



MPE
Quality, Reliability, Performance

Company Bulletin

for EMC, EMP & TEMPEST Protection

Issue 5



Terry Murch

Experienced North American distributor meets all State Department & DoD requirements

Incorporated in 2008, Technical Sales Solutions, LLC (TSS) has been MPE's North American distributor and business partner right from the start. The company has its headquarters at Gibsonia, north of Pittsburgh, Pennsylvania, and another office at Atlantic Highlands, New Jersey.

TSS specializes in the international sourcing, sales and marketing of military and aerospace products, including detailed market research and strategic product differentiation. A wide-ranging customer base encompasses the major US defense contractors such as Boeing, General Dynamics, Lockheed Martin, Northrop Grumman and Raytheon, to name but a few.



Leo Miller

There are three partners at Technical Sales Solutions. Leo Miller is a veteran and an experienced pilot, whose long and distinguished career has included 20 years' service as an Air Traffic Controller in the USAF, followed by a period at Lockheed Martin. Then Terry Murch and Tom Griffin have both had extensive sales and marketing experience of over 25 years in the electronics and defense industries as well as managing successful businesses.

The company is ITAR registered and licensed by the ATF (<https://www.atf.gov>) to import defense products. Vitality TSS understands the necessity and importance of meeting all State Department and Department of Defense (DoD) requirements.



Tom Griffin

As an ITAR company, TSS is able to satisfy all State Department conditions for information sharing, technical data, imports and exports, and so on. This takes the burden off the customer to fulfil ITAR requirements and ensures that all relevant transactions are compliant. Accordingly TSS will process any ITAR Technical Assistance Agreements (TAAs) or other licenses which may be needed. Then, should any questions arise regarding a license, TSS will address the issues with the State Department to ensure compliance with the law.

Pictured here, Terry Murch, Director and majority shareholder of TSS, comments: "Our relationship with MPE has always been very positive, and MPE filters have been excellent lines for us over the years. We have successfully put over their unique features and benefits, enabling us to sell MPE's HEMP filters for example into the US Army and US Air Force as far superior replacements for entrenched incumbent brands.

"For instance, the ground-breaking MIL-STD single-line 1200A HEMP filters from MPE consist of a single 1200A circuit with no current-sharing elements, thus avoiding the problems inherent in conventional high-current filters that are based on the paralleling of multiple lower current filters. The paralleling of filters commonly leads to overheating and filter failures due to current imbalances.



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“What is more, MPE units are generally far more compact and of lighter weight for installation purposes. Those size and weight advantages afford significant shipping, installation and space benefits to installer and user alike.

“At the end of the day, such benefits speak for themselves, and MPE products have proved consistently more reliable than their competitors in the North American defense and aerospace markets.

“MPE’s superior technology, quality and service, combined with TSS’s long-term relationships with major customers in the USA and its ITAR license, have created the framework for an extremely successful partnership.”

For more information, contact Technical Sales Solutions, LLC, 5528 William Flynn Highway, Gibsonia, Pennsylvania, PA 15044, USA. Call (001) 732.977.6674, visit the website <http://mytechnicalsalessolutions.com> or contact Terry Murch via email terry@techsalesolutions.com

