



MPE
Quality, Reliability, Performance

Company Bulletin

for EMC, EMP & TEMPEST Protection

Issue 15



David Seabury – Managing Director, MPE Ltd

MPE in 2017 . . . a year of impressive growth

“ If this were MPE’s school report for 2017, it would certainly state “Exceeded expectations”, and I would be a very proud parent. What is clear is the significant growth that MPE experienced throughout 2017 but, with the year having passed by seemingly in a flash, it is only on reflection that I recognise just how many other notable achievements we accomplished together.

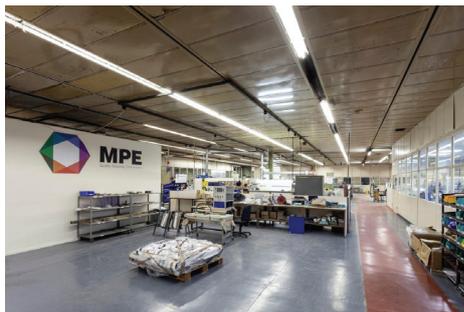
MPE’s sales continued to grow in 2017 and have now risen by some 30% across the last three years. Again, 2017 saw record-breaking levels of export business, with strong growth specifically from South Korea, Turkey and the USA.



US Presidential jet Air Force One

The introduction of a new Partner program for MPE’s territory distributors was a major step forward. This tiered program not only focuses precious resource toward the most appropriate areas, but also provides our partners with clear targets to aim for. In addition, during the Autumn MPE appointed new distribution partners for China and Oman, with their first sales already realised.

The USA continued to represent one of MPE’s largest export territories, with MPE now very often the first-choice HEMP filter provider for US defence applications. MPE delivered solutions for some very high profile projects such as the Presidential and National Voice Conferencing system – filters protecting Air Force One are going to be hard to top! Then significantly, in late 2017, via our Gold-Certified US partner TSS, MPE’s HEMP filters achieved US Army Corps of Engineers (USACE) compliance, providing a further platform for growth within this territory.



MPE’s expanding manufacturing facility

Back at base, to meet the increased demand for product, MPE invested heavily in our Engineering and Manufacturing teams. Several building improvement projects were completed and new equipment procured, including further balance meters and spectrum analysers, but perhaps the most important aspect of all is that MPE’s head count increased by some 27% over the year.



Testing filter performance at MPE

Notable new additions saw the Engineering team further strengthened, with Satnam Singh joining in August as Design Engineer and, at the close of the year, Marcus Wright being brought on board to head up MPE’s Manufacturing functions. Following on from the successful introduction of the company’s first apprentices in 2016, this program was expanded with the enlistment of Gillam Prescott and Liam Reed during September 2017.

Technology-wise MPE had two patent applications accepted for innovative techniques in surge arresting. A further expansion of our well-established HEMP filter range was also achieved, with HEMP filters now accounting for almost 50% of MPE’s overall business.

Again thinking of export territories, I was very pleased to see Paul Currie, our Sales and Marketing Director, being invited to present



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Paul Currie of MPE (on front row, fourth left) joins the KIEES Committee at the EMSEC Workshop in Seoul last October

a further keynote address to the Energy Council of the North-East (ECNE) community in the USA and also to be one of only two non-Korean speakers asked to present at the annual EMSEC Workshop hosted by the Korean Institute of Electromagnetic Engineering and Science (KIEES) in Seoul in October.

Meanwhile John Jephcott, Key Account Manager at MPE, was asked to present to a select group of the Institute of Electrical and Electronics Engineers (IEEE) in Sweden. These regular invitations are a testament to MPE's position as a world leader in filter technology.

So, looking ahead, with a strong order book and MPE being drawn towards further new export territories, I expect MPE to sustain its growth trajectory, resulting in nothing short of "triple A's" on next year's school report!