



Enhance Buyers' Confidence Through Accredited Testing and Certification Services

Presented by Emil YU
Keystone Electric Wire & Cable Co. Ltd.
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Content



- Brief of Keystone Cable Background
- Type of project Keystone involves
- Buyers' expectation of Electrical Product Manufacturers
- The importance of accredited testing and certification services in the trading of cables and other electrical products in Hong Kong and other economies
- Buyers' concern in purchasing Electric Cable
- Enhancing Buyers' Confidence through Product Certification Scheme

Keystone Cable Bio Data



*Fanling, Hong Kong
since 1991*



*Shatian, Dongguan, PRC
since 1996*

Established since 1969

Combined Sites area over 450,000 sq ft

Over 250 employees

*Dongguan Keystone Medium Voltage
Production facility Produced up to 35KV*

Equity & Technical Partner (Since 1991) :



Keystone Products



Power Cable

- **Medium Voltage Power Cable**
- **MV/LV EPR Insulated Cable**
- BS 6500 Flexible Cable
- BS 6004 Building Services Cable
- BS 6231 Heat Resisting Cable
- BS 7889 XLPE/PVC Cable
- BS 7211 LSOH Cable
- BS 6724 LSOH Armoured Cable
- BS 5467 XLPE Armoured Cable
- BS 6346 PVC Armoured Cable
- BS 7846 FR Armoured Cable
- BS 7211FR LSOH Cable
- Branchmatic Cable

Telecom Cable

- Cat. 5 & Cat. 3 LAN Cable
- Pilot /Instrumentation Cable
- PVC Telephone Cable



Recent Project Highlight



Project Name	Client /Consultant
Kai Tak Cruise Terminal	Developer : HKSAR Gov't (ArchSD) Consultant : AECOM Technology Corp. Client : BYME Engineering (HK) Limited Supply Scope : Supply of LV Power Cable – Full Ranges
New Civil Aviation Department Headquarters Hong Kong Airport Island ASD: CADSC/DSC/EL01	Developer : HKSAR Gov't (ArchSD) Consultant : OVE Arup & Partners HK Limited Client : BYME Engineering (HK) Limited Supply Scope : Supply of LV Power Cable – Full Range
HK Government Building – Tamar Development	Developer : HKSAR Gov't (ArchSD) Consultant : J. Roger Preston Limited Client : BSY (Balfour Beatty/Shinyro/Youngs) JV Supply Scope : Supply of LV Power Cable – Full Range And Medium Voltage Cable
MTR Corporation Power System C958	Developer : MTR Corporation Consultant : MTR Corporation Client : ABB (HK) Limited Supply Scope : Supply of Medium Voltage Cable, DC traction Cable, LV Power Cable
Hysan Place 500 Hennessy Road	Developer : Hysan Development Consultant : Parsons Brinckerhoff (Asia) Ltd. Client : Gammon E&M Co. Ltd. Supply Scope : Supply of LV Power Cable – Full Range

Buyers' expectation of a electrical product manufacturer



- Good quality at a reasonable price;
- Product Safety;
- A reputable manufacturers that has a lean manufacturing and proactive culture and able to produce constant results;
- Understanding the customer needs;
- Must equip with a Quality Control and Assurance System that is an integrated part of production with competent personnel.

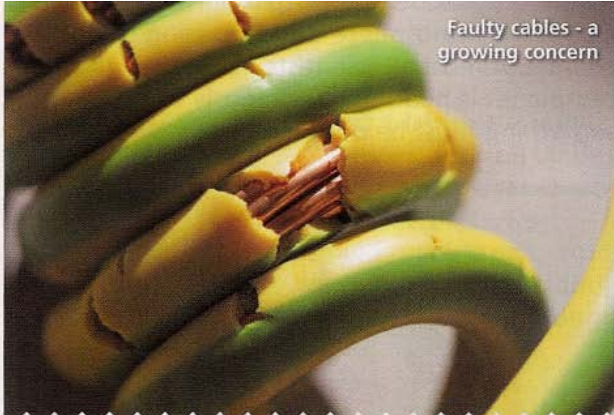
Importance of Using Accredited Testing Services



- Type Testing:
 - Ability to provide the factory manufacturing capability;
 - Third parties verification of the design;
 - Benchmark the test results of the competent test labs increase the confidence level with the R&D staff;
- Witness Testing by competent 3rd parties:
 - Increase the competence of the customers;
 - Avoid dispute with the clients;

Faulty Cables?

- Buyer's concern in Cable:
 - Conductor Resistance
 - Quality of material



Faulty cables - a growing concern

Q. What is the procedure if a faulty cable is discovered by BASEC?

A. If BASEC discovers cable with serious faults we will issue a public warning. The warnings will be printed in trade publications, electrical web portals, on the BASEC website and through trade bodies and inspectorates. We will normally identify the cable through a brand name that is printed on the cable sheath, or provide a description of the markings on the cable. We will also explain the faults in detail and what they could lead to i.e. overheating in use or electric shock.

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Further information and assistance is available at www.basec.org.uk, technical@basec.org.uk or contact BASEC directly on 01908 267300.





Enhance Buyers' Confidence

- Product Certification Scheme for Cables
 - A scheme widely adopted in Hong Kong both by the government and private developers;
 - A well recognized Certification Bodies(CB) must be someone that has a reputable brand in the market;
 - The CB must has a competent teams that knows the products not only from the specification rather from the manufacturing aspects as well as testing methods.
 - The CB or its sub-contractors must have a test laboratories has been accredited by the authorities.

Quality Surveillance scheme



- BASEC(British Approval Services for Cables) or LPCB(Loss Prevention Certification Board) are well recognized scheme for Electrical Cables in UK, Hong Kong, Macao and ...other markets. Both CBs are qualified by UKSAS under which follows CENELEC guidelines;
- Nations such as
 - China adopted the system of Production License中國全國工業產品生產許可証 及 中國國家強制性產品認證證書;
 - **Underwriter Laboratories (UL) is well recognized scheme in USA**
 - **Canada Standard Association is widely adopted scheme in Canada**
 - **The lists goes on and on...**

Conclusion

- Accredited Testing and Certification certainly helps the companies to verify and validate the product design;
- A product certification with quality surveillance scheme can certainly win the the buyers' confidence;
- Moreover, a good CB product quality surveillance scheme also helps to drive the improvement which is a win-win situation to both the equipment producers and the buyers.



啟東電纜
KEYSTONE CABLE

THANK YOU