

Businesses encouraged to take places at next year's conference

Three Fife-based businesses, Fife Fabrications Ltd (FiFab), Eurospray Ltd, and Quality Precision Electronics (QPE), recently returned from the UK's largest annual industrial exhibition, Southern Manufacturing & Electronics Conference 2024, with renewed optimism and a healthy pipeline of potential new clients.

Their successful participation was made possible by the support of Fife Council's, Economic Development Trade Development Programme.

This pan-European event, held at Farnborough International Exhibition Centre, offered a platform for showcasing new technologies in machinery, production equipment, and electronics. The Fife businesses capitalised on this opportunity, generating significant interest in their products and services.

Reporting a strong level of interest in their products and services, all three businesses were keen to stress how important the show is to their ongoing business development

and growth, as well as providing them with a great opportunity to network.

John Penman, Director of FiFab, highlighted the programme's crucial role in enabling their attendance: "Fife's Trade Development Programme's support is invaluable. It allows us to access key events like Southern Manufacturing, where we gained valuable business intelligence and secured new leads."

Jim Fairnie, Managing Director of Eurospray, said: "We successfully increased our company profile and generated promising enquiries. The programme's assistance is essential for us to expand our reach and explore new business opportunities."

Mark Anderson of QPE said: "Thanks to the programme, we secured over thirty potential leads. We're already receiving requests for quotes, and the future looks promising."

Pamela Stevenson, Service Manager, Economic Development at Fife Council, said: "This conference is one of the most important events in the calendar for the manufacturing and electronics sector, in which Fife has a very long and distinguished history. It's so important that we keep Fife well represented amongst other UK businesses. It produces results, enables these companies to plan, and be optimistic for future growth thereby sustaining local employment and supply chain opportunities.

"Our Trade Development Programme is an extremely vital component in our portfolio of business support. We will continue to do all we can to assist businesses across multiple sectors."

If you are interested in exhibiting at Southern Manufacturing 2025 at Farnborough International Exhibition Centre, please get in touch with Fife Council Economic Development's team at email: fifemeansbusiness@fife.gov.uk.

