

In Focus – Issue 19

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TMD Plays Key Role in Faraday Partnership

TMD Technologies Limited (TMD) is playing a key role in the new, high profile Faraday Partnership in Radio Frequency Engineering, which has been conceived to further develop technology and innovation in the high power radio frequency field. To achieve this aim, the partnership will bring together industry experts, members of academia and research laboratories involved in RF engineering.

Announced recently in London by the Science Minister Lord Sainsbury, the partnership is part funded by the DTI and will be managed by CLRC (Central Laboratory of the Research Councils), through its Oxford-based Rutherford Appleton Laboratory. Applications will be wide ranging, and will include linear accelerators, radiography, television and multi-media distribution, X-ray and electron medical therapy.

Participating companies such as TMD contribute to the scheme by committing a proportion of their annual R & D budget across a four-year period, working closely with academic institutions and the commercial sector to respond to major international research projects requiring advanced RF technology.

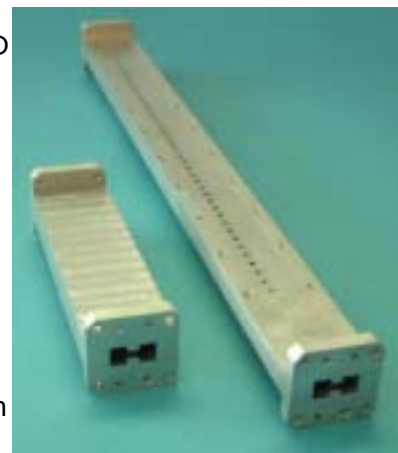
TMD's Engineering Director, Howard Smith commented: "This forward-thinking initiative cuts across traditional engineering boundaries, combining the complementary skills of industry and academia to powerful effect. TMD is proud to be a part of the scheme and, as a world leader in microwave technology for more than 50 years, will have much to contribute".

The DTI will provide over £600,000 to CLRC over a three year period in order to run the Faraday Partnership, and the Particle Physics and Astronomy Research Council (PPARC) is awarding £1 million over four years for research directly related to the scheme.

TMD's Capability Now Expands to Include Waveguide Design and Manufacture

A world leader in microwave amplifier technology, TMD has many years experience in the design and manufacture of microwave tubes, power supplies and amplifiers. More recently, in support of its TWTA products for EMC, scientific and medical applications, the company has recruited expertise in waveguide design, manufacture and testing and is now able to offer this service to other companies.

TMD's capability includes passive low loss rectangular and double-ridged waveguide components, adaptors and assemblies at frequencies covering the range from



1.0 to 40.0 GHz. Components may be manufactured from customers' existing drawings (hard copy or CAD files) or new designs and drawings may be produced in order to satisfy a special requirement.

TMD regularly machines waveguide components from copper, brass and aluminium and is an expert in the machining and treatment of these particular metals. Less common materials may also be used to meet special requirements.

Cleaning, finishing (eg painting, plating or alochroming) and assembly of components following machining is also offered, thereby providing a 'one stop shop' engineering service. This has proved to be a major advantage for the customer in terms of quality and cost effectiveness.

QA and Customer Care - continuing improvements, including Value Added Engineering

Over the last quarter, we have made significant strides in the implementation of our information gathering system. The QA databases, which have now been implemented, are populated with sufficient information to enable us to do meaningful analysis on a whole range of areas. The whole purpose of this strategy is to produce a 'targeting' system which enables Quality Assurance to take a proactive lead in alerting production as to where to concentrate design effort and other resources. This leads to continuous review of our cost base, in turn leading to a more efficient use of resources and an improvement in performance and reliability.

The mechanism allows us to monitor the stability of our designs and production processes and, together with our information on yields, we are also able to target production areas and sub assemblies, which may require a more intensive design review. The Production Engineering team have been utilising the information to assist them with their investigations into new processes; sometimes leading them to source new suppliers with more cost effective solutions.

As part of the Customer Care Programme we have also initiated a new procedure whereby all customer products sent to TMD for repair or evaluation are unpacked and photographed as soon as they arrive in the company; in the presence of QA and Customer Care staff. This has helped to improve the efficiency of the repairs process with obvious customer benefits. Also this procedure highlights any problems with packaging or transport at an early stage, so that future deliveries are protected. This is particularly important, as products may travel to TMD from remote parts of the world, sometimes not under ideal conditions.

All of this adds up to a continual improvement of TMD's capability, and that has got to be good news for our customers!

Lynne Pegler - Quality Director

Joanne Burton - Customer Care Manager

Factory Expansion

In order to fulfil the production requirement for the EFA power supplies contract (see Spring Issue of In Focus), TMD is undertaking a programme of factory expansion and refurbishment including new flooring and lighting systems, assembly and test benches, and equipment.

Also, the recruitment campaign started last year is continuing apace. More than 20 new people have been welcomed to TMD in the past six months and are progressing through their training.

TMD at Paris Air Show

In June, TMD exhibited at the Paris Air for the first time as a result of its growing status within the aerospace and avionics industries - and found it very worthwhile.

A large number of our customers were there, many as exhibitors. Numerous meetings were held and important new contacts made.



CAA AIR TRAFFIC STANDARDS CONFERENCE & EXHIBITION

Royal Bath Hotel, Bournemouth

14-15 November 2001

Radar Sales Manager Andy Crawford and Tubes Production Manager George Wakeman attended this event organised by the CAA.

TMD displayed information on its special high reliability, high power tubes for ATC Radar, the PT6055 and the PT6019/49.

TMD Appoints New Agents Worldwide

In South Africa...

TMD is pleased to announce the appointment of a new agent for South Africa who will handle the company's complete product range.

SAEV Technologies (Pty) is a South African company established in 1998, with offices in Johannesburg and Cape Town. Their main objective is to commercialise high technology electronic components and sub-systems catering for the defence, medical and telecommunications industries.

Graham Brown TMD's Sales Director recently visited the country and signed up an agreement with Jose Peral the Managing Director of SAEV. Graham commented that this young but experienced company was uniquely placed to represent TMD's diverse product range both for our new opportunities and our already installed product line.

... and elsewhere

Earlier in the year, TMD added three other new agents to its worldwide network: AFI for the USA, Comtest for Italy, and Delta & Trade Consultancy for Turkey.

AFI, based in New York, has been appointed US distributor for TMD's commercial microwave amplifiers. The company is owned by Richard Janiec, and backed in the USA by Bulgin plc. Richard Janiec has particular expertise in the microwave amplifier business, covering product procurement, system integration and consultancy. TMD's Sales Director Graham Brown said: "The AFI appointment offers an ideal opportunity for us to expand the commercial amplifier side of our business in the USA. We will be working closely with all concerned to provide our full support".

Comtest, based in Turin, is now responsible for all of TMD's commercial amplifier sales in Italy. Leading the Comtest amplifier team is Pietro Comerro, who has a great deal of experience in the EMC and EW testing markets. He will be concentrating on consolidating and expanding TMD's Italian operation.

Delta Trade & Consultancy, with offices in Ankara and Istanbul, will be handling all of TMD's new military bases in Turkey. Under the leadership of Ergin Tuc, Delta has experienced impressive growth and is a highly respected consultant to Turkey's defence establishments. The company is thus uniquely placed to promote TMD's microwave technology and expertise in the demanding military market.

TMD will be demonstrating its Processing Services Capability again at Southern Manufacturing 2002 on 27-28 February at Thorpe Park, Surrey.

Once again the company will be exhibiting examples of its expanding, diverse capability, including precision machining, specialist cleaning, heat treatment, brazing and precision assembly.

Last February's show has certainly proved its worth - during the year we have maintained and strengthened contact with many of the potential customers we met at the exhibition, and have won a particularly important order as a direct result.

New People in Sales

Adrienne Degaichia

Adrienne joined TMD last April as Sales Office Manager, responsible for setting up and implementing the sales department's administrative systems and managing its contracts.

Adrienne has many years experience in the electronics sales field. Nine years ago she joined Psion Computers as an Export Administrator in the sales department. Subsequently she worked in various customer service roles and was later promoted to Customer Service Manager when Flextronics took over Psion's manufacturing facility.

Since joining TMD, Adrienne has initiated several improvements and has been working closely with IT to maximise the effectiveness of the sales department's computer systems and procedures.

Brenda Slim

Brenda joined TMD last April as Sales Department Secretary. In this role she provides valuable support to TMD's directors and sales staff and is particularly involved with the administration of customer visits to TMD.

Brenda has worked as a secretary for the past 18 years in a wide variety of companies both large and small, in several different disciplines including electronics production, automotive engineering and electronics sales. Her wide experience is ideally suited to TMD, where all departments work closely together at one location in Hayes, Middx.