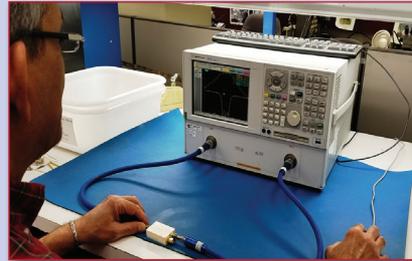


FAB\$ and LABS

A 40-Year Tradition Built on Service



Say “Maryland” and the average person thinks fondly of Blue Crabs and crab cakes. To someone in the RF/microwave industry, it is arguable whether filters or crabs will first come to mind. For those who think filters, the name Reactel will be synonymous—a highly regarded filter company and one of the only microwave companies still in the family after 40 years.

Manny Assurian formed Reactel in 1979, after 12 years with I-tel, renamed Cir-Q-Tel, a filter company he joined as an engineer right out of college. Serving in virtually every role at the small company, he worked his way to president, developing the confidence that he could run his own company. After fulfilling a one-year non-compete agreement, Assurian launched Reactel’s filter business with an ad saying “Manny’s back.” The phone started ringing, soon followed by the first filter order, from COMSAT, for nine custom designs totaling \$1,086.

Today, Reactel is a team of some 40 and operates from a 15,000 square foot facility in Gaithersburg, Md. Most of the company’s business comes from U.S. customers, roughly split between defense and commercial. Filters remain the core product, available in many configurations spanning from low RF to 50 GHz. Reactel’s filter designs encompass discrete component, cavity, combine, interdigital, waveguide, suspended substrate, ceramic and tubular, and they can be integrated into more complex products such as multiplexers and multifunction assemblies.

Filter performance reflects the combination of a company’s design and manufacturing capabilities. Reactel’s development team, although small, is “well seasoned” from years of hands-on experience. While most

new designs are unique to a customer’s application, Reactel has decades of filter designs to draw on, reducing lead time and performance risk. To assure manufacturing consistency and product quality, Reactel does pretty much all manufacturing steps internally, including five CNC machines in a fully automated machine shop. All RF testing is performed in-house, and a nearby facility handles any environmental screening that cannot be done internally. The company is certified to AS9100 and ISO-9001 and registered with the U.S. State Department for ITAR compliance.

Reactel supports defense, space and commercial programs—always has throughout its 40-year history, never letting the peaks in any one market capture the company’s design and manufacturing capacity. This strategy of “riding the waves” serves Reactel well: always nurturing strong relationships with its broad customer base, from Google to Raytheon.

Jim Assurian, Manny’s son who is responsible for new business development, attributes Reactel’s success to service. In an industry where technology and quality are givens, service makes the difference. Short lead times. Responding to small orders. “We want to answer the customer before our competitors open the RFQ.” This philosophy is reflected in the customer success stories and volume of repeat business, either follow-on orders for existing programs or new opportunities from those same customers. Reactel’s 40-year heritage reflects a tradition built on service and is a testament to the talented and dedicated staff who bring that philosophy to life in the work they do.

www.reactel.com