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With the principle of “Quality Parts,Customers Priority,Honest Operation,and Considerate Service”,our business mainly focus on the distribution of electronic components. Line cards we deal with include Microchip,ALPS,ROHM,Xilinx,Pulse,ON,Everlight and Freescale. Main products comprise IC,Modules,Potentiometer,IC Socket,Relay,Connector.Our parts cover such applications as commercial,industrial, and automotives areas.

We are looking forward to setting up business relationship with you and hope to provide you with the best service and solution. Let us make a better world for our industry!



## Contact us

Tel: +86-755-8981 8866 Fax: +86-755-8427 6832

Email & Skype: info@chipsmall.com Web: www.chipsmall.com

Address: A1208, Overseas Decoration Building, #122 Zhenhua RD., Futian, Shenzhen, China





## case study

# Fincantieri Cantieri Navali Italiani S.P.A

**Location:**  
Italy

**Vertical Market:**  
Shipbuilding

**Application:**  
Stainless Steel Extra  
Heavy  
Super Heavy Ball  
Locking Ties



### Background

Fincantieri is one of the world's leading and most diversified shipbuilding concerns, employing 9400 people. The company is the global number one in terms of the construction of cruise ships and large ferries and it has a substantial number of orders in the field of naval shipbuilding.

Fincantieri has nine production sites, which report to six business units: cruise ships (yards in Monfalcone (Gorizia), Marghera (Venice) and Genoa-Sestri Ponente) merchant vessels (yards in Ancona, Castellammare di Stabia (Naples) and Palermo) ship repairs and conversions (yard in Palermo) naval vessels (yards in Riva Trigoso (Genoa) and Muggiano-La Spezia) marine systems and components (yards in Riva Trigoso and Bari) megayachts (yard in Muggiano).

The company's design centres are located in Trieste (which is Europe's largest), and in Genoa. The group's subsidiaries including: Orizzonte Sistemi Navali, Isotta Fraschini Motori, Fincantieri Marine Systems North America and CETENA – Fincantieri's R&D consultancy company.

On-going projects include: Carnival Spondor 6135 Sestri, Costa Serena Sestri Ge, Queen Vittoria –6127 Venezia, P&O Ventura 6132 Monfalcone Trieste, Polar OVDS 6144 Monfalcone. Completed projects include: (cruise ships) 6149 Holland, Costa 6148, 6150 Princess.

### Challenges

Fincantieri needed cable ties to lock bundles of low and middle voltage cables in compliance with the parameters fixed by the Classification Rules. They verified that *PANDUIT*™ stainless steel cable-ties offer huge safety benefits thanks to their smooth, round edges which prevent damage to cable insulation and protect technicians from injuries during installation and maintenance. *PANDUIT* cable-ties were designed using information from SLIP-BACK technology studies so that they have no burrs. These safety improvements also make installation quicker, thereby reducing costs.

Fincantieri evolves its technical capabilities continuously thanks to its

Research and Development Department, which focuses on safety and quality. It is a global company that needs a global manufacturer who can meet their needs and offer technical support worldwide. *PANDUIT™* was able to meet their safety and quality requirements globally.

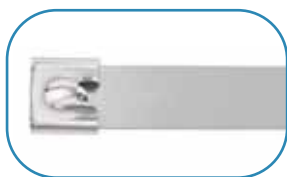
## The *PANDUIT* Solution

After consultation with *PANDUIT* about their needs, Fincantieri chose: Enhanced *PAN-STEEL™* self locking stainless steel cable ties:

MLT4SH-LP  
MLT4EH-LP  
MLT2H-LP

Installation Tools:

RT1HT  
ST3MT  
HTMT



## Why *PANDUIT*?

*PANDUIT* met with representatives from Fincantieri's Technical Departments and Technological Development Offices. Fincantieri decided to complete application tests in their laboratories which gleaned positive results. Further meetings with contractors were organised to demonstrate the speed and safety of installation of the cable tie.

The Technical Office also calculated the ROI on *PANDUIT* cable ties and compared it to that of the old cable ties – the results were positive in favour of *PANDUIT*. Carnival wanted coated cable ties so Fincantieri co-operated with *PANDUIT* representatives to present new tests which prove that the rubber coat was not necessary, as *PANDUIT* cable-ties have smooth, round edges, thus ensuring a high level of safety.



World Leading Technology  
World-Class Service



## Ship building

### WORLDWIDE OFFICES

*PANDUIT* Corp.  
Illinois, U.S.A.  
Phone: +1 800 777 3300

*PANDUIT* CANADA  
Markham, Ontario  
Phone: +1 800 777 3300

*PANDUIT* EUROPE LTD.  
London, UK  
Phone: 44 20 8601 7200

*PANDUIT* ASIA PACIFIC PTE. LTD.  
Republic of Singapore  
Phone: 65 6379 6700

*PANDUIT* JAPAN  
Tokyo, Japan  
Phone: 81 3 3767 7011

*PANDUIT* LATIN AMERICA  
Guadalajara, Jal, Mexico  
Phone: 52 333 777 6000

*PANDUIT* AUSTRALIA PTY. LTD.  
Victoria, Australia  
Phone: 61 3 9794 9020

For a copy of *PANDUIT™* product warranties,  
log on to [www.panduit.com/warranty](http://www.panduit.com/warranty)

For more information contact *PANDUIT* :  
**+44 (0) 20 8601 7200**  
[cs-emea@panduit.com](mailto:cs-emea@panduit.com)

[www.panduit.com/emea](http://www.panduit.com/emea)

To contact Fincantieri Cantieri Navali Italiani  
S.P.A.:

Adriano Bado, Engineer  
Methods & Technology Development Office  
[adriano.bado@fincantieri.it](mailto:adriano.bado@fincantieri.it)  
**+39 040 3193824**

## The Result

Fincantieri estimated that it will need 120,000 Stainless Steel Extra Heavy Ball-Locking Ties (stainless steel 304) per ship. Great care was taken by *PANDUIT*™ to answer Carnival and Fincantieri's concerns about safety and quality using certifications and test reports, and by *PANDUIT* executing new tests on request. Fincantieri specified *PANDUIT* cable ties for all Carnival Corporation Group cruise ships.

Adriano Bado, Fincantieri Engineer says, "*PAN-STEEL*™ cable ties have smooth, rounded edges to prevent damage to cables. Strict tests certified by independent testing facilities have confirmed this and the cable ties' compliance with precise international standards." Adriano Bado, Engineer at Fincantieri.

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**+44 (0) 20 8601 7200**  
[cs-emea@panduit.com](mailto:cs-emea@panduit.com)

**[www.panduit.com/emea](http://www.panduit.com/emea)**

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S.P.A:

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**Methods & Technology Development Office**  
[adriano.bado@fincantieri.it](mailto:adriano.bado@fincantieri.it)  
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