

**AMC – High Voltage Ceramic Capacitors** – We have heard from several customers that some of their Asian based suppliers are raising prices as much as 70%. We're not sure if it is currency fears or just because they feel that their products are priced too low. If you have been the victim of price increases from suppliers who are out of touch with today's economy, please consider Advanced Monolithic Capacitors as your source for high voltage bulk capacitance. Samples are available for qualification and lead times are typically better than other suppliers. AMC is based in Olean, NY and is U.S. owned (a Johanson company). For product information visit the web site at: [www.amccaps.com](http://www.amccaps.com)

**Cambion – Connectors** – Cambion is now pleased to offer precision die casting and machining at their facilities in Asia. Their parent company, Wearn Precision has invested heavily in modern equipment including: Toshiba die cast machines, CNC chucker lathe machines and CNC auto feeder lathe machines. They have already attracted some pretty major customers including Intel, Nidec, Bosch, Delphi and Tyco Fire/Security. For more information visit their web site at: [www.cambion.com](http://www.cambion.com) or call your EMA sales rep for a quote.



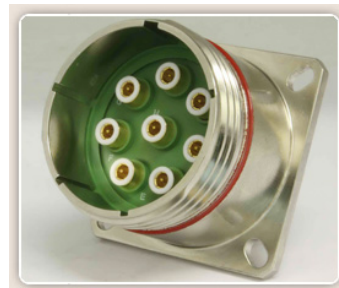
**Cosmotronic – Military & commercial bare boards** – For nearly 45 years Cosmotronic has been supplying high quality bare boards to the military, medical and high end industrial account base. Cosmotronic has survived the test of time. In the 1970's it was estimated that there were more than 2700 board shops in the U.S. Today there are fewer than a couple hundred still in operation. As our economic activity moved offshore the board business followed. Cosmotronic is privately held and profitable. They have no debt so they will survive and with luck, continue to grow. Their web site is: [www.cosmotronic.com](http://www.cosmotronic.com) They also have two sister companies, Winonics – commercial rigid only and Bench2Bench – high definition medical flex. You can link to their web sites from the Cosmotronic site.

**Delphi Connection Systems – Mil/Aero Connectors** – Delphi has terminated their distribution agreement with Arrow Electronics. TTI has been added on a trial basis. Combat Warrior Sales has also been added as an authorized reseller. CWS is a service disabled veteran owned small business. Our focus product for this issue of the newsletter is Delphi's Snap Lock connectors. Pictured below are the in-line plug, in-line receptacle and jam-nut receptacle. These miniature single channel fiber optic connectors will meet designers' needs for rugged, space limited and cost effective solutions without sacrificing performance. The connectors push/pull coupling make them an excellent solution for many applications. Please visit Delphi's web site for product information at: [www.delphi.com/manufacturers/other/connectors](http://www.delphi.com/manufacturers/other/connectors)



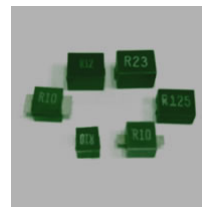
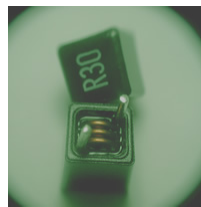
**EverSpin – Non-volatile RAM** – EverSpin began sampling their newest MRAM product in May. The 1 mb x 16 device will be in volume production by July. MRAM (magnetic random access memory) is non-volatile memory with infinite read/write endurance and a 20 year memory retention. MRAM (unlike other competitors' products) does not require any external circuitry or batteries. It is available in commercial, industrial and extended temperature ranges. To learn more about their technology, visit [www.everspin.com](http://www.everspin.com)

**Filconn – Filter connectors** – If you have special requirements for any type of connector or have been the victim of product obsolescence, contact Filconn. They specialize in all types of custom applications and can reverse engineer obsolete products or add filtering and/or surge protection to almost any design. Their web site has many examples of custom products that they have done in the past. The pictures below represent a custom derivative of the micro D (83513) style connector with high current pins beyond the specs of 83513. The second example below shows a custom insert design for coax, triax, twinax applications. Filconn is expecting to exhibit at the IEEE EMC Conference in July. Their web site is: [www.filconn.com](http://www.filconn.com)



**Isodyne – EMI back shells** – Isodyne exhibited at two conferences since our last newsletter. The 707 AWG Conference in Orlando and the PIWG Conference in Perry, GA. The response at these shows has been very encouraging. Isodyne will also be exhibiting at the upcoming IEEE International EMC Conference in Ft. Lauderdale July 25<sup>th</sup> to 30<sup>th</sup>. If you are planning to attend, please make a point of stopping by their booth. Contact EMA or visit: [www.isodyneinc.com](http://www.isodyneinc.com) for more information.

**Maglayers – Inductors** – Customers are struggling with end of life and obsolescence issues as many component suppliers are pruning slow moving products. Although there is a high degree of integration in today's modern processors and microcontrollers, the magnetics typically are never integrated due to both the difficulty in implementation as well as the prohibitive cost of this integration. If you are facing issues like this, please consider Maglayers as your primary or second source. Their strengths are chip inductors, chip beads and surface mount power inductors. Get rid of those difficult suppliers you are buying from and hook up with the source that Apple, Cisco, Qlogic and other major OEMs chose for their magnetics provider. This Taiwanese company is also a major supplier to the Asian PC and cell phone markets. Their quality is high and deliveries are excellent. The products pictured below are their 4 families of high power inductors. Visit their web site at: [www.maglayersusa.com](http://www.maglayersusa.com)



**NDK America – Crystals & Oscillators** –NDK reported their fiscal 2010 sales and earnings for yearend Mar. 31<sup>st</sup>. Sales were off 11.5% but unlike last year, they made a small profit. The decline in sales is largely attributed to consumer spending. NDK is the world's largest manufacturer of crystals and oscillators. Their products dominate the automotive and cell phone markets. While on the subject of automotive, they announced the availability of an automotive grade watch crystal. The NX3215SA measures 3.2 x 1.5 x .8 mm, is rated at -40+125° C and operates at 32.768 KHz. The standard frequency tolerance is 20 ppm and loading is 12.5 pf. Check the web site for complete specs at [www.ndk.com](http://www.ndk.com)



**Prototron Circuits – Prototype Bare PCB's** – Prototron's lead engineer, Mark Thompson, has been publishing a newsletter on their web site with many helpful tips for board designers and buyers alike. We are not going to reprint this information in our newsletter (it would add multiple pages and may not be of interest to everyone) but please visit their web site to read this thoughtful information. Prototron also exhibited with us at the PIWG 2010 Conference in Perry, GA. Their web site is: [www.prototron.com](http://www.prototron.com)



## CUSTOMER NEWSLETTER

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**Riedon – Resistors** – Many component suppliers have rushed to meet the market demand for RoHS compliant parts leaving our military customers with a dilemma. The issue of tin whiskering is a major concern in those applications. Riedon offers both RoHS compliant and Pb tinned leads to meet the needs of the aerospace and military customer. We should also mention that while their competitors are quoting lead times of 12-14 weeks, Riedon has the best deliveries in the industry with typical lead times of 4-6 weeks. The Riedon web site is [www.riedon.com](http://www.riedon.com)

**RO Associates – Brick Power Supplies** – After being acquired by Astrodyne in March, RO Associates moved out of a location shared with a former sister company. RO has completed the move to their new home: 4040 Clipper Ct. Fremont, CA 94538. Their web site is [www.roassoc.com](http://www.roassoc.com)

**Synergy Microwave – VCO's/Synthesizers** – Synergy's tiny VCO's make it possible to offer a miniature surface mount synthesizer in a .6" x .6" x .175" package. Offering exceptionally low phase noise and a standard programming interface, these devices are currently available in 4 standard frequency ranges: 1.7-3.4 GHz, 4.8-5.4 GHz, 4.9-5.17 GHz and 4.95-5.5 GHz. Other frequencies can be offered with some additional lead time. Synergy made several announcements at MTT-S including tunable inductors for which they have a patent pending. Stay tuned for more information in our next newsletter. Contact us for any special requirements you may have and for additional information go to [www.synergymwave.com](http://www.synergymwave.com)



# CUSTOMER NEWSLETTER

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## Distribution Information:

Acme Electric (Acme, Actown, Amveco) – DigiKey, Go Electronics  
AMC (Advanced Monolithic Ceramics) – Arrow, LXI, Newark, Simcona, SMD  
Bench2Bench - None – **send quotes to your EMA sales rep**  
Cambion – Bisco, Century Fasteners, GE Supply, Heilind, Newark  
Combat Warrior Sales – None – **call 919-847-3188**  
Cosmotronic – None – **send quotes to your EMA sales rep**  
Delphi – Astrex, Combat Warrior Sales, Kitco, Koehlke Components, TTI  
EverSpin – Arrow, Avnet, DigiKey, Future  
Filconn – None - **send quotes to your EMA sales rep**  
Isodyne – Combat Warrior Sales, Mil-Stock, SEA Wire & Cable  
Maglayers – Alfa Electronics, Edge, Projections Unlimited  
NDK – Alfa Electronics, Dependable, Dove, WPG Americas (formerly Jaco)  
Prototron Circuits - None - **send quotes to your EMA sales rep**  
Riedon – Alfa Electronics, DigiKey, NRC  
RO Associates – None - **send quotes to your EMA sales rep**  
Synergy Microwave – None – **send quotes to [garcia@synergymwave.com](mailto:garcia@synergymwave.com)**  
TennMax USA – None – **send quotes to [jeff@tennmaxusa.com](mailto:jeff@tennmaxusa.com)**  
Winonics – None – **send quotes to your EMA sales rep**

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