

stay Connect



August 2006

The latest news & views within 'ABC Ltd' and the battery & power supply industry

Visit www.batterycare.co.uk

Welcome to "Stay Connected", our quarterly newsletter, written and produced to keep you informed of our business, people and new products and developments which can keep your vital computer and communication systems 100% available.

In this issue I am delighted to be able to announce the publication of our completely revised web site and shop. The shop will be continuously developed but already has a complete range of UPS for both Professional or SOHO (small office home office) use, together with a range of VRLA standby batteries and Duracell batteries and torches. Our specialist battery system products and maintenance services are also featured.

Now is the time to visit the site as to celebrate the launch of the site many products are at very low prices until 30th September 2006.

If you would like to know more about us why not visit us on stand 51 at the B2B Thames Valley exhibition. The exhibition at Windsor race course is an excellent opportunity to get new business ideas and we have many of our products on view together with live demonstrations (more details over leaf). I look forward to seeing you there.

David Fremlin
Managing
Director



Herman Miller upgrades to a 20kVA Siemens Series E UPS

Back in 1997, ABC supplied, fitted and maintained a 10kVA Siemens UPS to support communications at Herman Miller's Bath factory.

The UPS and ABC's team provided such good service, that to purchase a 20kVA Siemens E Series UPS from ABC was Herman Miller's obvious choice for their superb new showroom in Chippenham. David Giles of Herman Miller explained "We always stay with winners!" Good news for ABC, as they are proud to be the preferred supplier to the premier manufacturer of state of the art office furniture.



Herman Miller's fabulous new showroom in Chippenham. Herman Miller has been a leader in furniture design throughout its 75-year history.

- Herman Miller go for reliability
- New Web site Launch
- B2B Exhibition
- New face joins ABC
- Refractometers



INVESTOR IN PEOPLE

Advanced
batteru care

ABC launch brand new e-commerce web site.

Fully e-businessed to help you gain information, make purchases and gain advice on battery care and UPS units, a visit to our newly developed website at www.batterycare.co.uk will enable you to purchase products, book service appointments, set-up and re-new contracts and more...
...all with the click of a mouse!



ABC's new web site where you can purchase a wide range of UPS and batteries on line at our lowest prices ever!

www.batterycare.co.uk



LOCAL EXHIBITION - A Must for SME's

B2B Thames Valley is one in a series of several pioneering business events which encompasses an extensive exhibition with a complimentary seminar programme.

On 26th and 27th September 2006, at Windsor Race Course, this unique event will provide a central point for information, advice and inspiration for growing businesses, or for those wanting to be more effective and efficient.

Running your business is frantic; you have to wear several hats and need to know everything but often don't have the time to keep on top of business critical information needed for sustainability and growth.

B2B Thames Valley offers extensive business resource under one roof: Over 200 top flight exhibitors, Over 40 thought provoking FREE seminars and workshops covering: Marketing/Sales, Finance, HR, IT... and many more business critical topics. For more information visit www.batterycare.co.uk

There is an incredible line up of speakers including Bob Geldof, successful media business man and visionary; Richard Duvall, founder of Egg and Zopa; Charles Morgan, Managing Director of the Morgan Motor Company, the world's oldest privately owned motor manufacturer and Jacqueline Gold Chief Executive of Ann Summers and Knickerbox, to name a few.

New Team Member

ABC welcome aboard Shaun Armstead. Shaun, based in Rochdale near Manchester, joins our team of Engineers operating across the UK, including Northern Ireland, supporting battery powered systems of all types.



Geek's Corner

In our last issue we discussed the Valve Regulated Lead Acid (VRLA) battery which is most commonly used in "standby" applications. However, many "flooded" cells are still used where the application demands it. These batteries need regular maintenance and an essential part of this is the measurement of the specific gravity of the electrolyte which is an important indicator of their health and state of charge.

Hydrometers used to measure specific gravity have two major disadvantages. Firstly, being made of thin glass they are fragile and easily broken; secondly, they are notoriously difficult to read accurately.

To overcome these problems Advanced Battery Care are able to offer a robust and accurate refractometer.

"The science bit"

A refractometer is a simple instrument used for measuring concentrations of aqueous liquids i.e. battery acid. It measures the extent to which light is bent (i.e. refracted) when it moves from air into a sample of the liquid. The specific gravity of the acid in a fully charged cell is typically between 1.21 and 1.24 depending on the type of battery and the temperature.

At less than £50.00 the ABC refractometer is an essential item for battery maintenance engineers.

See further details at www.batterycare.co.uk

