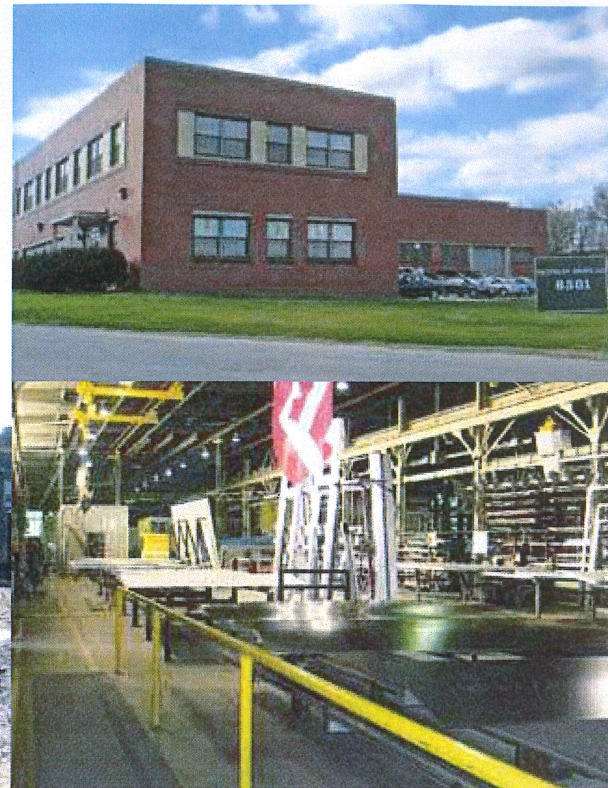
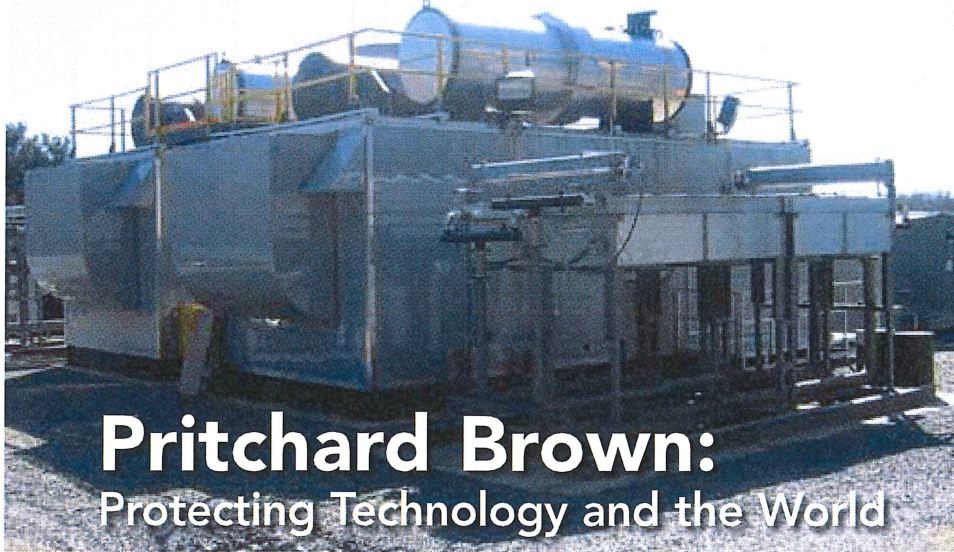


On site power installations are often required to run 24/7 at landfills. Providing the right enclosure is much more challenging than for a standby application, in which the system runs only occasionally. Pritchard Brown works closely with their customers' service personnel to ensure a safe, efficient work environment—such as in this landfill gas power generating station. Pritchard Brown has provided dozens of packages like this one to support the LFG industry.



Pritchard Brown: Protecting Technology and the World

Another in Our Series of Profiles of EGSA Member Companies

Pritchard Brown LLC: A Diversified Customer Base Has Kept Our Business Strong for 64 Years.

At Pritchard Brown, the driving business philosophy behind 64 years of manufacturing expertise can be distilled into one simple, overarching philosophy: the Golden Rule...treating others the way we, ourselves, wish to be treated. "The market will always have room for a company that is willing to apply best business practices, and total process improvement to enhance products and exceed our customers' expectations," says Mike Witkowski, Vice President of Sales & Engineering for Pritchard Brown.

From manufacturing transportation-related equipment after World War II to current business related to "Smart Grid" technology or solar, wind power and fuel cell power equipment, Pritchard Brown has been building their brand with uncompromising integrity since 1947.

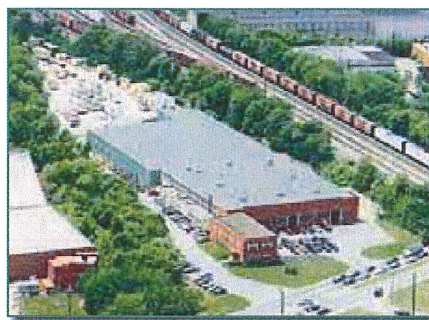
Founders Ken Pritchard and Charlie King came from the wartime aircraft and truck-body manufacturing sectors, respectively. Their joint effort and the blending of technologies within these two fields transformed the truck body industry in the United States before breaking into the on-site power packaging industry in the 1970's. Gradually, the company took on more and more challenging power projects, specializing in the emerging science of noise control. In 1986, Pritchard Brown, under new ownership, enhanced business capabilities to manufacture equipment for on-site power generation systems, switchgear and controls, electronics and telecommunications by hiring industry experts within the power industry, focusing on custom applications, and moving away from the truck-body market.

As a member of EGSA since 1977, Pritchard Brown has seen many changes in 34 years of manufacturing sound attenuating enclosures, fuel tank bases, switchgear enclosures, full electrical

PRITCHARD BROWN IS...

...is a privately held company located in Baltimore, MD. Pritchard Brown, LLC manufactures custom, high-quality enclosures and fuel tank bases for generator sets though 3MW, and provides electro-mechanical system integration for genset Dealer-Distributors, switchgear manufacturers and engine Original Equipment Manufacturers.

For more information, visit www.pritchardbrown.com.



In 1994, Pritchard Brown moved to their current facility, boasting more than 70,000 sq. ft. of production space and advanced material handling manufacturing capabilities.

and mechanical packaging and testing. "While our customers are genset Dealer-Distributors, switchgear manufacturers and engine original equipment manufacturers, our clients have kept our business solid in economic uncertainty due to the diversified industries that we serve," Mike says. In the United States "The current customer base is focused competing for business in industries such as healthcare, pharma and higher education. Pritchard Brown products are installed throughout the world."

Because of the company's extensive technical expertise and breadth of experience, they are often asked to tackle projects

MEMBER PROFILE: PRITCHARD BROWN

that push the limits of transportable enclosure technology. Extreme sound attenuation, strict code compliance with high wind or high seismic forces, and even requirements such as electromagnetic shielding are all within Pritchard Brown's capabilities. This diversity has allowed them to serve markets from commercial standby power to highly sophisticated enclosures for surveillance equipment, mobile laboratories, and test equipment.

"Our sales and engineering team are the best in the business," says Witkowski, "and our customers know that they can count on us to provide the right design and quality workmanship, no matter how challenging the project. A packager is not just a manufacturer—we are like a general contractor, overseeing accessory purchases, electrical work, mechanical installation, and so on."

In 2003, Pritchard Brown became a part of Fennell Holdings, improving purchasing power and technical product support while maintaining their high quality standards, company identity and unique product lines. While it might be difficult to read the crystal ball and envision the next emerging technology, one thing is for certain, constant evolution and the dedication to best known practices will ensure that Pritchard Brown continues to lead the industry well into the 21st Century. ■



This 55 dB(A) reduction enclosure for a 1.8MW Diesel generator set is for a telecommunications facility. This is may be the quietest manufactured enclosure system for a 1.8MW diesel installation in the U.S.—achieving a third-party certified 45 dB(A) noise level at 50' in any direction. Pritchard Brown was the only packager contacted that was willing to tackle the project.