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Link Microtek appoints Japanese firm as first overseas representative for waveguide products



“The Japanese market holds a great deal of potential for our waveguide product line, particularly in the defence sector,” continued Cranstone. “We are confident that Midoriya will do an excellent job for us because we know them well and they have been Narda’s largest international representative for a long time.”

Headquartered in Tokyo, Midoriya is one of the largest distributors of electronic components in Japan, employing over 350 people and achieving annual sales of \$800million.

The picture shows Steve Cranstone, managing director of Link Microtek Ltd, with Makoto Kuroha, president of Midoriya Electric Co. Ltd.

Setting its sights firmly on growth in international markets, RF and microwave specialist Link Microtek has appointed Midoriya of Japan as its first overseas representative to handle the wide range of waveguide products manufactured by Link’s Engineering Division in Basingstoke.

Founded in 1995, Link Microtek itself was originally conceived and set up as a representative/distributor of RF and microwave components from a variety of predominantly US principals. The company established its in-house precision-engineering facility in 1997 and now manufactures a comprehensive range of waveguide hardware and associated products such as horn antennas, adapters, rotary joints, swivel joints, filters, couplers, terminations and TEM cells.

“Our Engineering Division has enjoyed considerable growth in recent years,” commented managing director Steve Cranstone, “and we have now reached the point where we need to look to overseas markets to continue that growth.”

The tie-up with Midoriya was a natural move for Link Microtek as both companies have been acting as representatives for US microwave giant, Narda Microwave, for many years.

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