

# Teleco, reliability that's appreciated by OEMs

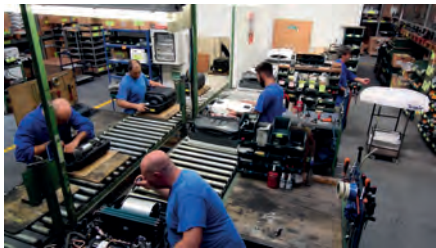
Teleco is a leading European manufacturer of terrestrial and satellite antennas, air conditioners, power generators and multimedia systems. Its products are offered as options in the catalogues of major European motorhome and caravan manufacturers. ActivSat, the new auto-tracking portable satellite antenna, is a currently a huge success with the OEM sector.

*Words Andrea Cattaneo*

**F**or over 40 years, Teleco has been offering innovative solutions for the caravanning sector. Teleco designs, produces and markets a comprehensive range of devices and equipment for the reception of both terrestrial and satellite TV signals. TELECO has its origins in SEL Elettronica, a company established at the start of the 70's which specialised in the production and commercialisation of TV antennas and amplifiers for home TV systems. Over the years, the wealth of accumulated experience allowed Teleco to widen its product range and meet the needs of two distinct groups of customers: those requiring a comprehensive range of products for home reception (both individual and centralised systems) and those requiring "leisure" solutions (for campers, caravans, boats etc.). The product range extends from traditional antennas to a full range of satellite devices such as receivers and manually and automatically oriented satellite dishes. In the 90's, to diversify its product range and create a new line of air conditioners for motorhomes and caravans, Teleco creates the brand Telair. Telair conditioners feature rotary compressors that provide improved efficiency while making the product even more compact. The gas type is widely available and complies with European environmental protection standards. Telair also offers customers new types of 220/12V generator: petrol, diesel and gas. Featuring a highly advanced engine, this TELAIR generator is compact, has very low noise levels and provides savings of up to 45%. "We have a lean structure at our main production site in Lugo di Ravenna,

including an R&D division consisting of 5 specialized electronics and mechanical engineers, various assembly departments dedicated to our products: antennas, air conditioners, power generators and satellite navigation systems," says Vittorio Simioli, CEO of Teleco SPA. "We are equipped with a testing area, with a climatic test room for air conditioners and a section dedicated to quality control, which is an essential and important in-house phase. A consistent space is attributed to the warehouse. All our products are checked internally in accordance with very strict processes. On the other hand, the production of components is mostly outsourced to manufacturers who work mainly for us and are highly specialized in their respective fields. Electronic boards, for instance, are produced by one of our suppliers, making use of advanced "Pick and Play" technology with enormous production figures. Our strength lies not only in the quality and reliability of our products, but also in our flexibility. Production volumes can be adjusted to any market demand. Over the past year, we recorded a 12% production increase." In the RV accessories sector, Teleco boasts one of the most efficient and widespread service networks, covering all of Europe. To maintain a high degree of professional expertise amongst its installers, Teleco regularly organizes training courses for its products, in order to ensure their proper assembly and servicing. This is precisely the sort of post-sales service that has allowed Teleco to become one of the most reliable suppliers in the industry, including with OEMs, where its presence is noticeable with products appearing in the catalogues of various European brands, such as Concorde, Dethleffs, Bürstner, Frankia, Carthago, Laika, Sun Light, Carado, LMC, Font Vendome, Roller Team, Hobby and Caravelair. Teleco exports to Germany as Teleco GMBH and its customers there can count on

*Vittorio Simioli  
 Founding partner of Telair*



expert, direct assistance from local dealers. Teleco also has a production site in France, Teleco France, covering an area of 750 sqm, including offices, a warehouse and service center, whereas operations in the UK are entrusted to a professional, well heeled distributor. In France, the post-sales service is managed directly through the branch office and local retailers, while in Germany Teleco relies on Bosch service centers, which are extremely qualified in servicing electronic equipment, ensuring a widespread presence throughout Germany. However, Teleco's products are exported beyond Europe's borders, to New Zealand, where antennas make use of a similar reception system to Europe. Telair air conditioners are very popular for their design, as well as for their technical specifications, in New Zealand, Australia and Japan, where interesting markets are being developed. In Germany and the U.K., the Teleco brand is an industry favorite among camper and caravan manufacturers for original installations, with sales concentrated for the most part in the OEM sector (75%). In France and Italy, on the other hand, Teleco sells 80% of its products to

the aftermarket sector, and just 20% to OEMs. "Satellite antennas are a must-have option on board campers and caravans. Anyone who's travelled across Europe knows that a satellite is essential in order to receive broadcasts from one's country of origin," explains Vittorio Simioli, "Many customers prefer to order a recreational vehicle with a satellite antenna already mounted on, since they can benefit from the manufacturer's warranty and know that the device was properly installed. We provide OEMs a level of product customization that allows for easy assembly, with pre-sized wiring and customized installation kits. Among our OEM customers, Concorde has opted to place its trust exclusively with Teleco. This makes us especially proud, since Concorde - a leading manufacturer of premium segment motorhomes - represents a degree of excellence in European manufacturing. We supply them with our complete product range: antennas, air conditioners and power generators, along with our Teleco Hub technology. We have a great deal of confidence in Teleco Hub, and we were among the very first to introduce domotics

home automation to the camper sector. With our system, we can monitor our products remotely via a Smartphone. Even at a distance, with a storm on the way users can retract their antenna. Air conditioning systems can also be controlled remotely. We were also among the first to adopt the CI-BUS platform, allowing our products to dialogue with other control modules. Hobby, for instance, with its innovative Hobby Connect centralized control system, has opted for our systems." Teleco's already vast product range has been complemented by the addition of audio-visual devices, such as TVs and navigation systems. This guarantees full compatibility between different electronic systems, offering the market products designed especially for use on board vehicles where the battery voltage is variable and there are stresses due to movements. TVs distributed by Teleco, for example, operate at a voltage of 10 to 15 Volts. The range of GPS navigation systems, equipped with multimedia audio systems, also include the DAB version, for listening to digital radio, already widespread in several European countries.

## Activsat: the innovative portable antenna

At the latest edition of the Düsseldorf Caravan Salon, Teleco presented its new auto-tracking portable satellite antenna, ActivSat. This innovative antenna attracted a great deal of attention not just among the aftermarket crowd, but also as an optional device in OEM catalogues.

A system designed for users who have reception issues when parking their motorhome below tree cover, as well as for van panels, where there often isn't enough space on the roof to install a fixed satellite antenna. ActivSat weighs just 8.5 kg and can easily be stored in the vehicle's locker space. Installation is very simple and does not require any type of additional tool. After opening the tripod, all that's left to do is fix the dish's bracket to the motor incorporated in the tripod and then connect the coaxial cable to the TV.

Thanks to the automatic tracking system developed by Teleco, the antenna can point the satellite in a matter of seconds either via Bluetooth using a smartphone, or by pressing the button on the control unit located inside the camper. There are two search methods:

**1. Fast:** Limiting the search to only 120°, this saves 70% of the battery's energy. In this case the dish only needs to be pointed South.

**2. Normal:** The system automatically performs a 360° total search without any human intervention. Whenever ACTIVSAT tracks a satellite, the elevation is saved in the system's memory, further reducing the time necessary in the next search.

An important feature of Teleco Activsat is the double anti-theft alarm system: if a burglar were to cut the motor/coaxial cable, the antenna immediately emits a very loud acoustic signal and an external light can automatically turn on (optional).

The external satellite unit is closely linked to its internal control unit via the Serial Number. Each SN code is registered in the Teleco database. And if the burglar does manage to steal the external unit only, he cannot request a spare control unit without providing the SN of the device and his/her name. ACTIVSAT integrates Bluetooth for controlling directly from the smartphone.

