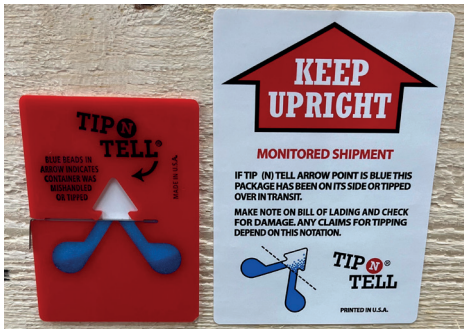
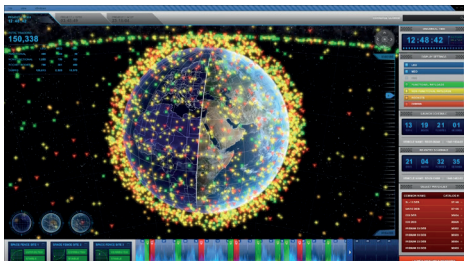




Part of large HEMP filter order being shipped from MPE



The Tip'n'Tell® indicator label affixed to the shipping crate prior to despatch from MPE gives clear evidence of any mishandling en route.



MPE supplied custom high-current EMC protection filters with integral busbar for the United States Space Fence program. This state-of-the-art space radar system built by prime contractor Lockheed Martin tracks the increasing amount of space debris in Low Earth Orbit (LEO), in order to avoid potential collisions with satellites and the ISS.



MPE's HEMP protection filters are installed in a US Navy power plant on East Coast USA.

New direct trading strategy for the USA

Following a period of significant growth, in August 2022 MPE adopted a new strategy to address the requirements of the US market. For each of the major territories that it serves around the world, MPE utilises an approved distribution partner. This had been the case in the USA, where MPE had worked with distributor Technical Sales Solutions (TSS) for the last ten years.

However, as a micro business of few people and having no background within manufacturing, whilst TSS as a distributor has been well placed to support initial through to early adopter sales, MPE's US business is now of a much higher and established nature, outgrowing the levels that TSS can effectively support.

With this in mind and following feedback and requests from clients, MPE has therefore changed to a different model, to trade direct with its many integration clients across the United States.

MPE is proud of its long and well-established reputation and track record of HEMP filter sales in the USA, having supplied large quantities of Mil-Std-188-125 compliant filters for a decade to the US defence, space and aerospace, power and utilities markets. Now MPE's new direct trading strategy will ensure that clients receive the most responsive and improved levels of support.

Notably, pre-sales, technical requirements are addressed and quotations provided within a much shorter timeframe and, post-sales, payments are accepted in USD with credit card payment available. Importantly, MPE has collaborated with specialist freight forwarders to ensure smoother logistics and improved shipping timescales, with MPE solutions delivered duty paid (DDP) to site.

MPE has also introduced new techniques to ensure the integrity of all shipments, one example being Tip'n'Tell® indicator labels. Once such a label has been affixed to a packing case, that crate cannot be tipped without leaving evidence of mishandling.

Having changed over to the direct trading model in August 2022, the MPE team has undertaken four visits in support of existing and new programs. MPE Directors Paul Currie and David Seabury have spent time with clients based in Colorado, Florida, Kentucky, Maryland, New Jersey, Pennsylvania and Washington DC.

In addition, MPE's Engineering team has been working in the USA to assist in the successful testing of MPE's newly developed range of HEMP filters compliant to Mil-Std-188-125-1A. As detailed elsewhere in this Issue of the Company Bulletin, these designs are now independently certified, with test certificates available for download at: www.mpe.co.uk/downloads/test-certificates

MPE has already shipped several hundreds of filters direct to multiple US clients, some new to MPE. Designs are also underway for significant programs in the USA, all forecast for manufacture during the next year. Meanwhile MPE is due to fulfil its next client consultation visits across the Atlantic in early 2023.

So, to summarise the benefits to clients of the new MPE strategy for the United States – end-to-end processes are simplified with clients able to communicate direct with the original manufacturer ; response times are greatly improved ; and clients commonly realise cost reductions when procuring MPE products.