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Communications
Offers & Insights

Summer Issue 2012

On a Never-Ending QuEST to Improve Network Service and Reliability



INSIDE

**The Value of Benchmarking
Within the Information and
Communications Industry**

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"The Inside View"

by Nicole Pemberton

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PROTECTED

MAKING CONNECTIONS, DELIVERING RESULTS



**See the Flexible Fiber Box
at the TIA Show June 5 - 7
KGP Booth #124**

KGP Logistics has partnered with TE Connectivity (TE) to offer customers the highest quality connectivity solutions to address the needs of every location in the network. Quality TE products and KGP Logistics' supply chain expertise connects you with the most flexible network solutions available on the market today.

Tyco Electronics and ADC
are now **TE Connectivity**.

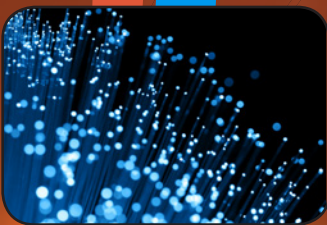
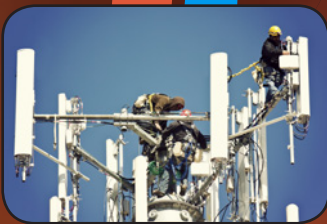
FLEXIBILITY, PROTECTION, EASY INSTALLATION

TE's Flexible Fiber Box (FFB) is designed to address the unique challenges of indoor and outside plant fiber installations. Available in two base configurations, Fixed and Rapid, the FFB promotes true flexibility with easily interchangeable components for term, sliding adapter pack, fixed bulkhead, splice, MPO and hardened multifiber optical connector (HMFOC) configurations.



For more information, connect with KGP Logistics
at 1-800-755-1950 or kgplogistics.com.

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KGP Logistics is one of the country's largest single-source, value-added providers of supply chain services, communications equipment and integrated solutions to the telecommunications industry. We have a diverse and valued customer base, a national logistics network, and a portfolio of manufacturer partnerships that is second to none.

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KGP Logistics is a certified to the TL 9000
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Inside View



by Nicole Pemberton
KGP Logistics Procurement &
Inventory Management Director

KGP Logistics' strategic investment decision was in keeping with our mission of exceeding our customers' expectations at the lowest total cost

Logility Means Greater Supply Chain Management Ability and Lower Costs

In June, 2010, KGP Logistics began implementing a new, enhanced supply chain management system, Logility Voyager, which became fully operational at the end of last year. This new software solution has already led to improved inventory management and control, increased flexibility to adjust for fluctuating market or supply chain conditions, and greater real-time intelligence across the spectrum from sourcing or replenishment to final delivery.

It incorporates all aspects of our distribution system, including kitting, product integration and assembly (EF&I), as well as, pick pack and ship.

More importantly, Logility Voyager enables us to closely collaborate with our customers to precisely forecast their needs and optimize available inventories, so they receive the right products at just the right time.

KGP Logistics previously had a very functional supply chain system in place, but it didn't provide the advanced capabilities and tools our inventory management experts were looking for to provide our customers with every possible advantage.

It came down to a strategic investment decision which aligned with our company mission of exceeding our customers' expectations at the lowest total cost. Logility Voyager enables us to be more effective at meeting even higher service levels and provides more valuable insights and data that can drive down costs and reduce supply chain frustrations or delays.

Two of the most critical advantages Logility Voyager provides are in the areas of inventory forecasting accuracy and optimizing inventory for variations due to seasonality and budget cycles, as well as customer-specific demand patterns. Our customer's demand patterns can include small, frequent truck stock orders; large, periodic storeroom replenishment orders; occasional-use maintenance and repair parts; or materials for projects that vary from sporadic

to routine in nature. These variations require different forecast modeling and inventory planning techniques to provide the optimal level of inventory. Providing a high degree of product availability at the lowest total cost and the flexibility to adjust with the changing needs of our customers allows KGP Logistics to offer advantages that other distributors cannot. Both capabilities are strengthened even more through regular, collaborative interactions between KGP Logistics and our customers.

Together, we can now look at a variety of statistical models and the latest market intelligence to assure on-time product delivery.

This process is much more proactive than before. For example, working closely with our customers, we can predict seasonal influences on supplies; tailor stocking levels to spend cycles; prepare for impacts of weather or natural disasters; take advantage of advance notifications of price increases, fluctuations or product discontinuations; or react more opportunistically to situations as they arise, such as broadband stimulus projects or special product promotions. Also, by incorporating customer purchase histories into our forecasts, we can better predict future expectations and shorten the supply cycle. We can also strategize with customers on the best way to handle unique situations on a go-forward basis.

Meeting with customers on a monthly or quarterly basis facilitates a more efficient and effective inventory planning process and allows Logility Voyager and KGP Logistics the ability to mitigate risks and successfully leverage each customer's inventory investment.

Nicole Pemberton
Director of Procurement
KGP Logistics



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The Value of Benchmarking Within the Information and Communications Industry



TL9000TM

On a Never-Ending QuEST to Improve Network Service and Reliability

The death knell for any business is stagnation or complacency. The minute a company takes its eyes off the pursuit of improvement, it has already begun to lose ground. Most businesses are keenly aware of this fact, but not all agree on the path to excellence.

As a means of addressing this critical issue, specifically within the communications industry, QuEST Forum (questforum.org) was formed in 1998. Its vision is to “be the global force for improving quality of products and services delivered to customers of information and communication technologies (ICT).”

QuEST Forum’s first and foremost initiative was the development and implementation of TL 9000, the industry’s own quality management system, built on some of the same principles and practices employed by ISO 9001.

However, the true strength of QuEST Forum comes from its members, represented by a diversity of respected manufacturers, suppliers, contractors/subcontractors, service providers and network operators, who join together in a cooperative environment to develop innovative and practical solutions to many universally encountered industry problems.

The overall mission for QuEST Forum members is to “drive the adoption of TL 9000 through global collaboration, evolving the requirements, measurements and 3rd party registration process while sharing best practices.”

Granted, that may seem both grandiose and daunting. But in its real-world application, TL 9000 has already proven to represent a substantial advantage for those companies that have chosen to participate.

To provide a more pointed example of QuEST Forum’s impact on member companies, this article focuses on a very carefully defined initiative launched in 2009 and pertaining directly to network operators and service providers. The QuEST Forum Executive Board Strategic Initiative was charged with conducting a Network Service and Reliability Benchmarking Study, known as EB6, to establish common industry performance standards and metrics.



About Us

- » Formed in 1998
- » A driving force for adoption of the TL 9000 QMS
- » Comprised of:
 - Executive Board
 - Work Groups
 - Regions
 - Hubs
- » Current membership of more than 150+ companies



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General Cable manufactures a complete line of Premise Copper Category Cable, Fiber Optic Cable, Electronics Cable and Outside Plant Wire and Cable to meet all communications requirements. Our wire and cable keep information flowing — facilitating a nonstop stream of signals, words and images that transcends speed and geographic limits.



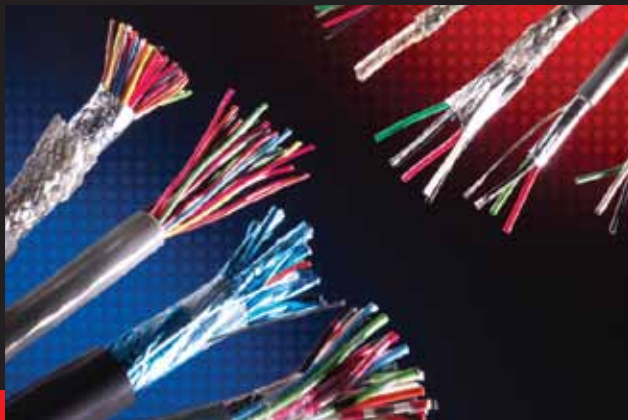
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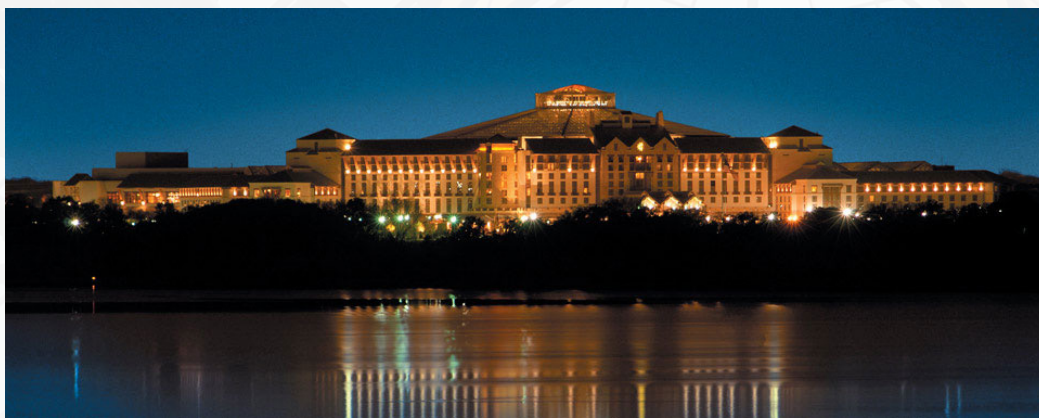




Join KGP Logistics at the TIA 2012 Convention & Trade Show

Booth #124

Come and experience first hand a unique, comprehensive set of products and service solutions. KGP Logistics Technology Tour provides you with the opportunity to learn up close about FTTx products, Wireless Backhaul and Access platforms, EF&I integrated solutions and deployment, technology options and more.





History

- 1998 - QuEST Forum is formed.
- 1999 - Unveils its first TL 9000 Requirements
- 2000 - Launches the first Best Practices Conference
- 2007 - Greater China Regional Hub is established
- 2009 - Established a Global Network Benchmarking Study for Network Reliability Centers

Company self-reflection is never the most accurate indicator of quality or performance.

Just as a mirror only reflects an image of oneself at a certain instant in time and nothing of a broader picture or context, that is the same limitation of some quality improvement programs. They are more like a mirror than a useful comparison tool. This is also the reason for laying out relevant, industry-wide measures for the EB6 benchmarking study.

Amador Lucero, Vice President of Network Operations and Reliability at CenturyLink, and also QuEST Forum Board Member and EB6 Group Leader, explained, "I have 40 years of experience in the industry and have been involved in a number of Quality Management System (QMS) initiatives, but it didn't seem to matter whether it was Sigma, Six Sigma or whatever, most of them had to do with measuring quality metrics against yourself."

"The difference with TL 9000, and what makes the benchmarking study metrics and standards we've developed so unique, is that they can be used to compare – not only your own company performance – but also your performance relative to other key industry players on a best-in-class, worst-in-class and industry-average basis."

"For me and my team, there's no more powerful motivator than having that kind of valuable, comparative data for identifying and implementing necessary changes. When you know exactly where you stand, you're in a much better position to correct problems and make informed decisions."

Over the past three years, the EB6 team has invested many hours each month working on the study. The initial hurdle for those involved – many of whom are direct industry competitors – was to verify that all of the data submitted by participant companies would be completely anonymous and the safety and integrity of the data would be assured.

Once that level of trust was established, moving forward was relatively easy. At this point, many of the measurements have been decided upon, and the EB6 group currently spends most of its time looking at the data collected, determining what is most relevant and making refinements, if needed, so that the information is as useful as possible.

"When you know exactly where you stand, you're in a much better position to correct problems and make informed decisions."

- Amador Lucero, QuEST Forum Board Member and EB6 Team Leader



To learn more about QuEST Forum and TL 9000, go to questforum.org, tl9000.org or send an email with your questions to information@questforum.org.

Employing network quality measures that lead to customer retention and growth.

Jeanie York, Director of CenturyLink's Network Management Center, was recruited by Amador Lucero to serve on the EB6 team. She became involved after some of the measures had already been adopted. However, she also contributed greatly to the implementation and advancement of those, as well as in helping to define new measures going forward.

"Any time you create standards involving input from organizations from all over the competitive world, it takes a little bit for people to feel comfortable and get used to being in an open, sharing environment where you're talking about performance," York observed. "But once participants got past concerns about whether their data would be visible to other members, we moved quickly in working closely on determining the factors that are most relevant and important to measure in the context of network service and reliability within a carrier network."

"Many of the participant companies had already been measuring some of the same things, but in very different ways. So establishing uniformity and conformance was vital and apparent."

One of the first key benchmarking measures to achieve consensus was Mean Time to Repair Service (MTRS), a measurement of how long it takes to restore service following a network event or outage. Member companies that had already been tracking this particular metric had plenty of historical data on hand to submit. From the statistically valid information derived, monthly reports are issued to member companies to show whether they are best-in-class, worst-in-class or somewhere in between. "Once they ascertain their place within the industry in regard to how quickly they fix things, they can make some decisions about process improvements," said York.

A second strategic measurement adopted was Global Service Indicator (GSI), which is the end result of MTRS in that it measures the related service performance from a customer experience or outcome.

Metrics are continually evolving as new operational topics are deemed of value.

New areas just starting to be defined and benchmarked in 2012 are eight Change Management measures, which put a magnifying glass on how network change events impact the customer.

"These measures will be immensely helpful to look at," Lucero affirmed. "Because whenever you're performing network changes,

"Many of the participant companies had already been measuring some of the same things, but in very different ways. So establishing uniformity and conformance was vital and apparent."

- Jeanie York, QuEST Forum EB6 Team Member



TL9000



The Value of Benchmarking

- » Evaluates performance measures and goal-setting
- » Helps identify and facilitate sharing of key performance factors
- » Enhances network opportunities and best practices approach to improvement
- » Facilitates collaboration among members on the development and evolution of performance measures

"If you're doing well and functioning at a best-in-class level, the customers will see it, and that's where we all want to be."

- Amador Lucero, QuEST Forum Board Member and EB6 Team Leader

if you don't pull them off right, you are creating some pretty serious grief for yourself and your customers. The timing, processes and performance have to be managed perfectly, so that service isn't lost."

York added, "Having regimented and effective change management processes is very critical to carriers in regard to customer experiences." Lucero continued, "Positive performance leads to higher customer retention, and in our company, I can't stress this enough. My mantra is: 'Let's not give our customers any reason to get off our network.'"

Healthy debate continues within the study group on change management metrics that everyone can agree on and how to best capture and measure the data.

"The value of the data is that it tells you, right away, if there is something exceedingly wrong with your processes in respect to industry norms. It gives you a very clear indicator that you need to go in and look at business practices or processes to discover what is not working and dig into them more to correct the situation," said York.

"If you're doing well and functioning at a best-in-class level, the customers will see it, and that's where we all want to be," stated Lucero. "A reliable network has much greater potential to generate revenue and growth."

To date, the benchmarking study has focused on wired networks. There are however, plans to include wireless metrics, and another board initiative, known as EB9, is now underway to examine Next Generation networks, including Ethernet, IP, 4G and more.

"QuEST Forum and the Executive Board constantly talk about 'what are the strategies to move us toward the Next Generation networks, and what can we do to bring in some of those new suppliers,'" Lucero declared. "We're also starting to talk about the Managed Services arena."

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Bharti Airtel Ltd.

David Stahl
Tellabs

Zhang Wei Hua
China Telecom Shanghai

Opportunities still exist for others to benefit from QuEST Forum and TL 9000.

There's no question of the need to routinely monitor and track operational data and to make the numbers meaningful within a broader competitive framework – whether for suppliers, manufacturers, contractors and service providers; major national carriers or Independent Local Exchange Carriers.

There's also the need for a standardized set of metrics against which quality and performance can be accurately measured, regionally, nationwide or globally.

Participant companies that collect and submit their data are able to share in the aggregate findings. This creates opportunities to discuss new ideas and establish best practices. By comparing results across a spectrum of functions, areas in need of improvement are revealed, and if properly addressed, give companies the ability to transform themselves.

In a similar way as the saying, "A rising tide lifts all boats," it is easy to see how all participant companies will eventually boost each others' performance through greater competition and sharing. In which case, they all win, and the customer wins, too.

Trevor Putrah, KGP Logistics President/COO, and current QuEST Forum Executive Board Chair, is actively reaching out to industry-related companies and asking them to join. "We want more thought leaders and subject matter experts to help build upon our mutual success," stated Putrah. "This is not a one-size-fits-all, off-the-rack quality management process. It is designed from within the industry by those who know the issues and challenges intimately."

"Once you can make a connection, and get a company to understand what can be gained in their own business practices, whether it's customer retention, revenue retention, reliability or growth, they are usually very interested," York concluded.

"We want more thought leaders and subject matter experts to help build upon our mutual success."

- Trevor Putrah, QuEST Forum Executive Board Chair



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A metal wiring enclosure is easily mounted between wall studs or on any flat surface—typically in basements, utility rooms or garages. Independent modules are added to provide connectivity between incoming services and the pre-wired distribution plan for the home. Once wired, each room has access to all services at the homeowner's discretion.

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- Connect computers to the Internet at multiple locations
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- Consolidate all multimedia connections for convenience and simplicity
- Plan for future technology



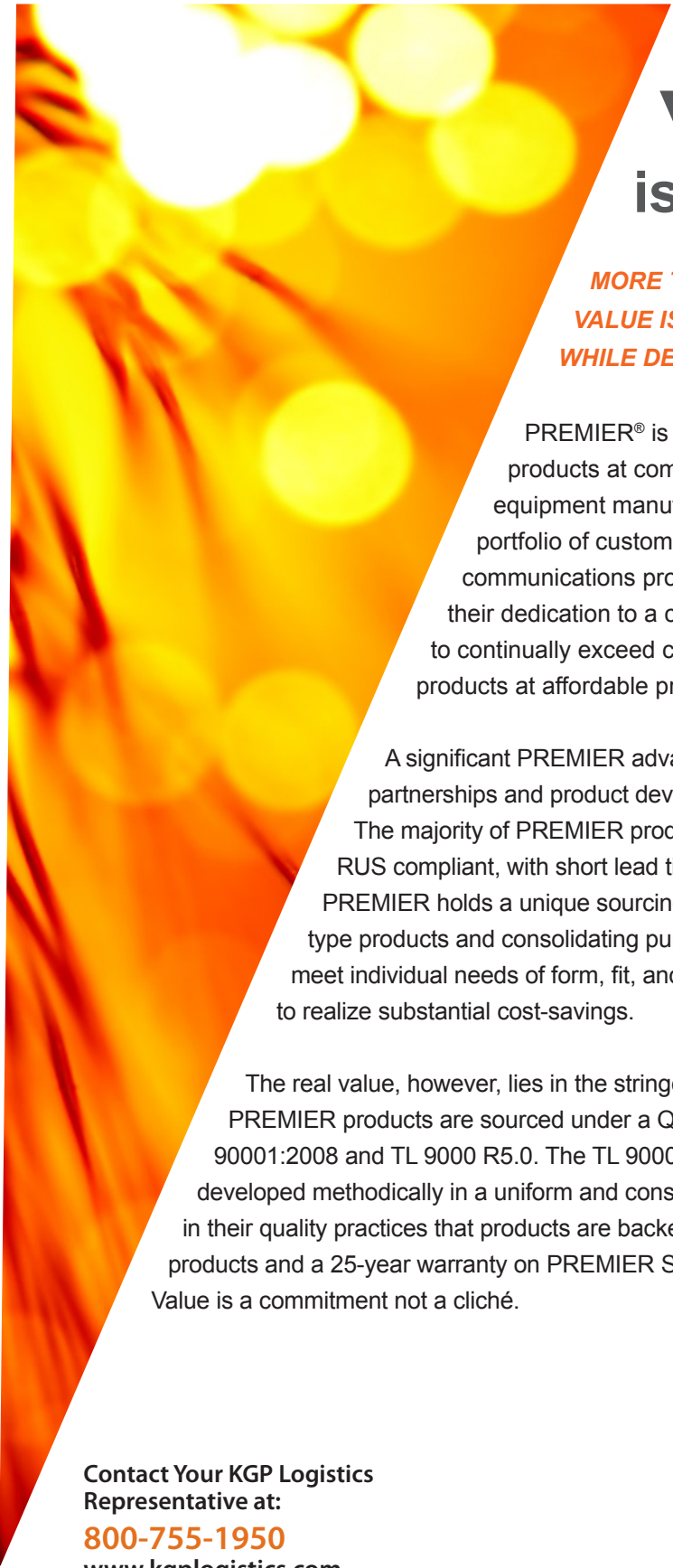
Step 1, Select Enclosure (Modules sold separately)

Description	Item Number
14 inch metal enclosure with lockable reversible door	0000069152
28 inch metal enclosure with lockable reversible door	0000123887
48 inch metal enclosure with reversible door	0000069155

Step 2, Select Appropriate Modules

Description	Item Number
8 Port Basic Telecom Module	0000069145
8 Port Expansion Module	0000069146
Multi-port Patchable Telecom Module	0000069151
8 Port Data Network Module	0000069147
8 Port Ethernet Switch 10/100	0000293644
8 Port Video Distribution Module	0000069150
1 Port 10dB Video Amplifier	0000069149
6 Port Audio Distribution Module	0000094924
Additional 1 Foot Patch Cords (package of 8)	0000094923
Blank Module (with Mounting Lip & Velcro Strap)	0000199400

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Features & Benefits

- » Outdoor housing with environmental protection
- » Wall or conduit mounting options
- » Wiring terminals for each splitter port (Network, Data, Voice)
- » ANSI T1.413 compliant
- » UL-listed to U.S. and Canadian safety standards
- » FCC registered; Part 68 compliant
- » Provides network test signatures
- » Can be mounted in wiring closet
- » Simple screw terminal installation

Ordering Information

Item Number	Part Number	Description
0000161278	PT-DSL-OD-SPLIT	ADSL POTS Splitter

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Convenient - The next generation of Fire Ant control is now available in convenient 4 oz packaging. Individual packages are shipped and stored in user friendly, waterproof buckets with 100 single application packets (4 bags of 25 packets) in each bucket. HY-END Bifen is also available in a 64 oz. shaker can with 8 cans per case.



Applications

NaturChem's HY-END Bifen is labeled to be used for Fire Ant Control in and around the following locations:

- » Telecommunications equipment
- » Pad mounted transformers
- » Underground power cable splice boxes and vaults
- » Telephone pedestals and cables
- » A/C or air handling systems (around homes and commercial locations)
- » Traffic signal boxes
- » Railroad control/communications boxes
- » Electric and water meter boxes
- » Cable television pedestals
- » Runway lighting boxes, and lighting control buildings and boxes
- » Ground mounted utility cabinets
- » Utility poles
- » Boxes, closures, interfaces, protectors, terminals
- » Fire alarm systems, lights and alarms

Ordering Information

Item Number	Part Number	Description
0000358307	HY-END Bifen ITP®	Fire Ant Control, Bucket of 100 4 oz packets - 4 bags of 25 packets in bucket - One 4 oz. packet covers 1 ft ² (12"x12")
0000291673	HY-END Bifen S	Fire Ant Control, 64oz Shaker Can - One can covers up to 266 ft ²

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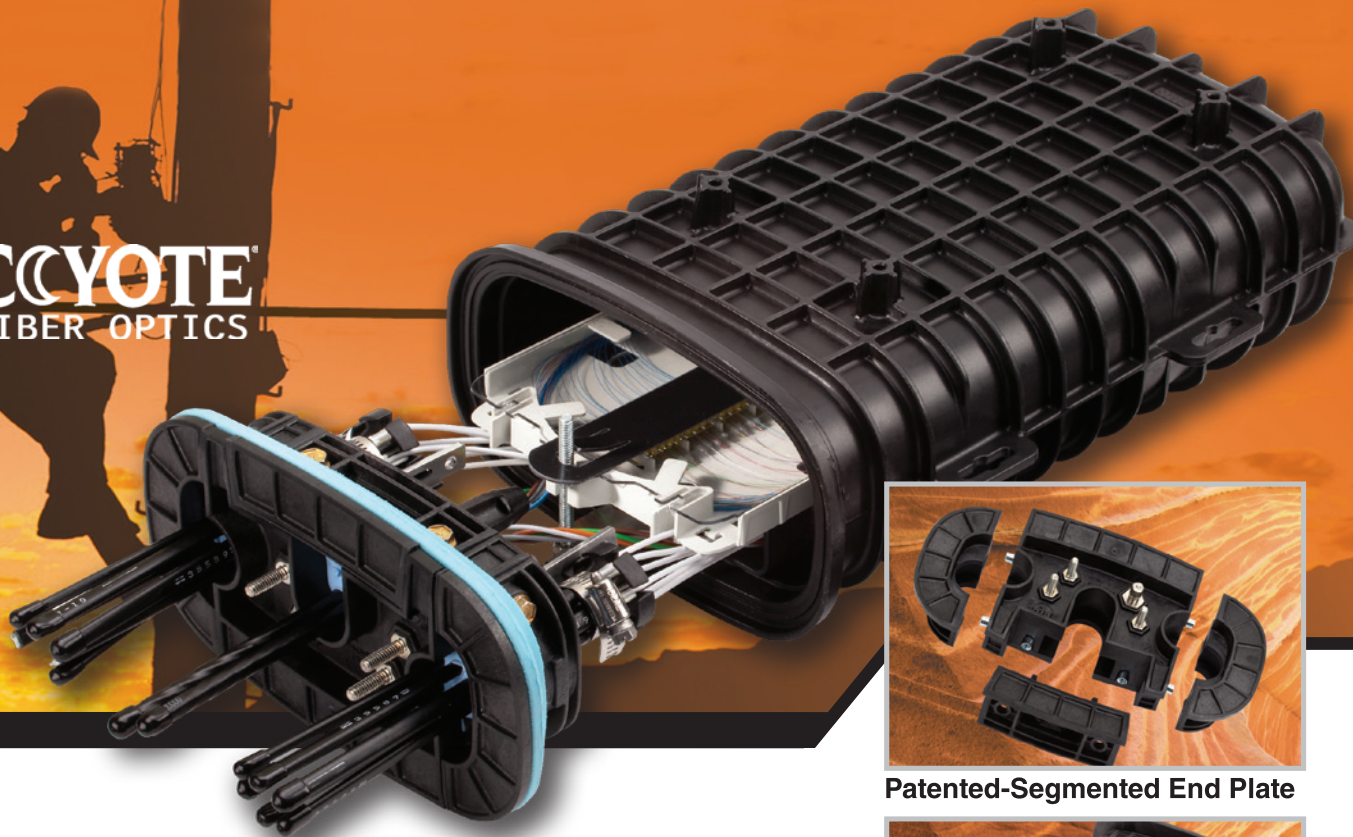
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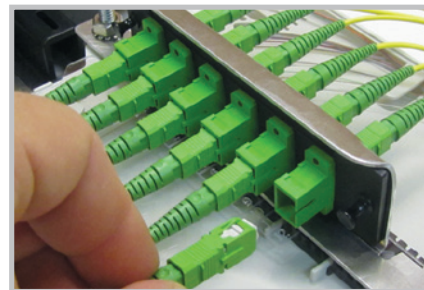
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- Ideal for FTTH deployment and back-haul networks
- Three ports with independent access



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KGP Logistics Item #	Mfgr Part #	Description
Comtrend		Home Networking Devices
0000359578	ER-5840n	Router, 4 Port, 10/100, 150 Mbps, 802.11N
Call KGP Logistics at 1-800-755-1950 for Details	WR-5882	Router, 4 LAN Ports, 10/100Mbps, 300Mbps, 802.11N
Call KGP Logistics at 1-800-755-1950 for Details	WD-1021	Adapter, Wireless, Mini USB, 300Mbps w/One-Touch WPS
0000302395	AR-5381u	Gateway, ADSL2 Plus, 11n, 4 Ethernet, USB, Client
Call KGP Logistics at 1-800-755-1950 for Details	WAP-5836	Access Point, Wireless, 5 GHz, 3x3 MIMO, HD, (Min 2 units per location)
Call KGP Logistics at 1-800-755-1950 for Details	WAP-5883	Access Point, Wireless N, Repeater & Extender, 300Mbps, Client, Wall Plug Design
0000356633	GS-7308	Switch, 5 Port, Gigabit
0000356632	GS-7305	Switch, 8 Port, Gigabit
0000358329	CM-6200un	Modem/Router, For Cable, 4 Port, DOCSIS 2.0 with 802.11N
0000358330	CM-6300n	Modem/Router, For Cable, 4 Port, 8x4, DOCSIS 3.0 with 802.11N

Corning		Multi-Port Terminal Solutions
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General Cable		Cable Categories
Call KGP Logistics at 1-800-755-1950 for Details		Fiber Optic Cable
Call KGP Logistics at 1-800-755-1950 for Details		Outside Plant Wire and Cable
Call KGP Logistics at 1-800-755-1950 for Details		Electronics Cable
Call KGP Logistics at 1-800-755-1950 for Details		Premise Copper Category Cable

IMC Networks		Media Converters
0000367125	856-19718	IE-MiniFiberLinX-II, TP-TX/FX-MM850-SC (-20°C to +70°C)
0000367126	856-19725	IE-MiniFiberLinX-II, TP-TX/FX-SM1310/PLUS-SC
0000367127	856-19730	IE-MiniFiberLinX-II, TP-TX/FX-SM1550/LONG-SC
0000367128	858-11121	IE-MultiWay, 2TX/2SFP
0000367129	854-11121	IE-MultiWay Module, 2TX/2SFP

Ordering Guide

KGP Logistics Item #	Mfgr Part #	Description
Preformed Line Products		COYOTE ONE Closure Kits
0000366758	COY1-001	COYOTE ONE with Buffer Tube Organizer
0000366759	COY1-002	COYOTE ONE with Universal Organizer for Ribbon or Buffer Tube
Preformed Line Products		COYOTE ONE Accessories
0000366760	80811036	6 PORT DROP CABLE RETENTION BOBBIN KIT
0000366761	80811037	4 Port Cable Retention Bobbin Kit
Call KGP Logistics at 1-800-755-1950 for Details		Mounting Hardware
PREMIER		Fire Ant Control
0000358307	HY-END Bifen ITP®	Fire Ant Control, Bucket of 100 4 oz packets - 4 bags of 25 packets in bucket - One 4 oz. packet covers 1 ft2 (12"x12")
0000291673	HY-END Bifen S	Fire Ant Control, 64oz Shaker Can - One can covers up to 266 ft2
PREMIER		ADSL POTS Splitter
0000161278	PT-DSL-OD-SPLIT	ADSL POTS Splitter
PREMIER		Residential Wiring System Enclosures
0000069152	PT-5001-B14	14 inch metal enclosure with lockable reversible door
0000123887	PT-5001-B28	28 inch metal enclosure with lockable reversible door
0000069155	PT-5001-B48	48 inch metal enclosure with reversible door
		Residential Wiring System Modules
0000069145	PT-5001-BT	8 Port Basic Telecom Module
0000069146	PT-5001-ET	8 Port Expansion Module
0000069151	PT-5001-CD	Multi-port Patchable Telecom Module
0000069147	PT-5001-DN	8 Port Data Network Module
0000293644	PT-6008G	8 Port Ethernet Switch 10/100
0000069150	PT-5001-VD	8 Port Video Distribution Module
0000069149	PT-5001-VA	1 Port 10dB Video Amplifier
0000094924	PT-5410-6	6 Port Audio Distribution Module
0000094923	PT-5001-8PC	Additional 1 Foot Patch Cords (package of 8)
0000199400	PT-5820-BLANK	Blank Module (with Mounting Lip & Velcro Strap)
TE Connectivity		Flexible Fiber Box
Call KGP Logistics at 1-800-755-1950 for Details		



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Our website has many features that help you manage your business more efficiently.

KGP Logistics Overview of “Alternates and Equivalents”.

When available, links for Alternates and Equivalents are displayed directly below the item. Clicking on these links takes you to the “Related Items” page.

OUTSIDE PLANT > DROP HARDWARE-OSP > DROP CLAMPS-TELECOM > PREMIER

Related Items

Drop Wire Clamp 2-pair Stainless Steel with Dimpled Shim Ref 907D (Packaged 2 each per bag and 25 bags per box) EA= 1 Bg
= 2
Item #: 0000028826

[Equivalent Items](#) - [Alternate Items](#)

Equivalent Items

The following items meet the same technical specifications as the item you've selected. To check on availability at the Distribution Center nearest you, click "Quantity Available." To order the item, enter an Order Quantity and click "Add to Cart."

ID Item #	Description	Model #	Minimum Quantity	Unit of Measure	Image *	Quantity Available	Order Quantity	Price
Customer Part #	Manufacturer	Manufacturer Part #	Order Multiple	Package Quantity		PDF		
1 0000112812	Clamp Drop Wire 2-Pair Stainless Steel Perforated Shim (25 Per Box 400 Per Carton)		25	EA		26248		
	7500 - PREMIER	909	25	1				0.4165
2 7214570318	Clamp Drop Wire 1-2 Pair Stainless Steel Serrated 2/Bg *P*		1	PK		635		
	102410 - BELDEN CDT (ELECTRONICS)	2388885	1	2				1.4327
3 7214570450	Clamp DROP Wire 2-PR SS DIMPLED 2-BG (SEE SPQ V 7500) (Order Multiple = 50)		1	PK		Backorder		
	100920 - ALLIED BOLT INCORPORATED	907D	1	2				0.76092

[Add to Cart](#)

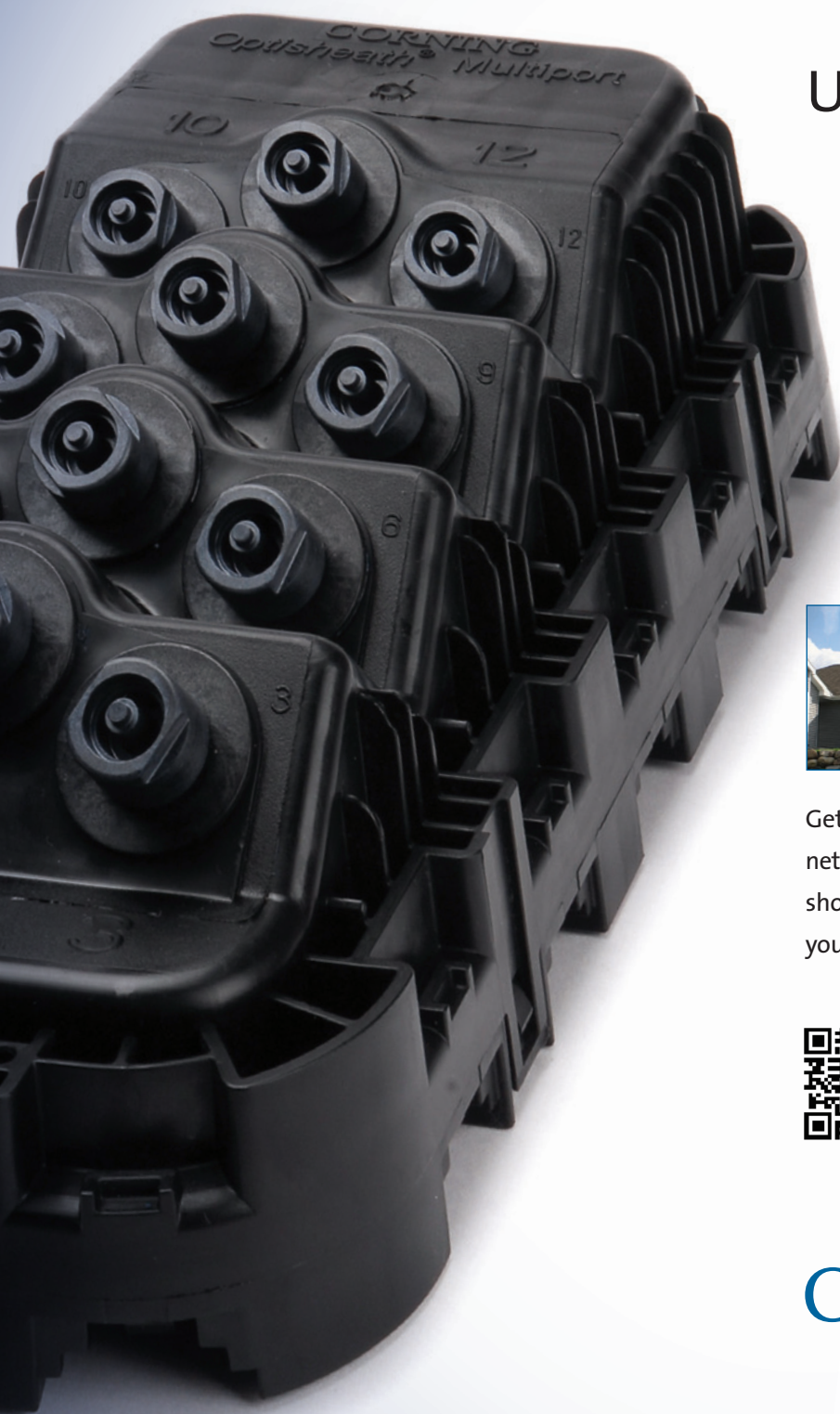
Alternate Items

The following items are similar to the technical specifications of the item you've selected. To check on availability at the Distribution Center nearest you, click "Quantity Available." To order the item, enter an Order Quantity and click "Add to Cart."

ID Item #	Description	Model #	Minimum Quantity	Unit of Measure	Image *	Quantity Available	Order Quantity	Price
Customer Part #	Manufacturer	Manufacturer Part #	Order Multiple	Package Quantity		PDF		
4 0000025498	Clamp Drop Wire 1-2 Pair Stainless Steel With Neoprene Shim		1	PK		Drop ship		
	100920 - ALLIED BOLT INCORPORATED	907N	1	1				0.90
5 7200010318	Clamp Drop Wire B Aluminum 1-2 Pair Serrated To Support Both End Of Telephone Drop At Strand and Building Inner Pack 25 CAT380		25	EA		Backorder		
	102410 - BELDEN CDT (ELECTRONICS)	2344444	25	1				0.44393
6 7212630318	Clamp Drop Wire B Aluminum 1-2 Pair Serrated To Support Both End Of Telephone Drop At Strand and Building 23-44441		500	EA		Drop ship		
	102410 - BELDEN CDT (ELECTRONICS)	2344441	500	1				0.47555
7 7260690495	Clamp Drop Wire 2 Pair Perforated Shim Stainless Steel 2PRMS		1	PK		753		
	109250 - MACLEAN POWER SYSTEMS	2PRMS	1	2				1.09202

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KGP Logistics 2012 Mobile Technology Tour & Trade Show Schedule

Date	Event	Location
June		
June 5-7	TIA 2012 Inside The Network Show	Dallas, TX
June 12-13	ITA Annual Conference	Bloomington, IL
June 14-16	Telephone Association of Maine (TAM) Annual Convention	Rockport, ME
July / August		
July 31 -Aug 2	Tri State Telecommunications Conference (WY, ID, UT)	Jackson, WY

Contact your KGP Logistics
Representative at:
800-755-1950
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