



Newsletter

JUNE 2012

We're more than just carton sealing tapes!

Benjamin Franklin was one of my favorite of the founding fathers.

Ben's quote for the Month

"I didn't fail the test, I just found 100 ways to do it wrong".

Tape Terms..don't worry, we're only going to cover one per issue!

Elongation- The distance a tape will stretch lengthwise before breaking. Expressed as a percentage.

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FILAMENT TAPE : IT'S ALL IN THE TENSILE !

Filament tape is primarily used in bundling applications. There can be a little confusion in the various grades of filament tape. It is made and sold by break strength (aka tensile strength). How many pounds of force does it take to break a 24mm (1") wide test sample? Color, thickness, the number of filaments, or spacing of the filaments are not as important. Knowing the product number of what your customer is using will help identify a comparable product because filament tapes range in break strength from 65 all the way to 375 pounds per inch. It does boil down to the old 80/20 rule though. The most common filament tape you will run across is approximately 95 pound break strength. Some of the manufacturer numbers you will see are 3M 8934, IPG RG300, Shurtape GS490. These products use polypropylene film (like carton sealing tape) and fiberglass strands. Concord's stock filament tape is 95# product. The more expensive filament tapes may use polyester film and filaments for added strength and heat resistance or have clean removal properties.

The most common size is 18mm (3/4"), so based on 95# tensile strength, then the break strength is 71 pounds. From there, just do the math: if the customer buys 12mm (1/2") then the tape will have a break strength of only 48 pounds. If your customer is using 48mm (2") then it is 190 pounds. Most of the time, if the customer says they need something stronger, it is more economical to suggest a wider width of the 95 pound product than to move to a higher grade. If possible just give us the competitive product number

and we'll help fill in the blanks!

Sincerely,
Alan Graham
Concord Industries

This Month's Special:

#1418020
48mm x 100M
1.8mil Acrylic, clear
\$0.78/rl for 1 pallet
\$0.76/rl for 3 pallets
36rl/cs, 90cs/pt

*Pricing based on full pallet quantities, will call Concord warehouses.

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