



# CUSTOMER NEWSLETTER

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**Advanced Monolithic Ceramics (AMC) – Capacitors** – AMC's extensive experience in design and manufacture of large format, custom geometries allows them to develop unique and innovative solutions which successfully solve a wide variety of their customers' design challenges. They'll work proactively with you to fully understand your requirements and recommend the best solution possible. One solution approach is their new line of Capstrate™ products. Capstrates integrate large amounts of bulk capacitance into a ceramic substrate allowing the elimination of many large discrete bulk capacitance components which saves critical space and simplifies your assembly process. They can also mount other discrete components to the device as a turnkey solution. To learn more visit their web site at: [www.amccaps.com](http://www.amccaps.com)

**Combat Warrior Sales – Service disabled veteran owned disti** – EMA has extended its relationship with Combat Warrior Sales to now include Florida and the rest of the South East. Founded about a year ago by retired Navy Admiral Gary Durante, CWS has formal relationships with several suppliers including: Cinch connectors, Curtiss-Wright Controls, Emerson Connectivity Solutions, Isodyne, RO Associates, Spectrum Advanced Specialty Products, Wall Industries and the latest addition, Woven Electronics. They also have informal purchase agreements to buy at distributor cost with most of EMA's lines as well as many other manufacturers too numerous to mention here. If you are doing business with the government, it is highly likely that you will be faced with a quota to meet for small disadvantaged businesses and this category (service disabled veteran) is ranked very high on the list. Please let us know if we can help you meet your goals. Their web site is: [www.combatwarriorsales.com](http://www.combatwarriorsales.com)

**Cosmotronic – Military & commercial bare boards** – Cosmotronic is owned by RJ Controls and unlike many of their competitors today, they are strong financially. They have no debt and a solid credit standing. In these uncertain times that in itself is one good reason to work with them because you know they will be here tomorrow. What you may not know is that Cosmotronic is a small business and is veteran owned. This may actually help you meet some contract requirements if you are doing business with the federal government. In business since 1970, Cosmotronic is a preferred supplier to many of the country's largest military contractors and that list is growing. Their web site is: [www.cosmotronic.com](http://www.cosmotronic.com)

**Isodyne – Connector back shells** – Isodyne participated in the recent 707 AWG conference in Orlando. The turnout for this event was much higher than expected and they had a lot of people buzzing around their booth. We will be following up with additional meetings and presentations as soon as possible. The 707 application is pretty typical of what we see in aerospace. They have EMI issues, weight issues and thermal issues. Isodyne can help with 2 out of 3 while adding compliance to RoHS as an added benefit. They can eliminate solder sleeves which gets rid of the leaded solder, cost and weight. Their back shells are designed to meet EMI needs and are typically smaller than the competition so they saved weight by eliminating the solder sleeves and through their smaller size. They can also do composite materials, if cost is less of a concern for more weight savings. To learn more contact EMA or visit: [www.isodyneinc.com](http://www.isodyneinc.com)

**Kaga Electronics – Power Supplies** – Kaga (Volgen Power) product focus this month is the SPN series of metal enclosed AC/DC power supplies. It is still our biggest seller and is stocked in depth at DigiKey. The family offers universal input (85V to 264VAC) and outputs of 5, 12, 15, 24 & 48 VDC. They come in 15, 30, 50, 75, 100 and 150W sizes with single output or triple output configurations. These power supplies are high quality/high reliability and have a 3 year warranty. The Volgen web site is: <http://www.volgen.com>



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**NDK America – Crystals & Oscillators** – EMA now represents NDK throughout the entire South Eastern U.S. Our rep agreement was modified recently to add the other six States in addition to Florida. We are pleased to be a part of their success in America. The focus product this month is OCXO's. NDK is offering a new OCXO with an industrial operating temperature range -40+85C and +- 1 ppb. This 5 pin device operates at 5V and measures 36 x 27 x 12.7 mm. Please contact your EMA sales person for a data sheet. NDK will be at the IMS show in Boston. Please stop by their booth 2721 and say hello. NDK's web site for other product information is located at: <http://www.ndk.com>

**RO Associates – Power Supply Bricks** – While other power supply manufacturers offer DC/DC converters as an afterthought, RO's only business is power bricks. They have DC/DC and AC/DC power products and have been operating as a company since 1963. They have been in the brick business since 1988 and that is their specialty. They offer DC/DC power starting at 50W and going to 700W and AC/DC PFC from 600W to 1000W. Most of their products are potted with a thermally conductive material which helps them to run cooler and all products use a circuit material that has a metal base plate to dissipate heat. RO also has a complete offering of accessories including: evaluation boards, mounting kits, EMI filters, heat sinks, thermal pads, chokes, standoffs, sockets, capacitors, fuses and a parallel decoupling module. To learn more check out their web site: [www.roassoc.com](http://www.roassoc.com)

**Synergy Microwave – VCO's/Synthesizers** – It is getting harder for customers and Synergy's competitors to ignore their presence as a major player in the VCO/Synthesizer market. As a matter of fact they made the cover story of April's issue of Microwaves & RF magazine (a Penton publication). The tag line read "Shrinking VCOs Feed Tiny Synthesizers". The article penned by Dr. Ulrich Rohde and Ajay Poddar explains how using a hybrid approach based on miniature saw and printed circuit resonators, their tiny VCOs measure just .3" x .3" but can tune from 100 MHz to 12 GHz. Their lead times are excellent and Synergy will entertain custom solutions. They are a silver sponsor again this year at the IMS show and have two booths. Please stop by 1111 and 1211 to learn more about their products. For additional information go to [www.synergymwave.com](http://www.synergymwave.com)

**TennMax USA – EMI/RFI/Thermal Solutions** – TennMax offers a lot of different solutions for EMI/RFI and thermal problems but one of the more popular products is their Max-Therm thermal interface material. Multi-layer forming provides flexible solutions for the most difficult and complex thermal management requirements. By forming the same type of silicone material with different hardness levels, self adhesion and rebound force, then combining it into multi-layers to produce different physical properties but at the same thermal performance. Multi-layer forming is suitable for all silicone thermal pad series to provide a good trade off of cost vs. performance. It provides an ideal solution for ultra-soft and high tensile strength applications. The TennMax selector guide lists products that vary in thermal conductivity from 1.2 W/mk to 7.8 W/mk. The materials are available in sheet stock or die cut to your special size and shape. The TennMax web site is: [www.tennmaxusa.com](http://www.tennmaxusa.com)



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## Distribution Information:

Acme Electric (Acme, Actown, Amveco) – [DigiKey](#), [Go Electronics](#)  
AMC (Advanced Monolithic Ceramics) – [Arrow](#), [LXI](#), [Newark](#), [Simcona](#), [SMD](#)  
Cambion – [Bisco](#), [Century Fasteners](#), [GE Supply](#), [Heilind](#), [Newark](#)  
Cosmotronic – None – [send Gerber data to quote@cosmotronic.com](#)  
Isodyne – [Combat Warrior Sales](#), [Mil-Stock](#), [SEA Wire & Cable](#)  
Kaga Electronics (Volgen Power) – [DigiKey](#) – [send quotes to mburks@volgen.com](#)  
Maglayers – [Edge](#), [Projections Unlimited](#)  
NDK – [Dependable](#), [Dove](#), [WPG Americas \(formerly Jaco\)](#)  
Rectron – [Chris Electronics](#), [Edge](#), [Mouser](#)  
RF Lambda – None – [send quotes to michael@rflambda.com](#)  
Riedon – [DigiKey](#), [NRC](#)  
RO Associates – None - [send quotes to your EMA sales rep](#)  
Synergy Microwave – None – [send quotes to garcia@synergymwave.com](#)  
TennMax USA – None – [send quotes to jeff@tennmaxusa.com](#)  
Volgen Power – [see Kaga Electronics](#)  
Winonics – None – [send Gerber data to rfq@winonics.com](#)

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