



1910 / 2010 A Century of Brilliance

Company Profile

Chalmit Lighting

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HUBBELL HARSH & HAZARDOUS

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Chalmit is a leading supplier of Hazardous Area, Specialist Industrial and Marine Lighting products

CONTENTS

Chalmit - Historic Background	3
Chalmit- Management Quality Policy	4
General Profile	5
Introduction	5
Quality Commitment	5
International Innovation	5
Technical Support	6
Sustainable Development	6
Customer Support	7
Internal Contact Listing	7
UK Sales Managers : Contact Listing	8
External Sales Managers : Contact Listing	8

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but may be subject to future amendment.

HISTORICAL BACKGROUND

Chalmit Lighting, originally founded Andrew Chalmers & Mitchell Ltd in 1910 to manufacture and supply equipment for the large marine market based on the River Clyde. The company soon became a major supplier of lighting and electrical products to the marine industry in the West of Scotland and thereafter throughout the whole country.

In the 1970's, success in the Marine oil tanker business led to diversification into the wider oil and gas market, capturing 85% of the North Sea HID lighting requirement which is maintained to this day. The company's involvement within the global oil & gas market expanded and resulted in a shortened version of its name to Chalmers & Mitchell. Throughout the world the company is now recognised by its product name, CHALMIT.

With the additional product demand in the International market, the company expanded its export potential by opening offices in Singapore and Abu Dhabi providing support and assistance in developing an extensive, long standing agency network. The subsequent growth in the FPSO market further increased the emphasis on the development of the company's extensive Ex lighting portfolio.

Following acquisition by the Whitecroft Group's lighting division in 1995, Chalmers & Mitchell joined with Simplex Lighting to form Simplex Chalmit Lighting. This move gave Chalmit access to the B.V. Industria (Holland) range of Ex 'e' fluorescent products which were updated and integrated into the Chalmit hazardous area lighting portfolio.

Chalmit was purchased from Whitecroft in 1998 to become part of Hubbell Incorporated, within their specialist hazardous area business – Hubbell Harsh & Hazardous. As part of the Hubbell group Chalmit, in tandem with Killark and Hawke International, can provide a wide ranging lighting project capability for IEC and a complete product range for NEC applications, including enclosures, fixtures, fittings, controlled stations, receptacles, switchgear, etc, for the provision of hazardous area and industrial lighting products.

Having gained accreditation for Quality Assurance to BS5750 Part 1 in 1987, ISO 9001 in 1994, ISO 9001:2000 in 2003 and more recently accreditation to ISO 9001:2008, Chalmit's commitment to quality has never been more apparent. Chalmit products have approvals and certification from a number of internationally recognised bodies including, EECS (BASEEFA), SCA (SIRA), ERA, CSA, ITS, DNV, CEPTEL (Brazil) and GOST (Russia), covering Explosion protected classifications and I.P. ratings. Chalmit has recently gained accreditation for a number of luminaires under the latest IEC Ex scheme.

Chalmit maintains a highly active policy of quality management and development in all its functions and at all levels of its organisation.

MANAGEMENT QUALITY POLICY

1. Introduction

Chalmit specialises in the design, development and manufacture of luminaires for hazardous areas. Excellent product quality, customer service and technical support are crucial to the ongoing success of the business.

2. Safety

Safety considerations are most important in all processes. Chalmit takes its responsibility to provide a safe working environment for its employees very seriously and has a full health and safety policy detailing the procedures that help to ensure this.

3. External certification

In order to ensure the highest standards of quality and safety, Chalmit's quality management system complies with the requirements of BS EN ISO 9001:2000 and BS EN ISO 13980:2002. The latter standard deals with equipment for use in a potentially explosive environment.

4. Customer satisfaction

The company's aim is to satisfy customers and to fulfil their needs at every opportunity. Specific challenges are recognised as:

- The design and manufacture of a wide range of specialist high-quality luminaires, for hazardous, industrial and marine environments.
- The provision of expert advice about customers' individual lighting applications and provision of accurate information about relevant Chalmit products.
- Design focus incorporating our lighting design software, Chalmlite™.
- On time supply of customer's orders manufactured to the highest quality standards.
- The accurate and timely supply of information and documents relevant to orders and inquiries.
- The provision of readily available technical support and customer service.

5. Employee training and development.

Chalmit will continue to provide the necessary training and education for employees who wish to advance their skills and develop beyond their present role. Employee loyalty and low staff turnover are business characteristics the management are proud of and wish to continue.

6. Vendors

Component quality, pricing and reliability of supply are critical elements to the ongoing success of the business and so Chalmit will only work with suppliers who share similar objectives. In return for their support Chalmit will be loyal to its suppliers. We also value vendors who seek and find technical and commercial innovation.

7. Implementation of the policy

Chalmit's management will ensure that this policy is implemented throughout the business and is totally committed to continually improving every aspect of the business covered by it. Periodic reviews of this policy will be undertaken to ensure the contents are current and reflect the needs of the business.

Robert R Cochran, General Manager

November 2005

GENERAL PROFILE

Introduction

The global nature of the Oil and Gas and Petrochemical industries demands that manufacturers offer world class products and worldwide service capability, requiring companies to operate on an international scale at all levels. Chalmit is such an international company.

From its base in Glasgow, Scotland, Chalmit has a long history of pre-eminence in the field of Hazardous Area Lighting. Chalmit is now the IEC Hazardous Area Lighting “centre of excellence” of Hubbell Inc. and a truly major Industry force, committed to a continued investment in technological advancement, design and product development. Chalmit has dedicated and strategically located Sales and Marketing operations in the Netherlands, Abu Dhabi and Singapore, providing extensive expertise of hazardous area lighting. As part of the Hubbell Harsh and Hazardous group, Chalmit is also able to offer Killark products creating an unrivalled project portfolio to a world-wide customer base.

Chalmit has a deserved reputation for producing luminaires of the highest quality and with technical innovation always in evidence. This is in part, due to Chalmit having evolved as the number one supplier of hazardous area lighting products in the North Sea, one of the world’s most onerous areas of operation for oil & gas exploration and production. Products of inferior quality would not be capable of withstanding the harsh environment encountered and Chalmit luminaires, some of which have been in operation for more than 25 years, are providing reliable service to the operators working in this area.

All of Chalmit’s products are designed to this same high standard and as can be seen from the customer references, Appendix B, this commitment to quality is acknowledged by our customers.

Quality Commitment

Where the safety of people and protection of property is paramount, absolute confidence in product choice is critical and with over 80 years international experience, Chalmit luminaires can be specified with complete conviction and this is reflected in the number of major projects which have been awarded to Chalmit over the years. Some of the major international projects awarded to Chalmit over the last 30 years are listed in Appendix A, and stand as a testament to the quality and technical excellence provided by Chalmit luminaires throughout the years.

With approvals such as BS EN ISO 9001:2000 and MOD DEF STAN 05/91:1991, certification to British and CENELEC standards and approvals from certifying authorities in the UK, Canada, Australia, Holland, Norway, Brazil and Russia the company's commitment to quality and product development ensures that safety is never compromised.

International Innovation

The Chalmit name is synonymous with quality and innovation and this has been achieved through a rigorous programme of continuous product development. Employing the latest technology, in conjunction with modern light sources and controls, new, innovative luminaires are created in partnership with other Hubbell Group companies and clients around the world.

Chalmit continue to use sophisticated computer-aided design tools, allied with up-to-date photometric and mechanical testing techniques, to underpin the design programme, producing an internationally accepted product range.

Technical Support

Engineering support for all Chalmit products is located at the Glasgow headquarters, and clients around the world can be assured of extensive technical and after sales support. Agent training and technical support is available in Asia, Middle East, North America and Europe. This service encompasses expert lighting applications advice, sophisticated free of charge lighting design software and in-house project design, informed guidance on the safe installation and maintenance of hazardous area luminaires and the full back up expected of a major international brand.

Sustainable Development

Chalmit is committed to sustainable development and protection of the environment. As such, the company is currently working to implement the requirements for the WEEE and RoHS directives.

CUSTOMER SUPPORT – Internal Contact Listing

Contact	Address	Tel/ Fax/Mobile	email address
Sales Office	UK Office PO Box 5575 Glasgow G52 9AP Scotland	T: +44 1418825555 F: +44 1418833704	info@chalmit.com www.chalmit.com
Robert R Cochran General Manager	As above	As above	rcochran@chalmit.com
Mark Bradford Director of Business Operations	As above	As above	mbradford@hubbell- scotland.com
Myra Adams Commercial Manager	As above	As above	madams@chalmit.com
Gareth Bruce Marketing Manager	As above	As above	gbruce@chalmit.com
Jackie Kidd Progress Orders/Shipping	As above	As above	jkidd@chalmit.com
Ian MacLeod Technical Manager	As above	As above	imacleod@chalmit.com
Craig Postlethwaite Purchasing Manager	As above	As above	cpostlethwaite@chalmit.com
Raymond Knox Quality Manager	As above	As above	rknox@chalmit.com

Relevant project specific personnel will be allocated and contact information supplied at each stage as and when designated.

CUSTOMER SUPPORT – UK Sales Managers : Contact Listing

Name	Territories	Contact Details
Derek Chivers Sales Manager	Southern England Southern Wales	M: 07885 818 604 E: dchivers@chalmit.com
Andy Hinson Sales Manager	Northern & Eastern England	M: 07885 818 606 E: ahinson@chalmit.com
Ian Wilson Sales Manager	Scotland	M: 07885 818601 E: iwilson@chalmit.com

International Sales Managers : Contact Listing

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