

# In Focus

THE MAGAZINE FOR THE CUSTOMERS OF TMD

## TMD Hits Record Results



TMD's headquarters in Hayes, West London, where all departments work together as a team to achieve record results.

**Just eighteen months on from establishing a brand new assembly area to cope with production for its largest ever radar transmitter contract, TMD's organic growth continues to surge forward!**

At the end of March this year we achieved record order receipts and record sales representing percentage increases over the previous year of **89%** and **43%** respectively.

Said Graham Brown, TMD's Sales Director: "We are obviously delighted with this excellent result, which is the culmination of a great deal of hard work at all levels in the company -

getting contracts in, and products out! We are now in process to do it again this year!"

TMD's business is mainly from the USA, Far East and Europe but in the last year we have also been active in several new areas including Russia and the former Eastern Bloc countries (see inside) and, closer to home, the UK! The contracts received cover all TMD's product areas - transmitters, tubes, microwave power modules (MPMs), power supplies and commercial amplifiers.

"The key to our success is the way all departments work together as a team",

said David Pike, Operations Director. "The goals of innovation, quality, reliability and customer service are constantly in mind, and this has led to our excellent reputation in the marketplace."

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## Internet Yields New MPM Contract



Sales Executive Stuart Love and Contracts Manager Adrienne Degaichia discuss a new MPM contract. "We look forward to receiving your MPM enquiries", says Stuart. "You can check on our website [www.tmd.co.uk](http://www.tmd.co.uk) to see the latest models available."

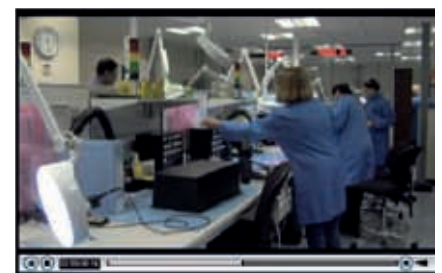
TMD was pleased to receive a substantial order recently from the USA - for Ku band microwave power modules (MPMs) for an airborne approach radar.

The MPM ordered is an excellent fit for this new radar which replaces an earlier magnetron based system, and which is designed to have improved terrain-following capability. The customer found us on the internet and recently a good number of MPM enquiries have arrived via this route.

Said Heather Skinner, TMD's Publicity Manager: "There is obviously a substantial market for MPMs, and the TMD website is working well in this respect - introducing brand new customers to us. The same is also true for our instrumentation travelling wave tube amplifiers (TWTAs), which are also generating considerable interest on the web."

TMD's MPMs have applications for radar, EW and communications and new models are continually being introduced; most recently X and Ku band comms units and an ultra wideband (2-18 GHz) model for radar or EW.

## Daily Telegraph Business Club Video



In collaboration with The Daily Telegraph Business Club and TRACC

Films, a video was made recently about TMD entitled 'The Power of Change'.

This can be viewed on the TMD website homepage [www.tmd.co.uk](http://www.tmd.co.uk)

## Eastern Promise for TMD



PEC of St Petersburg has secured us significant orders.

Ever since TMD received its first ever order from Russia three years ago, for instrumentation amplifiers, we have

been increasingly active in this country and in the former USSR and Eastern Bloc.

We have recently started working with PEC of St Petersburg, who has secured us two significant orders for microwave power modules (MPMs) in Russia.

Also, we have received a travelling wave tube amplifier (TWTA) order from Estonia, another one from the Czech Republic, and are in negotiations with Latvia and the Ukraine.

Graham Brown, TMD's Sales Director, commented: "This surge of interest in TMD from Eastern Europe is very exciting and we are pleased to be working with PEC."

## TMD Helps the Environment



The 'MICROGRASS' biofuel project kicks off.

TMD has recently become involved with an exciting new biofuel project at the Liverpool John Moores University.

Earlier this year the Built Environment and Sustainable Technology Research Centre (BEST), at the Liverpool John Moores University, began an EU-FP7 funded project named 'MICROGRASS'. This project involves the release of sugars from cellulosic biomass by microwave plasma or combined microwave plasma and chemical/enzyme hydrolysis, operating at frequencies from 2-8 GHz. Subsequent fermentation reaction produces bioethanol and the overall process can be highly efficient - up to 90% yield!

TMD's contribution to this important project is the supply of the microwave source - a PTC6441 travelling wave tube amplifier (TWTA) from its instrumentation amplifier range which operates from approximately 2-8 GHz at 500 W minimum.

Professor Ahmed Al-Shamma'a, director of BEST and the project technical manager, said: "The success of this prestigious project will have a tremendous impact on biofuel renewable energies worldwide, and TMD's microwave amplifier will play an important part in the research. The PTC6441 TWTA provides an excellent range of power, with good stability, over the whole 2-8 GHz - making it unique compared to other amplifiers on the market."

Biofuels for transport are considered to be the answer in the quest for reducing green house gas emissions, enhancing energy security and also responding to rising oil prices by substituting or blending petrol and diesel with biofuels. In addition biofuels contribute to regional development by increasing employment opportunities and diversifying activities for farming through the growing of energy crops.



TMD's PTC6441 amplifier (bottom unit) in use for the 'MICROGRASS' project.

## New Operations Director



TMD's Operations Manager David Pike has been promoted to the newly created position of Operations Director. This board level appointment reflects TMD's strong performance and growth in recent years, with large production contracts and numerous new product developments. The promotion follows the strengthening of the company infrastructure by the recent appointments of two new managers for both its Tubes and Equipment Divisions, namely David Matthews and Tracey Lofts respectively.

David Pike takes on responsibility for all operational activity within the company, ranging from manufacturing and test to engineering, programme management, procurement, logistics, planning and strategic development.

"I am enjoying my new role, where I am able to step back from much of the day-to-day detail and concentrate on the bigger picture," said David Pike.

# TMD on Show

## IEEE MTT-S June 2009

It was TMD's first time at this prestigious international microwave conference and exhibition, held in Boston, USA. Said Richard Patrick, Business Development Manager: "This was an excellent opportunity to launch a new product - TMD's PTX8207, a 4.5-18 GHz, 140 W microwave power module (MPM) for radar, EW and communications."

TMD is now busily planning the next show to be held in Anaheim, CA, USA in May this year.

## EMCUK October 2009



For the third year running we exhibited our instrumentation microwave amplifier capability for laboratory EMC testing at Newbury Racecourse - as before occupying a shared stand with our antenna partners Q-par Angus.

"This prime event for networking in the EMC industry gets better every year and we can't afford not to be there", said Guy Howard, TMD's International Sales Manager, Instrumentation Microwave Amplifiers. "With Q-par Angus we were able to progress many of our customer programmes and catch up with our friends in the industry."

## AOC October 2009

Said Paul Davies, Sales and Marketing Executive: "TMD's MPMs are a hot topic of interest in the market and the AOC show in Washington DC, USA was no exception. This was the biggest and busiest AOC event we have attended so far, and we look forward to seeing our customers again in Atlanta this October."



At ATC Global this year TMD made a greater impact with a combined, higher profile stand.

## ATC Global March 2010

'Creative partnerships' sums up this event in Amsterdam. This year saw the successful culmination of a plan devised last year to build a combined, higher profile stand with our stand neighbours Certisa - a Surrey based company that develops safety cases.

John Paige, TMD's ATC Radar Sales Manager, said: "Our stand at ATC

Global made quite an impact this year and our radar upgrade solution on offer attracted considerable attention. The capabilities of the TMD PTX7602 S band transmitter are embellished by the state of the art and innovative C Speed LightWave receiver and signal processor solution.

TMD is also working to develop a consortium of Strategic Partners capable of full ATC primary search radar system upgrades - making the road ahead both very promising and exciting."

## Forthcoming Events

We look forward to seeing you this year at:

### TECH-EX

MOD Abbey Wood, UK  
14 July 2010

### FARNBOROUGH AIR SHOW

Farnborough, UK  
19-25 July 2010  
A|D|S Stand H1/B15

### MSPO

Kielce, Poland  
Centrum Targowe Kielce  
6-9 September 2010  
Stand number to be advised

### AOC

Atlanta, USA  
3-6 October 2010  
Stand 119 (Provisional)

### EMCUK

Newbury Racecourse, UK  
12-13 October 2010  
Stand 15

**Please check our website  
(below) for details of this  
and other new events as  
they are booked.**

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**TMD .... the power in microwaves!**