

# Stewart Buchanan Gauges Ltd People



❖ Derek Rae	Managing Director	< 2 years
❖ Ian Valentine	Sales Director	< 1 year
❖ Eddie Weldon	Procurement Manager	38 years
❖ Kieran Bennis	Production Manager	9 years
❖ John Glen	Production Manager	43 years
❖ Bradley Lewis	Quality Manager	9 years

# Stewart Buchanan Gauges Ltd Timeline



- ❖ 1870 – Established as C&A Stewart in Falfield St, Glasgow.
- ❖ 1947 – Incorporated as a PLC, business moved to Thornliebank, Glasgow.
- ❖ 1970 – Business acquired by Frank Phair, moved to Kilsyth as C&A Stewart.
- ❖ 1985 – Moved to current premises, acquired Buchanan Bros.
- ❖ 1986 – Name of business changed to Stewart-Buchanan Gauges Ltd.
- ❖ 2011 - Transfer to employee ownership.

# SBG Products



- ❖ We MAKE TO ORDER and manufacture the following:-
  - ❖ Pressure Gauges            Approx 1500 per week (Basic to complex SUBSEA Gauges)
  - ❖ Valves & Manifolds        Approx 700 per week (Basic to wellhead valves)
  - ❖ Industrial Temp Gauges    Approx 50 per week (from Heating & Ventilation to Process)
- ❖ We have the capability to manufacture all of the above and a diverse range of styles and materials such as stainless steel, Inconel, Titanium and Brass.
- ❖ In order to support the range and variety of products which we produce, we require a wide and varied skillset in our employees.

# SBG – Our Markets



- ❖ We now export around 50% of our products manufactured on site outside of the UK to more than 50 countries. Scotland makes up around 20% of our annual turnover.
  
- ❖ We supply products into a wide and varied range of markets and sectors, including:-
  - ❖ Oil and Petrochemical
  - ❖ Gas and Compressed Air
  - ❖ Renewables
  - ❖ OEM's
  - ❖ Food & Drink
  - ❖ Hydraulic
  - ❖ Test & Inspection
  - ❖ Military
  - ❖ Aerospace
  - ❖ Marine



ANY QUESTIONS?

# What has NOT changed under Employee Ownership?



- ❖ Focused Customer Service.
- ❖ Supplier relationships built on long term partnerships.
- ❖ Day to day leadership of the business.
  
- ❖ Our Mission
  - To recognize and exceed customer expectations. To build a strong ownership culture to create sustainable employment and the opportunity for each employee to contribute and succeed.

# What has changed under Employee Ownership?



- ❖ Elected Directors on the Board – direct input into the decision making process of the business.
- ❖ Increased investment in people / processes and equipment.
- ❖ Engagement with SE to explore new opportunities and markets.
- ❖ Establishment of a Works Council / Trustee Board - enabling the workforce to have direct representation in the decision making processes.
- ❖ Shared dividends - every shareholder benefits when the business performs well.
- ❖ Engagement and involvement of employees in working groups to have a voice in important changes.
- ❖ Monthly KPI meetings to communicate ongoing business performance at an enhanced level.
- ❖ Increased internal opportunities.

# SBG – The Numbers



Year	Employees	Turnover	Turnover/employee	Net Profit
2019	117	£ 7,903,000	£ 67,547	£ 524,000
2020	118	£ 6,921,000	£ 58,653	£ 346,000
2021	115	£ 6,589,000	£ 57,296	£ 5,500
2022	110	£ 7,713,000	£ 70,118	£ 268,000
2023	117	£ 8,537,000	£ 72,966	£ 12,000



# SBG – The Future / Challenges / Opportunities



- ❖ Continued investment in new equipment / products and personnel.
- ❖ Oil & gas sector in decline
- ❖ Enter new markets – a particular focus on renewables sector.
- ❖ New IT system planned for FY24.
- ❖ Continue to drive change in the business to allow it to adapt to changing times - current challenge.



ANY QUESTIONS?