



Application Report Customer Profile

Marshall Of Cambridge



Customer: Marshall of Cambridge, Land Rover
Product: GR-1 Battery Charger Console
Sector: Automotive
Contact: Dominic Harness

The modern Land Rover, as with many high quality vehicles, has a wide range of onboard equipment that requires a large battery to ensure it runs at peak performance continuously. Marshalls of Cambridge were finding increasing numbers of customers coming for a service experiencing a drop of voltage in their vehicle battery. This effectively means that the voltage had dropped below the level required to maintain the computer run onboard systems.

Marshall of Cambridge found a solution in the Midtronics GR-1 Charger from Rozone, who are the UK's leading distributor of Midtronics Battery Testing and Charging systems. The Midtronics GR-1 will charge even the flattest of serviceable batteries in under 1 hour in a controlled way. Prior to purchase a full demonstration was given to Marshall of Cambridge and the Midtronics unit did exactly what it said it would and charged a discharged battery to peak performance in under 1 hour.

Before commencing the test the GR-1 performed a complete check of the battery and gave a report of its condition and suitability to take the charge. During charging the GR-1 continuously checks the batteries state and alters the charge rate to suit.

A high speed infra red printer linked to the console then produces an end report to show the customer why costs had been incurred – and more importantly evidence that they now had the quality of battery required for the vehicle.

Commenting on the demonstration Marshall of Cambridge said; "The unit sells itself. Tried on a completely flat battery which had a dead cell in jumpstart mode – it worked brilliantly."

The Marshall of Cambridge Group of Companies is one of Great Britain's largest privately owned and privately funded companies, with an annual turnover in excess of £600m per annum and some 4,000 employees. Headquartered in Cambridge, the Marshall Group has interests in the retail motor industry, transport refrigeration, aviation and specialist vehicle engineering.

Conductance and Intelligence Testing

Conductance is the measurement of a battery's ability to produce current using the power of the battery. To measure this, our testers create a small signal that is sent through the battery and then measures a response - conductance measures that plate surface available in a battery, which determines how much power it can supply. It can also be used to test for cell defects, shorts, and open circuits. Other test methods can only measure a battery with at least a 75% state of charge, and at room temperature - they also produce heat and sparks which can be dangerous around a previously charged battery (explosion risk). Our Intelligent Chargers use a high frequency technology in combination with a 'Smart' charge curve to make charging safe, fast and simple, and they can also detect whether a battery is accepting a charge. With over 150 patents issued worldwide, it's no wonder that Midtronics is the preferred choice of Vehicle Manufacturers and other OEMs across the world.

For more information or to arrange a demonstration contact

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