



Curriculum Vitae: Graham Reed

Born:- Southampton, England, UK

Current business: Self Employed [Sci-Glass Consultancy]

Summary

- 1. Family name: **Reed**
- 2. First names: **Graham Richard**
- 3. Nationality: **English**
- 4. Civil Status: **Married**

6. Education:

<i>Institution</i>	<i>Degrees / Diplomas Obtained</i>
Stirling University, UK	B.A. Economics / History / Politics 1996 - 2002
British Society of Scientific Glassblowers	Master of Scientific Glassblowing 1999 - 2000

Employment / Career

2012

Interim Sales Manager – Lemac Engineering Ltd. During the absence of the Company Owner [on RNR duties in London] I managed the Sales for their range of industrial Buckets, Digger attachments, Quick Hitches, Riddlers etc. I have completed a fundamental price review and instigated improved monitoring systems to increase profitability. I secured a major export sale to Africa [invoice value £18,000] of a 5tonne Rock Bucket that sat on the company's books for five years.

2008 – NOW

Consultancy advice and analysis of Customer's potential benefits / costs of renewable energy systems. Recently, I advised two agricultural sector businesses on suitable technologies to reduce their energy costs and reduce Carbon foot-print. During 2013, I set up training for staff at a major exporting manufacturer to start their own, in-house glass tube manufacturing process; also I advised a scientific glassblowing firm on their production methods to correct their inability to make specific apparatus.

2007 – 2012

Councillor representing Stirling Citizens:

Elected: May 2007 to Castle Ward of Stirling Council, ward population of ~ 10,000 in five Community areas. I was a party Group Leader. I was Portfolio holder for the Environment Service from June 2007 to March 2008 when the Lab-Lib. Dem. coalition was defeated by majority of opposition Councillors.

Roles & Responsibilities:

- **Planning Panel** - Chairman
- **Licensing Board** - Chairman
- **Chief Officers Appraisal and Appointment Panels** - Member
- **Order of Malta Dial-a-journey Management Committee** - Director
- **Smith Art Gallery and Museum** - Trustee
- **Stirling City Heritage Trust** - Trustee
- **Raploch Landholding** - Director
- **Raploch URC** - Director
- **Stirling Action Towards Sustainability Member / Officer Group** - Founder & Chairman
- **Stirling Business Centre** - Director
- **Stirling Enterprise and Economic Development (SEEDCO)** - Director
- **Stirling Enterprise Park Ltd (STEP)** - Director
- **Strategic Asset & Corporate Management Groups** - Member

Council Training Councillor Graham Reed MEMBER'S TRAINING RECORD 2007- 2008

Date	Title
10 May 2007	Induction Training
11 May 2007	IT/Introduction/Awareness Session
17 May 2007	Code of Conduct
May/June 2007	Service Briefings
May/June 2007	Ward Tours
11 June 2007	Planning Training
3 July 2007	Fire Awareness Training
6 July 2007	Licensing Board Training & Examination [passed]
19 July 2007	Introduction to Road Safety Seminar
18-19 September 2007	APSE Annual Seminar 2007, 'Delivering Local Services: Local Solutions in a changing world'
5 October 2007	Licensing Board Briefing
8-9 November 2007	The SSN Annual Conference 2007 Local Government and Climate Change
5/6 February 2008	Diversity Training
16 September 2008	Appointment & Appeals Training

2003 – 2008 On a consultancy basis, I assisted Windsave Ltd. [a start-up company] to develop a micro-generation wind turbine system with the unique ability to deliver 'regular' electricity directly into the ring mains of any property. The product came to market in 2006.

1988 - 2002 Founder/Owner/Proprietor of Scotia Glass Technology: employing six staff including four Glassblowers. I have trained nine school-leavers in the skills of scientific glassblowing to the level of certificate of Competence. My trainees have gone onto set up their own business, or to populate Glass workshops in leading Universities in Britain and Canada. Customers included all of the major pharmaceutical drug manufacturers and Universities through out Britain. I routinely gave glass safety handling instruction courses to my customers, resulting in reduced accidents and injuries.

1984 - 1988 Chief Technician, University of Stirling, Scotland; in charge of Glassblowing workshop and responsible for all aspects of stock control, workshop management, liaison with academic staff and science technicians. I controlled all aspects of manufacturing and repair of all glassware within the University. I created and developed a market for Scottish industry - Chemical, Pharmaceuticals etc.

Recent Main Roles:

Sales Director [2004 – 2008] Once Windsave commenced employing Electrical and Mechanical Engineers I moved onto identifying other investors whilst raising the awareness of the Windsave concept and identifying potential customers. Marketing and Sales has involved me in attending numerous conferences and exhibitions within the UK, USA and Europe where I have conveyed considerable details of the product to members of the public and specialist potential clients. I have given numerous seminars using PC and visual aids to explain the merits of micro-generation and wind turbine technology. I have been prominent in developing niche and overseas which has required travel to the periphery of the UK, Europe and North America. I have visited a number of potential Distribution/Installer companies who have expressed a desire to market the Windsave System with a view to analysing their resources and skill sets to assess their suitability.

Technical Director [2003] – I concentrated upon raising the levels of understanding the technical and physical parameters of wind turbine science, sourcing suppliers, liaising with the development engineers who were engaged upon the designs of the component elements of the Windsave System. I assisted in prototype testing.

Other Duties: I have been actively involved in installing early versions of the Windsave System onto a wide selection of buildings and trialling alternative methods of installation. I have represented the company on various Government-led renewable energy advisory and sector committees along with regular monitoring of the wider aspects of renewable energy technology in the context of Climate Change science, regulatory and political issues.

Qualifications:

- 2011 elected Fellow of the British Society of Scientific Glassblowers
- 2003 BA with Credit - University of Stirling
- 1996 Master Glassblower by examination - British Society of Scientific Glassblowers
- 1992 National General Certificate in Occupational Safety & Health - NEBOSH
- 1982 Appointed National Examiner - British Society of Scientific Glassblowers
- 1960's 6 GCE 'O' level grade certificates. Studied ONC Chemistry & Physics at College

Experience:

I have been intimately involved with the development of the product and marketing the concept as a new-generation renewable energy system. I have attended conferences, exhibitions and symposiums throughout the UK, Belgium, Greece and California representing Windsave Ltd. I initiated the application of the Windsave system to various awards culminating in winning the VIBES Award 2006 and European 'Best new Renewable Energy product' 2007. Windsave was runner-up at the World Technology Awards 2007.

I was the representative on the BWEA steering committee and the Scottish Governmental panel for the amendment to planning easement for the installation of micro-wind turbines. I help influence their decisions by recommendation of technical specifications and operating parameters by virtue of my knowledge and experience.

1988 - 2003 Owner - Scotia Glass Technology Ltd.

Core skills: Management of Customers and Staff [7, HR function] design and testing of scientific apparatus with specific attention to industrial and chemical plant safety standards workshop design, installation and management general business management - Accounts, IRS & VAT, NI bookkeeping, stock control, purchasing, Sales and Marketing

1984 - 1988 Chief Technician, University of Stirling

1973 - 1984 Self employed - general Glassblowing

1970 - 1973 Sales and Marketing; Laboratory Supply Companies - Australasia

I am a full member of the British Society of Scientific Glassblowers [BSSG] by qualification.

I was Society chairman 1994-1998 and was Society Librarian from 1999 - 2005.

In 2000, I passed the Master Glassblower examination and am the only Master Glassblower in the BSSG by examination and qualification. In 2011, I was awarded the Fellowship of the British Society of Scientific Glassblowers

Management Skills:

I am confident, capable and experienced in these skills:- Administration, Analysis, attention to detail, Communication, Decision making, Innovation and invention, Marketing, motivating fellow colleagues, Planning Sales and strategic planning.

My views on business include supporting the concepts of fairness, honesty, balancing the [sometimes] competing needs of the customer, employee, employer, supplier and shareholder. Most important is the desire to deliver a good product or service on time and to budget.

Interests and lifestyle:

I have two adult sons and five grandchildren, resident in Cornwall and Manchester. I share my Devon home with Pat Anne, an American of Canadian birth. We are both members of various wildlife and environmental organisations including BTO and the RSPB. We live a smoke-free and low alcohol lifestyle nourished by a healthy diet. We exercise regularly with bicycles and walking.

I indulge in a life-long love of music through attending concerts and by singing in the Stirling City Choir 1984 - 2013 [where I was a long serving committee member, including 3 years as chairman and Treasurer]. I was a Scout leader for 10 years and on the local Troop committee. Since moving to Devon, I have joined the Mount Kelly Choral Society and sail at Weir Quay Sailing Club. I support eco-focused enterprises including Transition Tavistock and Tamar Energy Community of which I am a Director.

My relaxation is enriched with a strong interest in art, books, cinema, music, opera and photography. I was a Rotarian for 10 years and a Guild Brother of the Guildry of Stirling [having a similar charitable focus to Rotary International].

“Thank you for your interest in me!”

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