

Recent Appointments

DSM Desotech is pleased to announce the following recent appointments:

Dr. Keqi Gan: Technical Service Manager, Fiber Optic Materials. Dr. Gan joined Desotech in 1997. Prior to being named Technical Service Manager, he held the positions of Research Chemist and Applications Engineer. Dr. Gan holds a Ph.D. in Polymer Science & Engineering from Lehigh University.



Kelly Hawkinson: Product Manager, Fiber Optic Materials. Ms. Hawkinson joined Desotech in 1997 and has since held several positions within both the analytical and R&D laboratories, most recently Project Chemist for Fiber Optic Materials. As Product Manager, she currently manages the Bufferlite™ and Cablelite® product lines.



Dr. Anthony Toussaint: Vice President of Research & Development. Dr. Toussaint joined Desotech in 1997 as a research chemist in fiber optic materials. He has since held the positions of Technical Team Leader and, most recently, Technical Director, Fiber Optic Materials. Dr. Toussaint holds a Ph.D. in Chemistry from the University of London.



Desotech Enforces German Patent Infringement Ruling on Optical Fiber Ink

DSM Desotech has initiated enforcement relative to a ruling by Germany's Düsseldorf Regional Court in connection with a patent infringement litigation brought by DSM Desotech BV (in Hoek van Holland) against KG Herkula Spezialfabrik.

In reaching its decision, the Düsseldorf Court relied on evidence that certain samples of Herkula's ink compositions infringe claim 1 of the German patent DE 199 24 381, owned by DSM. As a result of the ruling, an injunction has been issued on the supply and advertising in Germany of ink compositions for optical fibers that infringe this DSM patent.

"DSM Desotech is the leading supplier of UV-curable optical fiber coatings, inks and matrix materials to the optical fiber industry based on technical innovation and quality," says Desotech Vice President of Fiber Optic Materials Patrick Niels. "We continue to dedicate extensive resources to the development and support of the optical fiber industry, and protection of intellectual property rights is a natural extension of that effort."

Herkula has appealed the Düsseldorf court decision and the parties are further presently engaged in an invalidity proceeding in Munich, Germany regarding this matter.

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Editor

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Just a Reminder...

When looking to purchase DeSolite® recoat materials and/or DesoBond™ adhesives, please remember that these products are now available only through Desotech distributor **Fiber Optic Center**, and sold under the brand name **Angstrombond®**. Despite the new name, you can be sure that their quality remains unchanged. To learn more, contact Fiber Optic Center:

Fiber Optic Center
23 Centre Street
New Bedford, MA 02740.
www.focenter.com

To place orders:
Tel. +1-800-473-4237 (in the U.S.)
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DeSolite® next-generation coatings...

Innovation still in demand



The DeSolite® DP-1004/DS-2015 Coating System: Innovation Still in Demand



It's been just over a year since DSM Desotech introduced its next-generation fiber coating system, DeSolite DP-1004 (primary) and DeSolite DS-2015 (secondary). Since that time, industry acceptance has exceeded expectations—confirming that, even in difficult market conditions, coating innovation is still in demand.

“With global oversupply of optical fiber and the resulting depression of fiber prices, there was concern that fiber manufacturers would hesitate to try a new coating system,” says Desotech Marketing Manager Myron Bezdicek. “As everyone knows, such a change requires new draw trials, fiber tests and, in most cases, approvals by cabling and their customers. Any successful new system would have to provide significant advantages to merit the time and cost commitments.”

And that's exactly what the DeSolite DP-1004/DS-2015 system has done. With carefully designed rheology, low viscosity and reduced volatility, these new coatings facilitate ease of use, minimize tower down time and deliver excellent fiber consistency. It's a winning combination of performance factors helping fiber makers improve production efficiency and, ultimately, their bottom line.

“Rapid conversions to this new system in all regions of the world tell the story,” says Myron. “Today's fiber manufacturers need a coating system that can handle a multitude of draw conditions—different tower heights, cooling capabilities, die configurations, lamps, line speeds, etc. In better times, the industry could afford to take the time to customize coatings for specific draw conditions (or vice versa), but not anymore. Now process engineers need coatings that deliver excellent results with minimal alteration.”

Other benefits of the DP-1004/DS-2015 system are also gaining interest from the industry. DSM Desotech scientists have created new oligomers and combined them with patented adhesion promoters to achieve improved microbend resistance and fiber strength. Both are proving to be welcome performance advantages in a highly competitive marketplace.

“The simple explanation for the success of this new coating system is that it truly brings value for fiber makers,” says Myron. “By improving fiber quality, production efficiency and consistency—and combining it with an attractive price—the result has been one of Desotech's most successful coating systems ever.”

Managing the Supply Chain after Hurricane Katrina...

After the extensive damage done to the U.S. gulf coast by Hurricane Katrina, many customers have been wondering how Desotech has been affected. Though the full extent of the devastation is still being realized, numerous chemical plants throughout the region have been closed and the ripple effect is already being felt by the industry.

“Critical industrial areas have been hit and the damage is every bit as bad as what's been reported by the media,” says Purchasing Manager Dave Chase. “Fortunately, the majority of Desotech's immediate suppliers were not directly

affected— though there has been some damage to many of their chemical feed stocks. In the coming weeks and months we'll be watching to see how it all plays out.”

The two major issues affecting the ability of chemical producers to supply their products are energy and transportation. Power and natural gas need to be restored—and marine, truck and rail transport routes repaired—before plants can resume operations.

Another concern is exacerbation of the supply and demand imbalance for petroleum-based chemicals.



“As of mid-October, the natural gas and crude oil capacity utilization in the gulf states was below 50%,” says Chase. “Seeing no relief on the horizon from high energy costs, chemical manufacturers are passing them along by raising prices.”

Despite the upsets in the region, Desotech will continue to work closely with suppliers to ensure orders are placed well ahead of expected stock dates and supply chains remain in good shape. So far, no major problems have been experienced.

China Cablers Demonstrate Cablelite® Production Efficiencies in Local Contest



DSM Desotech Vice President of Fiber Optic Materials Patrick Niels (left) presents a check for RMB 30,000 to Mr. Zhang Tianxing of Nanjing Walsin Fujikura Optical Communication

Cable manufacturers are increasingly realizing that the quality of the optical fiber ink they use can play a significant role in lowering production costs. Ink systems with high color density make it possible to reduce ink thickness on fiber without sacrificing color quality or vibrancy. For higher fiber count cables, this can add up to significant material cost savings.

China cable manufacturers recently helped illustrate this principle by participating in a “Cablelite® Inking Contest,” initiated by Desotech's Asia-Pacific sales team. The contest challenged cabling to demonstrate how much fiber could be inked using 1kg of Cablelite® 751 ink—and at what speed—without sacrificing industry

requirements for color consistency and vibrancy.

Twenty-two companies, including eight of China's top cabling, responded and 1st, 2nd and 3rd place winners were named. To ensure reliability, a third-party judge was invited to monitor contest results.

1st Place:
Nanjing Walsin Fujikura Optical Communication Ltd.
Result: 294 km/kg, speed 2100 mpm

2nd Place:
Suzhou Ganglong Fiber & Cable Co., Ltd.
Result: 227 km/kg, speed 1900 mpm

3rd Place:
Fiberhome Telecommunication Technologies Co., Ltd.
Result: 198 km/kg, speed 2000 mpm

“Using high color density Cablelite inks, the top three contest winners were able to achieve production efficiencies nearly twice the current industry average of 150km/kg”, said Desotech Asia-Pacific Sales Director Weber Lin. “Even more impressive is that these results were achieved without the need for any major processing adjustments.”

DSM Desotech recognizes that cabling face strong pricing pressures in today's marketplace. For more information on how to optimize your production costs with Cablelite® UV-curable inks, contact your DSM Desotech representative today.