

Issue no.7 newsletter marks Sollatek's 25th anniversary

Issue no. 7 newsletter marks Sollatek's 25th anniversary. A great 25 years that started with a simple innovation: the Automatic Voltage Switcher (AVS) for protection of systems from voltage fluctuation, the Company has since gone from strength to strength. Delivering expertise and knowledge in voltage protection, solar power and refrigeration control, Sollatek now has offices in 14 countries and a distribution network in a total of 24 countries.

In this celebratory year, we want to thank all who have helped us to make the Company the success it is today.

Dinner and awards

On Saturday 3rd May 2008, Sollatek hosted a celebration dinner at the Runnymede Hotel and Spa on the Thames to mark 25 years of loyal and successful business. This special occasion started with a drinks reception, followed by dinner and entertainment and culminated in the presentation of awards to:

- Sollatek Kenya – for longest serving distributor (1986-2008),
- Sollatek Kenya - outstanding sales achievement over the last 10 years.
- Sollatek Ghana - outstanding sales achievement for last year.

Sollatek directors were then surprised to be on the receiving end of a special award for loyalty and commitment from their employees. Managing director Manhal Allos says: "I was



Lisa Maps and Manhal Allos



truly amazed at this award, which was totally unexpected. It is a very generous gesture from the employees and very flattering for the directors. It also demonstrates the good spirit of co-operation that we've always sought to create here at Sollatek."

PA to Manhal, Lisa Maps, who presented the engraved plaque says: "At Sollatek, there is a tremendous 'family' feeling that flows through the entire staff, with every employee feeling a sense of true value. For this reason, we each have a loyalty and commitment to the directors [continues page 5](#) ➔"



Chris Soper



Ideal for SoHo applications...



...and large business organisations

Sollatek Ultima UPS range

The new Ultima range builds on the strength of the original range, packing all the essential features at an affordable price.

The range is now also wider and covers sizes from 400VA and up to 2000VA - ideal for servers and serious business applications. This new range features:

- wide range of power variants
- start up from cold
- unattended system shutdown

Wide range of power variants - the Ultima 400-800 series is perfect for worldwide computing use and a wide range of SoHo (Small office Home office) computing applications. The Ultima 1000/1400/2000 series is perfect for critical business and server applications.

Start up from cold - Ultima's Cold Start feature lets you power up your Ultima even during a power cut. With enough battery power, it can be powered on and will remain on until the battery power is depleted. This way, in an emergency you will be able to use your PC even if there is a power cut.

Unattended system shutdown - each model features a USB and a RS-232 communications port. This enables an interface with a complete suite of power management software

to control, monitor and configure your Ultima UPS. In the event of utility failure or low battery, the software independently manages the unattended shutdown of the operating system with no risk to data or hardware.

Voltsure™
ULTIMA UPS



Ultima UPS 1000/1400/2000



Ultima UPS 400/600/800





New look Sollatek

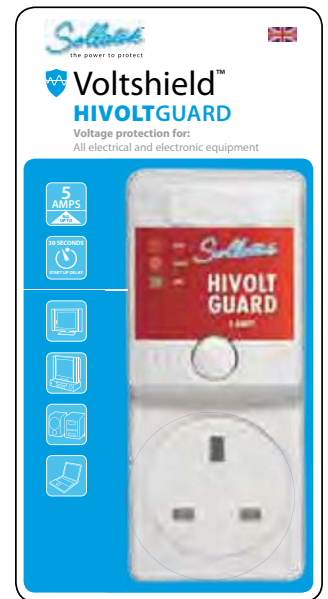
This anniversary year started with the launch in January of a major re-branding of packaging for Sollatek UK's voltage protection range.

The new style makes it instantly recognisable and distances it from the inferior tide of imitators that inevitably follow in the wake of the Company's success.

All of Sollatek's voltage protection products now fall into 4 distinct ranges.

The range now bears the new trade names of:

-  **Voltshield™** • Switchers • Guards
-  **Voltsafe™** • Suppressors
-  **Voltright™** • Stabilisers /Regulators
-  **Voltsure™** • UPS



Front faces of the newly branded Voltsafe and Voltshield packaging



Front face of the newly branded Voltsure packaging



Front face of the newly branded Voltright packaging

This move by Sollatek strengthens and reinforces status of the range which, with its back-up, reliable quality and 2 year warranty, leads the market.



New blister style packaging showing the Voltshield branding

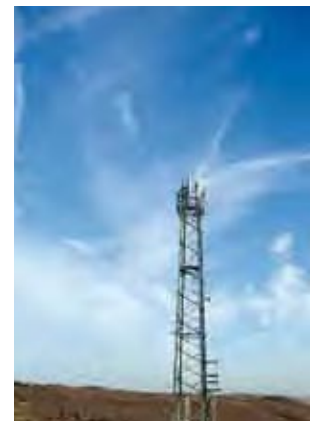
Getting people talking across Ghana

MTN, Ghana's major global systems for mobiles (GSM) operator, recently assigned Sollatek to enhance the quality and smooth running of the country's mobile phone network.

Ghana's extreme climate and erratic power supply call for specialist and rugged equipment like the Sollatek Automatic Voltage Regulator (AVR). This delivers full-time running, minimising the need for costly backup diesel generators. It also protects contractors' equipment from Ghana's erratic electricity supply and saves maintenance costs and time due to its 'no moving parts' design.

Working on this major project alongside the local team in Accra, Sollatek engineers were on hand to identify and remedy problems as they emerged. Backed up by the right technology and equipped with the right skills set, they were able to fine-tune the system with modified technology, accompanying it with training for the Ghana workforce.

The assuring presence of a local Sollatek office/workshop in Accra means that MTN is now considering Sollatek's solar power systems as an alternative for powering their sites in the northern part of the country. Here the electricity supply is especially poor with generators in use for weeks on end.



External and internal view of a Sollatek Outdoor Isolating AVR

Sollatek powers mobiles across Libya

South African Wireless Communications magazine recently highlighted Sollatek's major new Libyan initiative to get people talking across the country's vast expanses. The article 'Using the sun to bring power to the people' features an interview with Sollatek managing director Manhal Allos.

Indeed Sollatek is key to this scheme aimed at accelerating modernization of remote areas of the country, bringing a phone - cellular or fixed - to virtually every Libyan.

This work continues the pioneering work carried out by Sollatek between 1993 and 2001, when the company transformed the Libyan telecoms backbone with the solar power microwave repeater sites that replaced diesel generators.

Diesel generators need constant refueling but - as the article points out - that was just one problem with the previous system. Using the sun... goes on to identify "inefficiency, interruption, wear and tear, regular maintenance and inevitably increased costs" as the other disadvantages.

Compared with the purpose designed and rugged durability of Sollatek power stations - virtually maintenance free - it is no wonder that the use of solar power stations for each GSM site is the 'sensible and intelligent alternative.'

Climate and vast scale make solar power the ideal solution for the GSM sites of oil producing countries. Libya now leads them in the quest to invest surplus funds in development of this efficient and viable green energy. For Libya, with Sollatek's help, low maintenance electricity generation at negligible everyday cost is the future.



Reinforced concrete foundations make for a stable platform



Ian Walker (right) on a site visit with local Sollatek manager Mazin Omran, in Libya's desert



Virtually maintenance-free solar power stations



South African Wireless Communications magazine

Shining light on Liberia

Sollatek has supplied pilot solar systems to Liberia, as a major part of the country's nationwide solar installation programme.

Supplied by Sollatek to Liberia's clinics and learning resource centres, the systems will generate power for computer equipment, the Internet, solar vaccine fridges and security lighting. The durable and low maintenance solar inverter systems in this installation will comprise:

- solar panels to harness the free and abundant energy of the sun
- batteries to store the energy
- charge controller to regulate the charge
- inverters to convert the battery energy (DC) into mains power (AC)

This important new initiative is set to help shape the nation's infrastructure, greatly enhancing the lives of the Liberian people. This is a role in which Sollatek managers and engineers are very adept, with the right technology portfolio and the training to deliver support at local level.



1Kw solar generator - Dolo Town community clinic



VRLA gel battery



Local bystander



Sollatek trained installers

25th anniversary article continued from front page

and company, that we know is unquestionably reciprocated. In today's business world, these are rare qualities that we all felt deserved recognition and for which we wanted to express our thanks."

In addition founding director Janan Allos was awarded a replica Automatic Voltage Switcher (AVS) to commemorate his innovation – the Automatic Voltage Switcher (AVS).



Maan Allos, Joe Fabin, Fady Razook



Fady Razook MD Sollatek Ghana



Bernard Glick and Joe Fabin, GM of Sollatek Ghana



Hazel and Richard Brown



Founding director, Janan Allos



The venue - the Runnymede Hotel

Sollatek takes to the race track

Driving Sollatek's latest acquisition around the Silverstone race circuit, you would be forgiven for thinking that you were in a much larger engined vehicle, yet this giant slayer has a displacement of just 1600cc, yet its power output puts many exotica in the shade. How about a power to weight ratio that comfortably exceeds that of a Ferrari 430, or a Porsche GT2 twin turbo?

Take a look at these figures: Powertec four-cylinder 1.6 litres engine producing 252bhp. A weight of 530kg equates to 475 bhp/tonne. Compare that with a Ferrari 430 which can only manage 337bhp and the Porsche at 367bhp and you'll begin to get a feel of what this car is all about.

What's more this little baby can handle the tricky bits on the track; it currently holds the title for the fastest car around the Nordshleife loop of the world famous 14 mile Nurburgring, with an average speed of 123 mph. It covered this distance in 6.65 minutes. The £400,000 Pagani Zonda achieved the same stretch in over 7 minutes.

Launched in 2002, the Radical SR3 Supersport is Radical's most successful sportscar to date, with well over 300 competing worldwide. The stylish design of the SR3 is based around a high-strength spaceframe chassis, in which two large adults can be comfortably seated.

"The Radical SR3 gives an adrenaline rush without an excess of ear, one that's rewarding and challenging in equal measures!" - EVO Magazine

Powered by a range of high-power, Powertec four-cylinder superbike engines, the SR3 drives through a six-speed sequential gearbox and unique gear drive system, with integral reverse and torque-biasing limited-slip differential.

For road use, the SR3's suspension can be raised to miss even the most aggressive speed hump. A type-approval kit provides lighting, hand brake, front luggage compartment, catalytic converter and road tyres. In road trim, the SR3 is the ultimate fun sportscar, with surprising levels of comfort and practicality.

Sollatek Racing Team is supported by Stuart Johnson, Muhunthan Thangeswaran and John Taylor from Sollatek UK Limited and by Steve Warburton for expert advice. Jonathan White Racing runs the car and is responsible for all mechanical



and technical matters. Both Steve Warburton and Jonathan come from racing backgrounds with Steve being a senior racing instructor at Silverstone Grand Prix Circuit and is a regular GT3 racer grown out of Formula Palmer Audi, Formula Renault. Steve races a Porsche GT3 at the moment.

In a race weekend the Sollatek team is supported by Steve, Jonathan and three mechanics.

"So hats off - or helmets on - to the Radical SR3 Supersport, our Track Car of the Year. We know people will scoff at its claim to be road legal, but in terms of what it did when it counts, at the brilliant proving ground of Cadwell Park, there's nothing to touch it. Just make sure they sell you one with a trailer..." CAR Magazine



We wish John Johnson a happy retirement

This time it's official and, after many aborted attempts to retire, the longest serving employee of the Sollatek group of companies and valued team member, John Johnson, is now finally retiring from Sollatek.

John joined the company as an electronics engineer in 1984 when the company was a fraction

of its current size. Starting off by assembling components in his own garage, he has since evolved with the company to become responsible for Sollatek's quality issues and special projects.

With a major commute over long years, John has at last managed to convince Sollatek's managing director Manhal Allos that it is time for him to go. A dedicated and loyal employee, John has been an inspiration to all and a role model to younger colleagues. Known as a man who rolls up his own sleeves rather than delegating to others, he's now set to take up his favourite hobby of carpentry, while at Sollatek he will be sorely missed by all.

New Website

Sollatek is set to launch a new website to keep you updated with:

- highlighting the latest products
- reinforcing new branding guidelines
- facilitating registration and promotion in respective countries
- giving partners access to marketing material



Coming to a TV near you

Keep an eye out for Sollatek on your TV. "shudda gotta Sollatek" is the memorable strap-line in an instantly identifiable series of TV commercials to highlight the new branding and promote Sollatek's latest products TVGuard, FridgeGuard and HivoltGuard.



RECENT ADDITION

New Promotional items – specials for 25th Anniversary



08300942 'Parker' anniversary pen



08610710 Presentation folder A4 2 ring binder



08708713 Photo frame in black grained leather with embossed Sollatek logo (holds a 7" x 5" photo)



08310945 Balloons (comes in 4 different colours)

SOLLATEK PROMOTIONAL LITERATURE



Solar lighting kits leaflet



Solar lights leaflet



Solar modules leaflet



Solar general brochure



Glowstar brochure



Solar Control Centre leaflet



Solar water pumping leaflet



Solar batteries leaflet



Solar batteries (pro) leaflet



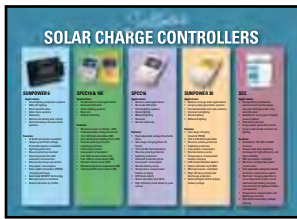
Solar charge controller leaflet



Solar street lights leaflet



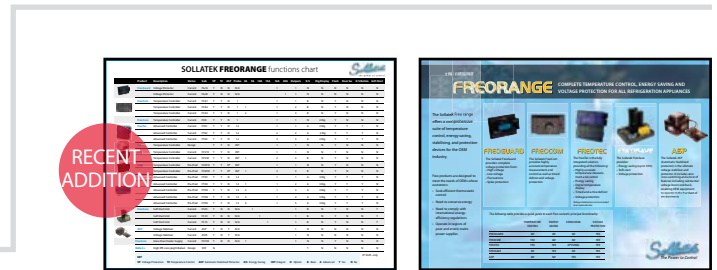
Solar catalogue



Solar charge controllers leaflet



Solar lighting leaflet

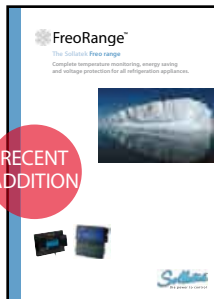


Freorange functions chart

Freorange leaflet



PureAC leaflet



Freorange catalogue



ASP brochure



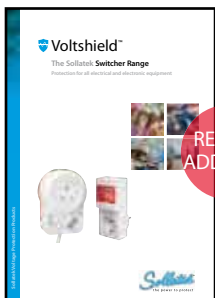
Lightning Guard leaflet



Guard leaflet



Power Suppressor brochure



AVS Voltshield brochure (available shortly)



AVR brochure



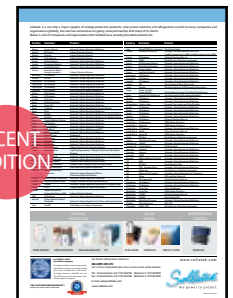
Ultima UPS brochure



SVS brochure (available shortly)



VP Catalogue



Sollatek reference list leaflet

For further information contact us

SOLLATEK (U K) LTD UNIT 10 POYLE 14 NEWLANDS DRIVE POYLE SLOUGH SL3 0DX
UNITED KINGDOM

Telephone: (International) +44 1753 688300 (National) 01753 688300

Fax: (International) +44 1753 685306 (National) 01753 685306

E-mail: sales@sollatek.com www.sollatek.com

SollatekTM
the power to protect

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