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# Sollatek

# NEWSLETTER

NEWS AND INFORMATION QUARTERLY, JUNE 1998

## Welcome!

Sollatek welcomes its latest addition from Sri Lanka

**S**ollatek has great pleasure in welcoming to the Sollatek family the latest addition; Sollatek Lanka PVT - a joint venture between Sollatek UK and the Cooray's family of IE Technics PVT.

Sollatek Lanka will benefit from the vast experience of Mr. Tisil Cooray in electronics and manufacturing. Set up in 1981, IE Technics employees now number 400. It is the country's leader in the design and manufacture of antennas, trip switches, kilowatt meters and various power products. Assisted by his son Sanjeeva Cooray, Mr. Cooray and his wife Mrs. Cooray will be managing Sollatek Lanka which will receive 'Complete Knockdown Kits' (CKD) from the UK. Sanjeeva will be responsible for heading the company's sales and marketing team. Sanjeeva has already proved his strong marketing and sales skills by successfully organising a very impressive launch for Sollatek.

The Launch was attended by Mr. A S Jayawardane, Governor of the Bank of Sri Lanka, Mr Christopher Haslam, first secretary of the British High Commission in Sri Lanka, and Mr Maan Allos, director of Sollatek UK. The launch was held at the prestigious Hilton Hotel in Colombo and attended by over 100 dealers and customers of IE Technics.

It was most encouraging to note a strong interest being shown in the Sollatek range of both voltage protection and Solar products. ■

**Sri Lanka is a prime market for solar where up to two million homes are without electricity.** The World Bank / GEF have launched an initiative in Sri Lanka which makes available low cost finance and subsidies for solar home systems in rural communities (for lighting, TV etc). The ESD program is designed to help expand the use of solar power systems in rural communities, which will eventually support up to 30,000 solar home systems. ■



Maan Allos with the Cooray family



The exhibition display stand at the launch

## RS Components chooses Sollatek!

**S**ollatek are proud to announce that RS Components, a major international force in the distribution of technical products, has chosen several of Sollatek's most important power protection products for inclusion in its catalogue. ■



See inside for the full story!

Sollatek Solar recently completed a £1.6 million pound contract for solar systems to supply power for twenty six Microwave Repeater Stations.

See inside for full details



**S**ollatek is pleased to announce two new products designed and completed in the first months of 1998. As ever, Sollatek strives to provide the widest and most complete range of Voltage Protection Equipment worldwide.



**1** 3 phase Automatic Voltage Switcher (AVS3P)

The AVS3P-0 is a three phase Automatic Voltage Switcher based on the world famous AVS principle (Automatic Voltage Switcher). The AVS principle is a method developed by Sollatek to provide COMPLETE protection to electrical and electronic equipment from:

- ◆ Sustained high voltage or surges
- ◆ Sustained low voltage or dips and sags
- ◆ Mains fluctuations
- ◆ Power-back surges  
*(High voltage after a power interruption)*

The AVS achieves this level of complete protection through disconnection of the load from the harmful mains and then re-connects the load once the mains is deemed to be stable and acceptable to that load. In addition to the basic protection modes delivered by any single phase AVS, the AVS3P-0 is designed to provide further functionality-tailored protection to three-phase plant and machinery. These are:

- ◆ Micro-processor controlled with the required intelligence helping to analyse the mains and the load and provide optimum protection.
- ◆ Protection on individual phase provided independently.
- ◆ Intelligent time delay before re-connection which takes 'off time' into consideration, thereby minimising down-time for equipment.
- ◆ User friendly limit adjustment for high and low voltage thresholds.
- ◆ Also provides disable facility for either protection.
- ◆ User friendly wait time adjustment.
- ◆ Intelligent blind time allowing heavy loads to start-up without interruption to load.
- ◆ Un-committed changeover relay output providing normally open and closed contacts rated at 16A, that can be used to drive external alarms, contactors and loads.
- ◆ Five LEDs accurately displaying the status of the AVS in the following symmetrical 'traffic light' design.

- ◆ Fused input with fuses conveniently placed in the terminal compartment.
- ◆ Three Metal Oxide Varistors providing protection against spikes.
- ◆ Wall mount unit in a smart plastic enclosure.
- ◆ Very low cost. ■



**2** Distribution Surge Protector (DSP)

Connected at the point of entry distribution panel, the Sollatek DSP protects against surges, spikes and transient over voltages conducted through the power distribution boards. This provides a barrier at the entry level into the house, office or factory against these serious damaging conditions. The DSP is wired as a spur in parallel to normal loads. It is available in single phase (DSP1P) and three phase (DSP3P).

The units feature LEDs on the front panel to indicate the level of protection available from the unit. Two LEDs signify full protection and one LED indicates a reduced level of protection. When no LEDs are illuminated the protection is no longer operational and the unit should be serviced. Fuses are incorporated into the DSP to protect against damage caused by excessively high current transients. Blown fuses are indicated by the status of LEDs on the front panel. ■

ATAGLANCE Technical Specification	
Maximum let through voltage (8/20 ms)	750V
Response time	<10 ns
Peak discharge current	20 kA
Nominal voltage (DSP1) P-0	230V
Nominal voltage (DSP3) P-0	400V
Total energy (DSP1)	1280 J
Total energy (DSP3)	2500 J
<b>Terminations</b>	
Brass terminals	6mm2
Dimensions (L x W x H)	200 x 130 x 60 mm
Weight (DSPIP & DSP3P)	500gm

## Sollatek congratulates HFM International of Tblisi, Georgia

Sollatek congratulates HFM International of Tblisi, Georgia for being one of the largest customers of the Sollatek 3 Phase AVRs.

HFM has installed over 30 units of the AVR3x30, AVR3x50 and AVR3x75 (all including the AVS option) in 1997 and has already taken 10 units this year since January, with a pending order for a further 14.

The main customers for these units are; the US Embassy, USAID and Magticom. Magticom is the nation's largest mobile phone service provider. REIMS of Norway have supplied the AVRs to Magticom to protect the network stations throughout the country. HFM International supervised all installations and will carry out the support.

One major project was the protection of a complete new GSM mobile telephone system from the main switch to all base station transmitters.



AVR3x50 including meter options

To date the performance of the AVRs has been its own advertising, for as soon as people can watch televisions without running generators, during brown-outs at night, the word soon gets around! The US Embassy has now officially appointed Sollatek as an approved supplier. This appointment soon expanded to its associated AID agencies. ■

### 12000 and 18000 watt stabilisers!

The Sollatek SVS12K and the SVS18K are now in full production and available from stock.

The SVS12K, rated at 50amps and the SVS18K at 75amps are ideal to provide stable power for an entire house or office.

Priced competitively and comes highly specified, the Sollatek SVS range is proving to be the best selling stabiliser in certain markets worldwide!





## Sollatek is pleased to introduce the new UPS range. 1000VA & 1500 VA

Available in 450VA and 700VA ratings, the Sollatek UPS is the perfect line-interactive UPS for computer networking environments. The Sollatek UPS protects your network equipment from power surges, brownouts and utility failures, at a competitive cost. Its compact design features tighter output voltage and frequency regulation, user configurable front panel, and RJ 11/45 modem/data line protection.

The Sollatek UPS is built for use around the world. Models are available for 100, 120 and 230 volt applications and frequencies of 50 and 60 Hz.

- ◆ Up to 10 minutes safe pure battery power in case of power cuts
- ◆ In-built wide range voltage stabiliser
- ◆ Two year warranty
- ◆ Small modern design
- ◆ Competitively priced
- ◆ Very quiet in operation
- ◆ Microprocessor control
- ◆ A range of sizes available for all applications
- ◆ Optional simple computer connection for safe automatic shutdown
- ◆ Designed and manufactured to withstand the most severe working environments ■



## MAINS FILTER

### Sollatek introduces the PureAC mains filter.

The Sollatek PureAC mains filter removes harmful disturbances to deliver clean power to your valuable equipment, at low cost.

The PureAC will remove all spikes, transients, noise and RFI from the mains. It will clamp spikes up to 480 Joules and will attenuate noise typically from 15dB @ 100KHz up to 30dB at 1MHz, thus ensuring delivery of pure mains supply to the appliance.

Operation is simple. Just plug the PureAC into the wall socket and connect your equipment to it. ■

#### THE PUREAC PRINCIPLE



Sollatek Solar has been involved in a wide variety of projects recently, whilst also developing a number of important new products to compliment its existing Solar Power range. These include the Ecolite and the SCC.



#### East Africa - street light systems

Thirty two of Sollatek's self contained street light systems are being installed by Eletechno. The street lights will be installed on a remote island off the coast of East Africa and will be used for general area lighting of the small local airport. ■

#### Egypt - billboards lighting

One of the most visible markets for solar electric power in Egypt is to provide power for lighting to advertising billboards. Standard double faced billboards use eight of Sollatek's 36W fluorescent light inverters and electronics. In the last twelve months up to 30 such systems have been installed by BIC of Cairo, using Sollatek equipment. ■





**NEW PRODUCT**

**Ecolite - low cost lighting range**

The Ecolite range has been introduced to compliment Sollatek's existing range of solar lighting. The new low cost Ecolite range is designed for the no frills, lower cost market, where reliability is still of critical importance. ■

**Ezi-Line - Gate opener.**

Ezi-Line has been developed as an automatic Gate opener that can operate in remote locations, operated by Sollatek's solar equipment. The self-locking gate opening system automatically locks upon closing, and is of particular use to farmers and companies for



**Portec - Solar power supply to Rail Track System**

Sollatek have been active in supplying solar systems to Portec, one of the leaders in rail track lubrication systems with factories in the UK and USA. The rail lubricators are stand alone systems which apply grease to a rail track when a train passes. This not

only reduces wear on the track but also prevents the train wheels from screeching. As it is often difficult and expensive to run mains cables to railway tracks, the solar power solution is by far the most cost effective method of supplying power to the Portec equipment.

**Solar power to microwave repeater stations.**

Sollatek recently completed a £1.6 million pound contract for solar systems to supply power for twenty six microwave repeater stations. At the remote sites, Sollatek replaced existing diesel generators, which required large amounts of fuel and regular maintenance (all of which entailed high running costs and overheads), with Solar systems. The installation of the solar systems allows the repeater stations to be un-manned and reduces the overhead costs drastically, as no fuel and only minimal maintenance is required. Further evidence of another application where solar provided the most cost effective alternative.

The twenty six systems utilised the 'Solar Control Centre' (SCC) which now takes the total number of units installed and operating to over 100 units. The SCC is a complete solar and load control centre for larger systems (90 - 360+ Amps) and includes the following features and much much more:



- ◆ Microprocessor controller
- ◆ Solid state switching
- ◆ Multi-stage charging for optimum battery charging
- ◆ Load Prioritisation through load shedding

At present the SCC sales are limited to only a few select customers. However Sollatek expect to release the SCCs for general sale within the next few months. ■



£1.6 million Solar Telecoms

# The Sollatek AVR range

From 250VA up to 24kVA single phase!

Sollatek is pleased to introduce the latest addition to the Automatic Voltage Regulator range (AVR); The new enclosure for the AVR5000 (20Amps), AVR7.5K (30Amps) and AVR10K (40Amps).

Designed in a new tower case design featuring improved functions such as; Visual LCD displays showing the input voltage, output voltage and load, user friendly connection terminals, smart ergonomic design and improved functionality.

The Sollatek AVR range, boasting a staggering input voltage of  $\pm 27\%$ , lightning fast response and overload protection, is ideal for protection of all sensitive electronic and electrical equipment. For the cost conscious applications you can choose the Sollatek Voltage Stabiliser range (SVS) which has a slower response(780Volts/Sec) and narrower input range (-25 to +15%).

For full pricing and colour brochure on the AVR range please contact the sales team at Sollatek or any of Sollatek's Worldwide partners.■



ATAGLANCE single phase AVR tech spec	
Voltage	110V or 230V
Current	From 1Amp up to 100Amps
VA rating	from 250VA up to 24kVA
Input voltage range	$\pm 27\%$
Output voltage range	$\pm 4\%$
Correction speed	1250 volts/sec
Response	within 15 milliseconds
Spike/surge suppression	Yes
RFI/noise suppression & filtering	Yes (ER option only)
Technology	Microprocessor controlled, solid state, and no mechanical elements

## RS Components chooses Sollatek!

RS Components, one of the largest national and international distributors of technical products amongst the most respected names in its field, has selected several of our most important power protection products for inclusion in its famous catalogue.

*"All of our products passed with flying colours"*

The product selection process is one of the most exacting Sollatek have so far experienced. All of Sollatek products passed with flying colours and the strength of the early order flows points to this being a successful and productive relationship for both RS Components and Sollatek.

In business for over 60 years, RS Components operates a network of companies in 17 countries and over 60 appointed distributors world-wide. The famous RS Catalogue is published 3 times each year in the UK and is now also available on the Internet. (<http://rswww.com>).

The Catalogue offers over 100,000 products for

customers to buy, either by phone, electronically or by visiting one of nearly thirty RS Trade Counters and Depots dotted around the UK. RS also distributes products to 900,000 engineers worldwide.

*"this agreement is an excellent start to Sollatek entering the UK market"*

The distribution power of RS Components is unrivalled and this agreement is an excellent start to our programme of developing the domestic market for Sollatek's products which provides a firm foundation upon which to build.■

For ordering or more information, please contact RS on: 01536 201234





Solar General brochure



Solar light fixtures leaflet



Solar modules leaflet



Solar SPCC10E leaflet



Solar water pumping (pro) leaflet



Solar SPCC16E leaflet



Solar water pumping leaflet



Solar batteries leaflet



Solar batteries (pro) leaflet



Solar SPCC05 leaflet



Solar lighting kits leaflet



Solar street lights leaflet



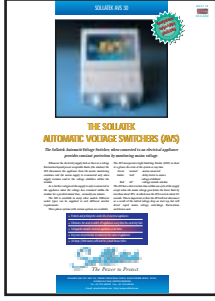
Shortform brochure



AVS13 leaflet



AVS three phase leaflet



AVS30 leaflet



Faxguard leaflet



ESP30 brochure



ASP/VDS guide



VDS leaflet



ASP leaflet



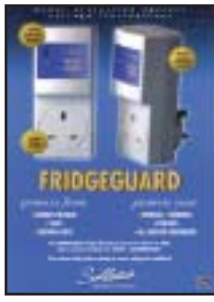
SVS leaflet



UPS brochure



AVS13 mailer



Fridgeguard mailer



Faxguard mailer



Hivoltguard mailer



SVS mailer

**Price List** - The new Sollatek UK price list is now out. The 1998 price list has been improved to include weights and dimensions of the entire Sollatek range, including Solar Systems.

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