

## CM-2 Solar Charge Controller

The CM-2 charge controller series is an enhancement of Phocos CM, and provides top-of-the-line battery treatment at a reasonable cost.

It is especially good for use in small solar systems where load disconnect is not required, for example in yachts, caravans, etc. The selectable max charging current makes your system more economical.

CM-2 will be launched in March 2008.

For more information, please refer to the datasheet on our website.

### International

#### Phocos Mongolia founded

Phocos Mongolia was founded in August 2007 to meet the growing demand for PV products in Mongolia.

[Phocos Mongolia](#)

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#### The 4<sup>th</sup> Management Meeting

Phocos held the 4<sup>th</sup> Management Meeting in Qingdao China from 14<sup>th</sup> - 17<sup>th</sup> September, 2007.

Representatives from 13 countries brought their reports and objectives to the meeting.

Subjects like sales strategy, marketing and ERP were presented at the meeting. On the last day's free discussion session, representatives reached conclusions on important issues, bringing a successful end to the meeting.



#### Phocos Latin America gains export award from the Chamber for Export Matters of Cochabamba

In September 2007 the Chamber for Export Matters gave awards to the primary exporters in Cochabamba, Bolivia. PHOCOS LATIN AMERICA received acknowledgement as the first manufacturing company in this area to be exporting continuously to Central and South American countries.

#### Customer training in San Salvador, El Salvador, August 2007



During August 2007, Phocos Latin America invited its Central American Distributors to a three days' training session in San Salvador, El Salvador. The training session involved practical work, theoretical research, and

interactive activities. The training strengthened the relationship with our current distributors greatly.

#### Customer training in Beijing China, September 2007

Phocos provided training during ISES SWC2007 in Beijing China in September 2007. Peter Adelman delivered a lecture about Phocos products and their application. The new MPPT was presented at this training.

#### Phocos China renovated and expanded for the second time

Phocos China completed renovation in October 2007 to meet the fast growing needs of the subsidiary. This is the second expansion for Phocos China. An area of 650m<sup>2</sup> was added for office, factory and warehouse to meet the demand of the increasing number of orders.

### Personnel

**Nathan Ashelman** joined Phocos China in February 2008 as General Manager. Nathan has a decade of work experience in China and holds an M. S. in Electrical Engineering from Stanford University.

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**Narantsatsralt Bayarkhuu** and **Betty Sukhbaatar** joined Phocos Mongolia as Sales representatives.

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### Exhibition and Fairs

**Mozambique President meets Phocos Representative during Exhibition in Maputo, Mozambique, August 27<sup>th</sup> - September 2<sup>nd</sup>, 2007.**

Phocos Rep. Office Southern Africa participated in an exhibition in Maputo, Mozambique during August 27<sup>th</sup> - September 2<sup>nd</sup>, 2007. Phocos' stand drew a tremendous amount of interest



from the audience. Despite the language difficulties, Phocos was interviewed on TV and radio giving even more exposure. The President of Mozambique met Phocos Representative Stephanie Hardy at the official opening of the show.

#### Solar Tech India 2007, Pragati Maidan, New Delhi, September 12<sup>th</sup> - 14<sup>th</sup>, 2007

Phocos India participated in the 3rd International Conference and Exhibition entitled Solar Tech India 2007 at Pragati Maidan, New Delhi from September 12<sup>th</sup> to 14<sup>th</sup>, 2007. The event set up a platform for the exchange of technical and trade information.

#### ISES SWC2007, Beijing, China, September 18<sup>th</sup> - 21<sup>th</sup>, 2007

Phocos China Participated the ISES SWC2007 in Beijing China during September 18<sup>th</sup> - 21<sup>th</sup>, 2007. At this exhibition, Phocos presented all products on two newly-designed display boards, which attracted a large audience to the Phocos booth.



### Upcoming Exhibitions

- 23<sup>rd</sup> Photovoltaic Solar Energy Symposium, Bad Staffelstein, Germany, March 4<sup>th</sup> - 7<sup>th</sup>, 2008.
- 2008 Chinese - European International Solar & PV Exhibition, Shanghai, China, May 10<sup>th</sup> - 12<sup>th</sup>, 2008
- International Green Energy EXPO Korea 2008, Daegu, Korea, May 21<sup>st</sup> - 23<sup>rd</sup>, 2008.
- INTERSOLAR, Munich, Germany, June 11<sup>th</sup> - 14<sup>th</sup>, 2008.