



## Pirelli Power Cables and Systems North America

Dear Valued Customer:

Many companies today exceed customer expectations when it comes to the products they produce and how those products perform in the workplace. It is not uncommon for a manufacturer to blow his own horn about the quality, price, and performance of his products – in fact it is expected. But when an unbiased source declares the quality of another company's products, it typically is a less biased assessment.

Gleason Reel manufactures all kinds of cable handling equipment (reels, festoons, and cable tracks). They are experts in the industry and work with cables not only from Pirelli, but every major manufacturer of flexible cables.

Gleason published the following application note after running tests to compare different manufactures' cables in a constant flex application. The results speak for themselves in their conclusion: **"YOU GET WHAT YOU PAY FOR"**. While Gleason withheld the names of the cable manufactures in the application note, we are proud to state that Pirelli's (formally Siemens) CORDAFLEX SM and CORDAFLEX K were the two cables that outperformed the others. The cables were labeled "Super Import" and "Reeling Import" respectively.

Pirelli cables are not inexpensive products; they typically cost more than other cables available in the marketplace – but they last significantly longer. Our cables are not required for every application but if you have a difficult application where cables often fail, or where downtime is of concern, our cables will save you money.

Don't take our word for it, we are expected to make such a claim. Look at the test results on the attached page. The information speaks for itself. If you need a heavy-duty flexible cable to outperform what you are using now, ask your local representative to assist you in choosing the proper cable for your application. We enjoy nothing more than making your cable problems disappear!

Sincerely,

Steve Wetzel  
Manager - Flexible Cables, North America

# Gleason Reel Solutioneering

FROM THE CABLE MANAGEMENT PEOPLE

## Gleason Reel

### Conducts Cable Tests

Gleason Reel Corp. is not a cable supplier, nor should "The Cable Management People" be viewed as "The Cable Experts." Experts often give their opinions and, until now, we have not felt that it was prudent to do so where cable is concerned. Since we manufacture a comprehensive line of Cable Management equipment, however, we do have considerable experience with cable and are often asked what we think.

We have reserved our opinions on cable mainly due to the competitive nature of cable prices and the myriad of opinions that already exist. The fact remains, however, that when cables fail, the reel is generally blamed.

Some cable failure can be traced to misapplication of the cable-handling device. We've seen far too many cable disasters where the cable, once it leaves the friendly confines of our equipment, is asked to make unrealistic twists and turns which no cable can survive. On the other hand, certain types of cable will last longer than others when equally applied. To that end, we submit some interesting cable test results.

#### TEST PARAMETERS

Testing was done at Gleason's Mayville, Wisconsin facility. Reels used were standard Gleason Spring-Driven Type SII. Cable was supplied by our regular vendors in 50 ft. lengths and stretched 40 feet horizontally with a 6% sag. Pull was in and out horizontal at 150 fpm, continuous. Test rig was located out of doors and operated September, 1988 through May, 1989. Inspections were made daily and cable was removed from testing at failure point—when conductors were exposed indicating loss of electrical continuity.

#### RESULTS

The chart at right shows the accumulated results of our testing. In an attempt to assign some relative "value" rating to the samples submitted, we estimated their cost per cycle. In our continuous use application it is clear that **YOU GET WHAT YOU PAY FOR.** Our "Super Import" sample was clearly superior to the others and we projected a useful life beyond the end of the test to be at least another 20%. Though it was the most expensive of the four, it withstood 27% more cycles than its closest competitor making its cost per cycle the lowest.



Standard "SO" cable nearing failure at the Gleason Reel Facility

*"All Cable is  
Not Created Equal."*

	CABLE SAMPLE TYPE			
	Super Import	Reeling Import	Reeling USA	Generic "SO"
<b>Weight</b>	0.785 lbs/ft.	0.535 lbs/ft.	0.560 lbs/ft.	0.480 lbs/ft.
<b>O.D.</b>	1.300 in.	0.925 in.	1.020 in.	0.930 in.
<b>AWG</b>	14	14	14	14
<b>Conductors</b>	12	12	12	12
<b>Costs*</b>	\$6.09/ft.	\$5.38/ft.	\$6.00/ft.	\$1.25/ft.
<b>Cycles</b>	318,000 <sup>1</sup>	250,000 <sup>2</sup>	150,000 <sup>3</sup>	10,600 <sup>4</sup>
<b>\$ / Cycle</b>	0.000019	0.000022	0.000040	0.000118
<b>Value†</b>	1.00	1.12	2.09	6.16

\* Typical cost to OEM accounts through local cable distributors.

† Lowest cost / cycle receives the value of 1.00. All other cost / cycle figures are divided by the lowest cost / cycle to obtain their "value" relative to the 1.00 standard. Example; Generic "SO" cord costs 6.16 more to operate than the "Super Import".

1. Super Import cable showed wear on the jacket but no sign of failure at test's end when 265,000 cycles had completed. We estimated at least 20% more life for the cable which would give it a minimum of 318,000 total cycles.
2. Reeling import wore though jacket exposing conductors, but experienced no loss of electrical continuity.
3. Reeling USA lost 1<sup>st</sup> conductor.
4. Generic SO cable lost 1<sup>st</sup> conductor.