

## PRODUCT SPOTLIGHT

### 24-Volt Solargizer® Battery Maintenance System

**Solar-powered battery maintenance.** The 24-Volt Solargizer (735X150) ensures battery performance on larger applications with systems up to 24 volts. It's ideal for construction equipment, farm implements, recreational vehicles, boats, tractor trailers and more.



This system is also available in a 24-Volt Receptacle (735X220) model that includes a solar panel for use outdoors and a specially-designed 110-volt ac adapter for storage inside or in areas without access to direct sunlight.

Each unit is supplied with 3/8" lug attachments and 25 feet of wire between the solar panel and circuit box for installation flexibility. A special mounting kit is also included. Ten-year limited warranty.



## TESTIMONIAL

"Solargizer has been on my boat for two years and I haven't had to replace any batteries. What convinced me was when I took an old dead battery that wouldn't take a charge and put a Solargizer on it for three weeks. Now it runs like new."

Robert Mills  
Chattanooga, TN

## SUCCESS STORY

### Auto Parts Reseller Uses PRS System To Recover & Resell Batteries

In every industry there are certain factors that set aggressive, growing companies apart from the rest. Besides offering an innovative product or service, these companies are always looking for new ways to expand their market share. CARS (Comprehensive Automotive Reclamation Services) of Maryland is one of these companies. And the Pulse Recovery System® (740X650) by PulseTech® helped them reach new customers by enabling them to recover and resell something they never could before: lead-acid batteries.

**PROBLEM:** CARS of Maryland disassembles hundreds of used and damaged cars and light trucks and resells the high-quality parts wholesale throughout the northeast. The company also reclaims and resells lead-acid batteries, but in the past only a few of them were resold because most were dead and useless.

**SOLUTION:** In 1998, CARS began using the Pulse Recovery System (PRS) and a PulseTech Digital Battery Analyzer (741X475) to check and recover dead, sulfated batteries. The analyzer was used to determine which batteries had bad cells and could not be recovered. Then they began pulsing the other batteries with the PRS system.

**RESULTS:** It didn't take long for the PRS to provide positive results. In just under a month the system recovered over 500 batteries. Not long after that, the company estimated they were currently recovering about 50% of the dead batteries they removed from the vehicles. Before, it cost CARS about \$1.50 each to recycle those



Photos: (Top) CARS resells high-quality auto parts to wholesale customers throughout the northeast. (Bottom) Using the Pulse Recovery System® has helped them approach new markets by reselling batteries along with the other parts they offer.

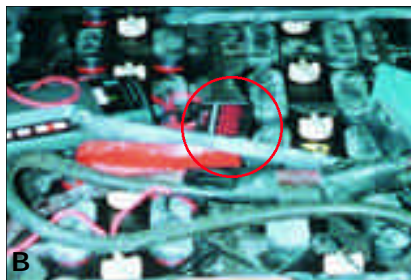
batteries. But, with the PRS, they were reselling them for about \$25 each. That's a tremendous profit potential.

The use of the PRS and PulseTech Analyzer also helped increase overall sales for the company by opening new markets.

"Cab companies and other fleets are always in demand for batteries," states David Hedrick, Asst. Operations Manager for CARS, "We are still exploring our marketing options, but based on what I have seen so far we are very excited about the Pulse Recovery System and how it can help us increase customers and sales."

**LEARN MORE:** To see how PulseTech can help increase battery performance see your local PulseTech dealer. For a dealer near you call 1-800-580-7554, or go to [www.pulsetech.net](http://www.pulsetech.net).

## SAMPLE INSTALLS



Installing PulseTech products is easy and well worth the time. Shown above are examples of actual customer installations:

- A.** A power shovel with a 24-Volt Solargizer (735X150).
- B.** A 48-Volt PowerPulse (735X048) on a forklift used by an auto manufacturer. The battery was set to be scraped until the PowerPulse reconditioned the plates. The battery is now back in service and performing like new.
- C.** The RediPulse 36-48 system (735X280) on a private golf cart.
- D.** A marina work barge using a 5-watt Solargizer Solar Charger (735X605) on a 12-volt battery.

## TECHTALK FAQ

Presenting a series of frequently-asked questions regarding the benefits of PulseTech products and how they can help your customers:

### Which product should I use when storing my vehicles for long periods of time?

We suggest you use RediPulse if stored indoors with access to ac power or Solargizer if stored outdoors. Besides preventing sulfation buildup, they also prevent the normal loss of battery power no matter how long your vehicle or equipment sits unused — *even months at a time.*

For example, under normal conditions a battery will lose 1% of its energy a day while the vehicle sits unused (usually 3.1mA to 10.1mA depending on the battery chemistry). That means it will not take long for a battery to become completely discharged, especially if it was not fully charged in the first place. RediPulse and Solargizer will actually replace that 1% of energy every day. This will offset the normal energy loss and the level of power in the battery will remain the same.

If you do not have access to ac power or sunlight, you can use PowerPulse. Keep in mind that PowerPulse was designed more for vehicles and equipment that are used frequently or charged on a regular basis vs. those that are stored. Yet, based on lab testing, a 12-Volt PowerPulse will maintain a 12-volt battery for approximately 2 to 3 months off a full charge if left unattended.

We're not saying the vehicle will always start at that point, but the battery will be free of sulfation buildup, will be able to be jump-started into action, and it will recharge and hold a charge like a new battery.

### Do the RediPulse®, PowerPulse® and Solargizer® units charge batteries?

RediPulse and Solargizer models produce a trickle charge along with the desulfation process. It provides enough power to offset the normal daily discharge of a battery (see first question) plus a nominal amount of parasitic drain. Keep in mind, though, that while they do supply a pulsing trickle charge to the battery, the charge rate is not sufficient to charge a completely dead battery in a short time frame. PowerPulse is a battery *maintenance* system designed to prevent sulfation buildup only. It will not charge.

Also, use of these ReNew-IT Pulse Technology products will enable chargers to do their work more efficiently. Since they help keep the battery plates free of sulfate deposits, it takes less time to charge the battery and battery capacity is increased so it has greater discharge capabilities and it will last longer between charges. 🚗

## Scientifically-Proven Technology

Independent studies by researchers at Oakland University and Ohio State University recently confirmed that ReNew-It Pulse Technology increases battery efficiency and battery life dramatically. These two-year studies showed that our technology allowed a more even distribution of lead-sulfate crystals over the surface area of the battery plates. It also revealed a significant reduction in the size of crystals. These changes greatly improve a battery's ability to store and provide energy.

Our technology also prevents sulfate-induced corrosion that is the primary cause of shedding of active material on the plates. As a result, the life span of the battery is increased dramatically.



*(Left) A battery plate covered in heavy sulfation buildup which reduces the battery's ability to accept and release energy. (Right) ReNew-It Pulse Technology™ cleans these lead-sulfate deposits off the plates and converts them to active electrolyte. This process exposes the active material on the battery plates which means your batteries are stronger and you get up to three times longer life and maximum performance.*



**For More Information:** To learn more about PulseTech battery-related products and how they can help increase your sales, or to order products, just call **1-800-580-7554, ext. 154**. You can also go to [www.pulsetech.net](http://www.pulsetech.net) or e-mail us at [ppcmarketing@pulsetech.net](mailto:ppcmarketing@pulsetech.net).