



Determined to Win: Building SKOPE, Manufacturing, Exporting and Holding On to the Family Business

Robert J Stewart

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The story of one of New Zealand's most successful manufacturers and exporters. Robert Stewart may have been born into a successful manufacturing family, but he had to set up his own company the hard way, using his own money, resourcefulness, courage, stamina, street smarts and creativity. There were tough times when he almost went to the wall, but today SKOPE Industries is one of New Zealand's leading manufacturers and exporters. You will find its world-beating refrigeration units in almost every supermarket, corner dairy, restaurant, cafe and bar both in this country and in Australia, the Pacific and the Middle East. Along the way Robert Stewart has found time to race yachts and cars, start a radio station, help drive the 1974 Commonwealth Games, chair the Canterbury Manufacturers Association, become involved in funding neurological research, chair the government's health research funding body, pick up an ONZM and be honoured as an Ernst & Young Entrepreneur. It's been a full life, and in this lively memoir he shares insights into being successful in the most challenging of business environments, and into building - and holding on to - a family business.

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