



INTERNATIONAL VISITORS

Extract Technology recently played host to a select group of overseas visitors.

Key members of Extract's international operations, the company's representatives abroad, play a vital role in ensuring the smooth and uncomplicated transmission and dissemination of information to their own specific area of activity through detailed 'insider' knowledge and years' of experience and expertise in their own markets.

Most recently, Extract played host to agents from Spain, Belgium, France and Mexico. The photo shows (from the left), Mike Davies, Antonio Valencia, Sebastian Sancho, Peter De Backer and Alain Guillot.



Mike Davies - Antonio Valencia - Sebastian Sancho - Peter De Backer - Alain Guillot

Warmly welcomed to Extract's manufacturing facility in Huddersfield, the agents were treated to three days' product training, demonstrations of the latest equipment and visits to see new booths and isolators in production.

Senor Valencia was also able to witness first-hand the all-important factory acceptance tests (FATs) for a number of booths due for imminent despatch to a major pharmaceutical company in Mexico, a project in which he played a key role.

"It is very important for our overseas agents to see the research and development and manufacturing that goes on in our factory so that they can gain a better understanding of how various installations work and fit together," said Mike Davies of Extract Technology. "They can then talk with more confidence and assurance about Extract's design, manufacturing processes and capabilities when dealing with prospective customers, having already seen it for themselves."

He added, "With agents scattered across the world, it is also very important as a bonding exercise to welcome them to the UK so that everyone can meet and be made to feel a real part of what is a truly international company."