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Solidstate Controls occupied the building at top from the time of our founding in 1962 until 1968. Below that is our second location, where we stayed until 1979 when we moved into our current headquarters facility shown at the bottom. This issue features several articles dealing with our celebration of 40 years in business.

Here's To 40 More Years...

*By Peter Benson, President
Solidstate Controls, Inc.*

This year we celebrate the 40th anniversary of Solidstate Controls, Inc. It is an extraordinary accomplishment, since less than one percent of all businesses started reach that milestone.

We owe our clients around the world the deepest gratitude for trusting us to provide the continuity of electrical power to keep your business in business during these last four decades. To our past and present employees, suppliers and owners — our thanks for your hard work and commitment to making it all possible.

Our business was founded on the basis of solving power problems. Having maintained this focus during that time is why we still exist. Honesty, integrity, respect and commitment to our purpose have been at the core of Solidstate Controls for all these years. The principles of behavior that were resident in the founders' first years of business remain today. This has led to extraordinary accomplishments in the areas of applications, consultation, product

design, product reliability and service.

Another key factor in the success of Solidstate Controls has been our clear dedication to the industrial process and power generation markets. The company's roots began in these areas and the capabilities to serve these segments have been continuously improved throughout

the 40 year period. The common

thread in these markets is

that human and environmental safety are critical measures of success in the plants. All of our products and services are designed to meet the unique requirements that are so vital to providing continuous power in these safety-critical applications.

During the 1960's, Solidstate Controls established itself as a trusted partner with clients. The name "SCI" became synonymous with performance, quality, reliability and durability. From the 60's through the 80's, the primary focus was to serve clients within the United States. In response to the significant international growth of many clients during the 1990's, the company localized its support in Asia, Mexico and Latin America. In doing so,



Continued on next page

New Equipment Assists Con Ed In Wake Of September 11th Attack

The events of September 11th have had a far-reaching impact, affecting literally tens of thousands of individuals and hundreds of companies. Indeed, they are still affecting the lives of many thousands of people — some in ways from which they may never recover. For others, it has created challenges and opportunities to reinforce long standing business partnerships.



Solidstate Controls has been providing UPS equipment and battery chargers to New York's Consolidated Edison (Con Ed) Company for over twenty years. Over this time, that

relationship has evolved to the current situation where a blanket order agreement for 125VDC battery chargers exists between our two companies. Until 9/11, no one could have imagined just how important that agreement would become.

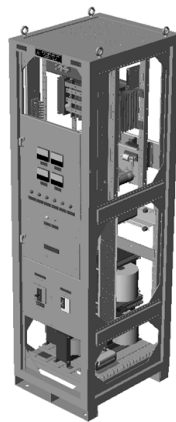
It was because of this agreement that Solidstate Controls was able to respond quickly to Con Ed's need to replace battery chargers destroyed in the devastating attacks on the World Trade Center. Normal lead time for these chargers is 12-14 weeks — we were able to manufacture and ship two 150 A units in less than six weeks. These units were sent to the Seaport Substation in Manhattan to help supply power for the workers at Ground Zero. While the equipment shipped was not unusual, the purpose for the order brought all of us at Solidstate Controls even closer to the events of 9/11.

Because Our Clients Need It Created Right...The First Time.

Since the day we opened for business in 1962, the hallmark of the Solidstate Controls design team has been our capability to quickly create custom solutions to our clients' unique problems. That capability has been even further enhanced since we began using the Solidworks® 3D CAD drawing program about a year-and-a-half ago.

Solidworks enables our engineers and designers to quickly evaluate designs for fit and accessibility — both for ease of manufacturing and field troubleshooting and repair. This ensures that prototypes as well as unique, one-of-a-kind, highly customized “production” units will be created right the first time, decreasing lead times and getting equipment to clients when they need it.

It also means that new products, and enhancements to existing products, can be brought to market more quickly. In the words of one of our senior R&D engineers, “Solidworks allows us to see potential problems before we build a unit; problems that we could not visualize using traditional 2D CAD programs.”



Our Clients Come To Call:

Visitors who have stopped by our Columbus, Ohio headquarters in the past few months include:

- GSB Process Controls
- PEMEX
- Construcciones Maritimas Mexicanas
- American Bureau of Shipping
- Taiwan Power

Here's To 40 More Years...

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we are able to provide consistent product design and services around the globe.

Also recognizing the demand for economical, customized designs, the company has continuously developed products, software and processes — from sales through service — to provide shorter deliveries and long-term economical results. Digital product design, proprietary software for system configuration, quotation and design, as well as flexible manufacturing centers were all integrated into a high performance “mass customization” delivery system.

Solidstate Controls is a living, breathing entity. It is made up of people who individually and collectively want to serve their clients, knowing that this leads to significant rewards on both a personal and corporate level. I am confident this spirit can be maintained and there is no doubt Solidstate Controls will have, at the very least, another 40 years of life to serve clients around the world.

Once again, thanks to all of you for your continued support.

The PROCESSPOWER UPS Goes Digital

In an ongoing effort to provide the most current technology to our clients, Solidstate Controls is pleased to announce the newest generation of pulse width modulated (PWM) UPS equipment. The **DPP** series of our PROCESSPOWER family of single and three phase UPS systems incorporates digital control and greatly enhances communications, monitoring, control and diagnostic capabilities.

The digital design enables the DPP series to easily and continuously monitor all pertinent system functions: voltages, currents, alarms and historical events. One of the unique features available is built-in battery monitoring capability.

Batteries are an indispensable element of a well-designed UPS system.

Unfortunately, they are quite often ignored until it is too late. The DPP,

through its integrated graphical user interface and display panel, gives users ready access to all key battery parameters. In addition, the DPP series includes the capability for the user to perform a short duration “pass/fail” battery test, without worrying about dropping critical loads.

The menu-driven touch screen mounted on the front panel is password protected against unauthorized changes to system settings. A user-friendly keypad is used in conjunction with the touch screen to perform basic UPS operations.

Development of the DPP series has created opportunities to look at the way we design and build the PROCESSPOWER product family. The DPP series will be the first to adopt new flexible engineering and manufacturing techniques. These new



methods will dramatically reduce the overall lead-time required to enter an order, process the engineering design, manufacture and test the DPP units.

The DPP series will be available in three phase

output first, followed closely by single phase. The first units will be ready for shipment in the 4th quarter of this year.

The new DPP series of PWM UPS systems provides our clients with state-of-the-art technology, combined with the uncompromising dedication to reliability they have come to expect from Solidstate Controls over the past 40 years.

More details will be forthcoming soon on this exciting breakthrough, so stay tuned.

Our Commitment To Client Service Started On Day One

As we celebrate our 40th year of business and serving clients, it has been an adventure looking back at where it all began, and researching our earliest customers and projects. One of our very first clients was Avtron Manufacturing, Inc. Located on Meech Ave. in Cleveland, Ohio, Avtron is a manufacturer of aircraft test equipment, load banks, adjustable speed drives, tachometers and other types of industrial measuring equipment. An ISO 9001 registered company, Avtron was established in 1953 and has grown considerably. They have since added two more manufacturing facilities, both located in Independence, Ohio, not far from their headquarters.

In March of 1962, Avtron contacted SCI

requesting a proposal for 54 toroidal transformers. In early June of that year, we delivered the first shipment of 27 units under our order number 629. Avtron no longer manufactures the items in which our transformers were installed, and although those products are now obsolete, their records indicate that the SCI transformers were in use until sometime in 1977.

As is typical in most start-up companies, the employees at Solidstate Controls in those days wore many different hats. It was interesting, for example, to note that Stu Jackson, one of the original founders of SCI, not only provided the proposal for the job, but did the actual transformer design as well. The drawings are still in our files today.

The early years were quite exciting. Working on a very limited budget, it was sometimes necessary to borrow test equipment (and technicians) and run a “tab” at the local hardware store for parts. If not exactly operating on a shoestring, it certainly wasn’t much more than a bootstrap. SCI has obviously come a long way since those early days. But the philosophies and attitudes instilled by the original core group of employees — dedication to customers, honesty and integrity — are alive today. We remain committed to our purpose and focused on our clients’ needs. We will continue to do that, and more, for the next 40 years.

Information used with the permission of the Avtron Manufacturing Co. with our thanks.

MONEY SAVING ••••• ••••• OPERATING TIPS

Today's rapidly changing technologies have affected the way companies conduct nearly all aspects of their businesses.

In the UPS industry, there is a growing trend towards remote communications. The advent of microprocessors and digital control, along with RS232/422, Modbus, and other protocols have worked hand-in-hand with this shift. One area reflecting the move is battery management systems, such as SCI's BMS2000.

Battery monitors and cycle counters have been around for many years — most often used by battery manufacturers as a tool to determine if claims for warranty adjustments were valid.

Our BMS2000 offers a **proactive** approach to battery maintenance and prolonging battery life. By periodically measuring the internal resistance of a battery (the most reliable method for accurately predicting a battery's condition) and comparing it against baseline data provided at the time of installation, the BMS2000 can enable users to predict impending battery failure **before it occurs**. Parameters such as voltage, current and temperature are measured and analyzed using the BMS2000's Windows™ compatible Battery Manager software.

Communications with the BMS2000 are handled either locally at the unit using an RS232/422 interface or remotely via modem. We are currently working to develop cellular and web-based communications interfaces as well.

It is a fact of life that a battery is a consumable part. The BMS2000 can help eliminate the disastrous surprise that can happen when a power failure occurs and you find out your battery has failed too.

Contact our Client Services group or your SCI Sales Representative for more information and sales literature.

International Websites Designed To Improve Client Communications

As part of our continuing effort to serve clients around the world, Solidstate Controls is currently in the process of developing several foreign language versions of our website.

Our new Spanish language website has just gone online, while Chinese and Brazilian Portuguese versions are currently under construction. These sites reflect the geographical areas in which our international business expansion has been primarily focused.

The ability to communicate technical information to clients in their native language is a key to doing business successfully in many parts of the world. While English is generally used as the "universal" language of business, we feel this effort to develop websites in the dialect of our current and potential clients is extremely important.

The expansion of our business in many other parts of the world necessitates that we be able to conduct business in a way that is the most comfortable for our clients. These sites will feature much of the same information currently available on www.solidstatecontrolsinc.com — our English language website.

To access these new sites, simply go to any of the following URLs.

Spanish:

www.solidstatecontrolsinc-esp.com

Chinese:

www.solidstatecontrolsinc-cbm.com

Brazilian Portuguese:

www.solidstatecontrolsinc-bz.com



China Offices Consolidate

In a move designed to facilitate more effective management over our Chinese operations, Solidstate Controls has consolidated its China offices in Shanghai. Operations previously handled by our Beijing office will now go through Shanghai. Any inquiries or information related to the Chinese market should be forwarded to the Shanghai office at the following address:

Solidstate Controls, Inc.

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No. 593 Fu Xing Zhong Road
Shanghai, P.R. China 200020

Telephone: +86 21 24028875

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Client Focus...

is an ongoing effort to bring updates and new product information to our clients. We invite you to submit articles, subject requests or comments.

Please forward any inquiries to:

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Visit our website at:
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