

25.06.2007

---

## **Flexible cables are the most important system component**

Flexible cables come in all shapes and sizes. They vary in form and in construction and are system components integral to the function of other components (motor cable reels, festoon systems, energy guiding chains). How seamlessly the system works is reflected in the performance of the RTG, RMG and Ship-to-Shore cranes. That's why it's no wonder that when choosing the right cables, other variables are important to consider in addition to the initial cost.

### **Make the right choice with confidence**

Which cables are the right ones? And what is right? If you are deterred by the price tag you may lose sight of the final goal. Gear reliability and equipment performance over the course of the equipment's lifetime is determined by what kind of cable you choose. This is why precise knowledge about the cable's capabilities is highly relevant. He who doesn't pay close attention is frivolously playing with high stakes. That's why it is essential to conduct a thorough load test of the cable's parameters in conditions as close as possible to on-the-job working conditions.

### **System Calibration**

Knowing what works best may at first seem enough, but only the optimization of the interdependence of system components leads to the best middle or long-term performance. For example: a large, richly dimensioned round high voltage reeling cable may ensure a long lifespan, but this is heavy and leads to an unnecessarily large and expensive reeling system because of its size. Alternately, the lightly loaded round high voltage reeling cable suitable for theaters is very different from those used in handling containers. Choosing the right cable ensures cost-effective reeling and avoids frustration and setbacks. Implementing a system that functions seamlessly is essential.

25.06.2007

---

## **Manufacturer Neutrality**

In the world of energy supply, choosing the best cables for the job from a vast variety of options eventually comes to the fore. It is important to remain unattached to any particular manufacturer. When you are in a supermarket you don't make decisions based on brands, but on the best solution for your needs. Those using thermoplastic materials only because the production process of the manufacturer is aligned with it miss out on the manifold options offered on the market. If you think that rubber is to be used for all applications you are denying yourself opportunities for better efficiency. But if you focus on the customer's needs and implement advice that is manufacturer-neutral you will achieve a competitive advantage.

## **System warranty**

Not everything in life runs smoothly. What can you do when problems arise? A comprehensive warranty from the distributor is the only sure safeguard. Simply relying on every component distributor without knowing fully about each of the system's parts may shift responsibility to others. In short: a damaged cable doesn't necessarily mean that the cable itself was flawed. It can also be damaged by outside factors such as incorrect application or energy supply system. If you want to be sure, procure complete systems from dealers who respond quickly and comprehensively and are competent in repairing every facet of the system.

## **Service**

Client service means providing quality service in a field the provider himself deems important. In relation to the client (Original Equipment Manufacturers, companies) and regions (North America, Asia, Europe) this may mean different things. The system dealer is in charge of monitoring systems professionally and, when problems arise, promptly remedies

25.06.2007

---

the client's technical difficulties with appropriate solutions. It is unfortunately often observed that the vital beginning of the product's lifespan receives far too little attention. As a result, optimal system performance is not achieved. The right way to go about this is to pay close attention at the beginning stages of assembly as well — you wouldn't have a concert without tuning your instrument first.

## **Wampfler AG**

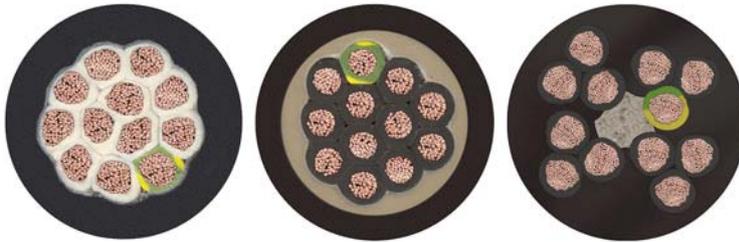
Wampfler AG is part of the Delachaux Group and is headquartered in Weil am Rhein, Germany. It is a world leader in production of mobile energy supply and data transmission systems. Wampfler is represented by twelve of its own companies and by several partners in nearly every key country. In 2006, the Wampfler Group, a team of approximately 500 people, generated sales of nearly 100 million Euro.



*Caption: A nearly authentic and therefore ideal testing area: Testtrack V-Rex on the premises of Wampfler AG in Weil am Rhein with a velocity of up to 300 meters per minute and a traverse path of up to 140 meters. A real load test for motor reels with medium voltage cables.*

25.06.2007

---



*Caption: Three products, three “Festoon” control cables, three different concepts, three times the advantages and disadvantages: Wampfler cables TXG-4, T3 and CXP-6. Optimal solutions can be found only in independent and neutral advice and can only be found without the influence of the producer.*

Date	25.06.2007
Autor	Michael Ibarth, Product Manager Cables, Wampfler AG
Amount	4.395 characters
Graphical material	PICT 07-02-05 V-Rex.jpg ; PICT 07-04-11 Leitungsvergleich.jpg

Print free of charge, voucher copy requested.

For further information please contact:

**Engel & Zimmermann AG**

Andreas Voelmle  
Am Schlosspark 15  
82131 Gauting,

Telefon 0 89 / 89 35 63 53  
Telefax: 0 89 / 89 39 84 29  
a.voelmle@engel-zimmermann.de

**Wampfler AG**

Marketing Communication  
Michael Kusch  
Rheinstraße 27 + 33  
79576 Weil am Rhein

Phone +49(0) 7621 / 662-492  
Fax +49(0) 7621 / 662-284  
mkusch@wampfler.com