

# The pitfalls of buying “imitation trolleys” ... ...and why LapSafe® Products are the Best!

In a society demanding high quality products but with a need for value for money, where should companies draw the line between quality and price and what should consumers be looking for? At LapSafe® Products we are often asked by potential customers, why should we buy your product over your competitors when they are cheaper in comparison? Our answer in the first instance is simple, there is no comparison. If you recently visited us at The BETT Show '09 you will have had plenty of opportunity to see why LapSafe® Products is the leader in its field.

LapSafe® Products are the original inventors of the laptop storage and recharging cabinet (the LapSafe®) and when it was first launched there was no other such product available within the market place. Since then, 'metal benders' have tried to copy the concept but no one has been successful in providing the power management solution making our cabinet unique. This system enables up to 40 laptops to be charged simultaneously, using no time switches or priority charging. All this whilst charging all laptops in the minimum possible time, without overcharging, tripping fuses and providing surge protection as standard.

Buyers looking for a cheaper solution should be aware that many “copy trolleys” do not strictly conform to the IEEE Electrical Regulations. For example, did you know that using too many AC Adapters (as provided by each laptop manufacturer) to recharge laptops which are directly or indirectly plugged ultimately into one mains supply socket, can actually break the regulations by transmitting over-threshold “harmonics” from the multiple (out of sync) switched mode power supplies? No, neither do they... and they certainly wouldn't tell you that when offering a “cheap” solution. So think before you buy a device which may not meet your safety expectations. Be safe with a LapSafe® cabinet.

Buyers should also be aware of trolleys giving the impression or apparently emulating our smart charging system SmartLine™. Our SmartLine™ charging technology does not require the use of AC Adaptors, ensuring no student comes into contact with 240 volt power, providing an ultra-safe solution for the classroom. The user simply plugs the small power connector directly into the laptops power socket, greatly speeding up the process of deployment into the learning environment. SmartLine™ is also very energy efficient. In fact it is twice as efficient as using the laptops AC adaptors. These reasons are why 78% of our customers choose their cabinets to be configured with SmartLine™... this product is unique to LapSafe®.

Heat created by charging multiple laptops in a confined space can be immense. The temperature in all our cabinets is thermostatically controlled via a thermostat that automatically switches on the fans at a predetermined temperature. Unlike our competitors no unsightly air circulation holes are required, effectively weakening the chassis, or fans that waste power by running continually.

Our cabinets are one of the strongest on the market with a fully welded chassis and Enhanced Door Security, featuring high security locks, anti-jemmy plates and reinforced steel doors. All this is achieved by ingenious design which keeps the overall cabinet weight down and therefore handling and manoeuvrability up.

Another unique aspect of our engineering is the patented modular construction of our cabinets, providing two unrivalled features. Firstly it enables the user to select the functionality of their cabinet from our wide range of modules. This includes both SmartLine™ and ChargeLine™ charging methods, laptop or mini

laptop compatibility, data transfer, PDA charging, network printer, additional security or just storage space. Secondly, this modularity allows for future upgrades, without buying a whole new chassis, providing a sustainable solution. Our cabinets change, as do your needs!

Since the very outset LapSafe® Products was designed to be the safest solution possible. With the target user being students, some potentially as young as 5 years old, a strong methodology of “Safety First” was essential for the development of an outstanding product.



Mini Mentor™ S30  
featuring UMPC Modules  
(Holding 30 mini laptops)

## LapSafe® PRODUCTS

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