



MPE
Quality, Reliability, Performance

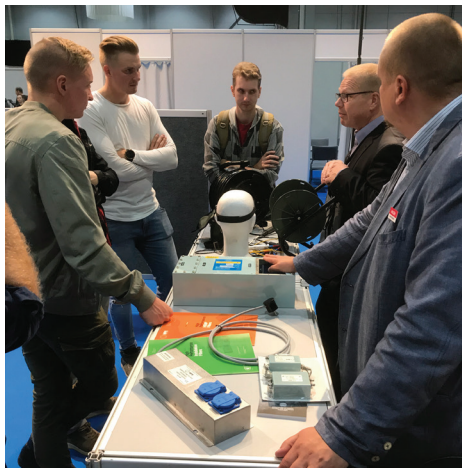
Company Bulletin

for EMC, EMP & TEMPEST Protection

Issue 17



The busy Milcon Oy stand at the Comprehensive Security exhibition in Lahti, Finland



The Managing Director of Milcon Oy, Janne Korpinen second right, describes selected MPE products and applications at Comprehensive Security



Live firing demonstration by Finnish Defence Forces at the event in Lahti

New distribution partner for Finland

Following a period of market research, MPE is pleased to announce the appointment of Milcon Oy as its distribution partner for Finland, further strengthening its established global distribution base.

Whilst MPE has previously been active in Finland, sales into the region have historically been sporadic and development of the national market has been slow and protracted. As a result, during late 2017 and early 2018 MPE arranged an extensive market research exercise for the Finnish region.

This activity, in conjunction with a specialist team from UK Trade and Investment (UKTI), successfully created a list of potential distribution partners. After MPE had conducted telephone interviews and face-to-face meetings with several of those companies, Milcon were selected as the ideal distribution partners for the region.

Founded in 2003 and based along Kolmionkatu in Tampere, the third largest city in Finland, Milcon Oy have a team comprising ten experienced staff. Concentrating their efforts within the defence and aerospace markets and being a trusted member of the Association of Finnish Defence and Aerospace Industries (AFDA), Milcon are ideally positioned to promote their technical capabilities and portfolio of product solutions.

In turn, Milcon believe that MPE's broad range of filters and capacitors for EMC, EMP and TEMPEST protection will significantly extend their present technology portfolio and help to satisfy a rising number of customer enquiries in those areas.

Following Milcon's appointment in August, John Jephcott, MPE Key Account Manager, participated on their stand at the Comprehensive Security exhibition held from 7th to 8th September at the Trade Fair Centre in Lahti, a city also in southern Finland. This was the last of five important combat exhibitions organised by the Finnish Defence Forces during Summer 2018 to mark their 100th Anniversary, showcasing their activities and weapon systems capabilities. That included the live firing demonstration pictured here.

During the event Milcon displayed a range of MPE's product solutions, attracting to their stand a steady stream of interested and informed visitors from the Scandinavian defence sector.

Paul Currie, Sales & Marketing Director of MPE, commented on the appointment: "Milcon will provide a great platform for MPE to revitalise its activities within Finland, as we witnessed for ourselves at the Comprehensive Security event in September. I am very much looking forward to MPE working increasingly closely with Milcon in the future."

Mr Janne Korpinen, Managing Director of Milcon, remarked: "MPE's ultra high-quality filter solutions are a great addition to our current offering and are often requested by our client base. The support shown by MPE since our appointment has been superb, and we very much appreciated John's attendance on our busy stand at the defence show in Lahti."

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