

How manufacturing companies can grow their exports



Peak Scientific, Scottish Development International (SDI) and the Scottish Manufacturing Advisory Service (SMAS) are delighted to invite you to our forum on “**How Manufacturing Companies can grow their Exports**” at Peak Scientific’s facility on:

**Tuesday 30th September 2014
9.00 am – 2.00 pm
Peak Scientific, Fountain Crescent
Inchinnan Business Park
Renfrew PA4 9RE**

To book your place at this forum, please register at:

www.scottish-enterprise.com/peakforum

Peak Scientific Limited, a successful global exporter, has been developing award-winning laboratory gas generator products since 1997. In 2005 the business employed 40 people with a turnover of £5 Million. It now employs 290 people globally, with a turnover of £40 Million.

Over the last five years the company has enjoyed impressive annual growth of between 25 and 30%, with sales generated in over 100 countries including the United States, China, Japan, Brazil and South Africa. It has also developed an impressive footprint overseas, with approximately **30%** of the overall headcount delivering sales and after care services from overseas offices as far afield as Brazil and Shanghai.

Peak Scientific would now like to share their expertise, knowledge and experience with other ambitious Scottish companies who are either new to exporting, or seeking to grow their exporting business further.

At this forum Peak Scientific will set out where they succeeded thus far in their exporting journey, the pitfalls they have encountered or avoided along the way, lessons learnt and what’s next for the company’s plans for international growth.

By attending this event companies will get an unique opportunity to hear from the Senior Management team of Peak Scientific on key aspects of exporting:

- **Peak’s exporting journey** – why did they choose to export, developing an international strategy and lessons learnt along the way
- **Engineering for export** - what supply chain issues they have had to consider exporting to over 120 countries
- **Routes to market** - how they have selected key routes to market to reach their customers
- **Exporting and finance** - what financial areas they have had to consider to successfully export to ensure healthy profits margins



- **Exhibitions overseas** – how they select the right overseas exhibitions and prepare for them
- **International growth** - what's next for Peak Scientific

You will also hear from expert speakers from the Scottish Manufacturing Advisory Service (SMAS) and Scottish Development International (SDI) on supply chain excellence and help available through Smart Exporter to support your exporting ambitions.

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Forum Agenda:	
9.00 - 9.30am	Registration
9.30 - 9.45am	Welcome and Introductions
9.45 - 11.15 am	<p>Peak Scientific</p> <ul style="list-style-type: none"> • Introduction and the Peak Exporting journey - Robin MacGeachy, Managing Director • Engineering for export - Chris Pugh, Engineering Director • Different channels to market - how to reach your customers - Robin MacGeachy, Managing Director • Exporting and finance - Mark Hamilton, Finance Director • Doing exhibitions overseas - Ann McLaren, Exhibitions and Communications Manager • Pulling it all together and sharing some mistakes made along the way - Robin MacGeachy, Managing Director <p>Followed by Panel - Q&A</p>
11.15 - 11.30 am	Morning Break
11.30 - 11.50 am	Key areas a manufacturing company should consider when taking those first steps to export – Agnes Pollock, SMAS
11.50 - 12.05 pm	Support available to sell internationally - Smart Exporter/SDI
12.05 - 12.15 pm	Panel - Q&A and closing – all speakers
12.15 - 12.45 pm	Tour of Peak Scientific
12.45- 2.00 pm	Networking Lunch - networking and optional bookable* 1-2-1 Clinics (Peak Scientific/Smart Exporter Advisors/SMAS Practitioner)

*1-2-1 Clinics will be available to book on the day of the forum at registration.



Speakers from Peak Scientific Senior Management include:

- **Robin MacGeachy, Managing Director** – Robin started Peak Scientific in 1992 although the company went into administration in 1997. He worked for the new owners as MD until 2004 when he purchased the business. He and his wife June lead the company from it's HQ in Inchinnan, Scotland. Peak remains an indigenous Scottish company and is able to compete successfully with a number of significant, global giants including Atlas Copco and Parker. The major challenge Peak Scientific face now is continuing its impressive rate of growth while maintaining their culture and ethos, and finding and developing the managers for the future across the globe.
- **Mark Hamilton, Finance Director** – Mark has been in his role at Peak Scientific since May 2011, and is in charge of Finance, IT and HR. He started his career at HL Bloom and then EY before moving on to a number of organizations including roles in Lithoprint, S&N, Lactalis. He led an MBO at Adrel.
- **Chris Pugh, Engineering Director** – Chris is an engineer to trade with over 28 years in the industry. He started as an apprentice fitter/toolmaker building special purpose machines. He progressed through service & manufacturing engineering in large high speed electronics companies to design engineering & project management. Chris's experience in business management started in the late 90's as General Manager for a sub-contract manufacturing company, progressing to running his own business to his current role of Engineering Director.
- **Ann McLaren, Exhibitions and Communications Manager** – Ann joined Peak Scientific in 1997 as Business Manager for the UK and progressed to Account Manager for Europe in 2007. Since 2009 Anne has held the role of Communication & Exhibition Manager, a role which takes her to exhibitions across the globe.

