500 pieces of test and assembly equipment daily.



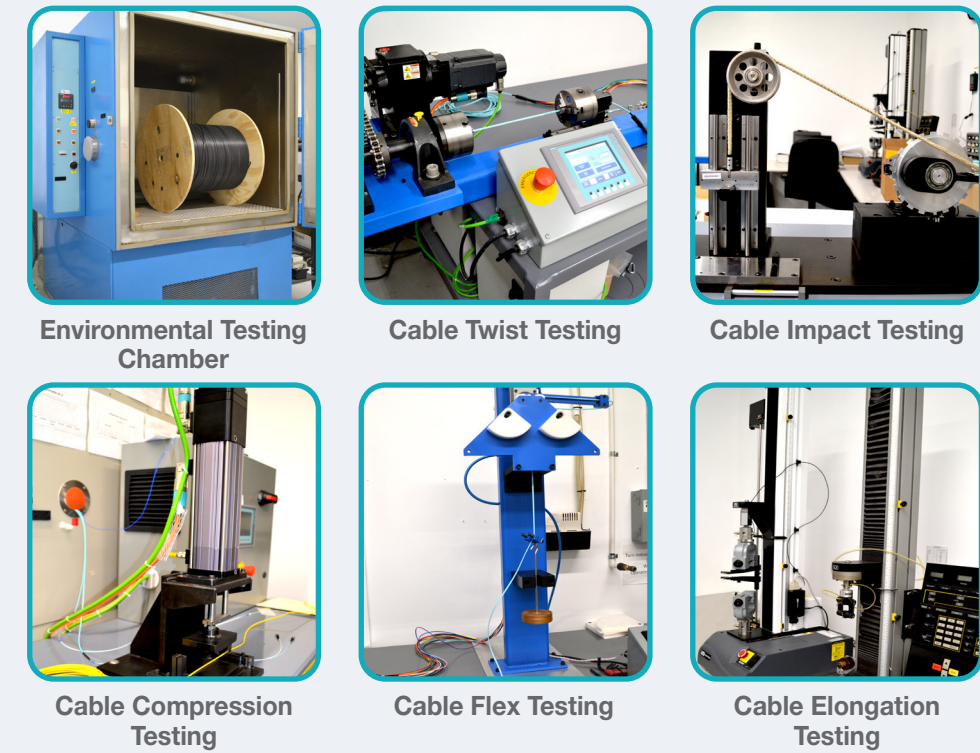
REASON #4

Certified Quality Standards

As networks expand and demand for high-performance optical cable assemblies continue to rise, our in-house testing laboratory provides a full range of equipment with environmental and mechanical testing capabilities.

Starting with the manufacturing of fiber optic cables, we use our lab equipment in conjunction with standardized test methods according to industry standards such as Telcordia GR, IEC, EIA/TIA, and IEEE. This ensures the reliability of the products we provide to the fiber optic market.

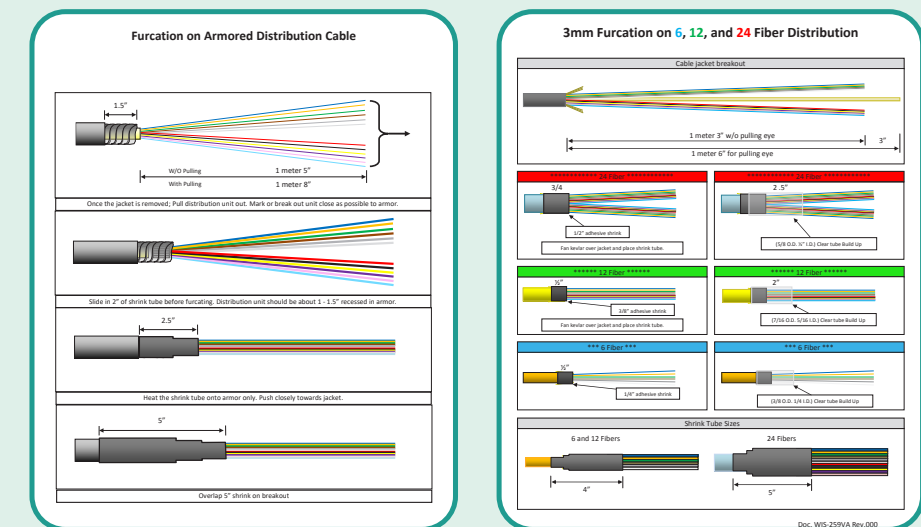
Evaluation of custom products built for field applications can be analyzed and tests tailored to meet provided customer specifications.



REASON #5

Certifications & Procedures

We are ISO 9001:2015 certified and follow standards found in IPC-WHMA-A-620 and IPC-WHM-A-640 ensuring all procedures both standard inhouse and customer specific are met by having documentation accessible at all workstations. Our affiliate company, FIS Blue, is registered with DDTTC and is ITAR compliant.



REASON #6

Cable Assembly Customization Extras & Product Integration



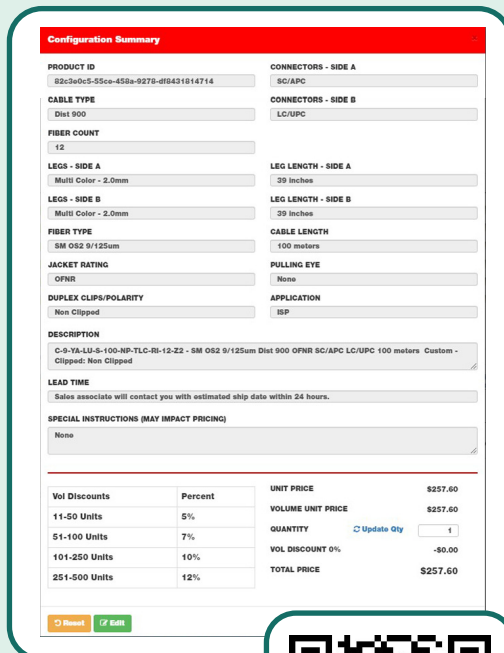
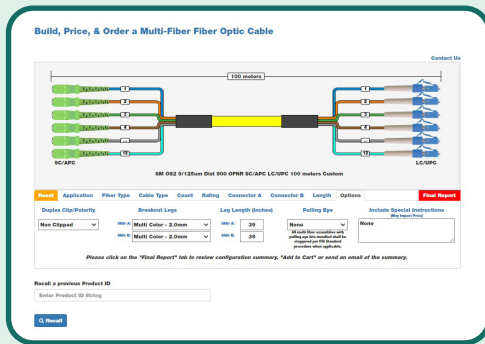
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How To Use Our Online Cable Assembly Configurator

Our Online Cable Assembly Configurator allows you to choose between Simplex/Duplex for your jumper cables or Multifiber for your trunks, harnesses and high density assemblies.



Step 1:

Customize your assembly by choosing your application, fiber and cable type, connectors, length and assembly extras such as polarity, pulling eye, breakout diameter and length.

Step 2:

Specify the quantity needed to view the unit price along with volume discounts. Here you can add your custom assemblies to your cart for purchase or email yourself a copy to review prior to ordering.



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Ask Bruno

Vice President of Technical Services



How do I plug a singlemode fiber into a multimode fiber?" or "is there an adapter that will convert multimode to singlemode?"

So, for this Communicator's Ask Bruno question I am going to address a question that I have received often over of years, in fact today I was asked this again, and I need to address the question to set the record straight. The question is in a nutshell "How do I plug a singlemode fiber into a multimode fiber?" or "is there an adapter that will convert multimode to singlemode?"

This short answer is NO. So that was a short Ask Bruno. Let's go into greater detail. On many occasions there is a need to do this conversion. A customer may have singlemode coming into their facility but extend through the building with multimode or vice versa. Coupling singlemode to multimode passively is never a good idea, I have personally seen this in real life myself with it rarely but sometimes working.

When we mismatch fiber core sizes the attenuation values will skyrocket. Even when coupling multimode 62.5/125 to 50/125 will attenuate the signal approximately 3dB. Can you imagine mating singlemode with a 9um core to the 50um core of multimode (OM2-OM5). So, the next question should be how can we make this work?

The easiest and least expensive way to make the scenario work is to use electronics, by using a Media Converter with 2 SFP slots we have our answer. Install a singlemode SFP into one slot and a multimode SFP into the second. The Media Converter will then make the conversion possible. It is important to note that Converters are not universal, meaning that before the purchase you need to know the protocol and speed as to match them to our equipment. As an example, you may require an Ethernet 1 gig converter this will not however work for an Ethernet 10 gig link.

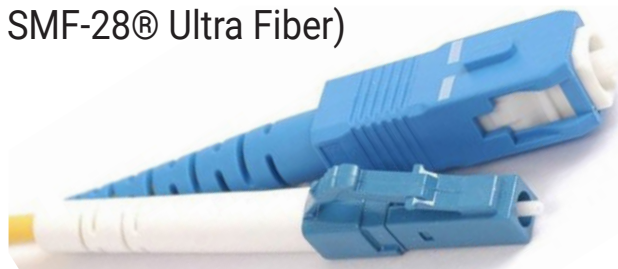
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Product Spotlight FIS Stock Patch Cables

FIS LC to SC UPC-UPC Patch Cable (1.6mm, Simplex, SM | Plus Corning® SMF-28® Ultra Fiber)



FREE SHIPPING ON ORDERS OVER \$250.00

Limited Time Offer

This fiber optic patch cable, made with Corning® SMF-28® Ultra Fiber has a UPC or "Ultra Physical Contact" polish on the fiber optic connector endfaces. This polish results in a highly radius domed endface surface that optimizes physical contact between the mated fiber cores. This fiber optic patch cable is guaranteed to meet or exceed industry standards.

Contact an FIS Sales Representative and use Free Shipping Code: Summer24 for free shipping on stock patch cable orders over \$250.

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* Other restrictions may apply - Cable assemblies must ship on stand alone order.

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October 21-23

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