

Fiber Cleaning Kits



*Fiber Optic Cleaning Kit
NFC-Kit-Case*

What is it?

The Fiber Cleaning Series consists of kits and accessories that includes everything needed to effectively clean end-faces everywhere you find them: on patch cords, inside equipment and behind bulkheads. The series includes the Fiber Optic Cleaning Cube, Cleaning Cards, Solvent Pen, 1.25 mm Swabs and 2.5 mm Swabs. These cleaning accessories are sold individually as well as in kits. One kit is sold in a merchandizing box and the other in a carrying case (see the image above).

Target user:

EVERYONE using fiber optics will require cleaning tools to clean end-faces that inevitably become dirty as contamination is everywhere: floating in the air, on skin, inside equipment and inside protective caps. Customers should be informed that brand new, factory-terminated patch cords and pigtails are not clean even when they come out of a sealed bag with protective caps. The protective caps themselves can contaminate the end-faces. Potential customers include both private network owners and installers.

Value to customer:

The #1 cause of fiber link failure is dirty end-faces. 85% of fiber network failures are due to contamination.

- Avoid unexpected and costly downtime by cleaning end-faces as necessary.
- More effectively dissolve and clean any contaminant with Fluke Networks' specially – formulated Fiber Optic Solvent Pen.
- Cleaning Cards are perfectly convenient for troubleshooting with 12 individually-sealed cleaning zones.
- Rugged case is ideal for carrying and storing the cleaning components.

Selling the tool:

Step 1. Share that dirty end-faces are the leading cause of fiber failure, responsible for 85% of problems with fiber links.

Step 2. Let the customer use a demo microscope to inspect some of their own end-faces. Once the customer sees dirt on their own infrastructure, they will immediately understand the need for inspection and cleaning.

Step 3. Demonstrate the use and effectiveness of the cleaning tools.

Alternatively

Step 1. Using Fluke Networks tools, inspect and clean all end-faces when setting up a sales demonstration.

Step 2. Customers will inevitably ask for advice when seeing the cleaning and inspection tools in use. Share the importance of inspecting and cleaning before every mating.

Questions for customers:

1. Do you work with fiber?

Share that contamination is the #1 cause of fiber failure.

2. Have you ever had a fiber failure due to contamination?

Consider the time and expense that could have been avoided by inspecting and cleaning with tools from Fluke Networks.

3. Have you ever used isopropyl alcohol (IPA) to clean fiber end-faces?

IPA is far less effective on all contaminants than Fluke Networks' Solvent Pen. Further, IPA can leave a residue on end-faces when it dries.



Ordering Information

Model	Description
NFC-Kit-Case	Fiber Optic Cleaning Kit includes cleaning cube with wipes, 10 cards with sealed cleaning zones, solvent pen, 2.5 mm port cleaning swabs and 1.25 mm port cleaning swabs in a rugged carrying case.
NFC-Kit-Box	Fiber Optic Cleaning Kit includes cleaning cube with wipes, five cards with sealed cleaning zones, solvent pen and 2.5 mm port cleaning swabs.
NFC-Cube	Cleaning cube with wipes cleans up to 500 end-faces
NFC-Cards-5pack	Five cards with 12 sealed cleaning zones each – perfect for troubleshooting
NFC-SolventPen	Special solvent dispensed from pen (9 g)
NFC-Swabs-1.25mm	LC and MU port cleaning swabs (25 count)
NFC-Swabs-2.5mm	SC, ST, 2.5 mm port cleaning swabs (50 count)
NFC-Case	Carrying case for cleaning accessories

NFC-Cards-5pack



NFC-Case



NFC-Cube



NFC-Swabs-2.5mm



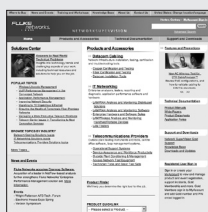
NFC-Swabs-1.25mm



NFC-SolventPen



Fiber Series Sales Tools



For more information on fiber inspection and cleaning, visit www.flukenetworks.com/fibercare



Fiber Inspection Series SQRG
Lit# 2836475 (English)



Fiber Inspection and Cleaning Series Data Sheet
Lit# 1592489 (English)

NETWORK SUPERVISION

Fluke Networks
P.O. Box 777, Everett, WA USA 98206-0777

Fluke Networks operates in more than 50 countries worldwide. To find your local office contact details, go to www.flukenetworks.com/contact.

©2007 Fluke Corporation. All rights reserved.
Printed in U.S.A. 3/2007 2844253 H-EN-N Rev A