



The J Brand Monthly Technology Update

Ray Foster Retires as Managing Director Issue 13, January 2009

Having been at the helm of the good ship J Brand since September 1986, when Lowe Holdings purchased the business, Ray has decided to retire and spend more time with his family and improve his handicap on the golf course.

“I am proud of the time that I have spent at J Brand and, with turnover increasing from £300K in 1986 to over £10 million today, there has certainly been some significant developments over my time in charge. I know that I am leaving behind a financially stable organisation and I am sure that Guy, Tim and Dan will continue to move J Brand forward,” said Ray.



Although stepping down from his position at J Brand, Ray will continue with his work for the Electrical Contractors Association (ECA) and will remain as the Chairman of Labour Relations and Chief Negotiator on behalf of the UK electrical companies within the ECA.

The New Team of Directors at J Brand

With Ray stepping down as Managing Director, Guy Jones moves into the hot seat from his previous role as Operations Director. Having been at J Brand for 20 years, Guy is confident that Ray is leaving the Company in an excellent position. When asked what the future holds, Guy responded:



“As we enter what are clearly uncertain times, we will continue to diversify and remain agile. We are witnessing a change of focus within the end user community with a huge drive for cost price reduction and innovation to help ensure their competitive edge. To this end, I am particularly excited at the opportunities which we are working on in the areas of wireless technologies, digital signage and IP physical security, all of which can deliver short and long term ROI. I am surrounded by an extremely strong, committed and customer focused team who will ensure that we continue to deliver a first class service whilst at the same time driving in efficiencies.”

Working with Guy will be Tim Oldershaw (Technical Director) and Dan Little (Commercial Director).

Tim has been the Technical Director at J Brand since 1997 and, with his wealth of industry experience, will continue to support customers from both a UK and European perspective.

“My involvement with both data and electrical standards from a UK and a European perspective will ensure that all J Brand’s engineers and our clients are adhering to the current regulations. From a technical point of view it’s very much business as usual.”

The new addition to the team of J Brand Directors is Dan Little, who takes on the role of Commercial Director. Dan has been at J Brand since 1996 and working closely with Ray over the last 12 months on all financial and administrative aspects of the business.

“In addition to the new demands of the Commercial Director role, I will continue with my previous function of managing our field resource and ensuring that we continue to evolve the skill-set of our engineers to match that of our diverse and growing account base. The J Brand engineers are the face of the company and it is imperative that we maintain a suitably trained and happy workforce.”

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