

Staying focused on our objectives

This edition of Business News comes out as we enter the final month of our financial year – always the busiest time for all of us, with a great deal of pressure to maximise orders, shipments and overall efficiencies. I am always pleased by the constant drive to improve performance across the businesses, but encourage you all to make that extra effort right now. I report our financial results to our shareholders in June and I want them to show that we are still on track to



achieving our growth target of doubling the size of the company. If we stay focused on our objectives, we can achieve this - despite the current world economic climate. The company is robust enough, and we have the talent and skills right across the business to make sure it happens.

Looking forward to the next financial year, it is clear that new challenges will present themselves, driven by external and internal influences. The down turn in the world economies will mean that we have to work harder to win orders as customers start to watch their own budgets. We can do this by offering high quality, commercially successful products backed up by professional and consistent standards of service and support.

Internally, those challenges will be to continue the good work already in place on improving processes and procedures. We should all be looking for ways to support our drive for growth, and The Chairman's Awards for Innovation are just one way that we can reward and recognise individual and team efforts. There is still time to enter – and you can read more about it on page 4.

I always enjoy reading the Business News, as it gives a wider view of our business, balanced with social activities and personal achievements. You can learn about how the challenge of improving our business information is being tackled on pages 3 and 7, and at the same time read about some of the events being organised to raise money for charity on page 11. Teams from Tubney in the UK are training to walk up the highest mountains in Great Britain. This will take 'determination, teamwork and, above all, the will to succeed' – qualities that we all share and are clearly reinforced by our company values, which you see set out at the bottom of the page.

Keep these values in mind as we continue our journey towards company growth.

Inside this issue...

- [Business News](#) Page 2-7
- Board visits China
- BI: Keeping our eye on the ball
- Chairman's Awards for Innovation 2008
- WAG AG
- Controller Page 8
- [Product News](#)
- New products from Industrial Analysis Page 9-10
- [Customer News](#)
- Great order for Plasma Technology
- HyperSense Application Development System Page 11-12
- [People News](#)
- Three Peaks challenge
- Who's that with Kendall...?

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