



MPE
Quality, Reliability, Performance

Company Bulletin

for EMC, EMP & TEMPEST Protection

Issue 8



David Seabury – Managing Director, MPE Ltd

David Seabury looks back at record 2015 & forward to busier 2016

The 31st of January 2016 saw the end of the 2015 fiscal year for MPE, and it's been an incredibly busy 12 months. Apart from the company celebrating its landmark 90th Anniversary, order intake was at a five-year high, manufacturing output exceeded budget, new export territories were initiated, and additional staff were recruited. All in all, 2015 has been quite some year.

A UK Government agency recently reported that the average lifespan of a UK company is now only 8.6 years: therefore the attainment of our company's 90th Anniversary really was something to celebrate. So June saw 13 of MPE's 15 territory distributors travel to MPE for a two-day celebration . . . we did also do some work! The only absentees were Mikael Klasson from Sweden following a knee operation and our friends at Norshield, who were too busy installing MPE filters to travel to Liverpool. November also saw MPE celebrate with our own staff at the Liner Hotel in Liverpool. Buffet, bar, disco, photobooth, silly games and of course a cake, what more could any self-respecting party need?

For the second year running, MPE not only received significant orders for HEMP filters from both the USA and South Korea, but also witnessed much increased sales of HEMP filters in Europe. Underlying this, sales of MPE's powerline filters grew both in the UK and overseas. Sales were made to territories new to MPE, such as Abu Dhabi, and an increasing number of overseas customers were visited or overseas events attended, with MPE undertaking travel to more than 12 different territories. Perhaps the longest journey was made by Paul Currie, our Sales and Marketing Director, who toured US defense installations in Alaska during August.

New products also came to fruition during 2015, with Radsok connector feedthroughs, a new Ethernet filter, a custom filter for a green energy lighting application and an expanded range of TEMPEST pluggable filters all being rolled out.

Internally at MPE, six more employees came through their NVQ training with flying colours and gained their Level 2 NVQ certificates in Business Improvement Techniques, whilst improvement projects were completed within the capacitor winding, stores and dispatch areas. Mark Meadley in Production received his 25-year service award, and MPE were happy to welcome new team members to expand both the Production and Production Engineering departments. Furthermore Will Turner, our Senior Design Engineer, was selected by the BSI to represent the UK on a key international standards committee.

So, what about 2016? Whilst 2015 has indeed been a busy period for MPE, 2016 promises to be even busier. During February and March MPE already have visits arranged to established territories



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such as Italy and Korea, with others planned to fresh countries such as Bahrain, Kuwait and Saudi Arabia.

During March MPE are exhibiting for the first time at the leading UK defence procurement event DPRTE in Cardiff and, with EuroEM, MSPO, EMC UK and Electronica coming later in the year, our exhibition and conference activity has certainly increased.

MPE's in-house laboratory is currently under refurbishment and, exiting 2015, our very healthy order pipeline ensures that MPE's manufacturing teams will certainly be challenged over the coming months. I feel sure that some of our increased activity is a result of enhanced confidence and spending in many markets, but I am just as certain that our increased sales are a result of the strategy MPE have put in place and proactively implemented over the last three years.

Finally, looking ahead, during 2016 three of MPE's employees will celebrate their 40th year of service with MPE . . . so, another party anyone?

