

CX Controller with Revolutionary Features

Our new CX controller (8/16/32Amps) is equipped with better and more completed functions. Besides from the well-known features and protections, 6 distinctive advantages have been added:

First, sophisticated programmable nightlight controller, with multiple timing settings. Second, five deep discharge protection modes, including adaptive load disconnect. Third, excess energy management, can connect with excess energy management appliances. Fourth, serial interface. Fifth, compact design, DIN rail mounting is optionally available. Sixth, full electronic protection against wrong connection and overload. Check it out!

The new product will be available from end of September, 2004.



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Product-News

Detachable CFL lamps

In additions to the OTP (Over Temperature Protection) function, our CFL lamps have added a new detachable feature. With this feature, it is only need to replace the tube if broken. Ballast can still be used. Thus more economical!



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Personnel

Technological Expertise

Mr. Anton Zimmermann became the CTO of Phocos, starting from July, 2004. With his 15 years of experience in solar electronic development, he will strengthen our technological capabilities.

anton.zimmermann@phocos.com



International Marketing

Ms. Kelly Marx, MBA in General Management, is responsible for both international and China marketing of Phocos group. Kelly has worked in Hongkong and Germany. She joined Phocos in July, 2004 and stations in Qingdao, China.

kelly.marx@phocos.com



New Sales Support in Europe

Ms. Romana Wagner joined Phocos team since August. Major in Business Administration, she is responsible for our sales administrations in Europe.

romana.wagner@phocos.com



International

Phocos Rep. Office in Namibia

Stephanie Hardy is as our new sales representative for the Southern African area. She is responsible for sales in South Africa, Namibia, Botswana, Mozambique, Zambia, Simbabwe, Malawi and Angola.



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Renewable Energy Tour in Asia

Prof. Peter Adelman joined a German delegation together with German Foreign Minister Joschka Fischer visiting China and Asia in July. Mr. Fischer strongly supports in renewable energy promotion.

Exhibitions & Fairs

2004 Shanghai Environment Protection & Renewable Energy International Forum & Fair 15-17 Sept

Phocos participated in both the exhibition & forum of the events organized in Shanghai.

Gerhard Rimpler has presented a topic on "International Experience in Solar Home System Electrification" in the forum. The feedbacks from both exhibitions and forum were good. Phocos China has decided to participate in more of this kind of activities, in order to extend its sales network in China.



Upcoming Exhibitions:

Beijing: Asia Photovoltaic Energy Exhibition & Conference, 1-3 Nov, 2004, Beijing, China

Shenzhen: The 8th China Photovoltaic Conference, 15-17 Nov, 2004, Shenzhen, China