

NEW ZEALAND NEW THINKING EXPORT BREAKFAST



THURSDAY 4TH SEPTEMBER, 7:15am – 9:00am - AUCKLAND

Please note the breakfast is on a Thursday - not the usual Friday

How to Grow a Business into a Multi-Million Dollar Company!

Presented by: Colin Harvey, Managing Director, Ancare Scientific Ltd

Colin Harvey is widely recognised for making tremendous contributions to the New Zealand agricultural industry. For the past 22 years he has built Ancare into a company with significant market share across several animal health categories in the face of strong competition.

From a family of dairy farmers in Taranaki Colin graduated with a B.Ag.Sci from Massey University and a Bachelor of Commerce from the University of Auckland. Prior to setting up Ancare he worked in a range of roles including marketing and general management with Coopers Wellcome in New Zealand and Australia. During this time Coopers' business grew dramatically with the introduction of products like Systemex and new vaccines such as Leptovoid. In 1985 Coopers and ICI businesses merged and Colin was left managing the Wellcome pharmaceutical business.

Colin started Ancare in 1985 with a mortgage on his house and \$15,000 in holiday pay. Twenty-two years later the company has a reputation of developing innovative new animal health products particularly for the sheep and cattle parasiticide market.

Ancare turns over in excess of \$40 million and employs 45 people. It has research contracts with Massey University, as well as several private laboratories. Recently Ancare opened a multi-million dollar research and production complex in East Tamaki. The company has pursued a strategy of strongly branding its products and restricting its distribution to selected veterinary outlets.

Colin has contributed significantly to industry affairs. In 1988 he founded the Animal Remedy and Plant Protectant Association and, through chairing this, contributed to the formation of the new Hazardous Substances Act and the Agricultural Compounds and Veterinary Medicines Act. In 2000 Colin was elected as Chairman of NZ Agritech and retired from this position last year. He is a member of CRAG (Capitalising on Research & Development Action Group), a group sponsored by Minister Steve Maharey to increase business R&D. He is also an active investor in a number of technology investments and a partner in the iGlobe VIF fund. Colin is a Board Member of Massey University Foundation and on the Advisory Board of the Massey Business School.

BREAKFAST DETAILS

When: 7.15am – 9.00am, Thursday 4th September
Where: Crowne Plaza Hotel, 128 Albert Street, Auckland
Cost: \$25.00 per person incl GST (non refundable)
Register by: Tuesday 2nd September 2008
To Register: Complete the registration form on the next page

