

# SOURIAU

## JBX Product Review

### Feature Focus: Collet Tree / Multiple Cable OD's

### Market Focus: Medical, Instrumentation, Test Equipment, Video



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This month's JBX design success focuses on **multiple market segments**. It has a Product Feature focus as the main highlight of the article and it is the Souriau competitive advantage of packaging multiple collet sizes with each cable plug covering a vast range of cable OD sizes allowing distributors to stock only one part number versus 4 -6 competitors' part numbers.

The varied and multiple market segments JBX covers, Medical, Instrumentation, Test Equipment and Video, will require wire ranges from the smallest to the largest based on application and power requirements. Many times the same size and layout connector will require a shielded versus non shielded cable which will change the OD of the wire enough to require a different wire collet than our competitors connector. That will require another part number to stock or worse yet to manage in lead time. With the Souriau collet tree, each cable product is supplied with the entire collet range so that the desired cable collet can be selected and the remainder discarded.

One of the major OEM's had designed in JBX product series specifically over the main competitor based on our main competitive advantage, Souriau JBX Cable product is supplied with a cable collet tree that will accommodate a variety of cable diameters as opposed to competitor part which requires one specific part for a narrow cable diameter range. In this opportunity, the OEM needed both size 1 & size 3 connectors using several cables covering a wide variety of cable diameters. Our size 1 cable collet tree covers cable diameters from 2.0mm – 7.5mm and our size 3 cable collet tree covers cable diameters from 4.9mm – 12.0mm. This allowed the OEM to design in one connector part number for each size (and the distributor needed to stock only one part number per size) while using a variety of cables. With the competitors' part this would have required up to one dozen part numbers to complete.

For those rare applications where the application would require a metal collet, Souriau can and will provide the specific cable collet for the end use.

