

For SPINNER customer is the king



Klaus-Dieter Beck
Director Business
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SPINNER has traditionally provided companies with innovative standard products and right solutions. In an interview with Aeromag Asia, Mr. Klaus-Dieter Beck, Director Business Division Radar & Satellite, gives an overview of the newly developed products and the opportunities ahead while reiterating SPINNER's commitment to provide best possible solutions to customers.

Could you talk about the company's ongoing products and services of RADAR AND SATCOM DIVISION? Is there any plan to invest more on new product for the market?

SPINNER is one of the most innovating companies in this market. A lot of new products are on the way. No matter whether this is for civil ATC or SatCom or for the more technologically demanding military market.

As you know phased array antennas are becoming an essential part of the radar and becoming even more interesting for the SatCom business. To be able to address these new trends new technologies and products are required.

SPINNER is the only company offering the complete range of RF, optical, contactless Fast Ethernet, and contactless power and media (water and air) transmission modules. This expertise throughout the technologies of the different transmission methods makes it possible to provide solutions in the most compact way customers can think of.

Combined with slip rings complete the gap to the so called Hybrid units - a combination of different technologies that address any requirements radar systems may need. Being the only company offering this range of products in Europe out of one hand gives us unique possibilities.

Overhaul & Repair (rotary joints, slip rings, onsite service, third party products, obsolescence management, upgrade capabilities) are a natural completion of

this portfolio.

'SPINNER Group' is one of the leading players with its RF technology products. What are your expectations in this field? Could you please elaborate this?

To find the right solutions for the customer has always been an important aspect for SPINNER. Only if the customer



KA-BAND, DUAL CHANNEL, L-STYLE FOR SATCOM APPLICATIONS

gets the best possible solution he can generate an extra value which gives him a benefit in performance or size of the product over his competitors.

Traditionally SPINNER is providing solutions in the field of RF which can get addressed by mechanical and RF engineering. For many years SPINNER is continuously expanding its portfolio into the optical sector. RF to fiber converters, optical single and multichannel rotary joints are our scope of products.

For around one year the portfolio was expanded by LAN/Fast Ethernet transmission up to 1 GBit. The latest innovation is our portfolio of own

designed media joints for air and water. With this step we complete our capability range to a new level.

Throughout the SPINNER product range we push innovations as well as we are for example replacing all hazardous material through new less environmental critical materials.

What are the advantages of SPINNER's newly developed series of symmetrical attenuators?

SPINNER's newly developed series of symmetrical attenuators are in the medium output range of 25 W to 200 W. At the heart of this new development is an aluminium nitride (AlN) ceramic material that is used as the medium substrate. This ceramic is environmentally friendly to manufacture, process and in waste disposal compared to other ceramics with similar properties.

Another highlight of this new development is the use of lots of identical parts. This guarantees quick availability over all power ratings and attenuation classes. The ceramics coated with the different attenuation values are installed into just one base body. The appropriate heat sinks are applied depending on power rating, although the 25 W models do not require a heat sink. The available standard connectors are N male/female and 7-16 male/female. A kanban system is used for assembly, which enables the quick and constant ability to supply even with fluctuating throughput.

The attenuators are available in the power ratings 25 W, 50 W, 100 W and 200 W and are supplied with the attenuation values 3 dB, 6 dB, 10 dB, 20 dB, 30 dB and 40 dB. The whole mobile communication range has been covered thanks to the broadband development of 0 to 4.0 GHz, optionally to

6.0 GHz. This means the attenuators can be used universally in many high frequency systems. The slim and compact structure means it can be installed into the tightest of spaces.

What are the new opportunities you are seeing in the current marketplace?

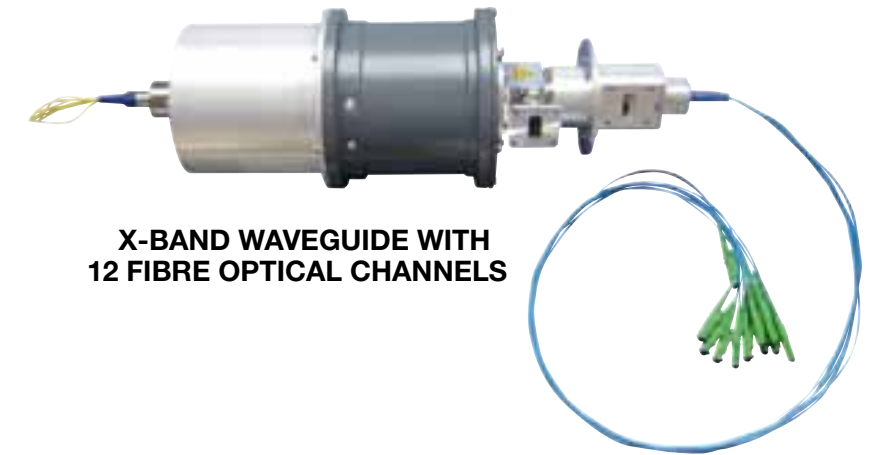
Emerging markets like Russia and South Americas have demand for a wide range of new products. SPINNER with its wide network of representatives and own local offices will be a valuable partner to develop professional solutions with their partners.

Most important to mention are the challenges of new security systems for border surveillance, AESA and the traditional radar technology which is used in these radars. SPINNER offers here the right products for all rotating multifunctional radars.

Obviously the main focus is radar and satellite systems, combining infrastructure for IBS (In Building Solutions) and broadcasting etc. So what are your anticipations on this field in future?

All of them are fast developing markets where SPINNER can offer tailored products for systems and solutions. Like in Communication: MNCS® - our "Mobile Network Combining System" for In-Building Solutions to ensure indoor coverage for complex networks, which are upgradable, customized and cost efficient. Mutli-carrier and multi-operator systems are our core competence.

New SPINNER Flex™ MultiFit™ Jumper -



X-BAND WAVEGUIDE WITH 12 FIBRE OPTICAL CHANNELS

the desire for machine-made 1/2" jumper cables, which are equipped with a 7-16 or N connector on one side and clamp on the 7/8" feeder cable on the other side, emerged from various conversations with installation companies. The newly developed jumper cable is the missing link between the established jumper cable product line and the hybrid jumper cable.

In Broadcast

The fact that we can draw from a comprehensive range of standardized sub-assemblies for combiners, splitters, electrically and mechanically operated patch panels and much more, allows us to be highly efficient and lets us guarantee short lead times. But we are also happy to create a custom-designed solution for you.

For Test & Measurement: Joint production of Teflon hose



(ATTENUATOR FAMILY 'GREEN LINE')

Especially, when vector network analyzers are used, high-precision connectors, terminations and adapters are indispensable. The same applies to calibration kits and mechanical accessories such as gauges for checking the mating face dimensions or torque wrenches for tightening coupling nuts. In manufacturing such components SPINNER has reached a level of precision which sets new standards which many users would not want to be without.

We will continue to provide our customers with innovative solutions for their applications.

Russian Helicopters, part of Russian state defence industry holding Oboronprom, and Eaton have launched joint production of Teflon hose in Russia using Eaton technology. Eaton's Teflon hose is being produced at the National Helicopter R&D Centre in Tomilino, near Moscow, where Russian Helicopters has brought together the intellectual assets of the Mil and Kamov construction bureaus. The hose will be installed on machines produced at the holding's facilities across Russia, including in Rostov-on-Don, Kazan and Ulan Ude.

The first consignment of Russian-made Teflon hose is already ready for installation on civilian model Mi-8/17 helicopters. The parties have also agreed to expand the range of hose produced for other types of Russian-made helicopters.

The flexible hose or piping is suitable for use in a number of contexts in aeroplanes or helicopters, including the hydraulic, fuel, oxygen, engine oil and other systems. The tubes last for the whole working life of the helicopter or aeroplane - an average of 20 years - providing significant economies on maintenance costs. Hose produced using Eaton's technology has many characteristics that make it superior to that of other producers.