

## Dear Reader

The year 2020 has started well for ADZ NAGANO and, despite the impact of the novel corona virus SARS-CoV-2 (COVID-19) on the global economy, we are still able to operate at relatively normal level and deliver products to our customers as usual.

However, the pandemic also brings new challenges for us. We are monitoring the further spread of the virus very closely in order to take appropriate precautions and mitigate possible effects. Many internal company measures have already been taken to ensure the safety and health of our employees, but also to continue our business activities.

At ADZ NAGANO, operations continue as planned. We will also complete our new building extension this year. This will increase productivity and optimize internal logistics in the future.

We sincerely wish all customers and supplier partners as well as all employees and their families that they remain healthy, get through this crisis as unscathed as possible and can soon return to their accustomed daily routine.

Finally, a general note: As you have probably already noticed, we have changed our newsletter a little. It is now a somewhat shorter, the articles are a little more compact and the newsletter will be published several times a year in future. We hope you continue to enjoy reading our news and discovering new product developments.

Dietmar Arndt  
Managing Director

## OUTLOOK

### NEW: Bluetooth sensor for pressure measurement

In the course of 2020, ADZ NAGANO will expand its product portfolio with a Bluetooth sensor. Stationary applications as well as static monitoring and surveillance are thus possible, as well as flexible use on mobile systems and non-stationary systems, such as portable measuring kits. The transmission cycles for the measurements can be set flexibly. Data can be transmitted over distances of up



to 30 meters. Different transmission profiles can be used: Beacon Eddystone or special GATT protocols, i.e., a direct active connection with the sensor. The data acquisition is done by App. The measurement data can be easily integrated into existing systems via standard interfaces and predefined protocols. By means of special long-life batteries, service lives of up to five years are possible. ■

## THE SALES TEAM OF ADZ NAGANO INTRODUCES ITSELF

Five colleagues work for customers from different areas on the ADZ NAGANO sales team.

**Marion Hotz**, who has been with the company since 2006, is the team leader. She looks after customers from Australia, Asia (Central & North) and Western Europe and is responsible for documentation.

**Marco Broscheit**, with ADZ NAGANO since 2010, moved from the development team to the sales department and has since been supporting customers from South America, Eastern and Southern Europe. He is also responsible for the Europe-wide sales of all NAGANO KEIKI and FUKUDA commodities. He is also responsible for the ADZ NAGANO website and ADZ NAGANO sponsorships.

Economist **Anja Claus**, with the company since 2019, is the contact person for customers from Northern Europe and South Asia and, together with Marco Broscheit, also for NAGANO KEIKI commodities. She is also responsible for the ADZ NAGANO newsletter, trade fair planning, commercial evaluations and sales controlling.

Customers from Germany and North America are served jointly.

All members of the sales team share an office to ensure good coordination and representation at all times. The sales team can be contacted by e-mail at [sales@adz.de](mailto:sales@adz.de).

The members of staff in the aviation sales area take a separate place in the sales team, as both the very specific customer requirements and specifications and the development project management are very different from the other areas. **Lutz Reinhardt**, who has been with the company since 2007, is responsible for worldwide sa-



Our Sales-Team: Marion Hotz, Marco Broscheit, Lutz Reinhardt, Anja Claus, Götz Prinzler (f.l.t.r.)

les for aviation customers. He has been supported by **Götz Prinzler** since early 2020. ■

## AVIATION: NEW CONTROL SYSTEM FOR TURBOFAN ENGINES

Together with the Czech company "UNIS a.s.", ADZ NAGANO is developing and manufacturing a new engine control system for turbofan engines for "Ivchenko Progress", a Ukrainian manufacturer of aircraft engines of all common types.

The multi-channel pressure transmitters used in the engine control units have a very compact design and are mounted directly on the engine. The operating conditions prevailing there present special challenges in this project. The first transmitters were delivered in 2019 and are currently being tested by the end customer. ■



## SPONSORING: ADZ NAGANO CONTINUES COMMITMENT TO FORMULA STUDENT

ADZ NAGANO has been supporting a large number of Formula Student teams with pressure and temperature transducers for several years within the scope of a sponsorship. In this design competition, students pursue the goal of developing and producing a formula racing car. In several international events, the individual teams then compete in various disciplines. The Formula Student is a supplement to the regular university studies.

The teams attach particular importance to the stability and reliability of the pressure and temperature transducers. In addition, compact design and a low dead weight are required. The ADZ NAGANO pressure transducers of the SME series meet these requirements and are highly trusted by most teams. They are space-saving lightweights. Nevertheless, thanks to their stainless steel design, SME pressure transducers are extremely robust, are full of technical know-how and can be individually and optimally adapted to customer requirements – like all other ADZ NAGANO pressure transducers, they are 100% tailored to customer needs and applications. The miniature design also allows the use in limited spaces – like here in motor sports. The product series is also available in a combination for pressure and temperature measurement.

Fourteen teams from universities all over Germany have so far signed a sponsorship agreement with ADZ NAGANO for the 2020 season. ■



### TEAMS:

UMD Racing	Otto-von-Guericke Universität Magdeburg
Mainfranken Racing	HS für angew. Wissenschaften Würzburg-Schweinfurt
HofSpannung Motorsport	Hochschule Hof
FS Team Weingarten	Hochschule Ravensburg-Weingarten
Baltic Racing	Hochschule Stralsund
GET racing Dortmund	Technische Universität Dortmund
Seagulls Luebeck	TH Lübeck
FaSTTUBE	Technische Universität Berlin
CAT-Racing	HS für angewandte Wissenschaften Coburg
RUB Motorsport	Ruhr-Universität Bochum
High Speed Karlsruhe	Hochschule Karlsruhe – Technik und Wirtschaft
Elbflorace Dresden	Technische Universität Dresden
Racetech Racing	Technische Universität Freiberg
Rennteam Uni Stuttgart	Universität Stuttgart

## 2020 FAIR DATES\* FOR ADZ NAGANO



**InnoTrans 2020 Berlin**  
September 22 – 25, 2020, Hall 7.2b, Stand 100



**SPS 2020 Nürnberg**  
November 24 – 26, 2020



**automatica 2020 München**  
December 8 – 11, 2020, Hall B5 - Stand 222

### We look forward to your visit!

Our employees are at your disposal for individual consultation. Convince yourself of the wide range of products and scope of possibilities that our portfolio offers.

\* Subject to change

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