



**DATE:**

*January 2012*



## A View from the Top

The past year has been full of mixed messages which have been difficult to analyze.

If the slowing global economy and ongoing financial market turbulence with a broader eurozone debt crisis has not given us enough challenges, the pro-democracy uprisings sweeping the Middle East and North Africa has severely effected each of our markets.

Although overall sales turnover has been static we have seen an unpredicted growth in product unit sales of over 20% due to the excellent customer reception of the PowerStar and PowerGem Pro ranges with increased market share. Therefore, under the circumstances, we have achieved another good year.

Due to the continually improving cost engineering on standard products we have a strong base to work from but we also have development of new products like the EL100XA range of emergency lighting systems with an industrial equivalent shortly to follow, extension to the successful PowerGem Pro range with 20kVA tower and rack mount versions now available and the evolution of a PowerTower single phase modular series up to 30kVA. Also, introducing a smaller, more intelligent DSP and Eco Friendly version of the PowerPro 3 phase range. These introductions make it an ever more optimistic 2012.

Wishing you a Happy New Year

Malcolm Henley  
Managing Director

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