

Test your knowledge and win these prizes!

Answer as many questions correctly as you can. There are prizes to be had for the first 20 entrants with correct answers. Choose either Sollatek baseball cap, or t-shirt or mug. See below for further information.

Please indicate your choice of prize. Tick one box only.



1 The AVS13 protects against:

- A1 Under-voltage only plus spikes and surges
- A2 Under-voltage, spikes and surges, over-voltage and is rated at 10Amps
- A3 Over-voltage only plus spike and surges
- A4 None of the above

2 The Fridgeguard is most suited to protect:

- A1 Fridges, coolers and air-conditioners up to 13Amps
- A2 TV, video and hi-fi, and all electronics equipment
- A3 Fridges, coolers and air-conditioners
- A4 None of the above

3 The AVS protects against over-voltage by:

- A1 Clamping the harmful voltage down to a normal level
- A2 Bucking the over-voltage down to a safe level
- A3 Disconnecting the power
- A4 None of the above.

4 When a surge goes down the telephone line, LightningGuard will:

- A1 Disconnect the power until the surge is passed
- A2 Continue to operate
- A3 Using its own varistors on the mains, it will clamp the surge but continue to work as normal
- A4 None of the above

5 The LightningGuard is rated at:

- A1 13Amps
- A2 5Amps
- A3 10Amps
- A4 None of the above

6 The Ideal protection for a personal computer is:

- A1 Surge plug
- A2 AVS13
- A3 UPS
- A4 None of the above

7 The AVS15 is best suited for:

- A1 Protection of electronic appliances
- A2 Air-conditioner protection
- A3 Protection of all equipment and especially computers
- A4 None of the above

8 How many appliances can you plug into the AVS13?

- A1 One only
- A2 Using a multi-way strip, you can connect as many as possible as long as you don't exceed 13Amps
- A3 None. The AVS13 doesn't have a socket. It is intended for direct wiring only
- A4 None of the above

9 The DSP is ideal for protection against:

- A1 Surges/spikes
- A2 Over-voltage
- A3 Both the above
- A4 None of the above

10 The AVR stabiliser is:

- A1 Servo operated
- A2 Solid state
- A3 Relay based
- A4 None of the above

11 The AVR input range is:

- A1 +30 to +22%
- A2 -25% to +15%
- A3 +/-30%
- A4 None of the above

12 The AVR output is:

- A1 +/-4%
- A2 +/-6%
- A3 +/-1%
- A4 None of the above

13 Which AVR model should you use for a 4kVA load single phase @ 230V?

- A1 AVR20-22
- A2 AVR30-22
- A3 AVR50-22
- A4 None of the above

Complete by circling your chosen answer (eg A3), cut out and post this page to Sollatek UK, remembering to complete your name, postal address and email address. First 20 entrants drawn at random, who correctly answer all 13 questions will receive either a Sollatek tankard, or a Sollatek t-shirt or a Sollatek baseball cap. Please indicate your choice of prize by ticking the small box below the prize. Closing date for entries is May 16th 2005. Entries will be drawn on May 23rd 2005. Winners will be notified by email. Good luck!

Your name

Company name and address

Tel _____ email _____

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Sollatek
The Power to Protect

All weights and dimensions are approximate. Specifications are subject to change without prior notice.

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Sollatek™ NEWSLETTER

NEWS AND INFORMATION

SPRING/SUMMER 2005

ISSUE NO.5



The Sollatek UK team extends a warm welcome to you all

The Sollatek UK team currently employs over 30 people, at our headquarters based in Slough, England.

Welcome to our new agents

Sollatek would like to extend a warm welcome to new members of the Sollatek group.

Nigeria: After a long absence, Sollatek has returned to Nigeria in partnership with the Far East Mercantile (FEM). Managed by Mr. B. Sundar within the FEM group, FEM is in charge of handling all Sollatek voltage protection consumer products.

South Africa: South Africa is a key geographic country for Sollatek's distribution in the Southern Africa region. Managed by Nick Allen, SSA will be looking after South Africa and all Southern African countries up to Zimbabwe.

Sudan: Sollatek also would like to welcome the new member of the Sollatek group of distributors-The Central Trading Company (CTC) in Khartoum. CTC is managed by Mr. Abdul Mageed Elzain.

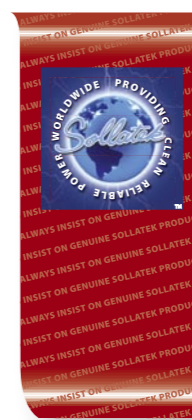
We are continuously looking to expand our distribution network. Interested? Contact us on sales@sollatek.com

A genuine sign of quality for Sollatek

Sollatek has devised a new logo in the fight against fraud

One of our main focuses over the last few months has been our battle against counterfeit versions of our products. In order to combat this issue, we have

developed and designed a new trademarked logo which will become an integral part of our packaging and a clear indication of Sollatek quality, allowing our customers to differentiate between our high calibre products and the cheap and dangerous fakes which have become visible in our markets over recent years.



continues page 3

Ghana Ministry of Education adopts Glowstar

Already proving itself in crisis situations, the Glowstar is becoming increasingly recognised internationally.

The Sollatek team are proud to acknowledge the growing popularity of the Sollatek Glowstar.

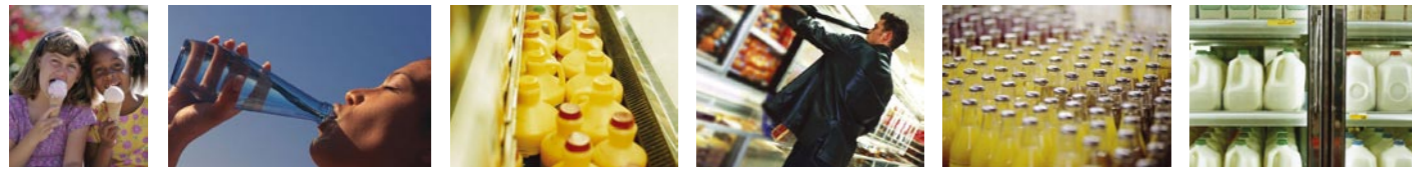
The advantages of the Glowstar are becoming increasingly recognised at an international level and have been employed in efforts to relieve the effects of both Hurricane Ivan and the Asian Tsunami. In addition, 3,000 Glowstars have been purchased for use in the Ghanaian Ministry of Education and World Bank 'Eradication of Illiteracy Programme'.

The solar lanterns are being used as replacements for the kerosene lights normally used by the volunteers as they travel from village to village. Kerosene was previously thought to be the most available and economic source of light for this programme, however as it emits dangerous fumes, the Ministry of Education were keen to find an alternative. The clean, inexpensive solar power utilised by the Glowstar has not only avoided any possible health risks but has also reduced maintenance and running costs, and helped to keep the programme accessible to as many people as possible. [Glowstar articles continue page 4](#)



in this Issue

- Sollatek Freorange 2
- Counterfeit story 3
- Glowstar in Grenada 4
- Asian Tsunami story 4
- Algerie telecom 5
- Power suppressor range 6
- Promotional literature 7
- Test your knowledge 8



The Sollatek Freo range has the solution for every environment

Sollatek now has a complete suite of devices for temperature monitoring, energy saving and voltage protection for all refrigeration appliances

As a power solution provider, Sollatek has been protecting domestic and commercial appliances for over 21 years.

In 1993, Sollatek was approached by The Coca-Cola company, who were looking for worldwide protection for their commercial coolers and specifically in countries with erratic power supply. The Sollatek OEM (Original Equipment Manufacture) version of our Automatic Voltage Switcher was developed. The VDS (Voltage Delay Switcher) as the product was then known, was used to safeguard the compressors of these coolers against both high & low voltage.

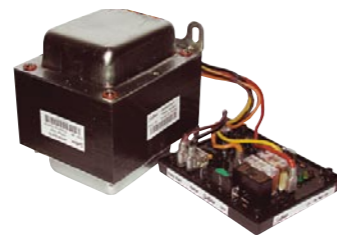
Since then, a whole range of products has been developed and today Sollatek offers a complete voltage protection solution, as well as electronic temperature control, power management & energy saving devices.

The range consists of the **FreoGuard, FreoCom, FreoTec, FreoSave and the ASP (Automatic Stabilised Protector)**. Each product fulfils different requirements with the intention of permitting manufacturers to select the most appropriate for their customers' needs.



The FreoGuard

The FreoGuard is the longest established member of the range, which replaced the VDS (Voltage Delay Switcher) and provides complete voltage protection from all power supply fluctuations.



The ASP

The ASP is the ultimate voltage stabiliser and protector. The ASP regulates the voltage supplied to the appliance by use of a transformer, and offers substantial boost and buck to allow the refrigerator to operate within the poorest of power supplies. The ASP can also disconnect the power in case of extreme fluctuations.



The FreoCom

The FreoCom is a highly accurate electronic thermostat, independent from barometric pressures and also offering the same voltage protection provided by the FreoGuard. This product also makes use of a defrost function to prevent the build up of ice within the appliance, and a temperature blind-time function.

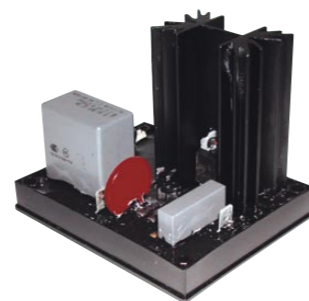
The following table provides a quick guide to each Freo variant's principal functionality:

	TEMPERATURE CONTROL	ENERGY SAVING	STABILISING	VOLTAGE PROTECTION
FREOGUARD	NO	NO	NO	YES
FREOCOM	YES	NO	NO	YES
FREOTEC	YES	YES	NO	YES
FREOSAVE	NO	YES	NO	YES
ASP	NO	NO	YES	YES



The FreoTec

The FreoTec is a fully integrated solution for all refrigeration appliances. It offers energy saving, and advances on the technology manifested in both the FreoGuard and the FreoCom. The FreoTec saves energy through allowing the temperature of the appliance to rise during off-peak periods. It also offers enhanced accuracy of temperature control by providing sufficient connections for two probes.



The FreoSave

The FreoSave offers an enhanced energy saving capability. The device changes the way in which electricity is supplied to the cooler in order to reduce wasted energy. The FreoSave can achieve between 5% and 28% savings on energy consumption, depending on the existing efficiency of the appliance. Such savings can drastically reduce the electricity bills of the end user. ■

Counterfeiting - Sollatek playing active role in fight against forgers

Fighting fakes at the source can be a costly and complicated procedure due to the differing legal systems operated in other countries.

According to Orgalime, the European federation of national industry associations, counterfeiting is the "illegal reproduction or imitation of products." This reproduction or imitation is only illegal when an intellectual property right (IPR) is infringed. An IPR can be any one of the following:

- A registered trademark
- A patent, utility model, design right/patent
- A copyright
- An unregistered proprietary right for the "get-up" or designation of a product e.g. when the appearance is recognised by the public as distinctive.

(Orgalime, 2001)

Counterfeiting is a very real threat for companies producing electronic and electrical goods. Sollatek is no exception.

The main origin for faked and counterfeit Sollatek products is China, these are then shipped to other countries with lax trademark protection and distributed as dictated by consumer and industry demand. In the past, these products have been of very substandard quality both technologically and aesthetically. However, in recent years the aesthetic quality has improved and become very similar to Sollatek goods.

China is a hotspot for counterfeit products. 10 - 20 % of all goods manufactured in China are counterfeit¹ and 95% of counterfeiting products that potentially kill are made there². China experiences such high volumes of counterfeit manufacturing due to the historically light penalties enforced against counterfeiters and the vague IPR law. It also enjoys close proximity to East Asian countries and so can make the most of the cheap supply of component parts.

However, China has been going through changes since joining the World Trade Organisation (WTO) in December of 2001. China must now comply with WTO IPR, which involves putting in place effective solutions and minimum standards by 2006. This will hopefully result in a decrease in counterfeit supply to the rest of the globe. However, in the meanwhile Sollatek has not been complacent.

Africa has been one of the main stages for counterfeit Sollatek products especially the AVS13, AVS15 and AVS30. Counterfeiters can afford to undercut legitimate prices, due to their low overheads from production in China, the fact they do not need to invest in R&D as we have already done that for them, and due to the use of lower grade materials and packaging. For this reason, Sollatek lost substantial ground in some of its key markets in Africa between 1999 and 2002. The fight against counterfeiting is complex and must be undertaken at every level:

- 1) At the source and production of fakes i.e. the manufacturer of the fake goods.
- 2) At the point where they are traded and imported. For example, many of the counterfeit products are shipped from China and reach Africa through an intermediary port like Dubai.
- 3) At destination i.e. in the local market.

One success story in the battle against counterfeits in the local market is that of Sollatek Kenya. Although Kenya has a tough Trade Descriptions Act, enforcing copyright and design right is not always easy. Chris Soper, MD of Sollatek Kenya, has invested much energy over the last few years fighting against the counterfeiters. Goods have been seized and destroyed by court order and the Kenyan court has handed out fines. This has acted as a deterrent for other importers in Kenya to pass off counterfeit goods as our products.

In order to give all Sollatek companies as much ammunition as possible against counterfeiters, we are also trying new copyrighting methods. The various Sollatek logos and product names are all registered trademarks of the company in various countries globally, allowing our branches more leverage when prosecuting counterfeiters. This is an expensive and time-consuming process, but we are confident that this will enable us to hit fake goods



The new Sollatek trademark logo - a symbol of genuine quantity.

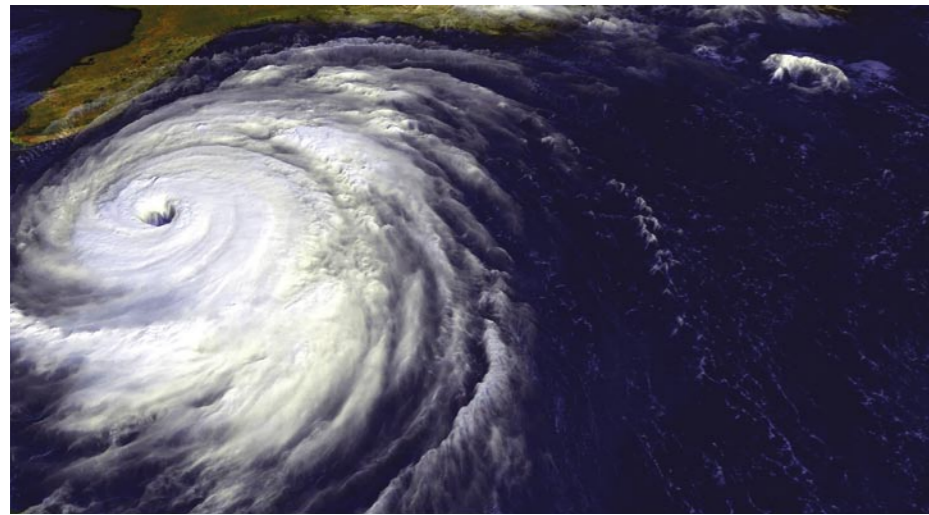
manufacturers where it hurts, their wallets.

Fighting fakes at the source can be a costly and complicated procedure due to the differing legal systems operated in other countries. Such issues are exasperated further still by language and culture barriers, resulting in lengthy and problematic legal proceedings. The frustration this has caused amongst British manufacturers has led to the creation of Electric Dragon. Now, companies who have discovered infringements of their IPR, can fight together to stop counterfeiting in its tracks.

Electric Dragon began through the foundation of an Anti-Counterfeiting Committee established by BEAMA (the British Electrotechnical and Allied Manufacturer's Association) in 1999. It then began its work in 2000 and since its birth has seized over 5 million products through raids of factories and trade fairs. Sollatek is now proud to announce it is joining this joint action programme and is looking forward to playing an active role in decreasing the amount of counterfeit products released into the electrical and electronic goods market.

Electrical and electronic good consumers are asked to be vigilant when it comes to counterfeits as such products are obviously not subject to industry standards when it comes to safety. These goods may not perform to the necessary standard and may therefore jeopardize the performance of the electrical systems they are part of and place users in danger. In addition, some fakes are sold at a lower price in order to tempt customers away from the real McCoy. However, in these cases 'the lower the price, the lower the quality' holds true. With lower quality, performance & safety are compromised. By purchasing counterfeit goods, unfortunately the consumer is running the risk of damaging both his system and his health. ■

¹ CLHung (2003:59) ² www.baema.org



A hurricane, as viewed from space, is a thing of beauty, but on Earth it is a very different story, causing terrible devastation.

Glowstar makes itself useful in the wake of Hurricane-torn Grenada



of the Category 3 storm.

International aid began to seep in from foreign governments, and charitable organisations pledged money and physical aid to the cause of rebuilding Grenada. Perhaps the most poignant stories are those of the inhabitants who worked with dedication and determination to reconstruct what they could of their cities and towns. Even more amazingly, people from around the globe began flying to Grenada to help with the rebuilding process. One such case is that of Val Richards, a Grenadine woman living in the UK. Ms Richards flew out to Grenada shortly after the hurricane had dissipated to do what she could for the people of the Caribbean island. With her she took a container full of essential items and amongst these, two dozen Sollatek Glowstars. As most of the population had been displaced and were without shelter or infrastructure, the Sollatek Glowstars have

The difficulty in maintaining a supply of batteries in such a situation, gives the Glowstar its usefulness. Recharged during the day, it offers zero running costs. The robust exterior also made it perfect for use during the relief efforts.

September of 2004 brought havoc for the island of Grenada with the 125 mile per hour appearance of Hurricane Ivan to the Caribbean paradise. Within hours of its entry to the area, Ivan had caused mass destruction, leaving 90% of the island damaged and 39 people dead. A further 353 inhabitants were injured, putting incredible pressure on the already chaotic and storm-damaged hospitals. Homes and schools were also destroyed and most water and electricity supplies disrupted. In addition to the immediate results of the wind damage, the secondary consequences such as landslides and deforestation had a profound effect on both the infrastructure and the landscape of Grenada. Thousands were left homeless and communications were severely affected after the devastating rampage



one light...a hundred uses

THE SOLLATEK
Glowstar
A REVOLUTION IN LIGHTING

been used to provide light for all essential work

According to FEMA, the Federal Emergency Management Agency of the USA, inhabitants of areas prone to hurricanes are encouraged to 'keep a supply of flashlights and batteries handy', whilst avoiding use of open flames such as candles and kerosene lamps as a source of light. The difficulty in maintaining a supply of batteries in such a situation, gives the Glowstar its usefulness. The Glowstar can be recharged during the day using a small solar panel for use inside or after dark, it offers zero running costs and can even power a small radio. The robust exterior of the Glowstar also made it perfect for use during the relief efforts in the wake of Hurricane Ivan.



Asian Tsunami: donations to charity continue to grow

UNICEF has been working hard on the islands to begin rebuilding. Electricity is scarce and in some areas non-existent and could be for many months to come.

UK Aid to the tsunami appeal has now reached in excess of £300 million, more per head than both the USA and Europe. UK firms have also been getting in on the act with hundreds of companies nationwide donating what they can to help relieve the situation in Asia. Sollatek has donated 40 of its Glowstar solar lanterns, which have been shipped to the UNICEF offices in the Maldives.

The Asian tsunami has claimed more than 225,000 lives since the occurrence of the 26th December earthquake measuring 9.0 on the Richter Scale. The tsunami travelled all the way to the east coast of Africa, some 4,500km from its

continues page 5

continued from page 4

epicentre near Indonesia, the worst hit country. It took the tsunami 3 hours and 30 minutes to reach the Maldives and as the majority of the Maldivian land mass is barely above sea level, flooding was extensive. However, the shallowness of the water on the run up to the islands limited the destructive power of the tsunami, which may have helped to minimise the number of lives lost.



Algerie Telecom stays ahead of the game

The employment of the Sollatek AVR will reduce the need for a back-up generator, and will save money which would otherwise be spent on fuel supplies.

State-owned Algeria Telecom is Algeria's leading communications provider, offering not only a fixed telephony network but also mobile telecommunications and both data communication and satellite transmission networks. It employs over 20,000 staff and enjoyed an estimated income of over US\$900 million last year.

However, Algeria Telecom does have some issues to tackle when it comes to maintaining its position as the market leader. Firstly, the Algerian government has spent the last decade liberalising its telecom industry with the result of a third mobile telephone company being granted a licence. This liberalisation means Algeria Telecom now has to compete fiercely with its two mobile competitors in order to maintain its market share. As the number of mobile phone users is obviously finite, Algeria Telecom has remained ahead of the game in the mobile market by ensuring the retention of its current customers as well as the acquisition of new ones through the introduction of innovation technology e.g. a UMTS 3G network.



Sollatek has plenty of experience in the telecom field. This project was completed for the Libyan Government in 1998.

Like other affected countries, the Maldives have been left with no or, at best, polluted water supplies, medical stock shortages, and poor communication and power supplies. UNICEF has been working hard on the islands to begin rebuilding. Electricity is scarce and in some areas non-existent and could be for many months to come. In this way, the robust Glowstar which provides a bright light, equivalent to a

60Watt Tungsten bulb and can be used for up to eight hours, will be very useful to the Maldivian population. As it can be charged fully from the sun using a solar panel, the Glowstar is ideal as an emergency portable lantern providing enough light to carry out chores as well as essential medical procedures, studying, and any other normal activity.

in built up areas.

To avoid disruption to its fixed line services, Algeria Telecom runs the mains supply through batteries which then power the telecom equipment. This allows the batteries to remain charged at all times so in the event of a mains supply failure, the network continues to function on battery power. The Sollatek AVR will be used to protect the battery chargers' rectifiers from both over and under voltage in order to provide a better quality service to its customers. The Sollatek AVR boasts a clear visual display, which allows users to view, at a glance, the voltage supply to the rectifiers and the current drawn from them.

The use of the AVR in this way can enable Telecom providers to prevent damage to their rectifiers and to therefore keep replacement and repair costs to a minimum. Due to its very wide input range (+/-30%), the Sollatek AVR allows the rectifiers to be used in areas with very poor power supplies and so extending the potential reach of the fixed line umbrella and increasing the target market for this sector.

1 www.cellular.co.za



The Sollatek single and three phase AVR range protects against high and low voltage, spikes and surges and has an input range of -30% to +22% as standard.

The extended family of Sollatek Power Suppression Devices

Sollatek adds new members to its surge protection family in order to offer a complete power protection suite.

Whether we like it or not, globally we are becoming increasingly reliant on digital technology, due to the improved efficiency, accuracy and speed that these innovations offer. However, these benefits come hand in hand with an elevated level of vulnerability due to the fragility of such equipment. This means our computers, telephone systems, fax machines, modems and indeed any domestic or office appliance is susceptible to the damaging effects of the surges and spikes that occur as standard in our mains and data supplies.

Perhaps one of the most harmful hazards our equipment faces is a lightning strike. However unlikely a direct strike may be, spikes or surges caused by lightning activity many kilometres away will still gradually damage the appliance, leading to component destruction, loss of data and in some extreme cases, complete system failure.

In addition, damage to our appliances can be caused by many other more frequent and less extreme sources such as welding equipment, elevator motors, local industry and the mains power supply itself. Due to such commonplace damage, Sollatek has added new members to its surge protection family in order to offer a complete solution to the problems that consumers have with safeguarding their valuable equipment.

frequency interference (RFI)*. The Multiguard is suitable for use both in the home and the office as it has applications with the protection of both power and data equipment and simply requires plugging into a power point to become operational.

The SpikeGuard
The SpikeGuard is a plug-in adaptor (Cat A) designed to protect home appliances and individual office equipments from spikes and surges as well as lightning. This more basic SPD is economical and more suited to geographical areas which are at low risk from high voltage anomalies whilst still offering reliable day-to-day protection.

The LightningGuard (LNG)
The LightningGuard adaptor, which replaces the Sollatek FaxGuard, still offers all the features that made its parent product such a success in the fight against mains, data and telecom spikes and surges. The LNG protects your equipment in two areas;

mains and data. It clamps high voltage spikes and surges to safe levels on both fronts and in addition, safeguards against high sustained over-voltage and power back surges in the mains supply. Protection for all home and office equipment including Broadband modems, internet-connected computers, modems, telephones and faxes are completely protected.

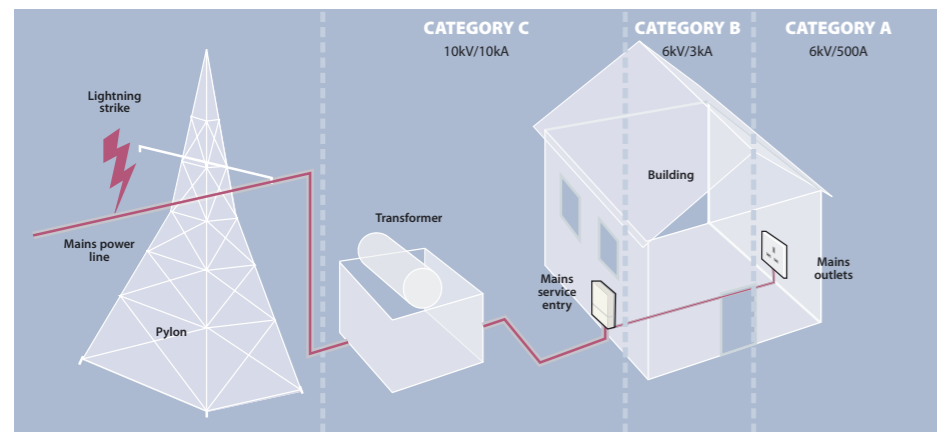
The CommsGuard
The CommsGuard is a plug-in adaptor (Cat A), however this product not only protects against spikes and surges in power supplies but also protects data and telecommunications lines. This is especially important where computer users are connected to the internet for long periods of time. The CommsGuard is suitable for both home and office use with emphasis on modems, computers, telephones and answering machines.

The Pure AC
The Pure AC as well as providing spike and surge protection also offers safeguarding against RFI and broadband 'noise'. This plug-in adaptor (Cat A) prevents damage to all home and office equipment but is especially suitable for computers, video, TV and satellite equipment and AV equipment.

The DSP Range
After the success of the first DSP products, Sollatek has now introduced the DSP-D, DSP-S and DSP-M. The founding DSP members – the single and three phase models, alongside the new DSP-D, offer industrial strength protection with unrivalled reliability to the whole building (Cat B) from surges, spikes, over-voltage and lightning. Alternatively, the DSP-S and DSP-M allow for both Category B and C protection, which is more suited to the commercial or industry user. The entire DSP range avoids the need for user intervention as well as offering visual indication of the protection status. This makes for a complete solution to any Category B or C power protection requirements that both end users and industry level users may have.



The Multiguard
The Multiguard is a 13 Amp 4-way plug extension block (Cat A) which provides both surge and spike protection as well as offering filtering from radio



The promotional literature section contains a grid of 30 items:

- Solar lighting kits leaflet
- 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 lighting kits leaflet
- Solar street lights leaflet
- Glowstar brochure
- Solar charge controllers leaflet
- Solar lighting leaflet
- Solar modules leaflet
- VP Catalogue
- ESP30 brochure
- PureAC leaflet
- ASP/VDS guide
- Free Range brochure
- ASP brochure
- SVS brochure
- Guard leaflet
- Power Suppressor brochure
- AVS13 mailer
- Fridgeguard mailer
- Faxguard mailer
- Hivoltguard mailer
- SVS mailer
- PureAC mailer
- AVS single phase leaflet
- AVR brochure
- Ultima UPS brochure
- Optima UPS brochure

All of these leaflets/brochures are viewable and downloadable as PDFs. Go to www.sollatek.com for more information.