

## ALBRIGHT LITHUANIA BEGINS MANUFACTURE OF OUR SW60 RANGE

As a key component of our expansion plans, Albright International has recently started production in our new wholly owned, purpose built manufacturing facility, Albright Lietuva, located in Klaipeda, Lithuania.

This location was chosen as a site due to it being a seaport enabling easy shipment of goods throughout Europe. Furthermore, Klaipeda is the only seaport on the Baltic

which does not freeze, ensuring shipments are not delayed.

Albright Lietuva is managed by Ramunas Barcevicus who has extensive experience in running manufacturing facilities in the Baltic region. Currently employing 17 personnel the facility has the capability to expand to 50 production staff with the production capacity being 10,000–12,000 units a week.

This assembly plant has the capability to produce sub and main assemblies and initially is manufacturing the 60 range of contactors which includes SW60, SU60 and DC66 types. Further contactor ranges will be progressively added.

The addition of this factory, along with our facilities in the UK and China confirms the position of Albright International as the leader in low voltage D.C. contactors in the industries we serve. As with all our established companies, Albright Lietuva has implemented the Albright International principles of quality and high standards ensuring our original designed products maintain their prominent status on the market.



Albright Lietuva in Klaipeda, Lithuania

## ALBRIGHT DEUTSCHLAND ESTABLISHED TO MANAGE SALES FOR GERMANY AND AUSTRIA

To maintain and further enhance our market position in Germany, Albright International has, in recent months, established a company in Bremen. Albright Deutschland will exclusively manage sales for Germany, Austria and furthermore, parts of Switzerland.

Heading the new operation is General Manager, Uwe Gernhold who will

be assisted by Werner Muß responsible for Technical Sales, Wiebke Reichelt and Silvia Otto handling Sales Administration and Klaus-Peter Mester, Logistics.

All the team have extensive experience of working with Albright having previously worked for Elektron Bremen thus enabling a seamless transition for our existing customers based in

Germany, Austria and Switzerland. Albright Deutschland contact details are as follows:

tel (+49) 0421 8060730  
fax (+49) 0421 80607319  
email  
[info@albright-deutschland.de](mailto:info@albright-deutschland.de)



Albright Deutschland Team in Bremen, Germany

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**The SW300 (with optional Silver plated contacts)**

Albright International introduces the SW300 range, another new and innovative contactor to add to our expanding

portfolio. Designed specifically for the Telecom Industry and to meet more demanding applications, the SW300 is a

## RAISING THE BAR: SW300 IS LAUNCHED FOR THE TELECOM INDUSTRY

300 ampere busbar contactor, compact in design and with a Single Pole, Single Throw, Normally Open configuration.

As with all our contactors, the SW300 has mounting bracket kits available to service alternative mounting arrangements and our Auxiliary option. In addition, optional silver plating is offered, as is the facility for magnetic latching which enables the SW300 to remain closed whilst consuming

no coil power. For further information on the SW300 and its options please refer to the SW300 data sheet which can be obtained through your local agent, our web site or by contacting the Albright Technical Department (please see [page 4](#) for contact details).

## ALBRIGHT CHINA SALES OFFICE NOW OPEN FOR BUSINESS

Albright China is progressing as planned with the recent opening of the China Sales office. The China Sales office has been set up, initially to manage Sales for China within select areas, however it is also planned to assist in handling sales into other Asian regions.

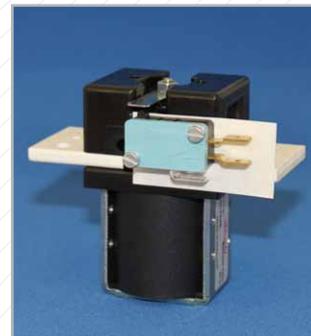
Newly recruited to the position of China Technical Sales, Rizo Pang will be fulfilling one of the objectives of the company; to establish new business, whilst enhancing sales and technical support to existing customers within China.

China Sales can be

contacted directly via phone +86 21 5766 9507, fax +86 21 5766 9458 or email [saleschina@albrightinternational.com](mailto:saleschina@albrightinternational.com).

In addition, the Albright International web site can now be viewed in Chinese, for further details see [page 3](#).

### New V3 Auxiliary Option



**The New V3 Auxiliary shown here on an SW250**

Albright International introduces the new V3 auxiliary option, a reduced cost alternative to the standard Albright International auxiliary.

Initially it can be fitted to the SW150, SW250, SW260 and the SW500 range of contactors; however it will be made available for other ranges in the future. In our part numbering system, a V3 Auxiliary will be indicated by a 'C' within the part number.

The V3 option can be considered as an alternative to the proven high operation Albright standard auxiliary.

## GENUINE ALBRIGHT SPARE PARTS AVAILABLE



**Albright Top Cover Assemblies**

In addition to offering complete contactors and emergency disconnect switches, Albright International offers genuine spare parts for a range of our products.

Complete spare contact kits can be ordered for the SW80, SW180 and SW200, with contacts, top cover and coil assemblies available for a large number of our other ranges.



**Albright Coil Assemblies**

Spares information can be obtained from the download section of the web site or by contacting your local agent or Albright directly.



**Albright Contacts and hardware**

## ALBRIGHT REDESIGNS THE COMPANY LOGO AND LITERATURE

Albright has released a re-design of our logo which now caters for our new subsidiaries. The new logo design retains the much recognised Albright International red type face and introduces a flag theme to unite the subsidiaries to the brand whilst also allowing their own identity. Equally the new logos reflect the international make up

of the company.

To accompany the new Albright International logos we will be releasing an updated version of our catalogues. The catalogues have been re-formatted to present the contactor ranges in a concise, easy to navigate and user friendly way. The information for each of the contactors in each of the series will be avail-

able on one page for easy reference.

On release, the new versions of the catalogues will be readily available to download from our internet site and will be available through your local agent or by contacting Albright International (for contact details please refer to [page 4](#)).



The new Albright Logos

*“Offering our Technical Support to existing and potential customers from the outset ensures the correct product selection is made and assists in preventing issues”*

Albright International provides a unique service to customers with our Albright International Technical Support. Our Technical Support team are available to offer advice to assist in choosing the correct product for your application, help resolve problems and to answer any queries which you may have before, during or after your purchase. This service is available via our technical email

address or by phoning our UK and China offices during their respective working hours. Furthermore, our catalogue data is published on our web site to provide our customers with a comprehensive starting point to assist decision making. Offering our Technical Support to existing and potential customers from the outset ensures the correct product selection is made and assists in preventing

issues.

Our support service, we believe provides vital support to our customers who benefit by knowing they have bought the right product to the correct specification for their application.

For a personal account of what technical support is like in Albright International see [page 4](#) for the Employee Focus feature on our Technical Manager Peter Digance.

## ALBRIGHT WEB SITE BECOMES A MULTI-LINGUAL DOMAIN

The Albright International web site is now a multi-lingual resource. To reflect our international sales offices, there are Chinese, German, French and Japanese language versions available. The default language is English, so to activate

the web site to another language simply click on the “Select Language” section on the web site home page and from the drop down list select your language of choice. The screen will refresh and the contents will then be displayed in the language chosen.

In addition, to keep up to date with any other Albright International related news please refer to the News section of our web site which is located on our home page at [www.albrightinternational.com](http://www.albrightinternational.com)



The Albright Internet Home Page

## TECHNICAL KNOW HOW: AN EMPLOYEE FOCUS ON PETER DIGANCE, TECHNICAL MANAGER & QUALITY COORDINATOR

Each newsletter edition, we will focus on one of our dedicated and valued team members. For this second edition we introduce Peter Digance, Technical Manager and Quality Co-ordinator based at Whitchurch, UK.

Peter began his career at a general engineering training centre following through to an apprentice working in a machine shop environment. From here, Peter joined the Albright International Drawing Office, where he was involved from an auditing standpoint, with the implementation of ISO9001. Moving to the position of Application Engineer, Peter had the opportunity to interact with customers and be involved with applications, UL and ISO9001 assessments.

Peter has observed that since he started at Albright there has been an emphasis on quality and high standards. Indeed, he recalls “the ISO9001

implementation was merely formalising what we were doing, as much of the documentation and checking was already in place”.

Commenting on why it is important for Albright to provide customers with technical support during and after product specification; Peter confirmed evaluating the application at the outset and offering the best suited product for the job is crucial.

Peter concluded “Correct assessment of the application leads to a trouble free future, and ultimately customer satisfaction, something we strive for on every enquiry”. Peter stated “the best way to evaluate an application is by completing and emailing our application form” adding “there will always be applications that require further clarification; however this form addresses the required criteria 95% of the time”. (The application form is

available from the download section of our internet site).

Discussing the mechanics of Albright Technical Support, Peter explained it is managed by our excellent in-house multi-site technical team. Working together they provide accurate answers to queries in the shortest time frame possible. Responses are direct or via our associates in the network of global authorised distributors.

With the vast majority of our contactors being able to be customised, Albright products are highly adaptable to customers’ applications. Overall, customers gain from Albright designing its own range of contactors, for as Peter states “With years of experience we know the pitfalls and benefits, and if there should be problems in an application we know exactly what to look for”.



**Peter Digance, Technical Manager & Quality Coordinator**

### ABOUT ALBRIGHT

Albright International is a privately owned company, founded in 1946. Initially, the company manufactured specialist switch gear to customers’ designs, beginning the manufacture of the Albright contactor range in 1955 which started the strong tradition of designing and manufacturing its own products. Albright International operates from two sites in the South of England, in modern well-equipped offices and factories. Additionally, Albright has two wholly owned factories in China and Lithuania, manufacturing to our highest quality standards, for supplying the Asian and European markets respectively. Sales offices in France, Germany and Japan complete our international coverage. With a network of worldwide agents and distributors we can evaluate new applications, provide technical support and supply our original design D.C. contactors and spares throughout the world.

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