

# PulseTalk

Published Monthly by PulseTech Products Corporation, The World Leader In Battery Performance Technology • January 2005

## INDUSTRY SPOTLIGHT

### Agriculture Equipment

Battery reliability is vital in the farming industry because equipment has to start or productivity comes to a standstill. That's why farms across the country are now using PulseTech systems to make sure batteries work when needed.

Agricultural equipment is either used constantly or sits for extended periods. When it sits, lead-sulfation buildup will occur faster than when it is used all the time. This buildup is the main cause of battery problems and failure.

To prevent this time-consuming and expensive problem, use our *ReNew-IT Pulse Technology*® products like the Industrial 12-Volt (735X130) and 24-Volt (735X200) Solargizers, and the 12-Volt (735X012) and 24-Volt (735X024) PowerPulse system.



## UPCOMING TRADE SHOWS

Come visit us at one of the following trade shows or conferences:

### January

12-13, *Marine West 2005*

### February

6-8, *Tactical Wheeled Vehicles*

14-16, *Batteries Plus Nat. Convention*

16-18, *AUSA Winter Symposium*

### March

12-24, *44th Annual Texas Emergency Management Training Conference*

## CUSTOMER TESTIMONIALS

Many of you have been asking to see more customer testimonials, so here are some of the many comments we've received on how our products are helping people worldwide.

"I have been using Solargizers for years and just love them! I am still using one of the old round ones I got at least ten years ago and have a half dozen of the newer types. They really work!"

— Bill Bishell

"We are a John Deere Dealer and have been using your Pulse Charging system for about a year and a half. We keep 20 batteries topped up all the time."

— Lyle Neufeld  
Greenvally Equipment LTD.

"I've had a Marine unit on my truck and a PowerPulse on my Grand Prix for the last two years. They are outstanding for keeping the batteries in top condition. The two new Marine units will be installed on my Corvettes and NOTHING goes on them unless I really believe in the product."

— Larry Morrison

"Have been putting your Pulse Charger/World Version® through its paces. I brought back a Blue Top Optima that was in a Corbin Sparrow from 6 volts to its full state charge (it was a 12-volt battery). It would not take a charge. It does now and load tested fine...I can't believe that every EV manufacturer in the world is not using this."

— Tom Gocze  
*Hot & Cold TV Show*

"Thank you for the 510 Digital Battery Analyzer. Without it, I don't believe our battery test would have been as legitimate. It is very easy to operate, and gives consistent readings (never varying more than 3-4 CA or CCA with good connections)."

— Jerrod Jones  
*4-Wheel & Off-Road Magazine*

"PulseTech now has a lifetime customer and supporter; and I most certainly will be spreading the word about your (RediPulse 6-12), for it really works well."

— Tony Valis

"Your 5-Watt Solargizer Solar Charger is really good for my application which is keeping a battery charged for amateur radio. I have recommended it to many. We can use it in the oil fields as well to charge batteries out in the field."

— Wally Wilhoite

"I put a PowerPulse 12 on a tractor battery (three years old) that would not hold a charge and the battery is doing well. The 24-Volt PowerPulse units are also keeping my deep charge battery bank in excellent condition. Thanks for such a fine company that produces such an excellent product."

— Baxter Whitten

"I am a retired consulting engineer working part time as an electronics installer for yachts in Southern California. I installed three PowerPulse 12 units on my boat, each attached to a pair of older golf cart T-105's which had degraded to about 85% charge capacity. I was told they were effective but wanted to see for myself. The batteries were returned to 100% capacity (by hydrometer readings) in about three months. Impressive. I have since recommended and installed them on customers' boats."

— Capt. Emmet Hughes, PE  
USCG Master  
Professional Engineer

"I have been using and recommending your products for years. I believe this is why I don't understand what any of the common problems with batteries are. I don't have any problems with them, ever. In fact, I have never had to replace a battery."

— Ron D'Agostino

**LEARN MORE:** See your local PulseTech dealer today to see how our products can help increase your battery reliability and performance. For the dealer nearest you, call us at 1-800-580-7554 or visit our website at [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. An Industrial 12-Volt Solargizer (735X130) solar panel mounted on a service truck used by a national battery store.
- B. A 12-Volt PowerPulse unit (735X012) mounted by the battery of an ambulance.
- C. A waste management truck with an Industrial 12-Volt Solargizer (735X130) solar panel on the front bumper.
- D. A bank of back up batteries with a 48-Volt PowerPulse (735X048) unit.

## TECHTALK FAQ

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

### Are the RediPulse®, PowerPulse® and Solargizer® systems chargers?

Besides preventing lead-sulfate buildup on battery plates, the RediPulse and Solargizer models also produce a trickle charge as well. They provide enough power to offset the normal daily discharge of a battery (usually 3.1mA to 10.1mA depending on the battery chemistry), plus a nominal amount of parasitic drain. This was recently verified independently by one of the major U.S. auto manufacturers.

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 period of time. 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. It also has greater discharge capabilities so it will last longer between charges.


### Is it true that charging batteries in reverse polarity will desulfate the

### plates?

Absolutely not. reversing the polarity will actually damage your battery and could even lead to an explosion. Polarity in a battery should NEVER be reversed for any reason.

For safe, effective prevention and removal of sulfation buildup on battery plates, use only our ReNew-IT Pulse Technology products. They improve battery performance and will not harm the battery in any way.

### Do the RediPulse, PowerPulse and Solargizer models have to stay on the same battery permanently or can you move them from battery to battery?

These units can be moved from battery to battery if the customer chooses to do so, but we strongly suggest you use them on the same battery or batteries all the time. Remember that sulfation buildup occurs 24-hours a day from the first moment acid is loaded into the battery. Although you can use ReNew-IT Pulse Technology as a part-time fix, a continuous installation will give a much more effective result because not only do they eliminate the existing buildup, they also prevent the lead sulfates from building up again. 

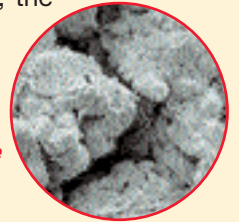
## Scientifically-Proven Technology

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, store 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 batteries are stronger so you get up to three times longer life and maximum performance.



Visit this local PulseTech dealer today: