

# Cable Lore

**ANACONDA** 

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Issue No. 10

December 27, 1965

## THE MOST SIGNIFICANT AND RELIABLE CABLE DATA AVAILABLE IS THE SUCCESSFUL FIELD PERFORMANCE OF THE STANDARD PRODUCT LINE.

Good test data obtained under a standard, reproducible set of conditions produces facts that are invaluable in establishing statistical limits. These limits are a good measuring stick or guide-lines for additional improvement.

From the many requests for technical data and a seemingly hunger for information, it is not too difficult to deduct that the person requesting this data intends to use it as a clincher in a sales pitch. Sometimes there is disappointment that the data is not extrapolated into a guaranteed number of years of service.

The hesitancy to guarantee results is not unique. It's refreshing to switch the situation to where we are the customers and take a good, close look at our suppliers' attitudes along this line. Following is what four different, large, reputable suppliers have to say about their product or data. One of these could be your customer.

"The supplier makes no warranty of any kind, expressed or implied, concerning its use either singly or in combination with other substances. User assumes all risks incident to the use in any way of this product."

"This material is sold for industrial use only. Our recommendations for its use are based on tests believed reliable. Since the use is beyond our control, neither we nor the manufacturer can guarantee the results, whether or not such use is in accordance with directions. We disclaim any responsibility."

"We believe the information in this report to be accurate. However, with respect to the use of any formula or process described here, we do not guarantee results, freedom from patent infringement, or suitability of resultant products for any suggested application."

"The data presented herein are based on tests which are believed to be reliable. They are given for information only, as we cannot accept responsibility for operations not under our direct control."

We can have some sympathy and appreciation for these statements. Tests are run under controlled conditions, accelerated conditions, and simulated conditions. These four quotations

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sum up nicely the hesitancy for guaranteed results, namely:

1. The material is sold for a specific purpose.
2. Its use is based on tests believed to be reliable.
3. The end use of the product is beyond the control of the supplier.
4. Data are given for information only.

With all of these precautions, we still find suppliers' data useful as guideposts. We draw our strongest evidence from actual performance.

In general, the standard product line has withstood the toughest and most reliable test of all  
– customer acceptance based on performance.

Steve Bunish