



Company Bulletin

for EMC, EMP, HEMP & TEMPEST Protection

Issue 27



David Seabury – Managing Director, MPE Ltd

MPE breaks records in Award-winning year

Following 2020 when MPE's total annual sales increased by over 30%, MPE had planned for a period of consolidation during 2021. However, the year defied all of our expectations.

Entering the year with significant project orders for production and with global supply chain issues starting to affect manufacturers the world over, MPE understood that the business would be very busy during Quarter 1 and heading into Quarter 2. What perhaps wasn't anticipated is that new project orders would continue to increase throughout the year, and MPE would need to rapidly accelerate the growth and investment plans it had set for future years.



Part of a large HEMP filter order being loaded for shipment in July 2021

Most notably, demand for MPE's high-current HEMP filters has risen by 210% across the previous three years. It was MPE's ability to expand in the area within a very short timeframe, coupled with our longstanding and trusted supply chain relationships, which allowed this growth to be accommodated. Significant forecast orders from Scandinavia, the UK and the USA were realised, along with a resurgence of sales from the Republic of South Korea, with three major project orders secured from that country. In July 2021 MPE shipped one of the largest high-current filter orders it has ever manufactured, including 4800A HEMP filters for installation in a power facility.

Alongside these project orders, our expanded distribution network also blossomed. SACA UK, newly appointed in late 2020, recorded high volumes of sales much earlier than predicted and achieved Gold Partner status for 2022. Most notably, SACA UK supplied custom MPE TEMPEST power line filters for installation on the Royal Navy's Hunt Class mine countermeasure vessels (MCMVs). Despite the challenges that these further levels of growth and global supply chain issues placed on Manufacturing, MPE's on-time delivery in full has been maintained at an average of 95% throughout 2021.



The Hunt Class minesweeper HMS Hurworth on patrol duties in the English Channel

In September the media spotlight shone on our Naval applications in the BBC TV drama Vigil, a six-part murder mystery serial centred on the control room of a Vanguard Class submarine protected by MPE's ultra-low-leakage TEMPEST power line filters. MPE has a long history of supplying high-performance custom filters for applications in the Royal Navy's submarine fleet, including Vanguard and Astute Class vessels. In fact we are currently finalising filter protection solutions for the Royal Navy's next generation, Dreadnought Class nuclear submarines now under construction and due to enter service in the 2030's.



Royal Navy Vanguard Class submarine

As for all companies, the continuing worldwide Covid pandemic has again presented issues for MPE. However, I am happy to report that staff absences were few. Our dedicated workforce remained fit and well as a whole, and the strict protection measures implemented by MPE meant that positive cases were isolated and did not come about from our working environment. Encouragingly, following some relaxation of travel restrictions, MPE's international travel resumed in October 2021, with MPE undertaking visits to distributors, customers and prospects in Eastern Europe, France, Turkey and the United States before the year end.



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From the new, low-leakage MPE TEMPEST power line filter range

Within Engineering, a new low-leakage TEMPEST filter range was introduced, MPE expanded its standard HEMP filter range to include filters up to 4800A, and activity with Underwriters' Laboratories in the USA was resumed. However, perhaps most exciting was the huge progress made on a revolutionary new technological advance which I cannot yet detail. What I can say is that this is something not yet seen anywhere in the EMC filter market.

As in previous years, I was again delighted to see the continued development and progression of MPE's team members. In September MPE was able to continue its established Apprentice Programme, again recruiting new Apprentices and progressing existing ones to higher studies or full employment within our business. Staff numbers were also boosted, primarily within Manufacturing, where existing teams were strengthened.



Apprentices receiving tuition on a coil winding machine at MPE

As MPE approached the end of the year, following his completion of a four-year personal development program, it was great to see Marcus Wright promoted to Manufacturing Director and join the MPE Board. On a recognition and reward front, within the year MPE was also able to implement a significant pay increase for all staff, and team members also received two separate bonus awards during 2021.

Closing the year, MPE were immensely proud to be named by Business Insider magazine as one of the Top 10 Growth Businesses in the North-West region of England. This followed MPE's triumph in winning Make UK's Business Growth & Strategy Award and SME-of-the-Year Award for the North-West. Whilst such accolades do not have a direct impact on the business, it is always fantastic to receive such recognition from esteemed independent organisations.



Marcus Wright joins the MPE Board as Manufacturing Director

So, with MPE's overall turnover having grown by more than 10% last year and over 40% within the last two years, MPE is in a most healthy position as the company heads into 2022. With the project orders that MPE expects to secure during the first half of 2022, coupled with MPE's open order book currently being at a record high, I am confident that MPE can exceed all previous years' performances and make 2022 yet another significant, record-breaking year.”



The proud company owners celebrating their Make UK Awards wins