

ZARGES PARTNERS NEWSLETTER

FEBRUARY 2020

Upcoming Tradeshow Events:

International Battery Seminar & Exhibit Orlando, March 31 - April 2

NAB Show 2020 Las Vegas, April 18 - 22

AUVSI XPONENTIAL 2020 Boston, May 5 - 7

Advanced Automotive Battery Conference SF, June 8 - 11

Semicon West 2020 San Francisco, July 21 - 23

NGAUS 2020 Boston, August 28 - 31

AUSA 2020 Washington DC, October 11 - 13

AOC International Symposium Washington DC, December 8 - 10

Rackmount Electronics - Some like it hot, some like it cold

ZARGES heat exchanger lid

- » The ZARGES heat exchanger lid ensures protection class IP 65 by means of two separate air circuits
- » Robust fans ensure that the air is constantly circulated. The heat transfer between the two circuits takes place in a specially designed heat exchanger in the interior of the lid.
- » Heat dissipation depends on temperature conditions and on location and position of the housing.



ZARGES thermoelectric air conditioning units

- » These air conditioning units work on a thermoelectric basis with so-called Peltier elements.
- » If necessary, the heat dissipation output can be boosted by means of an active cooling unit.
- » Depending on requirements, these units can also be used to heat the housing

Advantages over compressor cooling units:

- » Compact design
- » Low weight
- » Can be mounted in any position
- » Units work without coolant



Details

- » The heating/cooling unit can be accommodated in the lid, in the anti-vibration frame, on the housing, as required
- » Possible cooling capacity, depending on requirements, up to 2500 BTU (730W).
- » Max. ambient temperature range from -22°F to +140°F (-30°C to +60°C).
- » Other versions by request



Beyond the e-bike for leisure activities and a lithium ion sale!

<https://liftfoils.com/> has purchased 200 cases with custom FRAS foam in less than a year's time to hold the lithium ion batteries.



<https://manta5.com/> is a new prospect that reached out to ZARGES because they heard about us through word of mouth. (A bicycle on top of the water, check out the video)

Introducing GovSpend

A collection of bids and purchase orders from state and federal agencies. We can tell who is buying cases from our competitors and identify buying trends.

GovSpend has data from local, state, and federal agencies.

395M Purchase Orders	858M Line Items	23.7K Total Agencies	446K Key Contacts
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Purchase Orders (POs) include all of the relevant details of a purchase: product descriptions, quantities, pricing, vendor profiles, agency information and much more. GovSpend makes all of those details easily searchable.

Most of you have already received a list of agency contacts for your geographical areas. The criteria:

- Purchase of cases was made within the last three years
- Unit price was a minimum of \$200
- Total purchase order value was at least \$5,000

We have put an Introduction template in the MR Resource file, located at <https://zargesusa.com/mr.zip> with password *Weilheim470+*

Marine suppliers and luxury yachts too numerous to mention have always used ZARGES cases, but we now see them ordering for lithium ion.



“Everything you've ever wanted is on the other side of fear” — *George Addair*



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