

PRELIMINARY REPORT ON BATTERY RECONDITIONING

The purpose of this report is to provide information to those who intend to launch and operate a battery reconditioning business.

The entire report concerns lead and acid batteries.

WHO I AM

My name is Reg Boulanger. I have been involved in battery reconditioning for the last 15 years. I founded and operated a battery reconditioning business where I reconditioned and sold between 10,000 and 20,000 batteries a year.

I can tell you what battery reconditioning is all about, how it is best done and how to set up your battery reconditioning business..... if this is what you are looking for.

You could launch a battery reconditioning business within a few days and make money right from the start.

The main reason why this report is made available, is because it has become increasingly difficult to find reliable documentation on the subject of battery reconditioning. Not that documentation is scarce; on the contrary, documentation on the subject abounds, particularly on the Internet.

The real problem is that most of the documentation that is offered, has been written by people who have never been involved in battery reconditioning as a business; people who actually do not know much about the subject; people who very often systematically direct newcomers to the field in the wrong direction.

Unfortunately, it has become quite easy for most anyone, to find documentation here and there on the net, assemble this in an inviting package, and offer it as expert advice on the Internet. The unsuspecting visitor who navigates the net in good faith, all too often finds himself buying documents and tools that he discovers later are of no use to him. I am underlining this scenario, because I get e-mails every week, from people who have been taken for such a ride and in too many cases, more than once.

This being said, let's get down to business.

This report is entitled "Preliminary report on battery reconditioning", so please don't expect a complete Information Manual. We will touch on very serious information that you need, but please understand that we cannot go deep in details in such a report. Our main objectives are to give you general information on battery reconditioning and to indicate where you can obtain all the information that you will need.

If you believe that you already have enough information and that you are just looking for documentation, you can download our Information Manual at the following address

<http://www.clubclub.com/english/secure/infoman.html>

Why do I insist on the words "battery reconditioning"business**"**

First: Because I know, through experience, that 90% of the people looking for information on battery reconditioning, want to set up and operate a battery reconditioning *business*.

Second: Because the tools and equipment that you need to do battery reconditioning on a commercial basis, have nothing to do with and are totally different from, what you would need, to recondition one or two batteries in your backyard or home garage.

Third: Because about 90% of the documentation and advice offered on the Internet, is written by people who obviously have no experience in battery reconditioning **as a business**. In general, the kind of information or documentation offered can only be useful to an individual who wants to try and recondition his own car battery.

The hard fact is that if you follow some of the advice being offered and buy the kind of equipment that is suggested, you will end up operating a *small, non profitable home business*, that you will not be able to expand, without buying all new and different equipment, starting back near point zero eventually.

At this time, a great variety of offers are available on the Internet, from companies that promise machines and systems that apparently could recondition any and all batteries. Just make sure you don't get fooled by this.

Reality on this subject is that it is not true that any and all batteries can be

reconditioned. It is true that there are hundreds of thousands of batteries being replaced every day, and in a high percentage, without serious reasons. It is a fact that between 40% and 60% of those batteries will respond positively to reconditioning, provided it is done correctly.

It is false to say that short-circuited batteries can be reconditioned. Such batteries, like many others, can only be rebuilt..... and rebuilding batteries is quite another game. You can learn about that in our Information manual.

Some promoters will ask for investments of 10,000\$ to 20,000\$ to start your battery reconditioning business. In some cases, such investments will be spread over a certain period of time, in order to make it easier to accept or in an effort to make the deal look more affordable. Like putting down 7000\$ to begin with and another 5000\$ later and still more later.

Well, the fact is that depending on how you decide to proceed, you could launch your business with less than 1000\$. Chances are that you will want to buy more equipment and tools later, when your business is going well. But you can begin operations with about 1000\$.

Quite a ways from the 10,000\$ to 20,000\$ that others will ask of you.

Like mentioned in the first paragraph, the purpose of this report is mainly to indicate to you, what information you will need, and to let you know where you can get this documentation. At first sight, it may seem easy to evaluate the pertinence and the quality of the counselling that is presented on the Internet. But because so much of the documentation that is presented has obviously been written by people who have never been involved in battery reconditioning, much of it risks leading you in the wrong direction.

A FEW QUICK EXAMPLES

1. There are a number of videos available on youtube.com, that show you how to test and recharge a battery. There is nothing technically wrong with this documentation. In fact, it could be useful to know how to perform those tasks when you operate your battery reconditioning business, although it is not the most urgent thing that you need to learn.

The real problem with what is presented in those videos is that there is no way that you could operate a battery reconditioning **business** with the kind of equipment and tools

that is being presented as being what you need to operate your business.

First of all- You cannot operate a battery reconditioning business with a conventional battery charger. A battery charger is designed to charge or recharge batteries; it cannot and does not recondition them. One of the consequences of trying to build a business with a simple charger is that this piece of equipment will recharge one battery at a time. Because the equipment is not adequate, your rate of success will probably be around 30% of the batteries that you will work on. In addition, when you are trying to recondition a defective battery, you cannot proceed with fast charges; this would only further damage the battery. A slow charge takes from 6 to 12 hours. Just do the maths, one battery at a time, with a success rate of 30 percent will give you something like 2 or 3 batteries a week to sell, per charger. With such a small inventory, who will you sell to? At best, you will end up making about 45\$ a week (gross). Do you really want to get involved in this kind of activity?

Secondly – The battery tester that is suggested you use in a couple of those videos may be useful if you do just a few batteries. It will not do the job if you have dozens of batteries to test. **Here is why:** Experienced people in the trade call this kind of tester a "toaster" because it operates in much the same manner as a toaster. When you use the load function of the tester, it heats up the element inside the tester. You cannot use the tester again, before allowing the element to cool, otherwise you would be getting a reading that would have no value, since the element was already hot when you started the load function. What the test consists of really is to demonstrate that the battery can supply the energy necessary to heat up the element, while still keeping enough energy in storage for further uses. For the test to have significance, you can only use this kind of tester every 10 to 12 minutes. Just imagine how long the testing would take if you were working on dozens of batteries, like you will need to do if you are operating a battery reconditioning business. The only real solution is to buy and use a more expensive tester that is equipped with a special battery that eliminates the use of elements. This kind of tester is much more expensive but it will allow successive tests without problem.

- 2- On another site, you can see much the same suggestions, regarding tools and equipment. Only this time, it goes a little further and quotes prices that you should pay for the purchase of the equipment and tools. In total, the cost of everything you will need is

quoted at between 105\$ and 150\$. *Wouldn't it be wonderful if it was really that simple and inexpensive!* But don't kid yourself, this kind of pricing does not exist, at least not on planet earth. This self proclaimed expert allows all of one paragraph to the reconditioning of lead and acid batteries and again, in his opinion, the most important tool is a battery charger. Take my word for it, there is no way that this will do the job. In this case though, to be totally honest, I need to add that the suggestion to use a series charger begins to make sense. It is true that in some circumstances a series charger might do an acceptable job. It will not perform as a battery reconditioner but it could provide a certain level of efficiency. What is very wrong with this suggestion is the price of 30\$ to 50\$ that is quoted for such a piece of equipment. One of the fundamentals to consider when you decide what equipment you will use, is that it must be possible for you to recondition at least 8 to 10 batteries at a time. It's a question of profitability. One battery at a time will get you nowhere and even 4, 5 or 6 batteries at a time is insufficient to make real profit. Now, just try to find and purchase a series battery charger for 30\$ to 50\$. Such chargers for 10 batteries sell for around 2000\$.

- 3- The third example that I want to give you has to do with the scope of the investment that is required by some promoters. In some cases, the initial investment required runs from 10,000\$ to 20,000. That is a lot of money! Is it really necessary? Well, compare our offer with this. We take great care not to expose our customers to high levels of expenses before they really know what this business is all about. This is a safe way to go and it is exactly what we recommend.

I have given you the three examples above, just to make the point that whatever road you decide to take, the first thing you need to do is to make very sure that you get your information from someone who has operated a real battery reconditioning business. This is really the only way that you can be sure to get complete and adequate information. Even a competent technician would find it difficult to show you the practical side of battery reconditioning, if he has not operated such a business himself.

Even though I have plenty of sympathy and respect for someone who has worked on his own car battery and successfully reconditioned it, I doubt that this level of expertise could be of use to the future operator of a battery reconditioning business.

Now let's be clear on a few very important points:

- 1- Yes, battery reconditioning can be a very profitable business. I have operated such a business and I can assure you that it is possible to make over 100,000\$ a year in this business;
- 2- As long as you are willing to develop your business gradually, you could very well get started with about 1000\$;
- 3- There are hundreds of thousands of batteries that become available every day all over the world. There is no shortage of raw material.

If you are serious about launching a battery reconditioning business, there are different ways that you can start. What we suggest is the safest way. First off, make sure you get proper documentation to understand what battery reconditioning is all about.

We have written and publish, in the form of an ebook, a complete Information Manual, written by someone who has launched and operated for years, a battery reconditioning business. This manual contains over 90 pages. It covers such things as:

- where to buy batteries to recondition
- How much to pay for those batteries
- What system you should use
- What other systems are available on the market
- The pros and cons of different systems
- Where to sell your reconditioned batteries
- Where and how to look for customers
- How to select the batteries to recondition
- How you can proceed to build your own reconditioner for less than 500\$
- Details on the **BATTERIES TECH 2000** reconditioner that you can buy for 1895\$

And a whole lot more information that you really need to know before you get involved in the purchase of equipment.

Our Information Manual is so complete that many of our customers have used it as a business development plan. As a matter of fact, at least one of our customers simply added financial

projections and submitted the document to his bank manager to secure financing for his project.

You can download this manual right now at the following address:

<http://www.clubclub.com/english/secure/infoman.html>

You will also get all the information you need on the reconditioner that we offer for sale in our Information manual. This reconditioner has been used to recondition tens of thousands of batteries and it probably still represents the very best machine available anywhere for this kind of operations.

In addition, for those who are starting with a small budget, we offer plans and all details to build their own reconditioner, for a cost of less than 500\$. It is a fact that you can start your business with 1000\$. Test it and see for yourself.

In order to avoid the costly mistakes of buying useless documentation and equipment that you may never use, make sure you get your hands on documentation prepared by someone who has operated a battery reconditioning business. This is the case with the documentation that we offer. Get it at the following address:

<http://www.clubclub.com/english/secure/infoman.html>

[If you want more information, go to: http://www.clubclub.com/english/batteries/batteries.html](http://www.clubclub.com/english/batteries/batteries.html)