

## Strategem Feedback from Previous Learning Visits

*"A once in a lifetime experience that demonstrates what can be achieved at the highest levels with single minded determination and commitment from business leaders. The planning and execution of the journey to say the least was immense. If I had attended such a journey earlier in my career, I believe myself and my company would have achieved our goals considerably earlier".*

**Les Meikle, CEO, Wise Poperty Care**

*"Superbly organised visit from start to finish, with a first-class range of host companies. A great personal as well as professional experience".*

**Kenny Bain, CFO, Graham Technologies**

*"The whole Journey was excellent from start to finish and provided outstanding learning opportunities".*

**Stephen Kidd, CEO, Kidds Distribution**

*"I have never had a business experience that impressed as much as this. There are definite lessons to be had from each host company visited".*

**Andrew Murdoch, CEO, Murdoch & CO**

*"A fantastic opportunity for anyone involved in running a company of any size. The journey worked for me on a number of levels".*

**Stephen Beer, CEO, Brideall Technologies**

*"It was an experience that every MD of a company should have, as it shows us just how many challenges USA businesses face and how their positive attitude to success overcomes them".*

**Kevin Ockrim, CEO, Brown's Furniture**

*"A unique opportunity to meet with senior personnel in world class organisations to discuss aspects of their business that provide them with sustainable competitive advantage"*

**Brian Kennedy, Operations Director, Linn Hi-Fi**

*"Allowed time away from my site to reflect on what I am doing to deal with my business challenges. Good to hear CEO level views and what keeps them awake at night. Good networking with colleagues on the trip".*

**Gerry Edwards, CEO, National Semi Conductors**

*"I feel most privileged to have been invited on the study tour. The organisation was impeccable and the standard of accommodation excellent. It would be good to form a working group from the study tour and use this as forum to discuss business issues within the group".*

**Clive Mockford, CEO, Soccer Circus**

*"From the excellent meetings that had been set up, I got to understand how the business models of US companies have driven massive growth".*

**Damian Pike, CEO, Total Repair Solutions**

*"Great opportunity to take time out from the business to share experiences and challenges with other Scottish companies whilst at the same time learning from exemplar organisations in the USA".*

**Robin McGeachy, CEO, Peak Scientific**

*"Excellent, inspirational and informative."*

**Colin Gault, CEO, Smith & McLaurin**

*"Excellent visit, well organised and a good variety of companies/topics covered. Good opportunity to learn from other delegate companies on the visit."*

**Peter Wormald, CEO, Ciba Speciality Chemicals**

*"The visit was an outstanding opportunity to really get inside some of the world's leading organisations and listen to and discuss openly with key decision makers within these organisations who have participated in building these businesses. Additionally, I believe the format whereby there are a dozen or so local companies from a diverse range of market sectors was also key to the success of the trip. Being able to discuss various aspects of what we were exposed to in the context of the groups collective business was very helpful."*

**Stuart Dalrymple, CEO, Devol Engineering**

*"The visit was an intense introduction to the varied approaches and house styles of business management and development of highly successful US companies. The journey was impeccably organised and extremely enlightening – as well as being thoroughly enjoyable.....there was always much to be gained from the presentations and interactive exchanges."*

**Lesley Keen, CEO, Mixipix**

*"One of the very few times in my business career that I have arrived back from a business trip inspired, enthused with a real fire in my belly. The quality and quantity of the companies visited was tremendous as were the people who represented them. I feel that we have been shown a winning formula in each case study and that each of us should select one or several relevancies and apply these particular best practices in our own businesses."*

**Peter Stewart, CEO, Beith Printing**

*"The visit to the West Coast USA was truly exceptional. The combination of the delegates from Renfrewshire businesses, the organisations met on the West Coast and the quality of the organisers from Scottish Enterprise and Strategem resulted in an inspirational and therefore highly enjoyable few days. Everyone involved deserves great credit for the preparation, organisation, execution, participation and enjoyment which the delegates benefited from. The close relationships with key contacts built up in the West Coast over previous years will, in my opinion, reap benefits for the Scottish companies and individuals on the 2005 trip. I say very well done to all involved."*

**Michael O'Hara, CEO, HomeTeam.net**

*"Excellent visit, well organised and a good variety of companies / topics covered. Good opportunity to learn from the other companies on the visit."*

**Stuart McMahon, Production Manager, British Airways**

*"I was very impressed with the organisation of the whole event and the courtesy and hospitality extended by the host companies and the access we had to their senior executives. Overall a very worthwhile visit, and one which I would have no hesitation in recommending to others."*

**Graeme Alexander, CEO, Thomas Johnstone Ltd**

*"A unique experience that cannot but inspire, recharge and motivate all the participants to improve on their management practices, style, and "go to market strategy"*

**Sergio Tansini, CEO, TRS**