



NEWSletter



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A WORD FROM OUR CEO...



Chris O'Connor
CEO, Techcomp EU

It's been another busy quarter for Techcomp Europe with the start of the strategy and budgeting processes for 2019. All of the group's CEO's visited Livingston from around the world during September presenting their forecast for the rest of 2018 and initial plans for growth and investment in 2019.

It's great to see so many customers visiting the site for sales meetings, technical and applications training; I receive many comments about how impressed they are with the amount of activity on the site and the energy and professionalism of the various staff they meet.

We have completed the purchase of the three buildings in Bain Square and work is now well under way to expand the R&D and production areas.

Some important corporate news is that we have privatised ourselves from the Hong Kong Stock Exchange back to being a privately held business reducing our administration and auditing burdens for being a listed company.

The last quarter is always a challenge to meet our production and shipping objectives and I hope we will all end a successful year in style at the Christmas party!

TECHCOMP EU

Techcomp Europe Ltd continues to expand its operations in Scotland with its European HQ, Manufacturing base and R&D centre. The Group has purchased three adjacent buildings in Kirkton Campus providing 30,000 square feet of assembly production, laboratory, R&D and office accommodation.

Since 2013, Techcomp has increased the number of businesses based in Livingston from one to four and the staff from 50 to 130. Companies located in Livingston include Edinburgh Instruments, Scion Instruments, Edinburgh Sensors, Dynamica and the Techcomp Research and Engineering Centre.



Having ownership will allow us much more freedom with regards to re-designing the campus. Plans will be communicated by your Manager(s).

Another 10,000 square feet has also been leased nearby at Livingston Business Centre to house machining, fabrication and warehousing, as well as Scion, who will be relocating there in the interim. Once Scion have moved, this will in-turn allow the other relevant businesses and departments across the site to begin to shuffle accordingly.

EDINBURGH INSTRUMENTS



We were delighted to act as hosts to the best of Techcomp China's sales team for a week over the Summer. The team were chosen to visit the Livingston campus as a result of their superb sales figures for Edinburgh Instruments in China, in 2016 and 2017, as well as top sales for our sister company, Hitachi. During their visit, our guests met the teams across the company and having brought the sunshine with them, we all enjoyed a barbecue on the front lawn where the prize winners were gifted with keepsakes from Scotland.

Summer Students at Edinburgh Instruments

During the third quarter of 2018 Edinburgh Instruments welcomed a small team of bright and enthusiastic students who spent the Summer working across a variety of departments. Taking their next steps in further education, our students all had keen interests in science and engineering. Working in Production, Purchasing and Marketing they were gainfully employed, taught new skills and closely mentored whilst gaining first-hand experience in seeing how all departments play their part in keeping the company engine running and moving the business forward.



On the Road

Our sales team and application scientists have once again been on the road promoting our products and services at events and exhibitions across the globe. Key events included the 27th PhotoIUPAC- International Symposium on Photochemistry in Dublin, the 3rd International Caparica Conference on Chromogenic and Emissive Materials in Portugal, XVII Brazil MRS Meeting, ACS Fall in Boston and the NanoBio 2018 conference in Crete.

Edinburgh Instruments Launches New Blog

Edinburgh Instruments have recently launched a new blog. Featuring industry articles, staff interviews, customer research using our instruments and much more, why not take a moment and have a look (edinst.com/blog). Always on the lookout for new content, if you have an article you would like to suggest simply contact marketing@edinst.com

EDINBURGH SENSORS

Edinburgh Sensors were delighted to be joined by Precisa at 4 Bain Square in August and look forward to getting to know their new colleagues. Following the launch of the new Boxed Gascard®, Edinburgh Sensors are pleased to report their first order for 6 Boxed Gascards from the USA.

TREC

Quarter three has flown by with the first UV-Vis Spectrophotometry product (DB20) edging ever closer to completion and a scheduled dealer demonstration in November, whilst further fledgling spectroscopy product development set-ups and prototypes are beginning to emerge. Following the launch at the start of the year, a further batch of 10 integrating sphere sample accessories for the current generation of UV-Vis Spectrophotometers has been ordered by Techcomp.



The first installation of Scion Sample Streamer software was undertaken at Wacker in Germany, with the software team working collaboratively with Wacker to smooth out the encountered teething troubles and learn for future implementations of the software.



Aiming for success!

Ben Fowler (TREC Mechanical Design Engineer) and his sister Anna, both left, have very excitedly been included in the Great Britain training squad for Mixed Doubles Curling. They have now embarked on an intensive schedule of training and competitions aimed at qualification for the 2022 Beijing Winter Olympics. Everyone will no doubt support Ben (and Anna) in their bid for Olympic success. Good luck!

UK DISTRIBUTION (PRECISA & DYNAMICA)



Since our relocation to Scotland in mid-July, we now finally feel more at home in our new location. Thanks very much to all that have been involved in helping us settle in; it is much appreciated!

Early August saw our field-based Engineers from down South, coming up to 4 Bain Square to see our new offices & meet many new faces. A Scottish-themed meeting was held, with a few local delicacies sampled in the evening.

As we approach the end of the year, we have some exciting new products to launch for 2019, including the new UV-Vis Spectrophotometer developed by the TREC team & a new High Speed Centrifuge product from the former Hitachi life science division in Japan.

Finally, to welcome and familiarise both our dealers & customers in the UK, we are exhibiting at the end of October @ Lab Innovations (link to website) @ the NEC, Birmingham & in early November undertaking a European dealer meeting at #4 for the Hitachi CR30NX centrifuge.

Happy Halloween on behalf of us all! 🎃

SCION INSTRUMENTS

It's been a busy few months in Livingston as we have been hosting back to back training sessions. With both team members and customers joining us from all over the world, we have hosted various Service, Sales Product training courses. Pictured left are our SQ training delegates. John Black and co. treated each of the training delegates to the usual 'traditional' Scottish delights such as Tunnocks Tea Cakes, Irn Bru and deep-fried pizza, which received a positive (albeit slightly mixed) response. The team are happily enjoying the very short lull until the next sessions commence.



We are looking forward to our move to Livingston Business Centre which is imminently on the cards. Once there is eventually a working internet connection, we will be able to begin to move over. Although we're sad to be leaving our colleagues at Bain Square, we are excited to see what 'across the road' has in store for us.

Last, but not least, we would like to congratulate Jacqui McCormick on her promotion to Procurement Tead Lead, taking over the reins from John MacDougall who left us last month. Good luck Jacqui!

IN OTHER NEWS...



Techcomp EU have applied for Corporate Entry for the Edinburgh Half Marathon on Sunday 26th May 2019.

Fast & flat, the Edinburgh Half Marathon is one of the largest half marathons in the UK, following the marathon course which was voted the fastest marathon in the UK by Runners World and has sold out every year since 2012.

Start: 8am @ Potterrow, EH8 9AL
Finish @ Pinkie Playing Fields, EH21 7HA

If you would like to run for Techcomp EU, please get in touch with Ruth Walker (ruthw@techcomp-eu.com)

FROILABO INVESTS IN NEW ROMANIAN FACTORY



A bit of news from further afield regarding one of the original investments of Techcomp EU; the French business, Froilabo ("Cold Lab"). The headquarters are based in Lyon and the company specialises in manufacturing scientific equipment with ultra-low temperature technology for storage and handling (down to -85°C).

The business has operated a second factory in Romania for more than ten years to produce the larger Ultra-Low Temperature (ULT) Freezers, ovens and incubators. Due to increased demand for these products, Techcomp Europe is investing more than €2m in building an additional 30,000 square feet of modern factory space to increase capacity and bring in-house the latest laser cutting, bending and painting facilities for sheet metal production. The new factory will be finished early next year.

CHRISTMAS 2018



Christmas Party – 14th December 2018:

Due to the overwhelming success of last year's Christmas Party, the decision has been made to revisit the Principle Hotel, Charlotte Square, Edinburgh.

Start the weekend earlier and get into the Christmas spirit with a Friday lunchtime party!

Starting at 12 noon on Friday 14th December, the festivities start off with a glass of prosecco, and include a delicious three-course lunch followed by party classics that will have you all hitting the dancefloor!

Offices:

Please remember that the offices in Livingston shall be closed in-between Christmas and New Year.

See you all in 2019...!



Do you have any suggestions, comments or feedback on what you would like included in this newsletter? If so then please email Ruth Walker, Techcomp EU. All feedback or suggestions welcome!

Next issue: Q1 2019

