



THE MAGAZINE FOR THE CUSTOMERS OF TMD
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TMD at Paris Air Show for First Time

TMD Technologies Limited (TMD) is exhibiting at the Paris Air Show for the very first time, on June 16-24 2001, Le Bourget, Paris. "The decision to participate was a direct result of the company's increasing involvement and growing status within the aerospace and avionics industries" commented TMD's Sales Director, Graham Brown.

TMD's recent developments in transmitter sub-assemblies for airborne radar and EW systems have relied substantially on the company's state of the art switched mode power supply technology and expertise in integrating these power supplies with its own microwave tubes or those of other manufacture.

On Stand H11/7 in the UK Pavilion hosted by the SBAC (Society of British Aerospace Companies) TMD will be showing a representative selection of its latest power supplies and microwave tubes. Also on display will be instrumentation TWT amplifiers with applications in the aerospace industry for ground based radar/EW simulation and training.

TMD offers high performance, switched mode power supplies, power amplifiers and transmitter subsystems to the avionics and aerospace industries.

European Microwave 2000, Paris

CNIT, La Defense, Paris.

Last October, European Microwave was held at the CNIT Exhibition Centre at the heart of the stylish and futuristic 'La Defense' business complex in Paris.

TMD's presence at this exhibition proved very worthwhile. It was a good opportunity to meet some of our French customers face to face and also to strengthen our relationship with our French representatives TNP Electronique.

Also, this exhibition marked the official beginning of the trading collaboration between TMD and the French company Prâna from Brive (see In Focus issue 17).

Prâna is a world leader in Class A* solid state amplifier technology from 10 kHz-4 GHz, complementing TMD's own capability in high power TWT amplifiers from 1-40 GHz and Class C** solid state amplifiers from 1-4 GHz. The relationship is proving beneficial to both companies, and many enquiries have been received.

* Broadband, linear

** Narrow band, high power

New Sales Manager

Andy Crawford

Andy Crawford joined TMD's Sales Department last summer. Since then he has become a key member of the radar sales team and is now the Country Manager for India.

He was introduced to TMD by Nigel Hann, TMD's Account Director for Radar Products. Andy and Nigel were both engineering apprentices at Marconi Avionics, Borehamwood some 20 years ago.

While at Marconi, Andy worked as an electrical and mechanical inspector, prototype wireman and methods and planning engineer. Later he worked as a Methods and Planning engineer for Soundcraft Electronics, dealing with studio mixing equipment.

Andy has been involved in Technical Sales since 1986, working in a wide variety of commercial environments. It is this wealth of experience that he now brings to TMD.

Southern Manufacturing 2001, Thorpe Park

At the end of February, TMD demonstrated its Special Processing Services at this exhibition, and enjoyed the most successful event yet for this sector of its operation.

The excellent organisation by ETES of Staines contributed significantly to this success. Also, the weather played its part. It was particularly bad during the two-day event, which meant that the vast majority of those visitors who made the effort to attend were there for serious business - reflected in the very high quality and quantity of enquiries received by TMD.

Since the exhibition we have received several requests for quotations, with the likely prospect of orders in the near future. The main areas of interest include machining, assembly, brazing and cleaning in the medical, electronics and automotive industries.

EFA Contract for TMD

TMD Technologies is proud to report a successful conclusion to the design and development programme for high voltage power supplies (HVPSUs) for the Eurofighter Typhoon Aircraft.

This has culminated in TMD being awarded a contract to supply the HVPSUs for the first batch of aircraft to be manufactured by BAE SYSTEMS.

TMD has a long history of working closely with BAE SYSTEMS (formerly GEC Marconi and British Aerospace) and this order extends the relationship even further.

INTERNATIONAL In Focus

TMD Around the World

TMD attended an Anglo-Turkish Industry symposium held in Ankara towards the end of last year.

It was attended by a number of leading UK companies including BAE SYSTEMS, Alenia Marconi Systems, Matra BAE, and Astrium Ltd, whilst Turkish companies included Havelsan, Mikes, Roketsan and Aselsan.

The symposium was opened by H.E. Sir David Logan, the British Ambassador, and the opening address given by Sabahattun Cakmakoglu, the Turkish Minister of Defence. TMD was represented by Graham Brown, Company Sales Director.

Also towards the end of last year, TMD representatives visited Brazil and Chile in support of our local Agents.

Sales Director Graham Brown and Nigel Hann, Account Director visited both countries and had extensive talks with our customers there.

In Focus PROJECTS

Progress on Programme for AWACS

As TMD completes the initial phase of the AWACS programme (see In Focus issue 16), the company's klystron engineering group reports good progress. The work carried out in recent months has focused on the software modelling required to adapt TMD's highly reliable existing 1 MW klystron to the required physical and **mechanical configuration of the new socket.**

In support of this project, the company has utilised new SDRC Ideas 3D modelling software along with other established software related to focusing and magnetic performance.

Over the next 12-24 months TMD will continue with the manufacturing phase of the programme and then will compare the actual measured data against the software predictions.

Regular updates will be featured in forthcoming issues of In Focus.

Aiming for the Ultimate in Quality

Over the past year, the quality initiatives being put in place at TMD are steadily producing excellent results. From the Problem Reporting system, TMD's QA Department is now able to run detailed analyses of any process malfunctions, targeting specific products. This information is fed back to the newly created Production Engineering Group for review, leading to plans for design improvement. Other tools yielding information are the Returns Database and the Audit Database. Also, the Customer Care Desk, implemented last July, is providing valuable information on the way we deal with our customers, and thereby helping us to further improve our service.

At time of writing we have just had another six monthly ISO 9001 audit, at which the Auditor complimented TMD on the visibility the business is gaining from our new information gathering systems. This is certainly in line with the objectives of the new ISO standard, 9000:2000, which will come into effect during the next 2 years.

Lynne Pegler - Quality Director

Successful Recruitment Campaign

A recruitment campaign was held in January, in support of TMD's recent new contracts and overall plans for growth. The management were delighted with the response - over 200 people came to see us over a short period, and many have since started with TMD. Our recruitment drive has not yet finished, with more Mechanical, R&D and Test Engineers still required to meet our growing production requirements.