



'i-news'

Newsletter from Craig and Derricott- Winter 2010

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Introducing Photovoltaic Switch Disconnectors from C&D

PART OF THE I-SWITCH FAMILY

> A growing requirement for DC switch disconnectors for solar photovoltaic (PV) power supply systems has motivated Craig and Derricott to introduce a brand new range of disconnectors specifically designed for this particular DC application. With current ratings from 7A to 40A and d.c. operational voltages up to 1000V, a solution for most isolator applications within the solar photovoltaic market can be found. The new PV range comes in three different enclosure sizes (As pictured) and is housed in moulded enclosures with sealing to IP65. The new range will be



showcased and launched at the 'Yorkshire energy efficiency trade show' in conjunction with Newey and Eyre Leeds. C&D feel that this is an ideal platform to launch and raise the profile of the new range. To compliment the PV range C&D will also be showcasing the new range of LED tube lights which are designed

specifically for the rail industry and are tested and approved to R1A12 & 13. For more information log on to the C&D web site at www.craigandderricott.com

Successful year for C&D

> With difficult UK market conditions and ever tightening margins it is good to report a continuing level of profitable business growth across all of our sectors. During 2010 we have continued to invest in our people, products and factory to further improve the level of customer service we can offer – whether this is for catalogue or bespoke products. The catalogue range has been extended to support Isolation equipment sales growth and we have also developed our Rail sector significantly through partnerships with Unipart Rail, Thales, Alstom and Bombardier.

Export sales have increased by 50% over 2009 levels and this will be further augmented in 2011 as we establish a stronger sales presence in the Middle East. Along with the launch of our Photovoltaic Isolator range and more Distribution products in 2011 we will be seeking to continue this momentum and drive up levels of customer service. Good people are at the heart of our company and we are continue to recruit and develop our teams in order to secure the long term strength of the business.

Andrew Dolman - Managing Director



Make the switch . . .



South Wales Group Now stockist of C&D

> C&D have recently placed point of sale stock to the value of £12,500 in 5 City Electrical Factors branches that make up the South Wales group. These branches consist of CEF



Cardiff, Swansea, Merthyr Tydfil, Port Talbot and Pembroke Dock (As pictured). The stock will be available off the shelf on the new style point of sale stand, that has an offering of moulded, steel and stainless steel switch disconnectors ranging from 25A-63A. To further extend the POS offering CEF Pembroke Dock now stock the IP41 switch disconnector range launched by C&D in 2009.

Kevin Evans - Our Area Sales

Manager for the South West region secured the overall deal with the group buying

manager Mark Rasbury, who said - *'The POS displays that we have taken on look great on our trade counters and enable us to transmit an industrial image to our customers that perhaps they were not aware of. The product itself is very good with some excellent features and benefits which means we can take it to market with the confidence that a quality product gives you'*.



Mapped above are the 5 CEF branches that now stock C&D products.

CEF have over 400 branches across the UK and have been trading with C&D for many years.

C&D win contract order with Arrowvale Electronics



> Craig and Derricott have won a contract with Arrowvale Electronics to supply Emergency stop buttons to be fitted into over 380 trains cab desks being manufactured by Bombardier Transportation, in Derby. Sharon Dawson who is the buyer at Arrowvale said, "We have worked with Craig and Derricott on many projects in the past and the reliability, quality and availability of their products is the key factor to why we continue to use C&D products".

The vehicles are for London Underground Sub Surface Lines, and the project continues at a steady rate of supply into 2015.



Log on to www.craigandderricott.com to see our vast product portfolio! And download our latest catalogues.



We value your feedback, suggestions and comments! Email the team at newsletter@craigandderricott.com

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