

End of An Era: Farewell to Albright Surbiton

It was with fond memories and some sadness that, after 65 years, Albright Surbiton was formally closed in August bringing to conclusion a successful chapter in Albright's long history.

Albright was founded with our Surbiton site in 1946, where we began manufacturing specialist switchgear to our customer's design; branching out to manufacture our established Albright Contactor Range in 1955. For 40 years, Albright operated solely from our Surbiton site, forging a reputation for



Albright Surbiton, c.1950

innovative and original designs and excellent standards of manufacture which has continued and been upheld in all of our successive subsidiaries.

Like many successful companies Albright expanded its manufacturing operations, firstly to Whitchurch in the South of England, and more recently to sites globally. Albright Surbiton ceased manufacturing in 2008 however remained the head office and centre for sales. Now, with the closure of Surbiton our head office and centre for sales is Whitchurch, where we have established a dedicated sales team (see page 3).

Albright Management would like to take this opportunity to acknowledge the commitment and hard work of all our Surbiton colleagues and wish them well in their futures.

Stop Press! The ED80, Our New Emergency Disconnect Switch

Designed for the electric vehicle market, the ED80 is a new low current emergency disconnect switch from Albright. Rated at 80 amperes with a single pole, single throw configuration this compact, low cost switch is suitable for small electric vehicles.

As with all our products, it is an original design and competitively

priced. The ED80 is easy to install and has blow outs, standard auxiliary switch and closed housing as available options.

For further information on the ED80, contact technical at technical@albrightinternational.com or refer to our catalogue sheet, when available, from the Downloads section of our website.

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The New ED80 Emergency Disconnect Switch

Autumn in Amsterdam: Albright Exhibiting at METS & Intelec



Albright is pleased to announce that we will be exhibiting at the upcoming **Marine Equipment Trade Show (METS)** and **Intelec International conference** both in Amsterdam.

METS is the world's largest trade exhibition of equipment, materials and systems for the international marine leisure industry. With an expected attendance close to 20,000 visitors from over 100 countries the exhibition in Amsterdam 15th - 17th November is an ideal occasion to receive all the latest news and developments from the marine

leisure industry.

Albright contactors are designed to be used on a wide variety of applications within the marine industry including bow thrusters, windlasses, anchor winches, dual battery & battery isolation. In addition, they can be used for hydraulic power packs, engine starting & standby power and lighting applications. We can also supply our contactors to customer's own specifications.

We welcome you to visit our stand: 03.424, where we will be available for advice and showcasing our latest products suitable for the marine industry. For further information on METS refer to the official website:

<http://www.metstrade.com>

The **International Telecommunications Energy Conference (Intelec)** runs from 9th - 13th October in Amsterdam. This annual IEEE (Institute of Electri-

cal and Electronics Engineers) conference examines the latest developments in telecommunications energy systems and related power-processing devices and circuits. The technical exhibition, at which Albright will be exhibiting, provides attendees with the opportunity to view products and equipment.

Albright will be located at booth 2.14, where we will welcome you to view our contactors suitable for Uninterrupted Power Supply (UPS) systems and latest information. For further information concerning the Intelec Conference refer to the official website:

<http://intelec2011.org>



Spotlight on Albright Japan, The First of Our International Sales Offices



Masato Ando,
Managing Director
Albright Japan

The Albright Japan Sales Office was set up to explore and serve the strong base of materials handling equipment, golf cart, train and

welding equipment manufacturers that are in the country. Albright Japan was established at Kawagoe, located on the outskirts of Tokyo in 1993. Albright Japan relocated to a larger office and warehouse facility at Shiki, which is closer to downtown Tokyo, at the end of 2009. This strategic move provided an improvement for accessing and fulfilling sales to customers.

For the last 10 years, Albright Japan has been managed by Masato Ando whom seeks to continually develop new sales opportunities with potential customers who wish to utilise Albright products in new fields of business or applications.

A crucial role for Masato is providing customer support to

ensure confidence in Albright and its products. This support ranges from answering queries, and determining the correct product for their application, to after market requirements.

Albright's market in Japan has traditionally been the material handling industry. However, this is now accompanied by new, expanding and varied markets and applications such as personnel vehicles, golf carts, cleaning machines, welding machines, marine equipment and amusement park equipment.



All Aboard and Ready for Sale

Albright would like to introduce our new UK sales team who are based at our head office in Whitchurch. The main responsibility of the UK Sales team is to manage orders and provide help and advice to our customers concerning our ordering process, from quotes through to delivery. Focused on the customers' needs, the team endeavour to answer all queries, resolve any issues and facilitate order progressing.

All agree they enjoy their challenging roles, bringing enthusiasm and professionalism to their responsibilities. Collectively, our team has experience in sales, marketing, purchasing and management. Our Sales team can be contacted directly via phone: +44 (0)1256 890030, fax: +44 (0)1256 890043 or email sales@albrightinternational.com and will be eager to assist you with any of your sales activity enquiries.



The UK Sales Team



Pauline Morgan, Sales Office Manager

Pauline has over 15 years' experience working in the sales industry. Leading the Albright UK Sales team, Pauline instils in her team a determined approach to sales activities and aspires for long term success through co-operation, dedication and delivery focus.

Szilvia Ujj - Shipping Coordinator

Szilvia brings a wealth of experience to her role having formerly worked in Customs and Border Control in her native Hungary and at Albright for 5 years; where she undertook roles in the Kitting Department and Goods-In. Szilvia applies her planning and negotiation skills to help achieve trouble free, timely deliveries.



Jo Kenyon - Sales Administrator

Jo has a comprehensive understanding of sales and marketing from her 15 years in this profession. With past experience including handling corporate hospitality for the 2002 Commonwealth Games held in Manchester, Jo is at ease liaising with customers, working to deadlines and problem solving.

Maria Russo - Sales Administrator

Maria has extensive experience with Albright and its products having worked for the company for 7 years, firstly on the production of coils and then as a Line Inspector. Fluent in French and English and her native Portuguese, Maria's language abilities and product knowledge are an asset to the team.



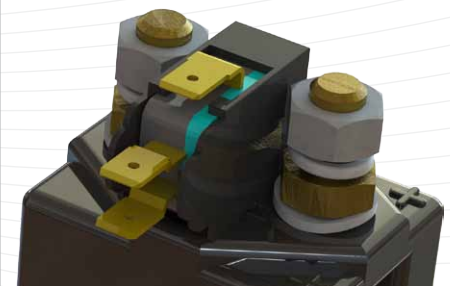
Sue Warren - Sales Administrator

Sue worked as a Buyer in the Purchasing Department for a company supplying the Ministry of Defence for almost 7 years and previous to that as a manager for the collation and binding of financial reports at a finance company. Sue's experience has provided her with a good understanding of what is required to support the customer's requirements.

V3 Auxiliary Now Available for Stud Contactors

The option of the V3 auxiliary has now been expanded from our busbar range to include our stud contactors (with the exception of our SW60 range). In our part numbering system, a V3 auxiliary is indicated by a 'C' within the part number.

The V3 option can be considered as a reduced cost alternative to the proven high operation Albright standard auxiliary (indicated by an 'A' in our part numbering system). For further information concerning the V3 auxiliary, email our technical department at: technical@albrightinternational.com



The V3 Auxiliary 'C' Option shown on the SW80

Employee Focus: Ramūnas Barcevičius, General Manager of Albright Lithuania

Each newsletter edition, we will focus on one of our dedicated and valued team members. For this fourth edition we introduce Ramūnas Barcevičius, the General Manager for the Albright Lithuania subsidiary.

Ramūnas brings to his current role a strong background of management and a solid understanding in electrical engineering. Following his graduation from University in 1983 with a Masters Degree in Radio Engineering, Ramūnas began work as a designer for electrical parts on recording equipment for aircrafts and submarines ('Black Boxes') advancing to Departmental Manager within 5 years. By the time Lithuania gained its independence in 1990, Ramūnas was working as a commercial manager for companies utilising computer networks. It was through his last role undertaken in 2004 that Ramūnas was introduced to Albright International. As Deputy Marketing Director for a company which developed and manufactured electronic components for the television industry, he was responsible for sourcing new customers. In this capacity, Ramūnas stated he was "fortunate to begin a partnership with Albright based on meeting our Operations Director at a Lithuanian exhibition".

Initially joining Albright as a consultant in June 2008, Ramūnas was instrumental in the setting up of the Albright subsidiary in Lithuania which was being established at this time.

Firstly, responsible for identifying possible suppliers in the Baltics then progressing to overseeing the construction process with the support of Albright's Operations Director and Production Engineering team. In October 2008, Ramūnas cemented his position within Albright, accepting the role of General Manager for Albright Lithuania.

With the commencement of production activities in December of that year, Ramūnas responsibilities increased and included completing the legalities of signing off the factory with local authorities and recruiting production staff, initially starting with 11 line operators. Ramūnas credits "the great support and assistance he has had from colleagues at Albright International, with achieving the securement of a highly qualified and skilled team beginning with the line operators, quality inspectors and ending with a chief accountant, production controller and production manager". His new team are able to ensure production output maintains the high quality and standards associated with Albright contactors.

It is a testament to Albright's strategy and Ramūnas's management that despite the recession, Albright Lithuania has increased its staff and production output by approximately 7 times. On a final note, Ramūnas stated he is "very happy to be a part of the Albright International team and thankful for the opportunity".



Ramūnas Barcevičius
General Manager,
Albright Lithuania

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 our Head Office at Whitchurch 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. 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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