



Aerco Ltd
17 Lawson Hunt Industrial Park
Broadbridge Heath · Horsham
West Sussex · RH12 3JR · UK

Tel: +44 (0) 1403 260206
Fax +44 (0) 1403 259760
Email sales@aerco.co.uk
www.aerco.co.uk



PRODUCT TIMES

AN UPDATE OF PRODUCTS AND SERVICES FROM AERCO

ISSUE NO. 19

Five day deliveries on MIL-C-26482 connectors with new assembly service

MANAGING DIRECTOR, Rob Laughton, explains the benefits of becoming AB Connectors' assembling distributor.

We are delighted to announce that in March of this year Aerco was appointed by AB Connectors as the assembling distributor for its AB05 range of connectors. This allows us to assemble these connectors within five days at highly competitive prices.

We have made this investment in order to provide a rapid response and our customers also benefit from not having to purchase minimum order quantities on any assembled parts.

As well as holding stock of popular connectors we offer a range of accessory products including straight outlets, cable clamps, grommet sealing nuts, general duty adaptors and protective caps.

At the opening ceremony of this new facility Harvey Preston, managing director of AB Connectors, said: "I am delighted that the long association between AB Connectors and Aerco continues to develop for the benefit of our customers. The establishment of Aerco as an assembler of our AB05 connector range will provide customers with high quality products on exceptionally short lead-times."



Managing directors Rob Laughton, Aerco and Harvey Preston, AB Connectors

The AB05 connector is used in a wide range of applications in the military, commercial and industrial markets where lightweight, environmentally sealed, solvent resistant connectors are required. This rugged range of high performance, bayonet locking connectors meets the stringent requirements of BS9522 F0017 that supersedes Defence Standard Specification 59-35 (Part 1), Section 3, Pattern 105 while conforming to US Specification MIL-C-26482, series 1 solder.

New fibre optic connectors

ANOTHER new product is the high performance Amphenol MFM series of fibre optic connectors. Initially designed for military applications, these rugged connectors are now a market leader and are suitable for a wide range of harsh environment applications including the motor racing industry.

The MFM range uses butt joint ceramic ferrules and alignment sleeves to provide optimum optical performance and employs an anti-vibration coupling mechanism for use where high vibration is an issue. Environmental sealing is achieved by a silicone 'O' ring and shells manufactured from ARCAP alloys provide excellent resistance against corrosion.

To prevent mis-mating of connectors there are variations with alternative keyway polarisations. We supply connectors covering over 70 different cable variants as well as accommodating standard patchcord and military tactical cable.

A range of fibre optic accessories support our fibre optic range including all the necessary assembly products such as an epoxy resin for fitting the connector to the cable, lapping film for polishing the fibre end, a hand held microscope and a power meter for test and inspection.



Website update

A NEW feature on the Aerco website www.aerco.co.uk provides up-to-the-minute information relating to your specific order detailing as to whether the items are in stock, despatched or on back order. These are listed by part number and allow customers to call forward orders if they are required ahead of schedule. If you would like to view this information online, click on 'Request an Account' on our Website or for more information contact Marc Bunce on 01403 260206.

Two major appointments

AERCO has won two major franchises over the past few weeks being appointed as a key business partner of **Glenair** and the exclusive UK distributor for **Ultra Electronics Measurement Systems (Ultra MSI)**.

Glenair is one of the world's leading suppliers of connectors, connector accessories, conduit, composite thermoplastic components and fibre optic systems and maintains the world's largest inventory of commercial and Mil-Spec connector accessories.

Under the terms of the agreement we will supply the complete range of circular connector accessories and backshells including all Mil-Spec connector accessories as well as Glenair propriety parts.

This agreement gives us access to a massive product range and provides us with an excellent opportunity of growing our business in both the military and industrial

sectors providing our customers with one of the best 'one stop shop' services available.

Ultra MSI is an American company that manufactures a range of commercial and industrial control mechanisms including joysticks, hand controls, control grips and trackballs.

Of particular interest to the UK market is a range of Hall-effect joysticks that offer many benefits over traditional potentiometer and inductive joystick designs providing low power dissipation, excellent temperature stability and a lifetime of 20 million cycles.

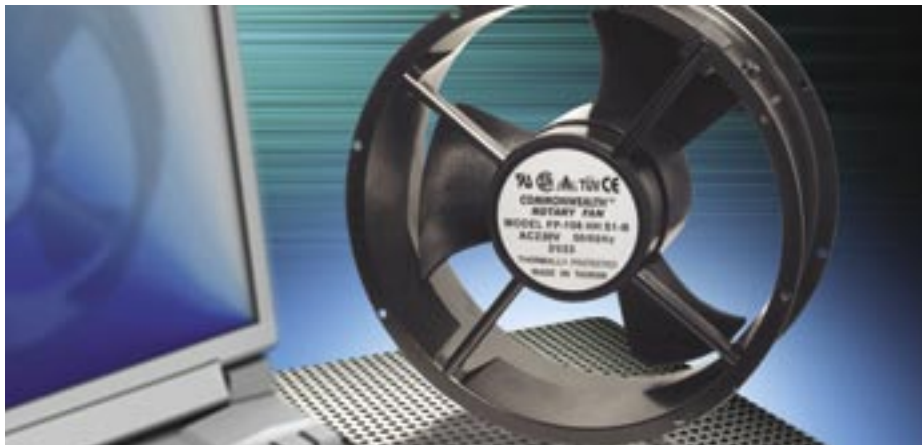
Aerco marketing manager, Marc Bunce, sees these two appointments as a real opportunity saying: "At Aerco we are always seeking to create partnerships with world class suppliers in order to achieve our ambitious growth targets. There can be no doubt that both Glenair and Ultra

MSI fall into that category and we look forward to working with both companies to develop our business and open up new markets in the UK."



Marc Bunce, Marketing Manager and Tom Herr, Business Development Manager

A big fan of Aerco



WE NOW supply a 254mm AC fan from Commonwealth Industrial that is designed for cooling of all types of large cabinets and enclosures.

Rated at 220/240V at 50/60Hz and driven by a powerful shaded pole motor, the FP-108 produces airflow of up to 258 litres/sec (547CFM) and because it is

89mm thick this robust and powerful fan has excellent performance against the high pressure experienced in modern, high density electronic enclosures.

The precision ball bearing system ensures a life expectancy of 40,000 hours at 25°C and the fan is shock tested to acceleration of gravity to 30G.

Leading the way with award from Raytheon

AERCO founder, Bill Laughton, had the pleasure of receiving a handsome glass trophy from Raytheon Systems in March 2006 as an award for quality and supply chain services for the Quarter 4 of 2005. Aerco was voted as the best supplier for the period out of a total of 1,600 suppliers. Praise indeed!

The award was presented by Dina Hyde, vice president of supply chain management at Raytheon Space and Air Systems (USA), and Robin Singleton, director of commercial and supply chain at Raytheon Systems Ltd. (UK).



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