



### President's Message...

My first message as President of Kussmaul Electronics was to convey my excitement to be leading such a talented group of people towards a very bright future for the company. Here we are today almost five years later and the journey has indeed been a positive one towards achieving our goals. The most important of which is your satisfaction as a customer. One of our goals this coming year is to widen our reach into more markets which can benefit from our product offerings. We will always continue to strive to provide new and innovative products with the best customer service possible, this year, in the new year, and for all years to come.

Speaking of the new year, I would like to take this opportunity to thank all of you, our valued customers, for your continued business and to wish you and your families a very happy and healthy holiday season.

Make sure you are on our e-mail list and Facebook page to keep up to date on our new products. If you're not, please go to our website to get added.

### Auto Charge 2000 PLC



One year ago in our Holiday Kussmaul Times we introduced a new patent pending PLC technology that we incorporated into our Auto Charge 1000. So let us introduce you to the new Auto Charge 2000 PLC. A compact microprocessor dual channel battery charger for vehicles with two batteries, the next charger in our charger family to incorporate the PLC technology.

Our new Auto Charge 2000 PLC is replacing the original AC2000. This new dual battery bank charger with PLC (Parasitic Load Compensation) technology is fully customizable to the needs of each fire truck which solves a common problem with parasitic loads. This technology was developed to prolong battery life even further by utilizing a three step charging algorithm with the ability to shift the absorption stage and put the charger into float mode. This is done by the user inputting the parasitic load draw into the charger, so once the desired battery current is reached, the charger will switch over to float mode. By allowing the charger to go into float mode more often, you're prolonging the life of the battery and preventing overcharging. The Auto Charge 2000 PLC also has a 3 amp battery saver on a separate circuit that can be turned on or off which allows a small load to be charged separately.

# Meet our Sales and Marketing Team

The Kussmaul Sales and Marketing department has grown over the last few years into a well-rounded TEAM of individuals each with their own area of expertise and each working together to provide our customers with unparalleled customer service.

Overseen by Colin Chambless, VP of Sales and Marketing, each of our Regional Sales Managers travel throughout their territory keeping our customers up to date on new products, listening to customers' needs and training emergency vehicle technician organizations on the proper way of troubleshooting and performing maintenance on our products.

Our inside sales team, under the leadership of Ralph Lindgren, has been bolstered by the addition of Brandon Henke concentrating on overseas sales. Liz and Jason continue to respond to orders and Chris handles technical support, while balancing several accounts of his own.

The marketing area has been strengthened by an experienced marketing assistant, Shawn Oates, who has brought innovation and artistic ability to our visual marketing presentation.

## Colin Chambless

VP Sales and Marketing  
chambless@kussmaul.com



Mike Guzman  
South Eastern US  
guzman@kussmaul.com



Shaun Salvino  
Western US  
shauns@kussmaul.com



Brian Scott  
Central US and Canada  
scott@kussmaul.com

## Ralph Lindgren

Sales Manager  
lindgren@kussmaul.com

## Philip Verderosa

Marketing Manager  
verderosa@kussmaul.com

## Shawn Oates

Marketing Assistant  
oates@kussmaul.com

## Jason Chabza

Sales Representative  
chabza@kussmaul.com

## Liz Loeb

Sales Representative  
loeb@kussmaul.com

## Brandon Henke

Sales Representative  
henke@kussmaul.com

## Christopher Tamargo

Technical Support  
tamargo@kussmaul.com

## Upcoming Shows

**January 21-23 2016**

**Fire Rescue East #1135**

**Ocean Center - Daytona Beach, FL**

**February 2-3 2016**

**Fire House World #1122**

**San Diego Convention Center - San Diego, CA**

**February 20-21 2016**

**Fire Rescue & EMS Mega Show #111**

**Brentwood Sports Fieldhouse - Brentwood, NY**

**February 25-27 2016**

**EMS Today #2219**

**Baltimore Convention Center - Baltimore, MD**

**March 2-4, 2016**

**The Work Truck Show (NTEA) #3883**

**Indiana Convention Center - Indianapolis, IN**

**April 21-23 2016**

**FDIC #9127 / #4417**

**Lucas Oil Stadium / IN Convn Center - Indianapolis, IN**

**May 1-2 2016**

**Ontario Association of Fire Chiefs #521**

**Toronto Congress Center - Toronto, ON**

**May 15-17 2016**

**LCFA Fire Show #428**

**PA Farm Show Complex - Harrisburg, PA**

## Solar Power Charging



Although it has been around for years, even decades, solar power is finally gaining popularity amazingly fast. The concept of harnessing the power of the Sun to use as free energy has become a reality in many industries and applications, including the emergency vehicle market. When properly sized, solar power can be used to power vehicle accessories that normally drain the battery. Depending on application, solar panels can be used as a supplemental or standalone power source.

Kusmaul Electronics offers two Solar Panel Systems: the Rigid Charging and the Flexible Charging Systems. Both systems come complete with everything required for an installation; charge controller, mounting brackets, wire, hardware and a thru-dex (a means of getting wires from the outside at the Solar Panel, to the inside, where terminations to the battery might be necessary). Each kit has been preassembled for ease of installation.

Our Solar panels, whether rigid or flexible, come in various sizes to accommodate available space and provide appropriate power. In some cases, solar panels can be used to power vehicle loads without running the engine, by keeping a constant charge on the charging system. This also helps complying with the anti-idle laws and provides a fuel savings. This makes solar power an ideal cost savings solution and cost effective alternative energy source.

Today, solar panels continue to expand into various industries and applications. Contact Kusmaul Electronics with your solar application and let the Sun have your batteries "Energized and Ready, When Seconds Count".



**Philip Sgroi**  
Electrical Engineer

## Auto Eject Family

The Auto Eject Family as with all families is always growing, maturing and adding members. But with this family there is no aging, only constant improvement which brings new life to each style of Auto Eject. With all Auto



Ejects the main purpose is to eject plugs from shore power on engine start. The standard Auto Eject, the WP, is an open mechanism, compact design, with a minimum depth required. The Super Auto Eject is an enclosed unit with an automatic A.C. line interrupt, installed and serviced from the inside of the vehicle and when installed with the new optional EZ mount plate, it can also be installed from the outside. The Super Trailer Auto Eject, ejects the plug from a trailer shore power line upon depressing the brake pedal. The Super 30 Auto Eject has automatic anti-arc capabilities, and mounts from outside the vehicle with the included mounting plate. The Super 16 Auto Eject, for use in Europe and other international applications, is 16 AMP/250 Volts that comes with an automatic plug detector, automatic anti-arc, magnetic WP cover, and mounts from outside the vehicle. The latest addition to the family is the Super 30 Auto Eject Air/Electric. This unit ejects the plug from shore power and the air line on engine start, utilizing one of the pin placements for the air connection.

As with any mechanical product, proper maintenance and lubrication adds to its life. Teaching proper maintenance and troubleshooting has always been part of the Kusmaul service, whether it be one customer or a group of technicians whose job it is to install and maintain any of our products. We provide training, technical data sheets, replacement parts and upgrade kits, along with a designated technical support staff that is available all day every day.



170 Cherry Avenue  
West Sayville, N.Y. 11796

## DID YOU KNOW...?

### **Did you know...**

Alessandro Volta was the man behind the discovery of the battery. He introduced the idea that when you connect two metal strips made up of different material in the sulphuric acid solution, this becomes a battery that is the source of electricity generation.

### **Did you know...**

Kussmaul chargers use "sample and hold" technology. This patented technology samples the battery 120 times per second to compensate for voltage drop while regulating the proper float voltage at all times.

### **Did you know...**

TV dinners have Thanksgiving to thank. In 1953, someone at Swanson misjudged the number of frozen turkeys it would sell that Thanksgiving -- by 26 TONS! Some industrious soul came up with a brilliant plan: Why not slice up the meat and repackage with some trimmings on the side? Thus, the first TV dinner was born!