

PulseTalk

Published Monthly by PulseTech Products Corporation, The World Leader In Battery Performance Technology • June 2004

PRODUCT SPOTLIGHT

5-Watt Solargizer® Solar Charger

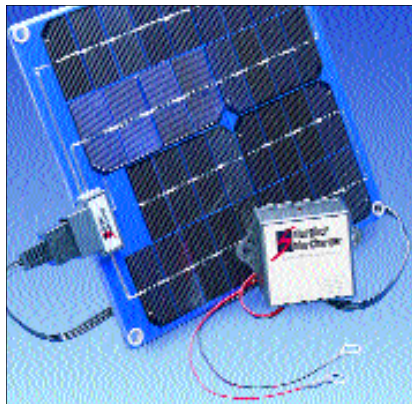
Charge and de-sulfate your 12-volt battery with this unique solar pulse charger.

It maintains your battery at full capacity — without overcharging. At the same time, it uses our *ReNew-IT Pulse Technology* to prevent the buildup of lead-sulfate deposits on the battery plates. Our technology also provides a charge leveling effect to equalize the charge across all cells.



The 5-Watt Solargizer Solar Charger (735X605) is easy to install and use. It works with single 12-volt batteries, as well as up to four batteries connected in parallel.

Ideal for charging batteries in areas without access to electrical power. Ten-year limited warranty.



TESTIMONIAL

"I got a Solargizer and put it on my truck at Christmas. Three days later, the truck started like it had a brand new battery. This was in 20° temperature in a 1976 Toyota Land Cruiser that holds 8½ quarts of cold motor oil. That made me a believer."

Walter Paruch
Oceanside, New York

SUCCESS STORY

Solargizer Is A Five-Star Success In Hollywood

When the United States armed forces go to war, they rely on the finest military manufacturers in the world to supply quality tactical and combat vehicles. When Hollywood goes to war, it relies on Stan Serr, president of Five-Star Military Vehicle Rental Company in Huntington Beach, Calif. Stan rents his military vehicles and equipment to film and television studios, and he relies on Solargizer to make sure the vehicles start whenever he needs them, even if they've been sitting unused for months.

PROBLEM: Stan's 140 military rental vehicles are used only once or twice a year so the batteries used to sulfate heavily while they sat unused. Each is powered by a 24-volt system (two 12-volt batteries). In the past, that was 280 batteries that Five-Star had to either jump start or replace on a regular basis (about once every four months). Since each of the special military batteries used by these vehicles costs about \$135, that was \$37,800 in potential battery replacement costs facing the company. And that figure doesn't include the cost of labor hours to replace or recharge the batteries, or the potential loss in revenue because a vehicle with a dead battery couldn't be delivered on time. With the skyrocketing costs of film production, the last thing a studio needed was for their vehicles to die on them. It's the last thing Stan needed, too.



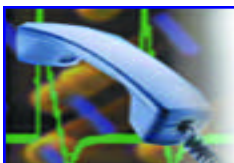
Photos: (Top) Stan Serr, owner of Five-Star, kneels next to a 24-Volt Solargizer mounted on an FV 432 Armored Personnel Carrier. Since the equipment sits for most of the year, Stan uses Solargizer to make sure they start when he needs them. (Bottom Left) FV 433 Abbott 105mm Self-Propelled Guns sit waiting to be rented. (Bottom Right) A fleet of humvees with the solar panel of the 24-volt Solargizer mounted in each window.

SOLUTION: In 1997 they installed the 24-volt Solargizer on each of the vehicles.

RESULTS: Since then, they haven't had a single battery failure. Stan says the studios also like the Solargizer solar panel because it gives the vehicles a high-tech look.

"We've been providing military vehicles and equipment to the film and related entertainment industries since 1985," says Stan. "We tried the 24-Volt Solargizer and it worked great."

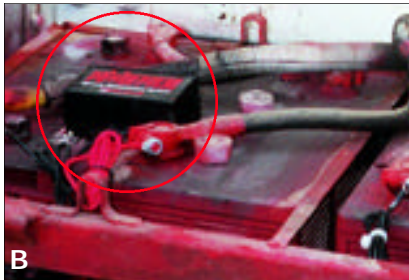
LEARN MORE: To see how PulseTech can help increase battery performance see your local PulseTech dealer. For a dealer near you call **1-800-580-7554**, or go to www.pulsetech.net.



Customer Information Line

For a quick recorded presentation on how our products can help your customers, have them call our Hotline at **212-990-6408** (long distance charges may apply).

SAMPLE INSTALLS



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

- A. A 10-Watt Solargizer Solar Charger (735X610) panel on the trunk of a police cruiser.
- B. Two 12-Volt PowerPulse (735X012) units on a set of batteries on a delivery truck.
- C. Industrial 12-Volt Solargizers (735X130) maintaining two 4D 12-volt batteries on a work boat at a major marina.
- D. One of three 12-Volt PowerPulse units (735X012) mounted by the batteries of a large recreational vehicle.

TECHTALK FAQ

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

How much sunlight does Solargizer need to work?

The solar panel on the Solargizer Battery Maintenance System is so efficient, it only needs one to two hours of direct sunlight a day to accomplish its task for a full 24 hours. This is true even if you live in areas where skies are cloudy or lightly overcast most of the time. In these situations the solar panel may require a little more time to absorb enough sunlight.

To make sure you are receiving the full benefit of Solargizer's ReNew-IT Pulse Technology, make sure the solar panel is mounted in an area where it has access to as much available direct sunlight as possible. The solar panel will then absorb sunlight, convert it into energy and the circuit box will desulfate the battery on a daily basis.

Does Solargizer need direct sunlight to work?

No, not really. Obviously, the better exposure to bright sunlight the more efficiently the unit works. But, because of the unique design, Solargizer accomplishes its assigned tasks with minimal amounts of ultraviolet (UV) exposure. A rule of thumb is Solargizer requires on average one to two

hours per day of sunlight to provide benefit. Even cloud cover provides UV exposure that can then be converted to energy. Common sense plays a part, the more the better, but it doesn't have to be "Death Valley" sun to be effective. The Solargizer works extremely well even in notoriously cloudy locations like Seattle.

Where is the best place to install the Solargizer solar panel?

Installation of the Solargizer solar panel is one of personal preference. And since the industrial model Solargizers have solar panels with an acrylic/lexan cover, they are weatherproof and virtually indestructible so they can be mounted almost anywhere.

Ideally, the most effective location for the solar panel is on top of your vehicle or equipment. That way it is sure to receive the most exposure to sunlight during the day. If for some reason you can not mount it on top, be sure to put it some place where it will receive as much sunlight as possible. (Note: Do not mount the panel behind a windshield if it is UV protected.) Since the panel is so efficient, it can be installed either horizontally or vertically, but we suggest you mount it horizontally. 🚗

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 or e-mail us at ppcmarketing@pulsetech.net.