

Hunter Scientific

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case study



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Steven Kear, Programmes Director

INVEST
Essex



Essex County Council

Hunter Scientific

market leader in IVF equipment

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Graham Hunter, Founder

Hunter Scientific, based in Essex, is an acknowledged leader in the specialised field of equipment for IVF treatment. The company manufactures its own range of high-quality micro tools for IVF laboratories and acts as a distributor for a variety of manufacturers of equipment for the IVF field, supplying everything from consumables to laboratory equipment such as microbiological safety cabinets.

Quality is critical in the demanding IVF equipment market and Hunter Scientific has led the way in implementing stringent procedures that are validated by independent laboratories. “These are the standards our customers expect,” says founder Graham Hunter. “That’s why we have become a trusted supplier to all 82 IVF laboratories in the UK and are recognised as the market leader in our field. Our customers also rely on the depth of specialist advice we can offer. There are more competitors in the market now, but we remain one of a few companies solely dedicated to this field.”

Essex and the area around Saffron Walden is home to many businesses in the pharmaceutical and life sciences field and the company is able to draw on a pool of local people with suitable skills to maintain its high standard and market position.

As well as quality, speed of response is also important to the IVF laboratories. “Our customers demand a very quick turnaround,” says Graham



Hunter. “We have key suppliers in Denmark, Sweden, Germany and the US, so we rely on the airfreight services available from London Stansted Airport to meet deadlines. On many occasions, we have had to place orders with our Swedish supplier in the afternoon and expect to receive delivery next morning to meet our customers’ needs.”

Close proximity to the M11 and the national motorway network enables Hunter Scientific to maintain a responsive delivery service nationwide.

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The company’s commitment to quality and customer service has led to steady growth over its 17-year life. Now with the rapid growth of interest in IVF treatment, Hunter Scientific is outgrowing its current base and looking to expand even further. Essex, with its skilled workforce and strategic location for UK and overseas business is set to remain part of the company’s expansion plans.



INVEST Essex provides confidential advice and practical support to companies wanting to establish a presence or expand in the UK. We promote Essex as an outstanding business destination and help existing and potential investors make the most of our strategic location, thriving business environment, and quality of life.

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