

Belden Canada offers Industrial Classics products

For your wire and cable needs, start with our Classics product line. Belden Classics cables provide Best-In-Class performance for a wide range of applications. Featuring numerous jackets & insulation compounds, shielding & armoring options, and industry and environmental ratings, Belden has the right product for your installation. Manufactured in ISO certified manufacturing facilities, Belden state-of-the-art processes assures quality that is designed into each product. Product consistency for ease of termination and assembly is a mainstay of the Classic products.

What's In It For Me

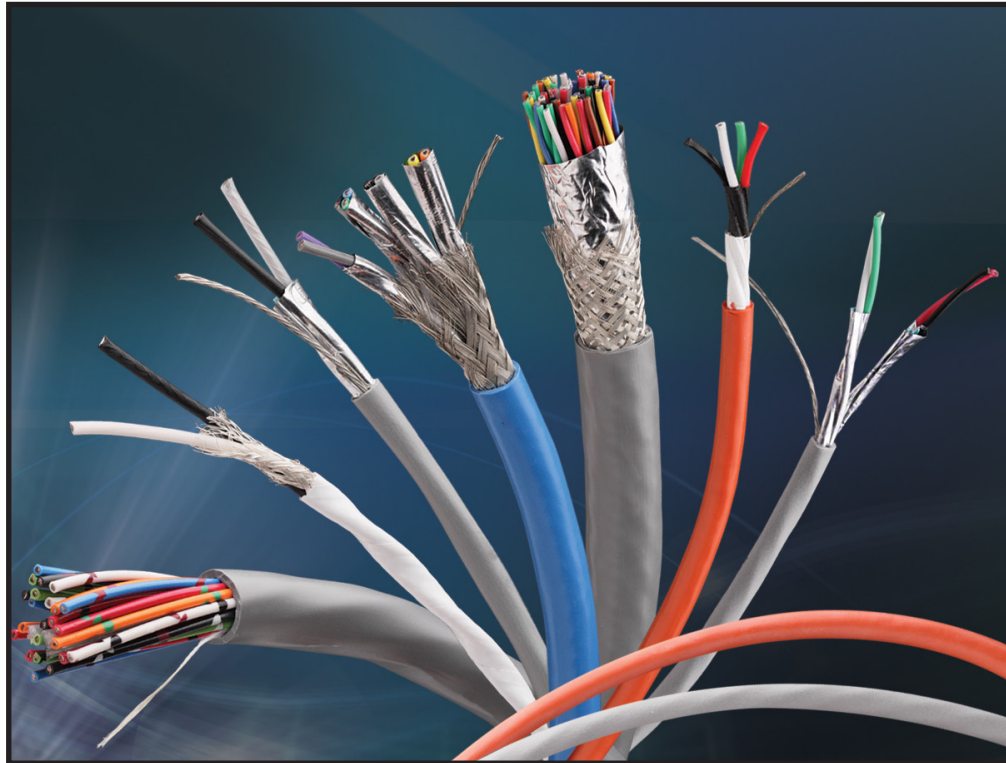
- Profitable
- Limited Distribution
- Lead Referrals
- Brand Name Recognition
- Technical Sales Support
- Annual Stock Adjustments

What's In It For My Customer

- Brand Name Recognition
- Standard Compliance
- 10 Year Warranty
- Availability
- Sequential Marking
- Colours
- Third Party Verification
- Technical Support
- Custom Capabilities

Try A New Product

- Armoured cable
- Power cord
- Hook up / lead wire cables
- Brilliance Broadcast cables
- Plenum or high temp.
- Precision Video Cables



How To Sell Up

- What other projects are you working on
- If you buy a lot of cable why not buy more now...
 - a) while it is on special
 - b) get a volume discount

How To Substitute Products

(Oh, By the Way Have You Considered...)

- What about a heavier gauge
- What about a shielded cable instead of unshielded
- What about a paired cable instead of a multi conductor
- What about a foil shield instead of foil or braid shield
- What about extra conductors for future expansion
- What about a stranded cable instead of a solid conductor

Special Offers

- Use a concept-sell colours, print legends, private brand labels (i.e. Honeywell) etc.
- Use Belden engineering services
- Design our cables to package with your equipment

How To Open New Accounts

(Oh, By the Way Have You...)

- Focused on new potential business opportunities
- Investigate and follow up sales leads
- Called someone who has just completed a successful project and ask them what they have coming up next
- Use a member of Belden's sales team for joint sales calls
- Ensure that you spend the time to determine makers are for buying and/or specifying

Belden Code	Description	Insulation/Jacket	Application	Stocking Footage Recommendation
8760	1 pair, 18 AWG, foil shield, 16x stranding	PE/PVC	Audio, Control and Instrumentation	35,000
8723	2 pair, 22 AWG, individual foil shields, 7x stranding	PP/PVC	Audio, Control and Instrumentation	15,000
88760	Plenum, 1 pair, 18 AWG, foil shield, 19x stranding	FEP/FEP	Audio, Control and Instrumentation	12,000
9534	4 conductor, 24 AWG, foil shield, 7x stranding	PVC/PVC	RS-232/Computer	6,000
8461	1 pair, 18 AWG, unshielded, 7x stranding	PVC/PVC	Audio, Control and Instrumentation	6,000
8471	1 pair, 16 AWG, unshielded, 19x stranding	PVC/PVC	Audio, Control and Instrumentation	6,000
8770	3 conductor, 18 AWG, foil shield, 16x stranding	PE/PVC	Audio, Control and Instrumentation	6,000
8761	1 pair, 22 AWG, foil shield, 7x stranding	PE/PVC	Audio, Control and Instrumentation	6,000
88761	Plenum, 1 pair, 22 AWG, foil shield, 7x stranding	FEP/FEP	Audio, Control and Instrumentation	5,000
9841	1 pair, 24 AWG, foil+braid shield, 7x stranding	PE/PVC	RS-485/Computer	5,000
8444	4 conductor, 22 AWG, unshielded, 7x stranding	PVC/PVC	Audio, Control and Instrumentation	4,000
8720	1 pair, 14 AWG, foil shield, 19x stranding	PE/PVC	Audio, Control and Instrumentation	4,000
8762	1 pair, 20 AWG, foil shield, 7x stranding	PE/PVC	Audio, Control and Instrumentation	4,000
9740	1 pair, 18 AWG, unshielded, 16x stranding	PVC/PVC	Audio, Control and Instrumentation	3,000
9501	1 pair, 24 AWG, foil shield, 7x stranding	S-R PVC/PVC	RS-232/Computer	3,000
9842	2 pair, 24 AWG, foil+braid shield, 7x stranding	PE/PVC	RS-485/Computer	3,000
8777	3 pair, 22 AWG, individual foil shields, 7x stranding	PP/PVC	Audio, Control and Instrumentation	3,000
8719	1 pair, 16 AWG, foil shield, 19x stranding	PE/PVC	Audio, Control and Instrumentation	3,000
9418	4 conductor, 18 AWG, foil shield, 19x stranding	S-R PVC/PVC	Audio, Control and Instrumentation	3,000
8771	3 conductor, 22 AWG, foil shield, 7x stranding	PE/PVC	Audio, Control and Instrumentation	3,000
88723	Plenum, 2 pair, 22 AWG, individual foil shields, 7x stranding	FEP/FEP	Audio, Control and Instrumentation	2,000
89740	Plenum, 1 pair, 18 AWG, unshielded, 19x stranding	FEP/FEP	Audio, Control and Instrumentation	2,000
88770	Plenum, 3 conductor, 18 AWG, foil shield, 19X stranding	FEP/FEP	Audio, Control and Instrumentation	2,000
82760	1 pair, 18 AWG, foil shield, 19x stranding	FEP/Flamarrest®	Audio, Control and Instrumentation	2,000