

Chint - Quality Electrical Components from China

Submitted by: Ainsworth Maguire

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Electrical products from the Chint Group of China are now distributed in the UK exclusively by Rowe Hankins Components. The alliance brings together two companies with established reputations for quality, safety, innovation and value. Chint may be new to the UK but it is a significant force in China with a workforce of 12000, ISO 9001 quality systems and ISO 14001 environmental approval. Their products are extensively tested by independently accredited bodies to comply with EN 60898 and other international standards.

Chint is a world class company that designs and manufactures an extensive range of electrical power products. Rowe Hankins can draw on a vast catalogue of low voltage electrical equipment, distribution products, auto electrics, telecoms equipment, instruments, meters and software. Chint invests heavily in the development of existing products and new components in response to world wide customer needs.

Rowe Hankins, also an ISO 9001 accredited supplier, have a reputation in the UK as suppliers of power protection and panel building components. From the Chint range they can offer competitively priced contactors - rated up to 800 Amps, MCB's, RCCD's, MCCB's, push buttons and LED indicators. The company will also be introducing a consumer unit specially designed for the UK by Rowe Hankins and manufactured by Chint.

The UK team responsible for growing the Chint brand are Graham Chadwick, Rowe Hankins' UK sales and marketing manager and Qinglin Li, business development manager. Graham is responsible for building contacts with UK specifiers, distributors and users. Daily contact is maintained with the factories in China by Qinglin, who is fluent in the local dialect. Both Graham and Qinglin pay regular visits to China to monitor quality and new product development.

Rowe Hankins has joined an elite band of distributors handling product from the Chint factories. Others are in the USA, Russia, Brazil and Germany. Toni Hankins, managing director of Rowe Hankins explained, "We do rigorous QA checks on all our factored products. We find those from Chint are as reliable and robust as European and American product. This, allied to good supply and keen pricing, means we can recommend these products to UK clients with complete confidence."

Additional note to Editors

The business venture team - Graham Chadwick and Qinglin Li

Prior to joining Rowe Hankins components Graham Chadwick was employed by the multi-billion dollar Eaton Corporation, headquartered in Cleveland Ohio. Based in the UK, he was responsible for sales of electro-mechanical components to the Middle East and Indian subcontinent. Graham has spent his entire

career in electrical engineering and has previously worked with Smiths Industries and Arcoelectric Switches.

Qinglin Li holds a BA in English Language and Literature and an MA in international trade. He was a visiting scholar in business management at the University of Pittsburgh, USA in 1987. He has been a lecturer in international trade at Hunan College, rising to become associate professor following the publication of substantial works on trade issues.

Following a research attachment in international trade finance at Leeds Business School and Leeds Metropolitan University in 1996 he held posts in trade consultancy before joining Rowe Hankins in 2001 as business development manager for Chinese products. Qinglin is responsible for daily liaison with the factory in China on technical and operational matters. He and Graham visit China three to four times per year.

More information:

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