

PASSIVE COMPONENTS BETTER BY DESIGN

THE UK CONTINUES TO BE ONE OF THE MOST SKILLED
AND INNOVATIVE ELECTRONICS DESIGN ARENAS



DMTL are proud to be an independent distributor, empowering designers with the latest in passive technology for over 20 years. We enjoy being challenged to find solutions. Specialising in the revision of designs or the full development of new, competitive products, DMTL are Stocking and specifically Design-in Distributors for Blue Chip passives manufacturers, including:

AVX-Kyocera, Fuji Ceramics, Keko Varicon, LEL and NIC.

Most recently DMTL was chosen by **Holystone** (ceramic manufacturer specialising in X and Y series safety caps) and **Sinanics** (a high quality manufacturer of inductance and suppression products) to develop new applications based on their specialist product manufacturing. DMTL promote a close liaison between manufacturer and client, often involving joint visits to customers to introduce specific engineering support for more complex areas of design. This has been an extremely successful strategy for AVX Kyocera and Holystone and has led to a wealth of application approvals in market sectors such as Fire and Security, Power Supply, White Goods, Telecoms and Navigation.

With the benefit of independence, DMTL can research globally and often offer solutions 'outside the box'. An example being the development of 1000 gigohm resistors, via the joint office in Japan, supporting a niche UK medical application. As the trend for UK designs subsequently to be manufactured offshore continues, DMTL have appointed a representative in Singapore. This initiative has proved effective in the efficient support of manufacturing undertaken on the Asian continent.

DMTL relocated in November 2007. The primary drive behind this was the continuing development of inventories and services, both to support new product design and to

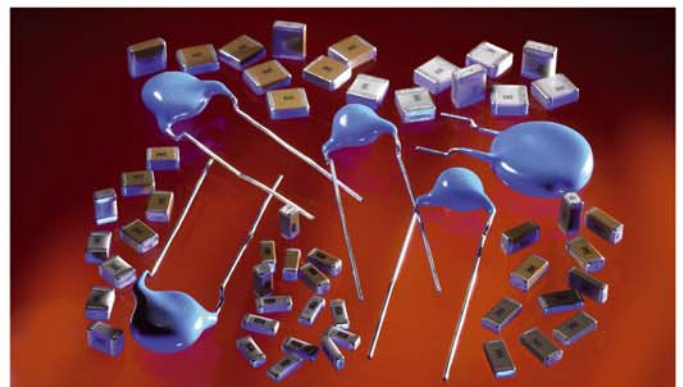
buffer client requirements. The location in Sandhurst, between the M3 and M4 affords many clients the opportunity to see 'first hand' the people, systems and methods.

Key to DMTL's strategy is a bespoke database management system. This customer driven solution is used as the central enquiry record system and maintains design and development history for all incoming enquiries and projects. The system also controls and reports the availability of no less than 800,000 passive items, which is used as a live dynamic search tool, available to all of DMTL clients via the website. The recently updated website gives the very latest available information and provides a reliable and express method for requesting samples, design support and contact with DMTL's team of passive specialists.

As an Independent distributor, DMTL benefit from a 20-year+ history and reputation for customer service by being willing and able to purchase globally from a highly secure supply base, ensuring that quality components be supplied rapidly to assuage customers' demands. Ultimately DMTL exists because they have an enthusiasm for what they do, are ably supported by quality franchises and trusted by clients to provide the best solution to their ever-developing businesses.



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