



AIMS AND OBJECTIVES FOR 2024

Aims

We at Thomas Keating recognise that our survival and success depend on our ability to satisfy our customers' technical and delivery requirements. We want to be recognised as world-class for our technical innovation and quality of manufacture and as an organisation that our customers and suppliers enjoy working with.

The ability to maintain or improve quality standards whilst pushing the frontiers of technology is a major factor in maintaining and growing our business. Our activities are focused on achieving real customer satisfaction and continual improvement and we recognise that our quality management system plays a key part in supporting these endeavours.

We are committed to designing and building microwave and THz scientific instrumentation and mould tooling and providing sub-contract machining, electroforming and CAD modelling to the highest possible standards and in keeping with our customers' and regulatory requirements. We are also committed to continually improving the effectiveness of our quality management system.

Specific Objectives during 2024

The company's objectives are to:

- a) Maintain sales from USA and other developed world markets. Continue to diversify our presence in the satellite industry, including CubeSats, with a concentration in both the American and developed world markets, as well as ESA planned projects.
- b) Complete CIMR Calibration Target Ambient Pressure negotiations with ESA and pass the subsequent CDR.
- c) Create sales from the Plasma Fusion industry, both in the UK and the USA, including finding ways to machine long lengths of HE11 guide
- d) Create opportunities to sell high frequency MM-Wave Cloud Radar antennas, based upon current WiVERN and G-Band studies.
- e) Create sales opportunities from the car radar test equipment industry
- f) Generate sales of our TVAC and electroforming services by, inter alia, having stands at conferences/exhibitions
- g) Re-arrange the management office spaces to enhance the flow of information between the Directors of the business.
- h) Avoid loss of any customers as a result of errors/faults made by the company
- i) Purchase, install and make operational a new wire erosion machine
- j) Broaden the people who can use the two Bostomatic 5-axis milling machine.
- k) Determine the viability of 3D printing manufacture of waveguide components and horns, both above and below 50 GHz.
- l) Recruit an apprentice, assuming a suitable candidate is found and economic condition allow
- m) Maintain strong attention on electricity costs control ensuring that machine, facilities (such as TVAC) and compressors are only powered when necessary - making full use of installed IOT sensors
- n) Consider acquiring additional waveguide converters/calibration kits to make full use of our Vector Network Analyser
- o) Conclude all paperwork on the Met-OP SG ICI On Ground Calibration Target

These aims and objectives will be reviewed at each QRC meeting.

Richard Wylde MD