

## Success Story of 3M Splicing and Termination System at Thailand's New Bangkok International Airport

3M Thailand successfully proposed 3M Splicing Kits, QSIII A series for Distribution Phase for Medium Voltage System (24kV) and cable jointing and terminating for 6.9kV for Small Power Plant with 3M local kit QTII indoor termination and QSE splicing to New Bangkok International Airport (NBIA) project.

Electrical Market Division (EMD) team started working on specification and product introduction to approval influencers since year 2003, which are contractor, consultant and NBIA officer. Key Competitor, Pirelli also tried to introduce their product by claiming as "cold application" to the parties while we are "cold shrink" technology.

The team has done effective technical activities and documents for the approval parties to address 3M products superiorities ;

- Real "Cold Shrink" Application
- Splicing Construction related to System Reliability
- Technical comparison for insulation material performance
- Test report from 3M Austin

This finally led to final approval of the QSIII A Splicing Kits to cover 70mm<sup>2</sup> to 500mm<sup>2</sup> single core polymeric cable application, and 3M to supply 350 kits for installation from October 2004, and will complete in June 2005. In April this year, we also successfully proposed another 100 kits of QSIII A for runway extension project.



For SPP (Small Power Plant) in the NBIA, 3M cable jointing and terminating for 6.9 kV system is under installation with 100 kits of 3M local kit QTII indoor termination and 110 kits of QSE splicing to cover 500mm<sup>2</sup> 6.9 kV single core polymeric armored cable application.



Termination in cable

Hi-pot on Termination

The above project resulted in 170,000 US\$ for EMD business.

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