



50 YEARS OF DISPLAY LEADERSHIP

Volume 6 Issue 3

Thomas Electronics announced as NSW Europe Exporter in 2006 Premier's NSW Export Awards



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The Hon. Bruce Billson, MP

Thomas Celebrates 50 Years of Display Leadership

On Tuesday the 25th July 2006, Thomas' Managing Director William Hutchinson led the company's 50th Birthday celebrations, at Sydney's spectacular Powerhouse Museum. More than one hundred and fifty guests from around Australia and overseas attended the gala celebrations.

The theme of the celebrations was "50 years of Display Leadership", celebrating Thomas' significant achievements as one of the success stories of the Australian electronic industry.

The occasion began with a welcome from MC Belinda Hutchinson, followed by an impressive "50 years of Display Leadership" audio-visual presentation. As part of the formal proceedings, there were addresses from William Hutchinson, Richard Hattersly, and the Hon. Bruce Billson, MP. Fourteen of the company's 20 year business

partners were presented with an award in recognition of their long term support during the evening.

The audio visual presentation depicted Thomas' historical timeline from 1956 to 2006. The original Thomas black and white picture tube factory was established in a Riverwood horse paddock in 1956 by William Hutchinson's grandfather, L.B. Clarkson, and over 50 years, Thomas has evolved into an industry leader providing end-to-end display solutions to customers from around the world.

The Minister Assisting the Minister for Defence, Bruce Billson, congratulated Thomas on reaching its 50th anniversary, and paid tribute to the company's success in supporting the ADF over the past 20 years.

Thomas Electronics of Australia Reaches Milestone

Minister Assisting the Minister for Defence Bruce Billson congratulated Australian Defence Force supplier Thomas Electronics of Australia on reaching its 50th anniversary during celebrations in Sydney last night.

Thomas Electronics, an Australian owned Small to Medium Enterprise (SME), has been a supplier to Defence for more than 30 years. It specialises in the development, supply and service of display systems to both defence and civil customers in Australia and overseas.

It supplies products such as avionic cathode ray tubes (CRT), avionic test equipment, touch screens, LCD and Plasma flat panel displays, projection systems, fibre-optic video distribution and CCTV systems, as well as specialist depot repair services.

Mr Billson said in the Australian defence market, SMEs are an essential element in the supply chain and are recognised sources of high-innovation and substantial research and development.

"Thomas Electronics has worked on the cockpit display simulators for the RAAF's F/A-18 Hornet as

well as for the Navy's S70B-2 Seahawk helicopters. It has also provided work for the display consoles for the FFG simulator at HMAS Watson naval base in Sydney," he said.

Recently, Thomas Electronics has been involved with Thales Training and Simulation with displays for the ASLAV Crew Positional Trainer and the Collins Class submarine.

"I am delighted to note that Thomas Electronics has also been recognised under the Defence Recognised Supplier Scheme and proudly displays the purple kangaroo logo as a company with a strategically important defence capability. I trust that this recognition plays no small part in the company's successful marketing efforts both here and overseas" said Mr Billson.

Thomas Electronics has also recently been certified by European aviation authorities (EASA Part 145 certification) in addition to certification from the United States FAA, Chinese CAAC and Australian CASA.



Managing Director William Hutchinson and Toshiba TDP Incorporation President and CEO Minoru Ueda



Shangri-la hotel - Bangkok



Sun Microsystems SunRay Terminal Repair Service

Visit to Toshiba

In June 2006, William Hutchinson and Group Financial Controller Soon Chua, paid a visit to one of Thomas' oldest suppliers. The Thomas and Toshiba relationship extends back to the era when Thomas was producing black and white CRT tubes.

It was very touching to hear Mr. Minoru Ueda, Toshiba TDP Incorporation current President and Chief Executive Officer, reminisce so fondly about the late Mr. Hutchinson and the friendship that the two men built from the mid 1970's. This friendship is now continued by our current Managing Director, William Hutchinson.

Like all traditional Japanese hosts, Toshiba made the Thomas team feel very welcome during their visit to the Fukaya factory, William and

Soon spent a whole day with Toshiba, followed by a very traditional Japanese dinner, which was an experience in itself. Despite being Asian and having eaten his fair share of exotic things, Soon experienced several culinary "firsts" during dinner.

The Thomas team also toured the new Toshiba avionic CRT factory, which has been custom built for this activity, and is a true reflection of Japanese manufacturing ingenuity. Thomas can feel comfortable that the quality of the Toshiba CRTs, and the support that Toshiba has provided to our business in the past, will continue for many years to come.

FSEMC - Bangkok

Engineering Services Manager Robert Riede and Senior Applications Engineer Trent Goldsack, attended the Flight Simulator Engineering and Maintenance Conference (FSEMC) held in Bangkok earlier this year.

At the FSEMC, Thomas announced the latest capabilities in projection tube overhaul to its international clients. These include the ability to supply tubes pre-aligned, and an expanded range of part numbers. Thomas has been working very diligently to obtain this capability and to offer a cost effective solution to our customers. Thomas' engineering team, particularly, were proud to hear how well their hard work was received by the aviation training community.

The FSEMC is an annual conference where a significant number of the world's training simulator operators gather to exchange ideas on more efficient and cost effective ways to operate their equipment. This year the FSEMC was held at the Shangri-La Hotel in downtown Bangkok. Being in Thailand, Thai Airways were the

host for the event, and they gave the delegates a comprehensive tour of their very impressive simulator facility. Thomas staff even managed to get to "fly" some of the Airbus family, and we learnt that they make much better engineers than pilots!

The conference provides an opportunity to inform the simulator operators about our avionics overhaul capability for displays. There was tremendous interest in this initiative as a large number of simulators use flight equipment with the same cost issues as the aircraft operators.

The discussions that occur at gatherings such as the FSEMC allow Thomas to understand what is happening in the larger market place. The Thomas team certainly came back with many new, fresh and exciting ideas.

OPIP Scores Major Goals

OPIP stands for **O**perational **P**erformance **I**mprovement **P**roject.

William Hutchinson initiated **OPIP** on 1 August, 2006 as part of the company's drive to improve Thomas' service delivery, with the aim of bringing satisfaction to all our customers and business partners, including local vendors, end-users and tier 1 customers. The objectives of **OPIP** include completion of inventory rearrangement; development of parts usage forecast; improved level of productivity in the workshop and warehouse; and meeting customer agreed TATs.

OPIP entails two initiatives.

The first initiative is to identify major products which can be batched and repaired in a more efficient and continuous manner. For this purpose, Thomas identified three products: Microsystems SunRay terminals, Viewsonic LCD monitors and Benq LCD monitors.

The second initiative involves the application of a "production line" methodology to improve efficiency and output. The outcomes in the first month of **OPIP** resulted in productivity increases exceeding 100 percent. In the second month of the program, Thomas identified large size LCDs and plasma televisions as key products. The results achieved in the second month were again beyond expectations, with productivity gains exceeding 200 percent. Results achieved in the third month confirmed the sustainability of outcomes achieved in the previous two months.

OPIP has generated excellent results in productivity for Thomas, both in the warehouse and workshop operations. The company is now endeavouring to apply the methodologies learned from **OPIP** to operations in other areas such as Accounting and the Customer Service Team.

Thomas Strengthens Its Engineering Team

Thomas Electronics Projects Group has always provided engineering support to other Groups within the company, in addition to its main business of selling engineered products and services into the defence and aerospace markets. The company as a whole has achieved significant business growth over the last five years by increasingly drawing on the Projects Group for engineering support.

In recognition of this trend, Thomas Electronics has recently restructured the Projects Group to provide more effective support for our other internal groups, and more importantly, for our external customers. The Projects Group henceforth is to be known as the Engineering Services Group, to more accurately reflect the role it plays within the company.

The group, managed by Robert Riede (Engineering Services Manager) has recently strengthened its engineering staff by recruiting another Mechanical Engineer and an Electronics

Technician. Nelson Mino, who was recently promoted to Projects Team Leader, will continue as Team Leader of the engineering group. The new recruits will strengthen the engineering team, and allow Nelson to focus on project management within the Engineering Group. "Nelson has been with Thomas for over 3 years and his role is paramount to the success and timely completion of projects within the Engineering Group," says Robert Riede.

The restructure and growth of the Engineering Group will benefit the company by improving technical knowledge, enhancing resources and assuring the ability to keep projects on track so that they are completed on time and within budget. "We have a great Engineering Team with a wealth of knowledge and the ability to achieve success in whatever project we take on. We enjoy a challenge and look forward to getting involved in some of the upcoming defence projects," says Robert Riede.



*Thomas Engineering Team
(from left to right)
Paul Jensen, Robert Johnston,
Nelson Mino, Robert Riede, Bill Yu*

Large Screen LCD Panel Repair

Thomas has been providing high quality, high yield repair for LCD displays (liquid crystal display) since 2000, and can offer full repair capability utilising TAB and COG Bonding Systems, Polariser Removal and Laminating machines, and a global parts sourcing network. For every flat panel model type — CGA, EGA, VGA, SVGA, XGA, SXGA, Super XGA+, or Ultra XGA — and interface option — TTL, LVDS or TMDS, or LCD type TFT (active), or DSTN (passive) — Thomas can provide a total service solution.

Commencing on 1 July 2005, Thomas invested heavily to expand and upgrade the facilities and equipment. As a result of this initiative, Thomas increased its capabilities and can now repair both LCD and plasma panels up to 65" (diagonal) screen sizes.

Thomas' new capability significantly reduces the total service cost for large screen plasma and LCD TV's, as the panel can be repaired rather than replaced. Thomas can offer either a direct repair service or total unit refurbishment from its Sydney facility.

Thomas can boast current repair contracts with major customers and extended warranty insurance companies. For the past 12 months, the company has successfully repaired over 300 of 40 inch and above panels.

Please contact Thomas for a tour of the facilities and to discuss your requirements.



Large Screen Bonding Process

50 Year Birthday "Bash"

To celebrate Thomas' 50th Birthday, the company organised an event for its current and former staff at the Revesby Workers Club on Friday, the 28th July, 2006. More than 100 staff and partners from Sydney, Brisbane and Melbourne, as well as America and United Kingdom, attended the gala celebrations.

The Birthday celebration was a Black Tie event. It was a great opportunity to mingle and to catch up with old and new friends.

The event commenced with a welcome from MC Mick Marcic, followed by addresses from William Hutchinson, John Smith and Jeffrey Boyle. These speeches were followed by an impressive "50 Years of Display Leadership" audio-visual presentation. The presentation depicted Thomas' historical timeline from 1956 to 2006 — starting with the original Thomas black and white picture tube factory (founded in a horse paddock in

1956 by William Hutchinson's grandfather, L.B. Clarkson), to its present status as an industry leader, providing end to end display solutions to customers from around the world.

Also recognised at the 50th Birthday celebration were two Thomas long serving staff members. Gary Rae and Bounthavy Soumpholphakdy were presented with awards in recognition of their 36 years and 26 years service respectively during the evening.

Following the formal proceedings, an excellent DJ "got into his act" and there was enthusiastic dancing until midnight.



*Engineers responsible for development of
Thomas avionic display unit capabilities.
From left to right: Tony Sidawi, Rajev Gannesh,
Managing Director William Hutchinson, Peter
Van Der Sleen, Bounthavy Soumpholphakdy*

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THOMAS ELECTRONICS
OF AUSTRALIA PTY. LTD.

Managing Director's Message

It is hard to accept we are now in November almost at the end of another year. The pace of business continues to accelerate year by year and it is *tempting* to wish for the slower pace enjoyed by previous generations.

The July celebrations for the Company's 50th year went off fantastically well with both the Tuesday evening cocktail function at the Powerhouse Museum and the Friday night black tie dinner at the Revesby Workers Club being enjoyed by all in attendance. I must sincerely thank the Thomas staff involved in helping organise these events for a job well done! The company's 50 years of "Display Leadership" was worth celebrating!

Since then it has been back to business with the company enjoying continued strong revenue performance in all areas of activity with numerous opportunities for future growth being currently pursued. One must always keep in mind that the development of these opportunities has associated challenges including issues of finance, staff, space etc. These are all real issues which if not addressed have the potential to hinder our growth.

Fortunately, Thomas has a great team and a strong balance sheet and I am confident we are up to the task!

Demonstrating this continued development within the Thomas group over the past six (6) months, we have achieved the following significant outcomes which will all have future revenue benefits for the company:

- Delivery of prototype Vigilare Operator Console for Boeing Australia
- Expansion of capability in simulator visual system support
- Capacity upgrading of our avionics production facility
- Implementation of Operational Performance Improvement Project (OPIP) and associated TEESG organisational restructure in our IT hardware service business
- Commissioning of environmental testing facility for Milspec qualification of electronic modules.

Thank you all for your continued support as we move into our 51st year.



The Hon. Bruce Billson, MP and Thomas Managing Director William Hutchinson

Thomas 20 year Business Partners