



Lincad's Project Manager

Peter Slade talks about Lincad's growth plans

Q. What appealed to you about joining Lincad, and being actively involved in taking the company forward?

Working for an SME provides great opportunities to be exposed to a number of different business areas and that was particularly appealing. Lincad's technical expertise also appeals to my scientific background – I've always had a particular interest in battery and fuel cell technologies. And I'm motivated by Lincad's growth aspirations: whilst Lincad is likely to always be primarily supporting the defence sector, our expertise lends itself to any sector where there is a need for a bespoke power management solution. We've expanded our reach in recent years and we're keen to maintain that view, with further penetration into different markets and territories.

Q. So what's on the horizon for Lincad in 2015?

We've recently won some more R&D contracts with the MOD. Lincad has been pioneering the development of specialist LIPS (lithium-ion power system) solutions for the MOD's power management requirements since 2000, and has been working with the MOD since 1986. Over that time, through a process of mechanical refinement and the use of cutting edge cell technology and electronic design, Lincad has consistently delivered products that have helped to reduce the load that soldiers in the field have to carry, with no loss of efficiency or reliability.

Specifically, we have two new products coming onto the market – the Caravel Mk2 Charger and the Power Scavenger. The Caravel Mk2 Charger is an enhanced, cutting edge replacement for the Caravel Charger which has seen front line service with British and international armed forces for over 14 years. Offering multi-chemistry charging of intelligent and passive batteries, the Caravel Mk2 Charger means that it is now possible to bring an entire battery fleet under the management umbrella of a single charging unit. The Power Scavenger offers an all-purpose solution to mobile power management in any situation where reliability, light weight and ease of use are critical, charging different battery types from any DC input such as solar panels, a vehicle or other batteries.

Q. You recently attended the UK Home Office event, 'Security & Policing'. What attracted you to that event?

The event is aimed at police, law enforcement and security professionals who are tasked with security, civil protection and national resilience, and our expertise in the defence sector lends itself very well to those areas. We hadn't exhibited at the event before, but we felt it was an ideal way to get Lincad some good exposure, offering a great opportunity to showcase our proven ability to deliver the optimum power solution for any given operational requirement.

The event worked very well for us: our most energy-dense product to-date, the LIPS 14 battery, was shortlisted for the Security Innovation Award 2015, demonstrating Lincad's continued position at the forefront of battery technology and design.

As always at such an event, it was useful to meet other exhibitors and find out more about some of the new and emerging technologies for which we can provide support.

Q. What do your business growth plans look like, moving forward?

Of course we will continue to keep a close eye on sector growth and new opportunities for product development and sales. We have a great deal of expertise, and so we'll be looking to leverage that into any sector where there is a requirement for a power management solution, however big or small the application may be.

We'll also continue to maintain our profile and will certainly be exhibiting at other shows in the future. We will be on Stand S4-430 at DSEI this September in London – probably the most important defence and security show in Europe – showcasing our new products and offering potential customers the opportunity to find out how we can provide them with the best power management solution for their needs.

Q. Can you give us an overview of Lincad?

Lincad is a privately owned UK company with over 25 years' experience in the design and manufacture of specialist batteries, chargers and power management systems for military and other specialist applications. Its main customers are the UK Ministry of Defence (MOD) and the UK Defence Primes, although we also supply to a number of international armed forces either directly or indirectly, and to customers in other sectors.

Q. What's your role at Lincad?

My job title is Project Manager. Whilst I have been involved with a few specific development projects, my main role here is more of a commercial one, supporting the Directors in new business development, business to business relationship management and marketing activities.

Q. Your background is quite varied and unusual – can you tell us your story?

My original background is in chemistry. After studying for a chemistry degree at Oxford University, I worked in education for a number of years, latterly as a Programme Adviser for a non-departmental public body. In 2010 I went back to study for a MSc in Sustainable Energy Futures at Imperial College London to pursue a long-held interest in future low-carbon energy technologies. I then joined Lincad in my current role.