

# panorama

No. 01/2015 • Dätwyler Cabling Solutions Customer Magazine

COMPANY ANNIVERSARY

## DATWYLER'S CENTENARY

REFERENCE PROJECT

### MICRO CABLES FOR INTERNATIONAL RESEARCH PROJECT

INNOVATION

### DATA CABLES FOR OFFSHORE APPLICATIONS

**100**  
YEARS  
GROWING WITH  
THE CHALLENGE



**DATWYLER**



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## Imprint

Publisher and  
editorial responsibility:

Dätwyler Cabling Solutions AG,  
6460 Altdorf / Switzerland,  
[www.cabling.datwyler.com](http://www.cabling.datwyler.com)

Editors:  
Translation:  
Layout:  
Printing:

Dieter Rieken, Verena Durrer  
Bedford Translations, Bedford/UK  
Carmela Letschert  
Gisler Druck AG,  
6460 Altdorf / Switzerland

Circulation:  
Publishing frequency:  
Sources of images:

8,000 German / English  
semi-annually  
DESY/Dirk Nölle, German Embassy Madrid,  
European XFEL, HTC International, NFPA/APSEI,  
North Brabant Province House, Raiffeisenbank Surselva,  
[www.fotolia.com](http://www.fotolia.com), Datwyler photo archive

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# EDITORIAL

## Datwyler's centenary – a short digression on an eventful history

### Dear Readers

In 1915 Adolf Dätwyler, an Aargau farmer's son, was probably the only person who still believed in the potential of debt-ridden Schweizerische Draht- und Gummiwerke in Altdorf in the Swiss mountain canton of Uri. In a pioneering spirit he courageously took over the management of the ailing company and restructured it. In June 1917 the young director bought the firm with the help of a group of investors. By 1920 the Dätwyler family were majority shareholders, and from 1946 onwards the company also bore its owners' name: from then on it was known as Dätwyler AG.

The demand for wires and cables increased with electrification and the onward march of telephone, radio and television. Adolf Dätwyler identified the needs of his time and in 1921 began manufacturing so-called enamelled wire which was used in telephone exchanges and in the telephones themselves. Subsequent parallel developments were lead-sheathed cable (1929), high voltage cable (1944) and television cable (1956). Adolf Dätwyler succeeded in creating value for his customers. He realised that long-term success could only be achieved with the best products. At an early stage he employed scientifically trained staff and invested in research and development.

### Seizing market opportunities

The automotive industry, then still in its infancy, sparked the ambition of Adolf Dätwyler, an enthusiastic motorist. He wanted to use existing rubber know-how for the production of car tyres. In 1935, defying the atmosphere of crisis, he signed a licensing agreement with the US Firestone group. He opened a factory for the manufacture of car tyres in Pratteln, near Basel. The factory contributed to total earnings for approximately 30 years before being sold back to the American parent company at a profit.

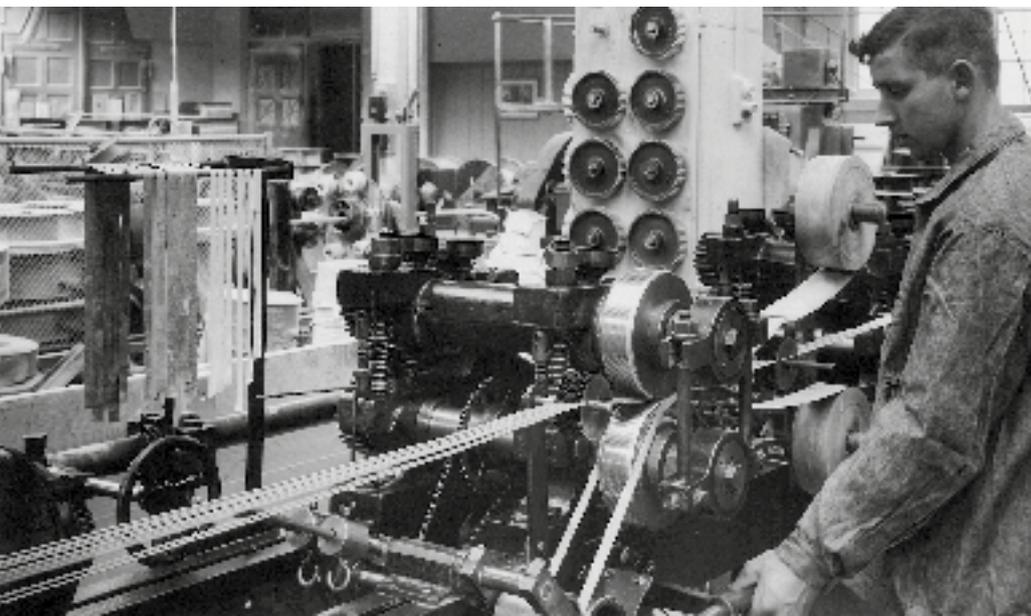
From 1940 onwards the largest scrap rubber regeneration plant in Switzerland was running at full capacity in Altdorf. Motoring was severely restricted during the war, so Dätwyler began producing bicycle tyres in 1941. Further innovations from the war years testify to the fact that Dätwyler was adept at identifying future trends and even created success stories when times were hard. In 1945 the Cable Division developed the world's first plastic-insulated high voltage cable, and the specially launched Plastokork floor coverings were based on advanced plastics technology.



### The company reinvents itself

From the mid-50s the next generation was ready to play its part in the shape of Peter and Max Dätwyler. After completing their studies both Adolf Dätwyler's sons had continued on-the-job training in the Altdorf and Pratteln plants as well as in the USA. As the powers of the company founder began to decline, his sons recommended forming a holding company. This was established shortly before Adolf Dätwyler's death in the autumn of 1958.

Peter and Max Dätwyler were now managing the entire group of companies and initiated a more broadly based management culture. Inventiveness and a great deal of freedom of research was encouraged. The company, now over 50 years old, flourished and continued to change. >>



>> continued from page 03

From 1967 onwards the cable, rubber and floor coverings divisions operated as three independent units. This early divisional organisation was controversial – and paved the way for expansion abroad.

After 1970 it became increasingly obvious that simple mass-produced items no longer brought long-term success. The future lay in doing what others could not. Back in 1967 Datwyler produced the first flat special cables. In 1973 this was followed by the first flat cable for use in lifts with shafts of up to 400 metres in height. In 1975 the company set a milestone with its "Pyrofil 250" fire-resistant cable. In 1986 Datwyler was one of the first to produce single-mode and multimode fibre optic cable for public and private communication networks.

With the aim of securing the long-term future of the Datwyler Group, achieving a broader base and increasing liquidity, Peter and Max Dätwyler floated half the company capital on the Swiss stock market in 1986. At the same time, they developed a unique succession policy: since 1990 the Management Board of the listed Dätwyler Holding company has controlled a majority of votes as trustees. It does this by way of Dätwyler Führungs AG and Pema Holding AG, set up by the Dätwyler brothers in 1990. A shareholder agreement ensures that when directors step down they transfer their shareholding in Dätwyler Führungs AG to their successors at no financial gain. With this succession arrangement, Peter and Max Dätwyler waived substantial assets, thereby creating a viable ownership construct

#### Equipped for the future

Towards the end of the 20th century globalisation was gathering pace. Datwyler took up the challenge: in 1998 the Cable Division expanded into China and profited from the dy-

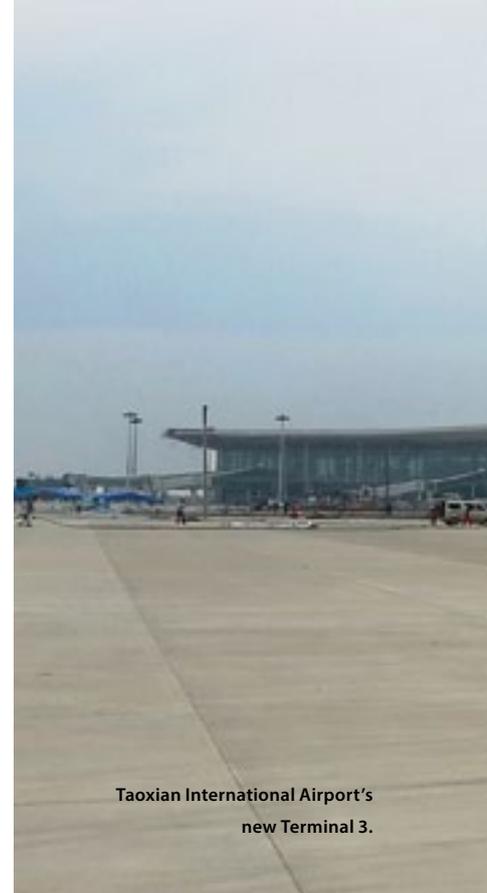
namic growth in this part of the world. Intensive development of the booming Middle Eastern markets followed a few years later. In late 2012 the Datwyler Group transferred the cable business to majority shareholder Pema Holding AG. Since then Dätwyler Cabling Solutions AG, now independent, has been investing heavily. The Altdorf plant has been radically modernised. In 2014 Datwyler merged the two Chinese plants into a new cutting-edge factory in Taicang.

By its 100th anniversary Datwyler Cabling Solutions has become an international provider of high-performance products and system solutions for electrical and communications infrastructures in public and commercial buildings and data centres and for FTTx networks. With its strong Swiss roots and a 100 year-old tradition of quality and performance, the company is a leading innovator in ICT network, safety cable system and lift cable applications. Successful on the market not only as a supplier of innovative products and systems, Datwyler – in close cooperation with experienced local partners – also provides its customers with premium quality services, right through to the turnkey implementation of entire projects.

We now look forward to embarking on the next 100 years with you. You have already taken the first step by reading the current issue of "Panorama"!

Kind regards, your

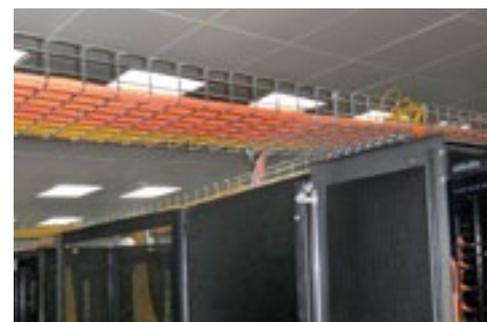
**Johannes Müller**  
CEO Datwyler Cabling Solutions



Taoxian International Airport's  
new Terminal 3.



The copper cabling system comprises six types  
of halogen-free cable.



Cable runs feed in from above.

## REFERENCE PROJECT

# DATWYLER SYSTEMS FOR TAOXIAN INTERNATIONAL AIRPORT

Datwyler's modern high-quality copper and fibre optic cabling helps keep communications running smoothly in the airport building.



Terminal 3 at Taoxian International Airport near Shenyang opened for business in August 2013 after almost three years under construction. The new 248,000 square metre terminal expands the capacity of the airport, one of the largest civil airports in the People's Republic of China, enabling it to handle an additional 17.5 million passengers annually. The 22,000 square metres allocated to shops, restaurants and other commercial premises – around 8 percent of the total – make this one of the largest commercial areas in Chinese airports.

Terminal 3 consists of the main terminal and two piers with 37 gates. The new building also includes a 42,000 square metre multi-storey car park.

The expansion not only allows the airport to accommodate a steady rise in passenger numbers. At the same time, it optimises the transport network, as the new terminal also provides a seamless link to other means of transport such as underground, trams, local and long-distance bus services and taxis.

### Cutting-edge technology

The technology employed in the new building – both hardware and software – is of top quality. The result is that today the airport is not only one of the biggest but also one of the most modern air transport hubs in north-eastern China.

The quality requirements for the communications network in Terminal 3 were equally stringent. In addition, those responsible wanted to be well equipped for coming advances in technology and higher transmission speeds. Which is why they opted for a solution from Datwyler, an international company established 100 years ago in Switzerland and supplying innovative high-performance, future-proof systems for ICT networks, safety cable systems and lift cabling.

### Faster and more reliable data transfer

The installed network comprises copper and fibre optic cables and the appropriate connecting technology. It supports communication throughout the main terminal, including the

three strategic areas of Inspection & Quarantine, Border Security and Customs.

The copper cabling incorporates more than 13,000 ports, and six different types of halogen-free (LSZH) cable were installed. The fibre optic cables provide fast and reliable data transfer inside the new building and between it and the other two airport terminals.

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**View to the customer lobby and two ground floor offices**

Raiffeisenbank Surselva, which will celebrate its 75th anniversary next year, has built a modern new residential and commercial block on Glennerstrasse in Ilanz/Glion. It was opened on 7th October 2013 after almost two years under construction. The new company site in the Swiss canton of Graubünden extends over two of the building's five floors and parts of the basement. Among other things it includes a welcoming customer lobby and offices for the 16 staff members currently employed.

Das Licht GmbH of Ruschein was in charge of electrical design. When it came to selecting a suitable communications cabling system the decision was made to go for a fibre optic system from Datwyler. This was installed as a



## REFERENCE PROJECT

# FTTO – TAKING FIBRE INTO THE OFFICE

At its new site in Ilanz Raiffeisenbank Surselva is using a Datwyler communication network installed as a “Fibre-to-the-Office” solution.

Fibre-to-the-Office solution on the bank's premises. The high-performance fibre optic connections are terminated in flexibly usable floor boxes near the workstations, on mini switches that serve as media converters. In addition to power sockets the switches in the floor boxes provide users with plenty of standard RJ45 connections for PCs, printers, telephones, projectors and other devices.

### Investment in the future

“The electrical designers and I initially had a solution with Category 7 cables in mind,” explained Bank Manager Gabriel Casutt, who has a solid technical background himself. “But there is simply no argument when instead of a lot of thick copper data cables you can use thin fibre optic cables which provide a high degree of investment security into the bargain.” Technical development will continue to make rapid strides, of that Casutt is convinced. “Having fibre optics in the office means that we are best equipped for any extensions to our network and for future technologies.”

Installation was effected in two stages within the six weeks immediately prior to the move. It was carried out by local company Derungs AG which was also responsible for all the other electrical installations in the new premises. “An installation with fibre optic cables is tricky. You have to be careful and handle everything with velvet gloves, especially when splicing and connecting up,” reports Gion Neuwirth, the project leader in charge. He says that Datwy-

ler's advice and support prior to installation and in the days immediately preceding hand-over were very welcome in this respect.

The special Datwyler cables, which were developed for FTTH in-house cabling, are of stranded loose tube design with an external diameter of only 2.8 millimetres. The halogen-free, flame-retardant sheath is still robust enough to protect the fibres under tough installation conditions, for instance when running them into duct systems which are already in use.

### Copper workplace connections

The Derungs team routed the easy-to-install indoor cables radially into the premises, from the central distribution room on the first floor via a fire-resistant duct system in the raised floor. This meant bridging distances of up to 70 metres. In the offices two fibres from each of the 4-fibre cables were connected to a mini switch supplied with electricity from a power supply. Each switch currently provides users with five RJ45 connections. “In a couple of years there will be Microsens switches which will have ten or more



**With its new fibre optic network the bank is best equipped for future technologies.**

## REFERENCE PROJECT

# DATA CABLES AND SAFETY CABLES IN THE GERMAN SCHOOL IN MADRID

In January 2013 the German School in Madrid (Colegio Alemán Madrid) began construction work on its new buildings in the Montecarmelo district. On an area of 34,700 square metres the construction project comprises a primary and secondary school for a total of 1500 pupils with an assembly hall, multi gymnasium, dining hall and cafeteria, a nursery school for around 300 children, and an underground car park. The new building is scheduled for completion in the spring of 2015. It will be equipped with cutting-edge technology.

Datwyler supplied the components for the schools' communication network in collaboration with local partner Imtech Spain. Based on premium quality type CU 7080 4P Category 7 data cables it provides a huge variety of connectivity options. The cable is suitable for all ICT network applications up to Class F (600 megahertz).

The dependable safety cable systems in the new building also come from Datwyler. These are installed wherever people, machinery and technical equipment need protection from the effects of fire and smoke. In the event of fire the cabling, designed with integrated system circuit integrity, can guarantee the functioning of life-saving safety systems for a defined period.

The deciding factor when placing the contract was the fact that Datwyler solutions met the highest quality standards.

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**Mini switch with RJ45 connections and power sockets in a floor box**

connections," says Casutt. "This gives us the further option of expanding our network as required without re-cabling."

The bank's voice-over-IP telephones had to be integrated into the new network in the final days before the move. The challenge was to use the switches to operate two networks simultaneously – that of the bank IT and of the external provider. Thanks to an on-site weekend operation it was possible for Datwyler, Optonet, Derungs and the bank manager himself to perform this task successfully in a short space of time. "Network operation has been absolutely stable since then," says Gabriel Casutt.

In retrospect, Gion Neuwirth also reports positive results: "Punctual delivery, excellent product quality and support beforehand and on site: cooperation with Datwyler was perfect right to the end."

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## REFERENCE PROJECT

# FUTURE VIABILITY

Growing data storage, security, speed and business continuity requirements made it necessary to establish a modern high-performance data centre in the North Brabant Provincial House, and to link it up with a fibre optic and copper backbone. The solution selected was provided by HTC International and Datwyler.

**A new data centre was constructed in the basement of the Provincial House in 's-Hertogenbosch.**

The province of North Brabant in southern Holland is the third largest province in the country, with an area of approximately 5100 square kilometres and a population of just under 2.5 million. The parliament, government and Commissioner of the Province are based in the Provincial House in 's-Hertogenbosch, the capital of North Brabant. The Provincial House consists of a two-storey building with a basement and a 24-floor office tower 103.5 metres high, the city's tallest building.

The steadily growing requirements for data storage, security, speed and business continuity were beginning to overload the existing infrastructure of the Provincial House, so in 2014 a start was made on constructing a completely new data centre in the basement of the building. Several additional backbone connections also had to be installed, so that migration to the new data centre could be carried out in stages and disruption to the province's primary processes could be avoided.

### **High-performance installation**

First and foremost the new data centre needed to be future-proof. The standards demanded of the new backbone infrastructure were just as stringent. The Provincial House not only wanted to allow transmissions of 10 Gbit/s, but also to be prepared for even higher speeds. In order to be able to incorporate systems with copper connections in the data centre, copper links also had to be installed in parallel to modern fibre optics. In addition the cabling structure needed to be simple, clearly laid out and have no cross-overs. The time frame stipulated also posed a challenge, for the installations in the data centre and in the backbone infrastructure of both buildings had to be completed within only six weeks.

Creativity and a solution-oriented approach were factors that played an important role in the bidding phase. Which is why HTC International B.V. put their money on Datwyler's proven high-performance products and customised specialist solutions.



Preassembled type OV-A splice boxes  
in the floor distributors

A view of the data centre before hardware relocation



Fibre optic connections between the old and new data centre ensured that data and applications could continue to be used as normal during installation. This meant that even during the relocation there was no disruption to the province's primary processes.

#### Every target met

In late April 2014 HTC handed the installation over to the client on schedule. "We are very happy with the new data centre, which meets all our requirements," says Martin Kuijl, Province team leader and project leader. In the meantime, the Provincial House has also integrated building automation and some security applications into the network. "Everything works perfectly."

HTC International underlines the good collaborative relationship with Datwyler: "Cooperation was excellent in every respect," enthuses Fons Schute. "It started with expert support in product selection, followed by deliveries made on time. In some cases the various lengths of preassembled cable arrived even sooner than expected. Given the narrow timeframe, it was very important that delivery deadlines were met. All of the products delivered were of good quality and free from defects. And last but not least, the price was right. What more could one want?"

#### Reserves for future expansion

The Datwyler Data Centre Solution is one of the tried and tested cabling systems. Its core components are factory pre-assembled modules, pre-assembled MPO cassettes and ready-measured thin MPO cables. "This is a quick and easy system to install – quite an important aspect in a data centre," explained Fons Schute, the project planner responsible at HTC International. "In addition, the connections are really of very good quality."

In around 60 special 1U panels in the data centre Datwyler installed over 100 MPO cables and the corresponding number of type 2xMTP-on-6xLCQ MPO cassettes. As each of the panels accommodates three cassettes there are still enough slots left for future expansion.

At the back the MPO cassettes are interconnected by mini-breakout cables, each of which comprises 48 OM3 fibres and were supplied with preassembled MTP connectors at both ends.

#### Blown fibre solution saves time and money

To modernise the backbone infrastructure – the fibre optic backbone in the Provincial

House – HTC employed a special solution developed jointly by Datwyler and its certified partner. Altogether more than 12 kilometres of micro cable were blown into a special fire-proof duct system. The cable is a 12-fibre type S-Micro OM4 multimode cable only 2.6 mm thick. A further 500 metres of 24-fibre OS2 micro cable were added for the provider connection. This combined solution substantially simplified installation, which would otherwise have been very time-consuming, particularly in the tower.

In the distribution racks on the floors the micro cables are terminated in 60 pull-out type OV-A splice boxes. Datwyler supplied the bulk of these with 24 LCD adapters (multimode), as well as a few preassembled with six SCD adapters (single-mode) and pigtails. An appropriate number of management panels makes the installation layout very clear on the floors too.

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**"WE ARE VERY HAPPY WITH  
THE NEW DATA CENTRE,  
WHICH MEETS ALL  
OUR REQUIREMENTS ..."**

Martin Kuijl

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Around 1000 copper connections were installed in parallel to all the fibre optic connections in the data centre backbone. 80 percent of the 24-port panels are filled with type KS-T Plus 1/8 RJ45 modules, which meet all the requirements of Category 6<sub>A</sub>. In combination with durable shielded data cables, approximately 12 kilometres of which were installed by HTC International, the Provincial House can also attain transmission rates of up to 10 Gbit/s via the copper network. The old copper cabling in the backbone is still used for traditional telephony.



Fibre optic connections and copper connections in  
the data centre backbone.

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## REFERENCE PROJECT

# DATWYLER MICRO CABLES FOR INTERNATIONAL RESEARCH PROJECT

A unique research facility is currently taking shape in northern Germany: the European XFEL, a 3.4 kilometre-long X-ray laser. Datwyler supplied the facility with special blown cables which will be used to transmit data at the speed of light.

DESY, the German Electron Synchrotron, is one of the research centres run by the Helmholtz Association for pure research into the natural sciences, based in Hamburg and Zeuthen. Its main focus is on the development, construction and operation of particle accelerators, particle physics, and research using the high-intensity X-ray light provided by the accelerators. Various national and international institutes and universities make use of the accelerator facilities.

One of the most important current DESY projects is the European XFEL, involving 12 European countries. The facility, which extends for 3.4 kilometres between Hamburg and Schene-

feld, is designed to generate extremely intense laser light with wavelengths of between 0.05 and 6 nanometres, i.e. X-ray radiation. It has been under construction by European XFEL GmbH since 2009 and will employ a workforce of around 250 from 2017 onwards. For the facility DESY is building and will also operate a superconducting particle accelerator approximately two kilometres in length.

Since the summer of 2013 Datwyler type S-Micro fibre optic micro cables have been helping to make this project a success. These cables connect the measuring devices in the accelerator tunnel to the fibre optic racks in the server room. Once the facility comes on

stream they will be used to detect and read the data from the tunnel at the speed of light.

S-Micro cables were selected because the research centre insists that its fibres and cables meet the most stringent quality standards. The factors that convinced the decision makers at the end customer and the installation company, Kellner Telecom GmbH, were the samples and quality certificates submitted by Datwyler.

### Optimised for long distances

The cables were blown through microducts of up to 2.3 kilometres in length. This called for a very thin product, optimised not only for this type of installation but also for very long distances.



**Superconducting accelerator modules  
in the tunnel of the facility**

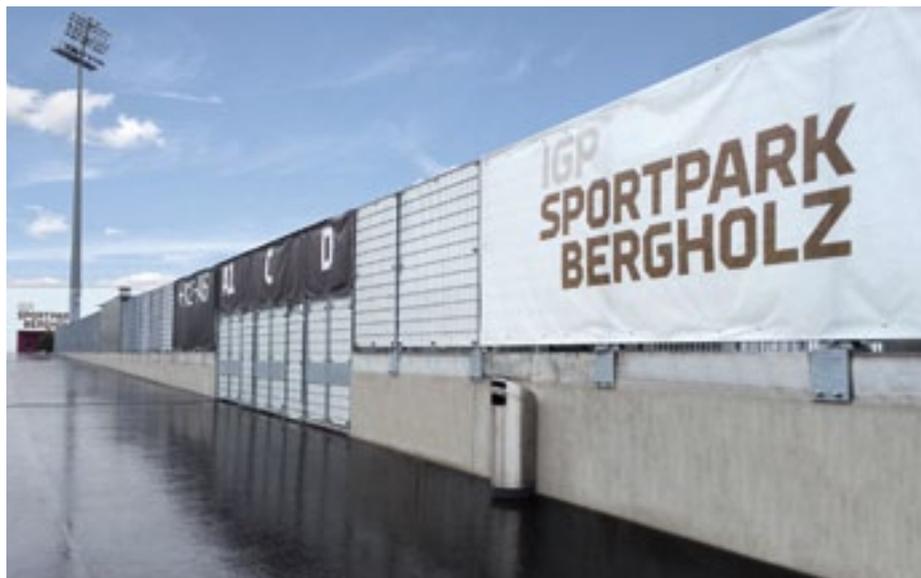
For the European XFEL Datwyler is supplying four different cable assemblies with between 1x12 and 8x24 single-mode fibres (G657A1) with external diameters of 4 to 8.4 millimetres.

The space which would be required for cable routing in traditional installations is reduced significantly by using micro cables blown into microducts. This kind of installation also saves time and money.

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**The Schenefeld construction site in July 2014**



## REFERENCE PROJECT

# FASTER, HIGHER, FURTHER

## A Datwyler data network for the new Sports Park in Wil

Since 2013 an ice rink, indoor swimming pool, open air pool with wellness area and a restaurant have been created in IGP Sportpark Bergholz in Wil, alongside the IGP Arena football stadium which accommodates around 6000 spectators. The complex opened in late January 2014 after 16 months under construction.

Structured premises cabling from Datwyler Cabling Solutions ensures trouble-free voice and data communication as well as audio and video transmission in the Sports Park.

The cabling system, commissioned by the City of Wil with Implenia AG as the general contractor, was installed by AZ Elektro, St. Gallen, and handed over in March 2014. AZ Elektro installed approximately 20 kilometres of type CU 7702 4P copper data cable and 350 category 6<sub>A</sub> RJ45 modules together with preassembled fibre optic cables for the backbone. In the Sports Park it is also possible to transmit multimedia applications and future applications such as 10 Gigabit Ethernet using these high-performance Datwyler cables and components.

According to Armon Caduff, Telematics Project Manager at AZ Elektro, the installation and commissioning of the new network went without a hitch. He says that the network works very reliably and also provides good scalability should additional connections ever be needed.

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## REFERENCE PROJECT

# FLEXIBLE COMMUNICATION AT I-NEW HEAD OFFICE

At the company headquarters of this internationally successful software developer in the Austrian province of Burgenland Datwyler installed a network combining the advantages of a high-performance cabling system with those of a wireless LAN.

I-New Unified Mobile Solutions AG is one of the world's leading providers of mobile virtual networks and a renowned software development company with clients around the globe. The company, based in the Austrian town of Mattersburg, employs a workforce of 120 and in 2013 generated a turnover of 4.2 million euros. The firm owes its global success to a unique all-in-one platform that enables virtual mobile network operators without their own network to establish systems with customised services and flexible solutions on a market within a few months.



Trunk cable assemblies facilitated a rapid and neat deployment of backbone cabling in the server room.



The present I-New Building: completely refurbished and supplemented by a large extension

**High-performance copper cabling**  
allows for transmission speeds up to 10 Gbit/s.



I-New celebrated its tenth anniversary on 27th August 2014. The same occasion marked the official opening of the new head office in Mattersburg. The present I-New Building was completely refurbished between September 2013 and July 2014 and supplemented by a large extension of environmentally friendly timber construction. This gave I-New more space and created better technical conditions for the rapidly growing workforce, investing in future company growth and at the same time adding to its prestige value.

#### A one-stop solution

Both the new communications network in the extension and server room and the radio network throughout the building were provided by Datwyler's Vienna office. Datwyler acted as prime contractor for this project and was responsible for its complete implementation, from initial assessment and planning through evaluation and installation to acceptance testing, documentation and maintenance. Following successful acceptance testing I-New received a 25-year system warranty from Datwyler.

The network installed by Datwyler consists mainly of type CU 7702 4P copper data cables and KS-T Plus RJ45 modules. The combination of Category 7<sub>A</sub> cables and Category 6<sub>A</sub> connecting technology allows the software developers to tap into extremely high bandwidth reserves for fast, secure data exchange – with transmission speeds of up to 10 Gbit/s.

The cables in the offices are routed in the raised floor and terminate in floor boxes near the workstations. Some were also laid in runs in the suspended ceilings for convenient connection of the radio arrays.

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**“WE WANTED A HIGH-PERFORMANCE, FUTURE-PROOF INSTALLATION. AND THAT IS PRECISELY WHAT WE GOT FROM DATWYLER – WITHOUT FAIL AND ON TIME ...”**

Peter Zimmerl

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#### Combined with WLAN

After taking thorough measurement Datwyler installed six Xirrus WiFi arrays in the I-New Building. These are characterised by above-average range, coverage and bandwidth compared with traditional Wireless LAN solutions. Thanks to the large conductor diameter of the data cables (AWG22) the powerful arrays can be supplied with power via the communications network (PoE Plus). Datwyler incorporated XMS Management Software in the internal I-New network, so today all the arrays in the building – and in future those at other sites as well – can be centrally controlled.

The radio network is a practical complement to the wired network. In combination with flexible connectivity in the offices, the instal-

lation allows both staff and visitors to the I-New headquarters unlimited flexibility in communications.

#### Quick installation in the server room

A new server room was created as part of the refurbishment. This not only guarantees the security and availability of data and applications but, with its coloured LED lighting behind two large glass walls, is also an impressive sight.

The servers are connected to the central distribution rack by over 144 copper wires routed through the raised floors. As Datwyler was working with trunk cables with preassembled connectors, installation was easy, neat and, above all, fast.

“We wanted a high-performance, future-proof installation for our head office. And that is precisely what we got from Datwyler – without fail and on time,” says Peter Zimmerl, CTO at I-New.

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## MARKET

# DATWYLER INVESTS IN ITS FUTURE IN CHINA



Cutting the ribbon (from left to right): Chen Weidong, Johannes Müller, Wang Jianfeng, Heinrich Schellenberg, Paul J. Hälg and Du Xiaogang

## In September 2014 Datwyler opened a major new production facility in Taicang

The establishment of Datwyler (Suzhou) Cabling Solutions Co. Ltd. was an important step for the company in its strategic repositioning on the Chinese market. In early 2014, with the integration of Datwyler Cables+Systems (Shanghai) Co. Ltd., established in China back

in 1998, both companies united under the umbrella of Datwyler (Suzhou) Cabling Solutions. The final steps in the merger are set to take place at the Taicang site during this year.

In the city of Taicang in Jiangsu Province Datwyler (Suzhou) Cabling Solutions has a major production site on 42,000 square metres. Eleven production lines for data cables, including insulation, stranding, sheathing etc., are currently already in operation, and will turn out 400 boxes of 305 metres of cable per day when working at full capacity. In addition, there are eleven lines for the production of lift cables, again including various processing methods, with a monthly capacity of 500 kilometres. Machinery for the fabrication of fibre optic cable, injection moulding equipment and much more will be added in the near future.

With the new plant, and with production planning continually adjusted to meet demand, Datwyler is in a prime position to meet the steadily growing requirements of the Chinese market, both now and in the future.

### Well-attended opening ceremony

At a grand opening ceremony on 19 September 2014 Datwyler welcomed many guests including Heinrich Schellenberg, at that time the

Local and international guests conveyed their congratulations at the opening ceremony on 19 September 2014.





View into the production facility



Front view of Datwyler's main building in Taicang

Swiss Consul General in Shanghai, Wang Jianfeng, the local Party Secretary, Du Xiaogang, the mayor of Taicang, and other dignitaries, who in turn conveyed their congratulations on the opening. Chen Weidong, Managing Director of Datwyler (Suzhou) Cabling Solutions, delivered an impassioned speech in which he recapitulated the construction of the plant. Other speakers were Paul J. Hälg, representing the Board of Dätwyler Cabling Solutions AG, the Swiss Consul General, and some Chinese officials. The ceremony climaxed with the traditional lion dance and the joint ribbon-cutting.

The evening meal started with a short speech by Johannes Müller, CEO of Datwyler Cabling Solutions, and a welcoming address by Christine Wang, Datwyler's Marketing Manager in China. A sand painting performance then gave the guests an insight into the history, culture and values of the company, founded in Switzerland 100 years ago. The striking sequence of pictures made a deep impression – and also convinced the guests that Datwyler has big plans for China.

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## MARKET

# MICRO CABLES FOR VODAFONE

In mid-October 2014 Vodafone GmbH gave Datwyler the production go-ahead for its micro cables. This means that the full range of innovative Datwyler micro cables is now approved for use in the Vodafone Germany network. Comprehensive type approval tests to Vodafone GmbH's specifications were carried out in their presence at the Altdorf (Switzerland) cable plant prior to series production approval.



**Comprehensive type approval tests were carried out prior to series production approval**

Datwyler micro cables are ideal for bridging sizeable distances in fibre optic backbones and access networks. They have already been blown into over 1000 kilometres of microduct systems throughout Germany. The Datwyler cables available to cable network designers and contract installers are very thin, non-metallic products of diverse structure with 12 or 24 fibres per bundle, optimised for blowing into microducts.

The first production batch of micro cables for Vodafone GmbH construction projects was delivered at the end of October 2014.

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## MARKET

## NEW MIDDLE EAST DISTRIBUTOR



Looking forward to working together: Jon Bamford and Mario M. Veljovic (2nd and 3rd from left) with Imran Batoaq, Business Unit Manager "IT Infrastructure & Physical Security", Global Distribution (left)

During the GITEX Technology Week in Dubai in October 2014 Datwyler announced a distribution agreement with the value-added distributor Global Distribution FZE. Global Distribution will market Datwyler's ICT infrastructure solutions for public and commercial buildings and data centres in the United Arab Emirates, Oman, Qatar, Bahrain and Kuwait.

On the basis of this partnership Global Distribution has set up a new business division, "IT Infrastructure & Physical Security". In addition to Datwyler's products and services Global Distribution provides complementary solutions, which taken together are designed to meet all the requirements for smart data centres of every size.

The Middle East has many large data centre, monitoring systems and other data-intensive projects planned. In this market trend Datwyler and Global Distribution see great and mutually beneficial potential for reliable high-performance cabling solutions.

"Datwyler shares our view of the market and our definition of partnership, commitment and compliance. We are convinced that the reliability and excellent quality of the cabling systems will also inspire confidence in our reseller community and end customers," explains Mario M. Veljovic, VP Solutions MENA at Global Distribution.

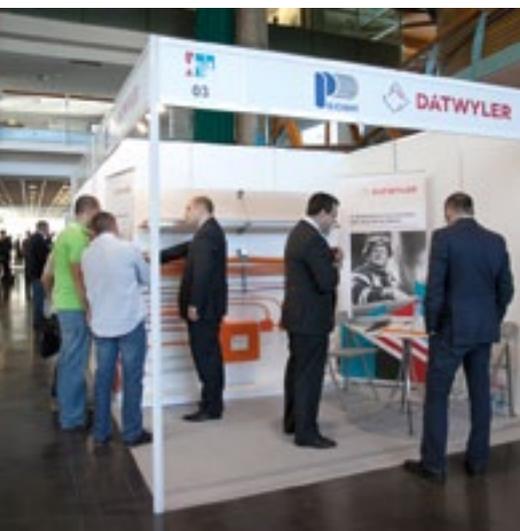
"We are pleased to announce Global Distribution as a new Datwyler distribution partner for the Middle East region", says Jon Bamford, Managing Director of Datwyler Middle East. "This is an important step in our plan to significantly increase our market share in this growth region. Distribution partners like Global Distribution enable us to get closer to more customers quicker and to reduce the time it takes to achieve the growth goals we have set ourselves."

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## MARKET

## SUCCESSFUL PARTICIPATION IN PORTUGUESE TRADE FAIR



A display wall featuring state-of-the-art safety cabling gave visitors a "handle" on current cabling concepts.

Together with Portuguese partner Policabos SA Datwyler once again took part in "NFPA-APSEI Fire, Security, Health & Safety" at the end of September 2014. The trade convention, organised by NFPA, the Portuguese Association for Safety and Hazard Prevention, and APSEI, the International Fire Protection Association, was held in the Estoril Conference Centre near Lisbon.

Over 1600 visitors attended the conference and accompanying trade fair, and picked up information on current trends and technologies. Datwyler brought with it to the exhibition a large display wall featuring state-of-the-art safety cabling. It showed the most important cables and components of a typical installation and gave visitors to the stand a "handle" on cur-

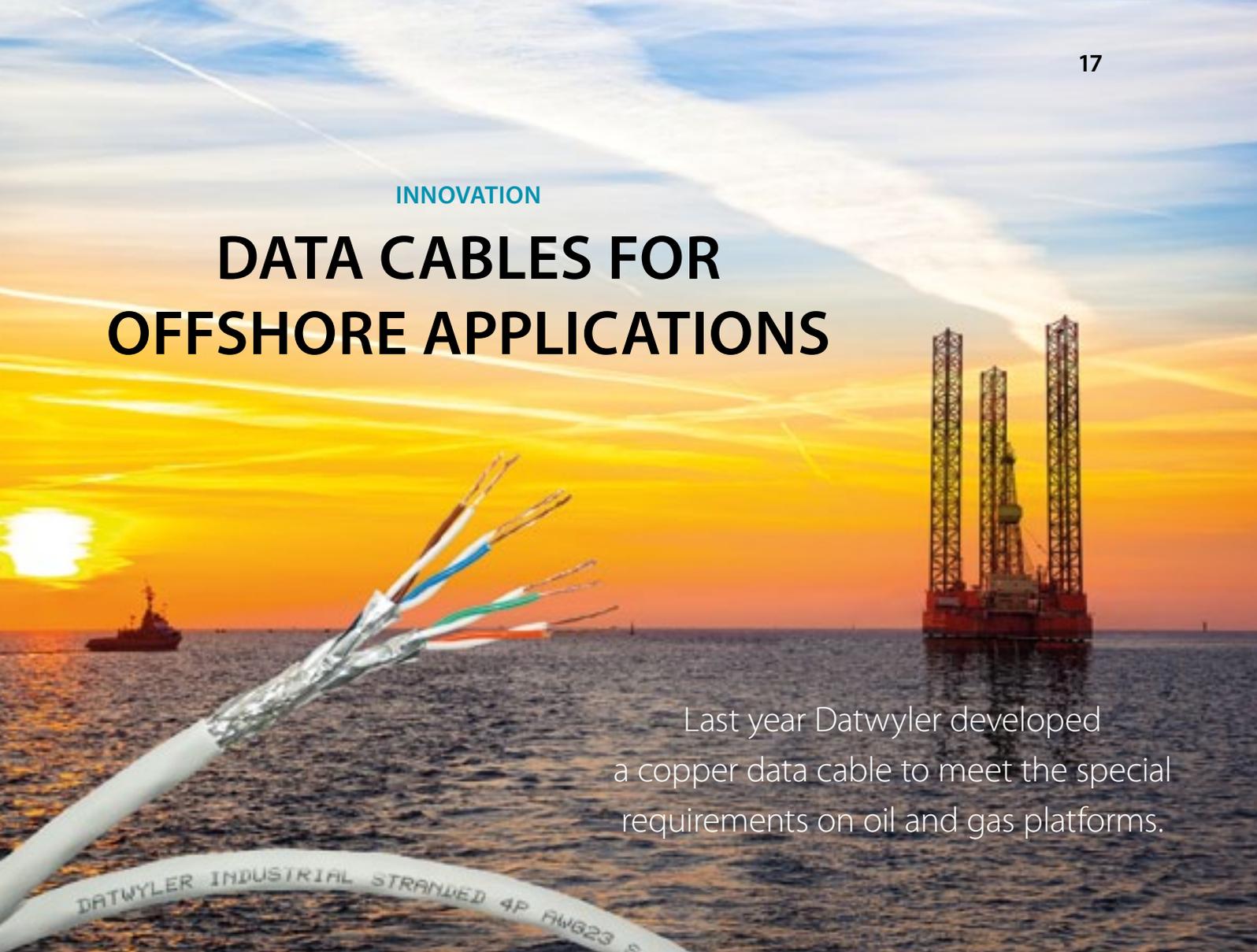
rent cabling concepts. For Datwyler the trade fair was the perfect setting in which to exchange knowledge and experience with all the professionals involved in preventative fire safety. At the same time it was an opportunity to make new business contacts. This aspect, together with the many visitors to the stand and the positive feedback, once again made the event a resounding success which will help to strengthen Datwyler's market position in Portugal and the Portuguese export markets.

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## INNOVATION

# DATA CABLES FOR OFFSHORE APPLICATIONS



Last year Datwyler developed a copper data cable to meet the special requirements on oil and gas platforms.

The data cable developed by Datwyler for offshore applications

Datwyler's commercial success on the international market rests not only on top quality products and competitive prices. The ability to keep up with new technical developments and be one step ahead of these developments with innovative products is also an important factor. This in turn is conditional on listening carefully to the needs of the market, customers and partners.

A good example is a new copper data cable which Datwyler recently developed for the oil and gas industry. This is a flexible, high-performance cable with an oil-resistant sheath which can be used in the open sea, on oil and gas platforms as well as on ships. This new development was inspired by a Singapore distributor specialising in the oil and gas industry.

Although for some years Datwyler has already been supplying copper data cables with PUR (polyurethane) sheaths which are largely resistant to oily media and are very suitable for

installations in harsh industrial environments, they do not meet the specification required for use in offshore applications.

#### To cope with increasing amounts of data

In 2014 Datwyler developed a flexible S/FTP cable which complies fully with the requirements. As a Category 7 cable it can transmit signal frequencies of up to 600 megahertz, thus enabling it to cope with the increasing amounts of data in the offshore industry. Its excellent electrical values are also impressive, for example in respect of crosstalk and system noise.

The external sheath is made from a thermoplastic, oil-resistant and abrasion-proof compound which is halogen-free, flame-retardant and low-smoke to protect people and equipment in the event of fire. The industrial cable, of flex-variant design, continues to guarantee minimal bending radii and is designed for a high number of bending cycles.

#### All important certificates

As required in the industry, the cable is certified by DNV. Datwyler also supplies it with a DELTA certificate for structured premises cabling.

The distributor in Singapore is delighted with the new development. He has already ordered 500 kilometres of the cable to be delivered shortly.

Marketing in other markets is planned for the current year.

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## NEW "ICT NETWORKS" CATALOGUE

Datwyler's new "ICT Networks" catalogue appeared a few days ago. The 370 pages of this completely revised version of the catalogue provide a detailed overview of Datwyler's current product range and new developments in the fields of copper and fibre optic technology, data cabinets, data centres, wireless and multimedia.

The catalogue incorporates not only all the data sheets but also product overviews, selection aids and checklists. In addition, there is a lot of useful information on communications networks and a register of all article numbers.

The new "ICT Networks" catalogue is available as a PDF file to download from Datwyler's home page. Any Datwyler branch office will be happy to take orders for the printed version.

## DATA CENTRE WORLD IN LONDON

Data Centre World is one of the world's largest and most influential gathering of data centre expertise, a compelling and practical event for everyone involved in running and building data centres. DCW includes an exhibition of 300 international suppliers and over 200 data centre experts in a case-study led conference programme covering many technology and business issues.

DCW will be held in London from 11th to 12th March. Visit Datwyler at the stand of iDaC Solutions Ltd. (F61), its exclusive UK&I distributor.



**11-12 March 2015 ExCeL London**  
**[www.datacentreworld.com](http://www.datacentreworld.com)**

## NEW SPLICE CLOSURES

Datwyler's FDN-IR splice closures offer the best possible processing method in FTTH network projects, particularly when splitting cables in external locations, where a great number of feeder and drop cables converge. The dome closures are applicable to all standard cable types with loose tubes, central cores and mini loose tubes. A 2x12 clip-rail in the individual cassettes allows for rapid handling.

The closures come with a colour-coded cassette management for easy-to-see layout, and offer a good

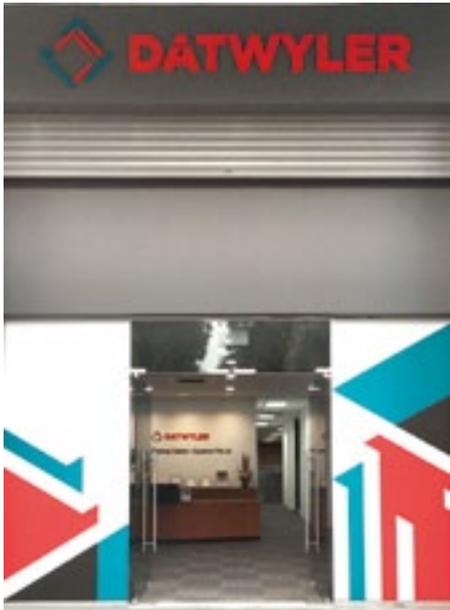
reserve system for storing uncut loose tubes and uncut fibres. Last but not least they are delivered with a reusable mechanical sealing system with different cable entries (single, loop).

This dome closure, which is available for use in a wide range of applications and in several sizes, ensures that the splicing technicians can carry out top quality work in the fastest possible time, from cable entry and loose-tube placement to the splicing of individual fibres.



# CABLING SOLUTIONS NEWS

## RELOCATION IN SINGAPORE



At the end of last year the Datwyler Singapore branch moved into a new bigger building in Toh Guan Road, near Jurong Gateway in the west of the city state. The building is in the immediate vicinity of two important motorways. It also has 15 loading ramps.

"The new site brings us nearer to our customers, and we can handle more containers than ever before. This is clear added value for our customers and our company," asserts Melva Yue, Managing Director of Datwyler (Thelma) Cables+Systems Pte Ltd.

## MORE COLOURFUL DATWYLER FIBRE OPTIC CABLES

In LAN cabling, increasing numbers of businesses are relying on preassembled products – particularly when it comes to fibre optic cabling. Datwyler now also supplies its FO Universal cables with yellow (single-mode G.652.D), turquoise (multimode OM3) and heather violet (multimode OM4) sheaths, making it even easier for end customers and installers to distinguish between the various types of fibre. When a customer orders preassembled cables even the legs are supplied in the new colours. And for the sake of consistency Datwyler also makes the connector housings and cable locks in the respective colour.



## ROADSHOW ON SYSTEM CIRCUIT INTEGRITY

For 25 years now Datwyler has been supplying cables, support systems and mounting systems with extended circuit integrity. The innovative ceramic-insulated safety cables facilitate around 200 tested and approved types of installation which can be carried out to save time and money.

In Switzerland we now have the 2015 Low Voltage Insulation Standard (NIN). The new VKF Fire Safety Regulations also take effect throughout Switzerland from 2015. These stipulate an installation with System Circuit Integrity (in accordance with DIN 4102-12) of between 30 and 90 minutes for the power supply of safety-related systems.

In recent years Datwyler has been preparing planners, installers and end customers for the new fire safety standards and regulations. A further series of seminars is now planned in Switzerland between April and June. These will deal not only all the most recent standard specifications but also with the revised version of KBOB and the European Construction Products Regulation (CPR). You will find dates, venues and registration forms under "Events" on the Swiss Datwyler website.

## PARTICIPATION IN ELTEFA 2015

eltefa will be held in Stuttgart from 18th to 20th March. Datwyler will again have its own



stand at this electrical trade fair in hall 9 (B41). eltefa, which is held every two years, attracts over 20,000 trade visitors and has established itself as the most important state fair for the electrical industry in Germany. The major topics in 2015 again include intelligent power distribution, smart homes and safety in building system technology.



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