



Habia Cable

HellermannTyton



AWS ELECTRONICS AND THE TEAM APPROACH

AWS Electronics is proud to be a leading supplier of fully assembled and tested complex cables to General Dynamics United Kingdom Limited (GD UK) for BOWMAN

The BOWMAN communications system was introduced into service in early 2004 and delivers a step-change in capability over the Clansman family of radios, through its security, data capability, reliability and resilience against Electronic Warfare (EW) attack.

In 2002 AWS partnered with industry-leading companies to supply a turn-key solution to GD UK, in direct competition with well-established players in the market. The AWS-led supply team worked together intensively, with GD UK, early in the programme to measure up various vehicles' instrument layouts and specify the cables. This involved substantial up-front investment in expertise that developed optimal solutions for

UK as both technical and schedule changes multiplied – usually for reasons outside GD UK's control. As a result AWS expanded their scope of supply on the contract, achieving 99.96 per cent delivered quality performance with 97 per cent on-time deliveries.

Learning from this experience, AWS is working with its world class partners in order to offer similar turn-key solutions in cable and harness manufacture. While involving different companies on individual projects, the core team now includes:

Habia Cable, who offer their expertise in cable technology at both the design and manufacturing stages, and supply cables;

Hellermann Tyton, who contribute their expertise with high performance material compounds/adhesives, in heat shrink moulded parts, identification printing systems, clips and cable ties;

Lemo, who contribute their expertise in high density, low weight, electrical and fibre optic connectors for rugged environments.

All three companies have extensive experience world-wide, supplying military and aerospace contracts, with all the attendant standards, traceability, ruggedness and approvals. They have proved themselves frequently by providing outstanding service, pulling out all the stops in support of development, prototyping, approvals and production phases of projects. This proactivity and responsiveness has enabled AWS to delight customers and win major contracts. As a team with AWS they provide a dynamic new force in aero/defence assembled cables and harnesses.

Another example of the team's capability is the contract for Westland Helicopters to specify cable assemblies for, and build, land static platforms. The specifications differed considerably from the vehicle cables. Again, AWS drew on its partners' expertise in both design and manufacture.

Success in this contract has led (so far) to two major fast response contracts and an order for



racks for two naval ships, including layout and cable design to avoid interference and cross-talk. All these were delivered on time and to high quality, despite very challenging delivery lead times.

For all this success, cable manufacturing is roughly one-third of AWS' business. The company also assembles PCBs (all types) and full



box and cabinet assemblies for various industries including aero/defence, scientific, medical and rail. The company offers full support from design for manufacture and test, development of test specifications and equipment, lead-free processes, manufacturing to IPC 610 Class III standards, customisation, configuration, kitting and logistics. Beyond this they also have specific expertise in high voltage and radio frequency electronics, undertake repairs (to IPC 7710 and 7711), refurbishment, upgrade and reverse engineering. Thus they provide whole-life support to clients, with outstanding customer focus and service levels. ■

FURTHER INFORMATION:

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ruggedness, manufacturing and materials costs. AWS itself invested over £1 million in equipping an entire workshop, training staff to IPC 620 and relevant GD UK and MoD standards, and purchasing stock. Time and again the team proved that they had not only the expertise that GD UK sought, but also the operational flexibility that enabled them to work proactively with GD