MarkingTimes

Issue Number 12, February 1998

SPECIFY! SPECIFY! SPECIFY!

DON'T BE FOOLED BY IMITATIONS!

All Grafoplast® sleeves are stamped with the Grafoplast® name. This is your guarantee of the genuine article.

Grafoplast® and Sunlec are Quality Endorsed and will not compromise on quality or service!

As shown below, the sleeve is clearly marked with the Grafoplast name.



JUNE 1989...

The Sunlec office received a phone call from an irate major Electrical Contractor - *"Come over and show me this Grafoplast stuff"*

THE PROBLEM:

It turns out this particular contractor is building panels for a control room upgrade on a mining site where 25% of the job is already completed. The Contractor has put in a request for a progress payment but the Commissioning Engineer has taken one look at the panels and rejected them all. His reason: *"they do not conform to the specifications"*

> Wire numbers shall be as shown on the termination diagrams and shall be installed on all control cores and instrument pairs.
>
> Wire numbers shall be the Grafoplast Trasp System. All wire numbers shall be sized to provide a snug fit over the cores. Stick on type ferrules are not acceptable.
>
> Substitutions: **NO SUBSTITUTIONS**

The contractor had used ring-type markers *"to save money, they're cheaper than Grafoplast"*. His only solution - re-wire all panels using Grafoplast.

THE GOOD NEWS

The job was completed on time and 15% under budget! Grafoplast received a big *"Thank you"* from the Purchasing Manager, a very happy man!

TIME IS MONEY

Grafoplast® Wiremarkers

Grafoplast®– Australian for Wiremarkers!

HOW TO WRITE A GRAFOPLAST SPECIFICATION

WIRE MARKERS, LABELS AND TAGS

Each individual wire, cable and pneumatic tube in power, control, indication, and instrumentation circuits shall be provided with identification markers at the point of termination. The wire marker shall be Grafoplast Trasp System. **Substitutions are not acceptable.**

Conductor identification system shall consist of plastic sleeves with pre-printed individual alpha/numeric element inserts. Plastic sleeves shall fully encircle the conductor. Wiremarking shall also include conductor terminal pins and terminal block markers. Conductor terminal pins shall be insulated, crimp-on with integral insert sleeve. The conductor terminal pins and terminal block markers shall both utilise the same alpha/numeric element inserts or the SI plotted tag inserts specified for the conductor marking system. The conductor marking system shall be the **Grafoplast Trasp System**.

The conductor crimp type terminations shall be performed using the appropriate ratchet crimp tool, Grafoplast Spark Crimp Tool, item #773. Conductor stripping shall be performed using the Grafoplast Wire Stripping Tool, item #780.

BE SPECIFIC!

It's the Ultimate not the Other...

The conductor marking system shall be Grafoplast Trasp System. The following equipment and components shall be delivered in new condition upon completion of the job for upkeep and maintenance:

1. Grafoplast Starter Kit, Item No. 001SK
2. Grafoplast Spark Crimp Tool, Item No. 773
3. Grafoplast Wire Stripping Tool, Item No. 780

Every engineer has a unique style of writing specifications, but as a rule of thumb, it's advisable to provide enough information to alleviate any misinterpretation. The biggest mistake a Specifying Engineer can make is not to specify Grafoplast, don't leave anything to chance. Don't be afraid to specify Grafoplast by name, it's a sure fire way to avoid total confusion.

Make it cast iron; watertight; signed, sealed and delivered.

THERE IS NO EQUIVALENT

Avoid the lookalikes - they'll let you down!

ATTENTION: SPECIFYING ENGINEERS!

If you're gunna "talk the talk"
you've gotta "walk the walk"

Police your specification
...save yourself the headache of replacing unreadable labels.

SUBSTITUTIONS:

NO SUBSTITUTIONS

Don't be put off by appearance, the item in Fig. 1 may look like an ordinary wiremarker but it's actually a compromise which cost one Contractor $6,000!

THE HORROR STORY UNFOLDS:

From a Sewerage Pump Station came the charge *"Grafoplast, you've got a problem"*. Our people went on site to assess the situation...

According to the specification, the cable markers should have been Grafoplast, but to cut costs the contractor had mixed and matched Grafoplast with a cheaper alternative. This caused a chemical reaction, darkening the elements and leaching the colour out of the control wires (ie, turning blue wires green). While we stand behind the quality of our product, this was clearly not a Grafoplast problem. The entire pump station was shutdown, all leached sleeves replaced and control wires re-wired. The consultant was understandably furious, vowing to cement future specifications.

In Grafoplast dollars, the marker in Fig.2 will set you back 20 cents. It's a fact, inferior quality products will cost you money in the long run.

THE BOTTOM LINE:

IT DOESN'T PAY TO MIX OR MATCH!

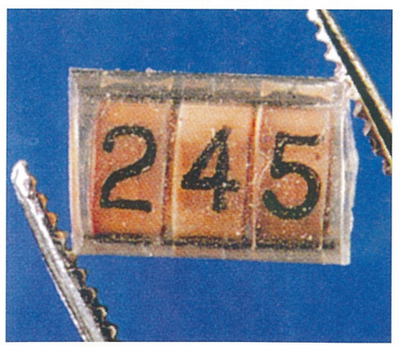


Fig.1 Leached Marker

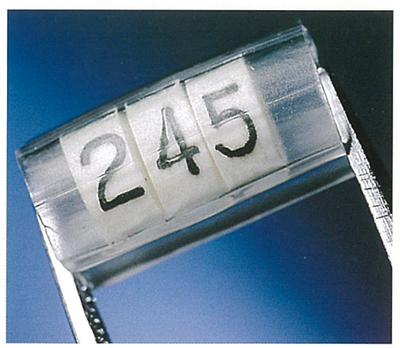


Fig.2 Grafoplast all over

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2. ***Freight paid - free into store***
3. ***Sufficient stock always held and available to customers***
4. ***"No questions asked" replacement policy***
5. ***Toll free telephone/fax numbers available to customers***

THE WORLD'S BEST WIREMARKING SYSTEM

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