



# Company Bulletin

for EMC, EMP, HEMP & TEMPEST Protection

## Issue 27



The Directors of MPE visit their distributor partners SACA Europe and IMCA in Ankara, Turkey (left to right, David Seabury and Cemal Alpay, Paul Currie and Ahmet Arpaözü)

### MPE makes international visits at last!

Following the relaxation of some travel restrictions amid the present Covid pandemic, during late 2021 MPE seized the opportunity to complete a number of overseas visits to its territory distribution partners. MPE had conducted its last physical meetings with clients and distributors abroad back in January and early February 2020, over 18 months before.

Whilst regular contact had been well maintained over this lengthy interval by remote communications such as videoconferencing and messaging, the significant personal elements of face-to-face meetings and hands-on participation had certainly been missed. Accordingly, following the relaxation of travel restrictions in September 2021, MPE acted quickly to make overseas travel arrangements.



With facemasks worn as required, French territory distributor Euromip welcomes MPE at Vélizy (left to right, Jean-Philippe Louis – President, Euromip, Yann Baillergeau – Technical Manager, Euromip, John Jephcott – Key Account Manager, MPE, Andreas Rudel – Sales Director, Euromip)

The first travel undertaken was to Ankara in Turkey in October 2021. On this visit David Seabury, Managing Director of MPE Ltd, and Paul Currie, Sales and Marketing Director, fulfilled meetings with the company's Gold level distribution partner for Turkey – IMCA, and also its recently appointed distribution partner for Eastern Europe – SACA Europe. Partner review meetings, product training and customer meetings were held across four days.

Following this, during the final week of November 2021, John Jephcott, MPE Key Account Manager, and Paul Currie met with Euromip, MPE's distribution partner for France, at their headquarters and greatly expanded warehouse facility in Avenue Morane Saulnier, Vélizy, 13km south-west of the centre of Paris.



At the major transportation hub of Amtrak's Boston North train station in Massachusetts

In accordance with the Covid restrictions still in place, MPE carried out product training and a number of client visits in addition to a detailed partner review meeting. The timing of the business trip was critical. It proved even more important just two weeks later when France reimposed severe travel restrictions, which again rendered international visits impossible.

Hot on the heels of travel to France, during the first week of December 2021 Paul Currie flew out to the United States. With the USA being MPE's largest export sales territory, and with several significant projects either being bid for or now being installed, MPE felt that it was vital to go to North America at the earliest opportunity.

During that tour, international travel regulations and local rules were unfortunately tightened up, so that the week-long itinerary had to be amended. Accordingly many meetings had again to be held via videoconferencing and the visit had to be curtailed.

The present events which overshadow and interrupt overseas tours to distributors, customers and prospects demonstrate the volatility and uncertainty still inherent in international business travel. Nevertheless, despite this, MPE remains fully committed to the support of its overseas territory partners and will continue to travel where possible, in line with all applicable Covid regulations.