



Left:
Managing director, Jim McDonald, on his first trip to China in 1990

Right:
Jim McDonald in China this year



It was a traumatic year for Prestwick Circuits in 2005. The company, which made PCBs in the south west of Scotland since 1969, chose to discontinue manufacturing. Despite investment in automation, it suffered continued losses, at the end of 2005 all equipment was sold via auction.

Prestwick, however, continued to work closely with its customers to help re-source PCBs, mainly from China. The company had longstanding partnerships with the Chinese PCB industry and within months, over 500 parts were transferred to Chinese factories to ensure continuation of supply.

Quickly Prestwick became involved in procuring PCBs for its growing customer base. It established a core supplier base that could respond to any PCB requirement and any volume.

Today, Prestwick Global Procurement Services (GPS) attracts customers from the UK, USA, Mexico, mainland Europe and even from Malaysia and China. It supplies a variety of PCB technologies and works with over a hundred customers, for many of whom Prestwick is their sole PCB supplier. Regular benchmarking ensures Prestwick continually provides the most cost effective option.

The team today is a relatively small band of experienced PCB professionals based in the UK, Iberia and in China. Customers have a single point of contact, which aids customer satisfaction, speeds communication and ensures quick decisions are reached when required. Regular business and quality auditing also ensures suppliers maintain the high standards required.

In recent years, Prestwick has expanded its activities to LED lighting, bespoke cabling, procuring hard to find components and reverse engineering of PCB assemblies. Ten years on Prestwick Circuits continues to grow and looks forward to the next ten years with optimism.



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Prestwick Circuits **GPS**
Global Procurement Solutions

**Looking for help
in sourcing
PCBs or LED lights??**

**Use the team at Prestwick
to help.**

the search is over

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