

## Testimonials

“The Manufacturing Partnerships team at Dearman have found the SMMT’s Meet the Buyer events thoroughly worthwhile over the last couple of years. The events are facilitated through the team at the SMMT, and give us an opportunity to engage with a targeted portfolio of suppliers.

“These relationships develop our supply chain, help our route to volume manufacture, and enable Dearman to get its new zero emission technologies to market.”

**David Thompson**  
**Head of Manufacturing Partnerships**

“Jaguar Land Rover has participated with SMMT’s Meet the Buyer events for many years. The importance to Jaguar Land Rover of Meet the Buyer is not just about the potential to meet new suppliers with a good fit for future direct supply to Jaguar Land Rover but also as a chance to share new ideas, develop existing business relationships and to help support the UK’s automotive industry.”

**Michael Mychajluk**  
**Supply Chain Projects & External Engagement Manager, Production Purchasing**

“I have been attending the SMMT’s “Meet the Buyer” annually since 2011. The team at the SMMT always welcome my attendance and fully support the ‘dating’ process, to get me the suppliers I have an interest in meeting. Over the last 8 years, I have now met numerous suppliers that are of interest to Faurecia, not just for today, but also for potential projects in future. This has generated new business for suppliers with Faurecia.

“In parallel, the event is usually an excellent networking point in the year, where it is possible to touch base with many suppliers whilst grabbing a coffee or touring the exhibition displays.

“I can only thank the SMMT for their continual efforts, as this is a great event that does generate contacts, which leads eventually to new business for suppliers (within the normal life-cycles of automotive vehicles).”

**Jonathan Armishaw**  
**UK Serial Life Purchasing Manager**