



Life support for the procurement process.™

## ***Oxygen Electronics expands global activity with new UK sales office***

**Marlborough, Wiltshire – 12<sup>th</sup> February 2001** – Oxygen Electronics LLC, a web-based e-commerce electronics Distribution Company has put together a UK team of industry professionals in response to demand for a domestic presence from the British and Irish electronics industry.

Oxygen Electronics, a Connecticut - based company with Sales offices in New York, Italy, Denmark and India, decided that it could further improve on its 400% year on year growth rate by providing UK and Irish clients with a Transaction and Customer Support team based in England rather than New York. "Speed and accuracy of response is critical to our success in sourcing allocated, hard-to-find, and obsolete components" said Mark Pasdon, co-founder of Oxygen Electronics " and the UK office will enable us to remain ahead of the competition in meeting those needs."

Oxygen's UK operation is managed by Sarsen Technology, whose founder and Managing Director Nigel Norman has represented Oxygen Electronics in the UK and Ireland for the last three years. He has more than 20 years experience in the semiconductor industry, working for both manufacturers and for the OEM users of electronic components. "We have put together a superb team of people here in Marlborough" he commented, "They are all highly motivated individuals who are committed to working long and hard to provide their customers with long-term business solutions as well as the components they need to get the job done."

Oxygen's UK Team Manager, Tara Cheeseman has been delighted with the smooth transition of the business from the New York office. "The UK systems are up and running and our response times are even faster now", she added. "We are finding that we are increasingly becoming the supplier of choice for our customers due to the high level of service they know they can expect from us. It is wonderful that today's technology allows us to be a leading edge supplier of Internet Commerce solutions whilst being based in a country market town like Marlborough with the quality of life that it affords".

Mark Pasdon, co-founder of Oxygen Electronics, stated, "Local customer service and sales support will help us to meet the needs of our client base within the communication, Electronic Manufacturing Services (EMS), and Mil/Aero industries. We feel that the "Oxygen" level of support will continue to differentiate the company from the myriad of B2B .com companies. In essence, we know that "Click-Dot-Com" is not enough."

*The internet-based service offering from Oxygen Electronics can be tailored to a customer's individual requirements. The elements include supply chain management, global sourcing enterprise (GSE), data management, spot market procurement, obsolescence management and excess inventory liquidation. The web site addresses are [www.o2xygen.com](http://www.o2xygen.com) and [www.sarsen.net](http://www.sarsen.net).*

*End*

*If you have any questions, please contact:*

*Mark Pasdon  
mpasdon@o2xygen.com  
Oxygen Electronics LLC  
26 Lafayette Avenue  
White Plains, NY 10603  
USA  
Phone: 1 914 289 0202  
Fax: 1 914 289 0222*

*Nigel Norman  
nigel.norman@o2xygen.com  
Sarsen Technology Limited  
Lloran House  
High Street  
Marlborough  
Wiltshire  
United Kingdom  
SN8 1HQ  
Phone: 44 1672 519202  
Fax: 44 1672 511177*