



State-of-the-art

New York-based MITEQ is a recognised leader in the development of RF and microwave products and subsystems for military and commercial applications. Satellite Evolution speaks to Howard Hausman, President, MITEQ about the company and its products and the innovation that ensures it is always one step ahead.

Question: Many thanks for your time, Mr. Hausman. Can you begin by telling our readers about MITEQ and the satcom products you offer?

Howard Hausman: MITEQ is a diversified microwave components and sub-systems manufacturer. Our major products are sub-

systems used in Satellite Earth Stations and microwave components and subsystems used in communications, radar, reconnaissance, and electronic warfare. The designed platforms are fixed ground, mobile ground, space craft, aircraft, and missiles.

The Satcom product lines, a major part



Howard Hausman, President, MITEQ.



MITEQ -- 1/3 Rack Units.

of our business, are diverse and cover virtually every major component between the modem and the antenna including Low Noise Amplifiers, High Power Amplifiers, Frequency Converters, Uplink Power Controllers, Beacon Receivers, Fibre Optic Links, etc. Our microwave components include microwave low noise amplifiers, high power amplifiers, oscillators, synthesizers, switches, mixers, and our logarithmic amplifiers are known throughout the world as state of the art quality products. These technologies are integrated into our Satcom subsystems to provide the high level of engineering and quality our customers have come to expect from MITEQ. In Satcom alone, MITEQ has a customer base of over 950 companies, with equipment in over 100 countries. Our average production of Satcom converters exceeds 300 per month.

Question: The broadband CW TWT Lab Amplifier has just been introduced in



January 2008. Can you tell us more about it please?

Howard Hausman: The MCL division of MITEQ has leveraged its Satcom HPA technology to offer broadband CW TWT Amplifiers for use as general purpose test equipment, EMI testing, and EW applications. These systems have also found use as bench top test equipment for satellite communications equipment suppliers. The amplifiers operate over multi-octave bandwidths (in ranges from 2 GHz to 40 GHz) and provide linear power (50 watts to 500 watts) for use in communication or pulse applications. The original applications were for rack mounting but we are now manufacturing a broadband HPA in an environmentally resistant outdoor package.

Question: MITEQ is certainly at the forefront of innovation and regularly introduces new products to the market. How do you maintain this constant evolution?

Howard Hausman: MITEQ listens to the industry to determine its needs. We maintain a very large, highly qualified engineering staff, that has the ability to rapidly design custom products. This combination enables us to be responsive to custom requirements and develop new products as needs unfold. We accept the challenge of product development in response to customer needs and grow our capabilities while helping our customers meet increasing operational demands.

Question: Which would you say are the key markets around the world for MITEQ and why? Are there any emerging markets that are significant for MITEQ in 2008?

Howard Hausman: MITEQ's territory encompasses the globe, where we fulfill a need for high quality microwave equipment on every continent. The developed countries continue to purchase our Satcom systems, HPAs and microwave components to upgrade their facilities, while developing countries provide exciting new growth areas. As everyone knows the Asian market is a fast growing segment of the world. We are in the

market and plan to be a significant factor in their purchases of high quality Satcom and microwave equipment.

Question: In terms of your products, which are the best selling and why?

Howard Hausman: In the Satcom world, MITEQ is known as a manufacturer of a broad range of high quality Satellite Earth Station equipment. MCL is a world renowned manufacturer of HPAs. In the microwave components world MITEQ is known as the premier manufacturer of Low Noise Amplifiers in all frequencies ranging from VHF to greater than 65GHz. These products lines comprise a significant segment of our sales because we maintain state of the art technology and quality demanded by our customers. We have expanded our technology to cover a diversity of microwave components and integrated assemblies that are growing significantly because of the same dedication to excellence.

Question: Can you identify any current trends or developments emerging within the satellite communications product business? If so, what impact do you predict will they have?

Howard Hausman: Ka-Band going from a small user base to mainstream satellite communications is the most profound trend in our business. MITEQ has been and continues to be instrumental in the development of Ka-Band Satcom products and we see ourselves as the premier quality supplier. Once Ka-Band Satcom gains a firm foundation in mainstream communications we expect that many ancillary requirements will unfold, e.g. Satcom on the move, Mobile Internet via Satellite, etc.

Question: Looking ahead, how do you see your business developing over the next few years – what aspects of the technology will change and move forward even further?

Howard Hausman: MITEQ listens to its customers and pays attention to its industry. Business development has traditionally been derived from non-traditional products re-



MITEQ -- 9800 Series.



MITEQ -- 9900 Series.



MITEQ -- Switchable Band TLTs.



MITEQ -- UPC-L Power Uplink.

quired by our customers transitioning into standard products. Our custom product sales are strong and therefore our new product offerings should be substantial in the coming years. Low cost MMICs are becoming more available. Combining this technology with our high performance components gives us a decisive technological and cost advantage over our competition.

Question: What will MITEQ be focusing on in terms of aims and objectives for the next 12 months?

Howard Hausman: MITEQ is a high technology engineering driven company. MITEQ's focus for the next year is continuing to advance the state-of-the-art and develop new more highly integrated products to fulfill our customers' needs.

I would like to conclude by saying that our business area, Satellite Technology and Microwave Components and Systems has always changed at a very rapid pace. Maintaining our position as a leader in these technologies is accomplished by encouraging constant innovation and supporting our highly qualified engineering staff. These quality products are provided to our customers by our dedicated production and support staffs. We value the contribution of each individual working in our organization. ■



MCL -- MT3600.



MCL -- MT7100.