

Out of this world

I'm pleased to offer our QwikConnect subscribers this comprehensive overview of Glenair's connector, wire protection and cable harness capabilities. I have a few comments I'd like to share with the Glenair family about this publication—particularly how well the products in this book reflect our dedication to new product development, innovation and our commitment to listening to our customers.

New Product Development: Glenair has been in the interconnect industry since 1956, manufacturing our first product, a simple cable clamp on Air Way in Glendale, California. While we are still located on Air Way, plenty has changed over the last 50 plus years. We now manufacture thousands of industry-standard and special purpose connector designs, backshells, wire protection and management products, cable harnesses, lightweight EMI/RFI shielding solutions and more. We didn't get to where we are overnight, but a current snap-shot of Glenair shows just how far we have come, and just how dedicated we are to making new and ongoing product development a mainstay of our business.

Innovation: Even a cursory look at this publication reveals just how innovative our product people and engineers have become. From our industry-leading Series 80 Mighty Mouse connector to our brand new and ultra-miniature SuperFly™ cordsets, Glenair has become the go-to market leader for innovation in interconnect systems. While many of our industry peers are seemingly content to rely on existing designs and their long-term print position in high-reliability systems, Glenair has taken steps to gear our outfit with a focus on innovation—tackling the toughest problems around—from size and weight reduction to better solutions for high-speed data transmission.

Listening to Our Customers: For me, this is the most important take-away from this impressive guide to Glenair's complete capabilities in interconnect systems. Literally all our business development work—from the expansion of our engineering and support capabilities to the growth of our factory space and manufacturing resources—have been undertaken with one goal in mind: Responding with as much urgency as we can muster to the needs of our customers. Believe me, we understand there is no better way to address those needs than to conduct every customer conversation with our ears wide open.

The title of this new overview of our work is "*Out of This World Interconnect Solutions.*" And while that may sound a bit hyperbolic, I'm convinced that Glenair products and our unmatched commitment to customer service puts us in a class all our own. As always, I welcome your comments and observations on just how well we are doing to live up to the lofty "out of this world" standards we have set for ourselves.

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