

CATCHING UP WITH NICOLE



High purity Hydrocarbon-Free Air and Nitrogen is critical for many analytical applications in the laboratory.

Nicole Pendini is the Country Manager for Peak Scientific in Australia & New Zealand.

Peak is a leading innovator in the design, manufacture and support of high performance gas generators – nitrogen, hydrogen and zero air systems mainly for laboratories, specialising in the fields of LCMS (Liquid Chromatography Mass Spectrometry) and GC (Gas Chromatography). The company is 21 years old and headquartered in Glasgow.

Nicole has a PhD in biochemistry from the University of Adelaide and a Post Doctorate in structure-

based drug design from Monash University.

Prior to her current role, Nicole worked as an Account Manager and Business Development Manager for a number of scientific equipment vendors such as Scientifix and Agilent Technologies. Nicole finds her current role very exciting because she gets to work with all the OEMs and sees first-hand the rapid introduction of new technologies into the scientific space. “There really are many firsts – where we are problem solving with clients for the first time on how to get the best solution for their lab. It’s really interesting.”

Q. Peak tracking in Australia?

A. The business is growing quickly in Australia mainly because of our size, we are able to be more agile than larger competitors, which means we can better anticipate the needs of the market and tailor solutions that work. We are confident that the primary demand for our product will increase over the next 5-10 years because onsite gas generation will be preferred over cylinders because of the rising cost of petroleum.”

To give you an indication of our growth, 7 years ago we had a distributor for Australia and New Zealand and no physical presence. 7 years later we have 11 people across two offices, including 3 people joining us this year.

Q. How did you become a Sullair client?

A. Our generators cannot operate without compressed air. That’s why we partner with organisations such as Sullair in order to deliver a working client solution. Our solutions are only as good as our partners.

Peak has worked with a number of compressor companies, but found the air quality of the Sullair compressors to be far superior. That was 4 years ago “and we have been working closely since.”

Production of Hydrocarbon-Free Air is critical for scientific applications. For instance, many of their clients are in the pharmaceutical industry. Nitrogen is generated and fed through a LCMS or GC to test the

grade of compounds. The presence of hydrocarbons (even at minute ppm quantities) interacts with the compounds, adversely affecting the test results.

Q. Why do you prefer to work with Sullair?

A. Firstly, the reliability of the equipment is far superior. "It comes down to their multiple and superior quality air ends that alternate in use to spread the wear, which increases longevity."

Sullair's level of technical support pre, during and post-sale is second to none. They listen and we collaborate.

Their local availability of product and their focus on product configuration to comply with Australian standards is also invaluable.

Q. What was the most challenging project you worked on with Sullair?

A. It was a complex project in the racing industry, which

required them to link eight scroll compressors together to achieve the volume of gas required. The project went smoothly and produced a great outcome over time because of the low noise and vibration of the compressors and the exceptional customer care provided by Sullair.

Q. What is your favourite Sullair/Hitachi product?

A. Definitely, the Oil-free Scroll. Because of its low vibration and noise rating, it's easy installation, and the specifications in the brochure match the product. Sullair is the only brand on the market that has a 10 bar compressor, which is important for laboratory applications.

Q. What was your proudest moment from working with Sullair?

A. To be honest, to be involved in this interview. Our combined teams have achieved great results together and I feel honoured for it to be acknowledged in this way."



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