



Distributor Awards 2009



Designers and  
Manufacturers of  
High Power Microwave  
and RF Amplifiers

## **MILMEGA awards recognise continuing excellence of Distributor partners**

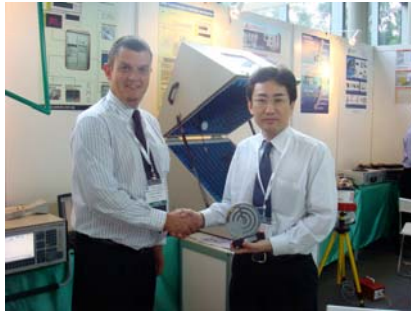
2009 was a difficult year across the globe for trading in capital equipment but within the MILMEGA distributor network we had numerous examples of a determination to continue to win what business there was and to pursue alternative markets to compensate for gaps in the EMC market.

Five awards were made this year. These were:

### **1. Distributor of the Year 2009**

TOYO of Japan won the overall Distributor of the Year award. Formed, in 1954, on the ideals of hard, honest work and mutual benefit, in 2009 the TOYO Corporation continued to manage by its core values:

- 1) to seek quality over quantity and size
- 2) to look outward first, and then inward second
- 3) to build an enterprise specialised in technology and,
- 4) to position information as an important element of their product and service offerings.



The TOYO engineers, both in sales and support, are able to communicate directly with their counterparts at the most basic levels, enabling effective and efficient two-way feedback. During 2009 their ability to bring to bear their wealth of experience and know-how in discerning the special needs and requirements of the researchers and organisations with whom they work enabled them to maintain their position of market leadership in testing times.

In addition to providing forward looking products, TOYO provide Customers with a level of service and support that is unmatched in the industry through state of the art servicing, calibration and training/seminar facilities.

We congratulate TOYO on winning the overall Distributor of the Year award and are proud to list them as one of MILMEGA's Distributors

### **2. Best Application of the Upgrade Principle**

2009 was a year when budgets were small but expectations high. EMCO Elektronik GmbH has been hard at work determining how best to deliver customer expectations for expansion of bandwidth under reduced budget conditions. Part of their solution has been to promote heavily the MILMEGA upgrade principle



The most striking example of their success was the upgrade of the Robert Bosch GmbH, 1 to 2GHz 600V/m test measurement system.

First installed in 2005, the objective was to increase the overall available power bandwidth to 4GHz while

generating 600V/m to 3.2GHz.

EMCO applied its EMC system house capabilities to the full and took responsibility for the project engineering of the entire amplifier approach and the integration of all constituent parts (i.e amplifiers, insertion loss-optimized relay matrix, dual directional coupler, control panels etc..) into a double 19-inch rack (see picture). EMCO also developed the hardware and software remote control concept for the overall system.

The final integration and acceptance testing at Bosch Schwieberdingen was done towards the end of 2009 in just 2 days!!

Since then, the described system is running without any incident in almost daily use.

We congratulate EMCO on winning the “Best Application of the Upgrade Principle” award and look forward to working closely with them in 2010

### **3. Most Promising Newcomer**

Although 2009 was a testing time for existing Distributors, the task for AFJ was somewhat more difficult – prove to MILMEGA that they made the right decision in appointing a new Italian Distributor.

AFJ wasted no time in proving their credentials and, in the course of 2009, have made significant progress in promoting MILMEGA to the Italian EMC market.

One of their key successes in 2009 was to sell several large MILMEGA amplifiers for use in an automotive test system at the Italian subsidiary of FAKT based in Rezzato

The AFJ Instruments team consists of Francesco Tosi, Marco Mozzi and Thomas Guiraud.

We congratulate AFJ on winning the “Most Promising Newcomer” award and look forward to developing the Italian market with them in 2010

### **4. Best Defence Market Performance**

Recognising that the EMC market was going to be a difficult market in which to do business in 2009, M2S (France) exploited the contacts they had built up in the defence industry over the past few years.



In doing so they uncovered defence requirements for multi-octave band power amplifiers for inclusion in land based, mobile, jamming systems

This led to an invitation to MILMEGA to quote for the provision of some of the required frequency band solutions. In addition it required the respecifying of standard product to work in more harsh environments.

M2S were successful in winning the business against strong competition and they booked a large order from a major French defence contractor

We congratulate M2S on winning the “Best Defence Market Performance” award and look forward to exploring more opportunities with them in 2010

### **5. Best Commercial Market Performance**

Accelonix BV (Netherlands) played out a patient long game with NXP Semiconductors to win a significant order (14 amplifiers) during 2009. Accelonix kept faith with the semiconductor giant through it's much publicised troubled times, ensuring their relationships were strong and their intelligence of high quality.

When NXP began its recovery, Accelonix BV were well placed to serve their requirements in a timely and effective manner. They received a well-deserved reward for maintaining customer focus during their customer's leaner times.

We congratulate Accelonix BV on winning the “Best Commercial Market Performance ” award and look forward to developing similar opportunities with them in 2010



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