

# Take Charge of Your Business With BattEQ™



## Good news!

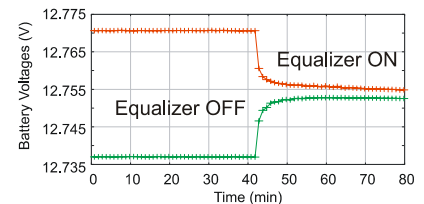
The lead acid replacement battery market is expected to reach \$6.1 billion by 2010 and is growing by 3.5% annually<sup>1</sup>. To get your best share of the market you will need to:

- provide excellent customer service
- differentiate your business
- expand your product offerings

SmartSpark's BattEQ can help with each of those goals, as well as increase your bottom line and keep your technicians focused on real problems instead of making maintenance calls just to replace batteries. Here's how:

Over time, the cells in a battery string charge to different voltages. Some become over-charged and others undercharged. It kills them. Literally. Just as one weak link ruins the chain, one weak battery ruins the string by overcharging and overdraining.

BattEQ uses a patented energy shuttle process to move electrical charge from higher voltage cells to lower voltage cells. It keeps all the cells in perfect balance and provides maximum performance and life for your batteries. Depending on the application, BattEQ can *increase the life by 30 to 500%*, and it works all the time: during charging, discharging, and float!



While this technology has many potential applications, here are a few to consider.

### Wheelchairs

- The power wheelchair market is expected to grow at 2.1% annually through 2010<sup>1</sup>
- Unit shipments are expected to increase from just over 118,000 in 2000 to more the 323,000 in 2010<sup>1</sup>
- Revenues are expected to reach \$637 million by 2010<sup>1</sup>
- In addition to price, product quality and features are key competitive factors<sup>1</sup>



### Mobility Scooters

- Unit shipments are expected to reach more than 309,000 in 2010, up from 130,100 in 2000<sup>1</sup>
- Revenues are forecast to reach \$433 million in 2010 (from \$245 million in 2000)<sup>1</sup>

### Forklifts and Pallet Jacks

- A \$2.4 billion market in 2000 is forecast to reach \$3.5 billion in 2007<sup>1</sup>
- 5.7% industry growth rate as well as replacement rate of 6 years<sup>1</sup>



Energy middleware™ for tomorrow's resources

<sup>1</sup>Frost & Sullivan industry reports



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## Floor Scrubbers

- An industry worth more than \$3 billion in 2005<sup>1</sup>
- More than \$1.7 billion in cleaning power equipment sales in 2004<sup>1</sup>



Additionally, **BattEQ** can provide benefits to solar packs, electric motorcycles, sport scooters, golf carts, and many other applications.



Some key features of **BattEQ** include:

- A full range of models to cover applications with 2, 4, or 6 batteries in a string; 6V, 8V\*, or 12V batteries; and 50 to 500 A·hr
- Very low power drain
- Automatically shuts off after 1 week of inactivity
- LED power-on indicator
- Can shuttle up to 3 amps or up to 16 amps based upon unit
- Equalizes during charge, discharge, and float
- Built-in protection circuit for wheelchair units
- Battery diagnostics unit available for electric motorcycles



balance  
*for your business*

As a supplier member of the Battery and Electric Specialists Association (BESA), **SmartSpark** is ready to work together and maximize your potential in your sales region. **BattEQ** can help distinguish your business from your competition. Your customers will benefit from:



- Saving money
- More convenience
- Fewer battery changes
- Batteries aging better (holding a higher charge for more time)
- No maintenance: User does *not* do anything
- No wasted battery power (**BattEQ** is non-dissipative)
- **BattEQ** can be reused when batteries are changed

**BattEQ** can be installed as add-on units for existing products simply by wiring it to the battery terminals.

**Call today to take charge of your business!**

217.344.6044

[www.SmartSparkEnergy.com](http://www.SmartSparkEnergy.com)

\*8V units available by special order