

PERFORM BEYOND EXPECTATIONS



GLOBAL LEADERSHIP  
IN CABLING TECHNOLOGY

**Berk-Tek<sup>®</sup>**  
A NEXANS COMPANY

# The Berk-Tek Optimized Cabling Platform: *Keeping business in motion.*

To keep your business in top form, you need an infrastructure second to none. Combining technology and manufacturing expertise with an unwavering focus on customer needs, Berk-Tek delivers just such a cabling solution. Read on to see how we do it.

## OUTSTANDING PRODUCT PERFORMANCE

Product performance begins with strong engineering and design. The outstanding Berk-Tek product, process and manufacturing engineers are backed by an array of researchers and engineers within the Nexans R&D network. The dynamic interplay between the research, development and manufacturing focuses of our engineering teams delivers to you products guaranteed to perform.

## GUARANTEED RELIABILITY

Reliable product performance comes from the combination of a well-engineered product and stringent manufacturing processes. With state-of-the-art equipment for manufacturing, monitoring and testing, Berk-Tek facilities consistently exceed the stringent quality standards specified by the TL9000 designation. Every product is backed by our product warranty,

and when installed as part of an OASIS or Berk-Tek Leviton Technologies System, extended warranties of 15 years and **Limited Lifetime**, respectively, are available.

## CUSTOMER FOCUS

Our highly qualified sales force and technical support team provide industry expertise and experience to guide you through the entire project lifecycle, from the development of the design specification, through the bidding process, to purchasing, installation and support.

## READILY AVAILABLE

You have many choices of where to buy Berk-Tek products as they are in stock with a variety of distribution channels nationwide. All of our distribution partners are committed to providing you with high-quality customer service and will work with you to ensure that your materials are available on time.

## CERTIFIED INSTALLERS

Berk-Tek certifies only the most qualified cable installers who understand the applicable codes, guidelines and product capabilities, ensuring maximum network performance and proper installation.

## EXTENSIVE EXPERTISE AND EXPERIENCE

Working with Berk-Tek means that you have a partner that has experience in virtually every installation and application environment, including stadiums, schools, airports, data centers and countless campuses and office buildings worldwide. Berk-Tek and Nexans help to guide the development of the standards that govern the structured cabling industry. With positions on industry steering committees, we facilitate the evolution of best practices.



### COMPREHENSIVE PRODUCT ARRAY

With over 100 different network cable products, Berk-Tek offers one of the most complete product lines in the industry. And our product array continues to grow with enhancements to existing products and the addition of specialized cables to meet the specific needs of new markets and new applications.

### LEADING CORPORATE CITIZEN

In addition to our focus on exceeding technical cabling requirements, we also strive to be a leading corporate citizen. With environmentally-conscious manufacturing programs, progressive employment policies and a pledge to maintaining high-quality manufacturing facilities and jobs within the United States, Berk-Tek is committed not only to our customers, but also to our communities.

### GLOBAL REACH

When you work with Berk-Tek, you access the entire Nexans global organization. This provides you with the support of an organization that is focused on leading the development of cabling technology into new markets worldwide.

# *Beyond Standard Performance*

## **Guaranteed and Backed by *Independent Verification***

**Many manufacturers claim enhanced performance for return loss, near- and far-end crosstalk, and insertion loss. But who is willing to prove it?**

With our ETL LANmark™ Verification Program, we do just that. You can be certain that our LANmark Premium UTP products deliver on the promises offered in their specifications. With third-party verification from Intertek that verifies performance to our own above standard product performance parameters, there can be no doubt as to the robustness of the LANmark-350, LANmark-1000, LANmark-2000 and LANmark-10G2 cables.

Berk-Tek is the first manufacturer to establish this level of testing with Intertek, the world's largest independent testing, inspection and certification provider and proprietor of the ETL Verification Mark. To support the ongoing program, Intertek will select LANmark-350, LANmark-1000, LANmark-2000 and LANmark-10G2 products at random directly from the manufacturing floor and then test to the rigorous specifications outlined in the Berk-Tek Product Specifications.

This is just one step Berk-Tek takes to make sure our customers can trust in the quality of our cable products.



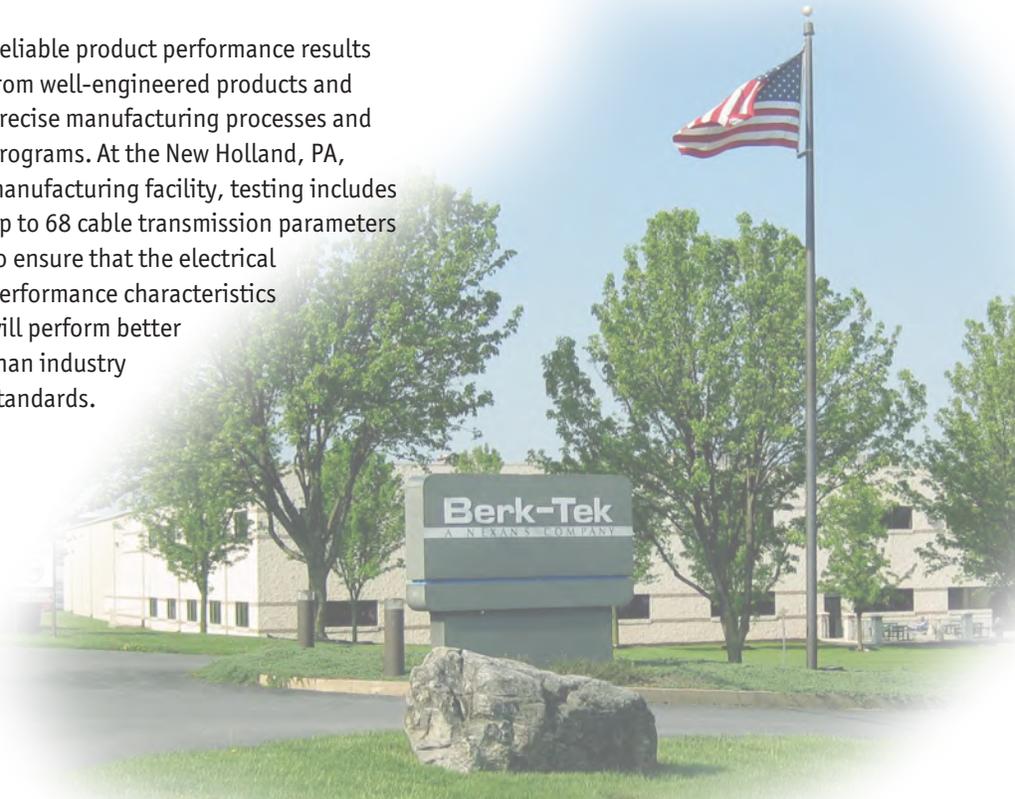
**Intertek**



# PROUDLY AMERICAN MADE

Berk-Tek is proud to state that our twisted pair and fiber optic cables are truly "Made in the USA" and meet the highest quality standards. We carry NAFTA certificates for all of our materials and finished goods and comply with Buy American requirements. In addition, all Berk-Tek products have passed stringent safety flame and fire ratings by the National Electric Code (NEC) administered by National Fire Protection Association (NFPA), the Canadian Standards Association (CSA) and European fire test standards through EN50266 and IEC 60332-3.

Reliable product performance results from well-engineered products and precise manufacturing processes and programs. At the New Holland, PA, manufacturing facility, testing includes up to 68 cable transmission parameters to ensure that the electrical performance characteristics will perform better than industry standards.





## Berk-Tek Copper Cables

### INNOVATIVE MANUFACTURING EXCELLENCE

Berk-Tek's consistent quality and on-time delivery are the result of strategic and on-going investment in state-of-the-art manufacturing and testing equipment and continuous improvement programs.

From Nexans copper rod to final out-the-door products, Berk-Tek is committed to manufacturing cables with an extra margin of performance that separates us from the rest. All products are backed by engineering, research and stringent testing before leaving the manufacturing floor.

We guarantee superior product performance backed by value-added procedures, including:

- ▶ In-line data collection for drawing and extrusion
- ▶ Computerized on-time delivery schedule through machine reporting on each component of the manufacturing process
- ▶ On-line monitoring of eccentricity, capacitance, diameter and concentricity parameters
- ▶ Performance to ISO 9001 certification standards and the TL9000 quality management system helps to drive continuous improvement, consistent quality and on-time delivery

# Berk-Tek Optical Fiber Cables

## PERFORMANCE EXCELLENCE THROUGH CONTINUOUS IMPROVEMENT

With a variety of quality programs ranging in scope from improved visual manufacturing processes to advanced Greenbelt Six Sigma training, the Berk-Tek Fuquay-Varina fiber manufacturing facility is focused on continuously improving the products we manufacture. Our state-of-the-art equipment and data acquisition tools enable us to leverage best practices, track trend data and bring higher quality products to market more quickly and more efficiently.

Complete optical testing is conducted at each step of the manufacturing process, enabling us to guarantee every product, every time.

The combination of manufacturing expertise and advanced research and development has given Berk-Tek the honor of many significant firsts, including:

- ▶ Adventum®, the first all-dry, loose tube, plenum indoor/outdoor fiber optic cable

- ▶ Micro Data Center Plenum, the world's smallest stranded loose tube fiber optic cable construction
- ▶ Performance to ISO 9001 certification standards and the TL9000 quality management system helps to drive continuous improvement, consistent quality and on-time delivery



## Berk-Tek Leviton Technologies: Unparalleled ROii™

You need a network that installs easily, works flawlessly and is guaranteed by manufacturers with a long history of service, innovation and quality. With Berk-Tek Leviton Technologies, that's what you get.

We're customer-focused, meaning we put you, the customer, at the center of everything we do. We're technology-driven so you get industry-leading innovations with outstanding performance. And we assure you the highest

quality solutions for every installation. The result is unparalleled return on your infrastructure investment.

Working with our certified contractors and integrators means you can secure an industry-leading limited lifetime product and performance warranty for qualified installations. This warranty is your assurance that your certified structured cabling system performance will exceed all relevant cabling system standards. If a warranty-related issue arises, our expert staff are always available for field support.



## OASIS: *The Advantage of an Open Architecture Approach.*

Fully leveraging high-speed network applications in the enterprise requires a structured cabling system that exceeds current and emerging standards, end-to-end. To achieve optimal network performance, every component in the system must be fully compatible, perfectly matched and expertly installed. The Berk-Tek Open Architecture Systems Interconnection Solutions (OASIS) program is powerful enough to deliver guaranteed performance over a full 15 years, yet flexible enough to utilize your

preference for connectivity with Hubbell Premise Wiring, DCS, or Simon.

At its core, OASIS utilizes Berk-Tek's premier LANmark™ series of UTP cables and our premium fiber optic technology in concert with connectivity provided by the industry's leading vendors. Every OASIS solution is carefully matched and qualified through extensive research and testing, providing guaranteed total channel performance and unmatched flexibility.



# Understanding the Impact.

Berk-Tek, a leader in the evolution of cabling technology, is working to be a leader in ecological responsibility. A greater understanding and appreciation of the impact of manufacturing processes and product components on the environment has prompted Berk-Tek to control and ameliorate our impact with both process improvements and internal greening programs. As a result, Berk-Tek continues to earn the EHP (Environment Highly Protected) label, the highest environmental rating per the ISO 14001 standards.

## ROHS

All products manufactured in New Holland, PA, and in Fuquay-Varina, NC, meet the European Union's Restriction of Hazardous Substances (RoHS) requirements. This standard requires that products be free of lead and various other heavy metal compounds that have been shown to be detrimental to both people and the environment.

## RECYCLING

Our scrap cable jacketing is reprocessed for use in other products, while our reusable copper can go back into cables or be reprocessed for other uses. Whenever possible we have transitioned from wooden reels to using plastic reels that are made from 100% recycled materials and are themselves recyclable. And we continue to research new environmentally friendly materials for our products.

## RECYCLING

4M ZVY uses an evaporation system to handle the water used throughout the manufacturing process.

All sanitary water is treated on-site and meets strict EPA standards before being released into the environment. This prevents approximately 200,000 gallons of contaminated water from entering our local rivers and lakes.

## ENERGY EFFICIENT LIGHTING

Berk-Tek reduced our total energy demand by 10% with the simple step of changing the lighting within our facilities. Installing this technology has significantly reduced the amount of carbon dioxide released into the environment—equal to saving 367 acres of forest or removing 233 cars from the road each year.



## Global Leadership in Cabling Technology

When you work with Berk-Tek, you work with Nexans, the global expert in cables and cabling systems. With a presence in 30 countries and more than 21,000 employees worldwide, you have access to the collective expertise and reach of an organization that is focused on leading the development of innovative cabling technology for new markets and new opportunities.

Each of the three Berk-Tek United States manufacturing facilities focuses on different types of data communications cabling. This specialization allows for the development of expertise and process control and ensures that your cables meet the highest quality standards.

Berk-Tek's commitment to manufacturing excellence and leadership can be seen in our many continuous improvement programs. We utilize an automated shop floor data acquisition system that is able to track over 100 different product and process quality parameters, and we continue to cultivate internal Six Sigma Quality experts. All of these efforts are undertaken to ensure consistent product quality for our customers.



# The Nexans Data Communications Competence Center

Part of the Nexans' worldwide R&D network, the Data Communications Competence Center is a state-of-the-art research and development facility located at the Berk-Tek headquarters in New Holland, PA.

The Competence Center offers extensive technical expertise and capabilities by focusing on:

- ▶ Advanced product design and analysis
- ▶ Standardization and emerging technologies
- ▶ Advanced material development
- ▶ Application engineering and development
- ▶ Advanced manufacturing processes

Through sophisticated design, analysis and modeling tools, an international team explores the complex interaction of characteristics that influence network performance. From optimizing legacy LAN cabling systems to leading-edge, multi-gigabit data communications networks, the Competence Center provides a reliable benchmark for both product and technology development.

**THE RESULT:** more robust network operations, reduced cost of ownership, and industry-leading solutions that routinely exceed expectations for performance and reliability.



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