



## **SALES NEWSLETTER**

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Lester Electrical would like to welcome you to the first issue of our newsletter dedicated to Specials and Overstocks. This newsletter is intended to keep you up to date on some of the latest products Lester Electrical offers and inform you about current specials we are offering. It is being written by our Sales Department and will be emailed every other month, coinciding with the months in which we do not publish our Service Tips Newsletter. If you are not subscribed to the Service Tips newsletter, but would like to begin receiving it, click on the "Update your profile" link located at the bottom of this email.

If you would like to unsubscribe to this mailing list or update your profile, follow the instructions located at the bottom of this email. If you ever have questions on any of the products or information contained in this newsletter, feel free to contact the Sales Department at (402) 477-8988 or email us at [sales@lesterelectrical.com](mailto:sales@lesterelectrical.com) and we will be happy to help you.

In this Issue:

**Lester Electrical Sales Department** - Meet the staff of Lester Electrical's Sales Department.

**End of an Era** - A member of Lester Electrical's Sales Department retires after 28 years.

**Rebuilt Receptacles & DC Cordset Kits** - Lester Electrical's Connector-Receptacle package is perfect for replacing worn or damaged connections.

**Rebuilt Timer Kits** - Release of new technology prompts new policy on rebuilt timer kits.

**Overstock Chargers** - A list of various battery chargers with reduced prices.

## **SALES DEPARTMENT**

The members of the Lester Electrical Sales Department are pleased to offer service from 7:30am to 4:30pm Central Time. They can handle all of your ordering needs, including individual service parts, battery chargers, and accessories. The sales department can be reached by phone at 402-477-8988 (ask for sales), by fax at 402-474-1769, or by email at [sales@lesterelectrical.com](mailto:sales@lesterelectrical.com).

**Ken Jeffcoat** has been the Director of Sales & Marketing at Lester Electrical since 2000, taking over for the retired Vaughn Border. Ken is responsible for managing all of the Sales & Marketing Department efforts. He has spent over 25 years in the battery and battery charger business and is the primary contact for new OEM applications and volume quotes.

### **Sales Coordinators**

**Judy Delisi** has worked for Lester Electrical since 1967 and has been in the Sales Department for the past 13 years. Her primary responsibility is to process purchase orders received by phone or fax. Judy can be reached at extension 137 or by email at [judyd@lesterelectrical.com](mailto:judyd@lesterelectrical.com).

**Lori Kohmetscher** has been with Lester Electrical for 17 years, and moved over to the Sales Department in January of this year. Prior to working in the Sales Department, she spent time in accounting, filing accounts receivable. Lori is at extension 136 if you call Lester Electrical, or she can be reached by email at [lorik@lesterelectrical.com](mailto:lorik@lesterelectrical.com).

**Tammy Kramer** has been in the Sales Department for 2 years, providing sales support to customers, handling international shipments, processing service repair orders and quotes, and assisting with service calls. If you would like to speak with Tammy, she can be reached at extension 112 or you can contact her through email at [tammyk@lesterelectrical.com](mailto:tammyk@lesterelectrical.com).

### **END OF AN ERA**

If you have ever called our Sales Department in the past, at one time or another you likely spoke with Judy Miller. After spending 28 years of service at Lester Electrical, Judy retired on March 5<sup>th</sup>.

Judy joined the company in 1976, when there were only 60 employees. She worked as an assembler for a month before she moved into the office to file accounts receivable. After a period of time, she switched to the sales department where she served as a sales coordinator, processing orders by phone, fax, and email. Her plans for retirement include taking it easy and traveling with her husband.

### **REBUILT RECEPTACLES & DC CORDSET KITS**

Lester Electrical has created new DC Cordset-Receptacle service part kits. These kits include a new DC Cordset with a Lester plug (commonly referred to as a "crow-foot" plug) and a remanufactured receptacle to mate with the Lester plug. The receptacles have been fully remanufactured with 100% all new electrical components and tested to new product specifications. These kits not only offer value but also provide "peace of mind" that a potentially dangerous condition has been fully corrected.

It is not uncommon to see chargers returned a second time for service with a plug that had been previously replaced showing signs of heat damage. This condition is the result of a poor connection between the plug and its mating receptacle. Replacing only one-half of a poor electrical connection will seldom correct this potentially dangerous condition. A plug with signs of heat buildup is a warning sign there is a potential for catastrophic failure of the connection, which may result in extensive equipment damage or fire. Our new DC Cordset-Receptacle service part kits ensure all parts are available to address this situation. **It is always good practice to replace the mating receptacle whenever the DC cordset is replaced.**

If this condition is found on the AC cord of the charger, be sure to have a qualified electrician service the AC receptacle the charger had been connected to.

To order your DC Cordset-Receptacle service part kit, or to find out more information, contact Lester Electrical's Sales Department at 402-477-8988.

## **REBUILT TIMER KITS**

As many of you are already aware, Lester Electrical has been offering rebuilt timer kits, when available, to replace timers returned for service that are beyond repair. Lester Electrical is currently in the process of converting our electronic printed circuit boards from components utilizing leads to Surface Mount Technology (SMT). The two designs are completely interchangeable. This change to SMT has prompted us to allow you to order rebuilt timer kits without the return of a timer that cannot be repaired, pending availability. The following rebuilt timers are now available for direct sale, while supplies last:

06357R, 06552R, 07810R, 09660R, 09661R, 09662RB, 09664R, 09665R, 09764R, 09765R, 09768R, 09769R, 11820R, 11830R, 11995R, 12296R, 12420R, 12685R, 12955R, 12975R, 13235R, 13670R, 13730R, 13970R, 14255R, 14345R, 14385R, 14580R, 14930R, 15210R, 16385R, 18320R, 18665R, 19435R, 20585R

## **OVERSTOCK CHARGERS**

To view pictures of any of the following chargers, simply click on the part number to open a new window in your Internet browser. This will take you to the Lester Electrical Specials website, where you can navigate through all of the listed products. To place an order or receive additional information on any of these chargers, call Lester Electrical at (402) 477-8988 and ask for Sales. One of our sales coordinators will be happy to assist you.

### **Aerial Work Platform (AWP) & Other Equipment**

#### **15150-08-RB 24LC25-8ET 100-125/200-230 50HZ**

Designed for built-in applications in Upright AWP's, this 24V, 25A model is designed to operate on 100-125 or 200-230 volts at 50 Hz. This unit will not perform at 60hz. It is very suitable for Asia and Europe, especially in the UK. Wet batteries only. These are rebuilt chargers with a 1-year warranty. \$99.00 net each, while supply lasts.

#### **09816-90 12LC20-3T16, 115/50**

Initially designed for Genie AWP's, this built-in 12V 20A charger has a 16-hour manual timer and operates on 120V 50Hz. This unit will not perform at 60 Hz. Suitable for areas in South America, UK construction sites, parts of Japan, and other areas of the world that have 120V 50Hz power. Wet batteries only. These are unused chargers with a 2-year warranty. \$78.00 net each, while supply lasts.

#### **16510-70 48EL20-8ET, 100-125/200-250, 50/60Hz, BI, Dual Mode**

This is a true "world" charger. Operating on 100 through 250 VAC (switch selectable) and on 50/60 hz, this charger will work as a portable or built-in unit. In addition, it can be set to charge wet OR sealed batteries truly making this a versatile model. Comes with an 8 ft AC and an 8 ft DC cord. Unused, with 2-year warranty. \$240 net each, while supply lasts.

### **Motive Power & Material Handling**

#### **10560-04-USE 24EL40-16ET, 120/60 126"DC, SB175 GRY PL, 9'AC,UL**

These 24V, 40A "Single-Shift" chargers offer automatic charging with a charge interrupt and resume switch, along with a low voltage start switch for charging deeply discharged batteries. It is a great charger for pallet jacks and other 24V applications where higher capacity batteries are used. May be private branded. Wet batteries only, with 16A finish rate. UL listed. Used, tested, with 1-year warranty. \$250.00 net each, while supply lasts.

#### **10570-05-USE 36EL30-16ET, 120/60 126"DC, SB350 GRY PL, 9'AC,UL**

This 36V, 30A/40A "Single-Shift" charger offers automatic charging with a charge interrupt and resume switch, along with a low voltage start switch for charging deeply

discharged batteries. Ideal charger for pallet jacks and other 36V applications where higher capacity batteries are used. May be private branded. Wet batteries only, with 16A finish rate. UL listed. Used, tested, with 1-year warranty. \$255.00 net each, while supply lasts.

[11380-06-USE 48EL22-12ET, 120/60 126" DC, SB350 BLU, 9'AC](#)

This 48V, 22A automatic charger features a 12A finish rate, start/stop & low voltage start switches, and a charge complete LED. This "Single-Shift" charger is perfect for smaller 48V material handling applications. For wet batteries only. May be private branded. Used, tested, with 1-year warranty. \$260.00 net each, while supply lasts.

[11950-04-USE 24EL40-8.25ET, 120/60, 126"DC, SB175 GY PL, 9'AC](#)

This 24V, 40A charger is specifically designed for charging sealed batteries. Features include automatic start, manual start/stop switch, low voltage start switch, and a charge complete LED. May be private branded. Used, tested, with 1-year warranty. \$250.00 net each, while supply lasts.

[12635-04-USE 36EL30-7.5ET, 120/60 126" DC SB175 GRY PL, 9' AC](#)

Another great sealed battery charger set for 36V, 30A output. Features include automatic start, manual start/stop switch, low voltage start switch, and a charge complete LED. May be private branded. Used, tested, with 1-year warranty. \$255.00 net each, while supply lasts.

**DME/Wheelchair & Small Battery Chargers**

[18330-08-USE 24EL8-2ET, 120/60](#)

The 18330-08 is a great powered wheelchair battery charger for 24V applications. This 8-amp charger includes two LEDs for charge and fault status along with a switch for sealed or wet batteries. UL listed with a 3 pin DC plug for Sunrise/Quickie and Invacare powered chairs. Used, tested, with 1-year warranty. \$60.00 net each, while supply lasts.

[18350-08-USE 24EL8-2ET, 120/60](#)

This 24V, 8A charger is designed for powered wheelchair use but could be used in other similar applications with a new DC plug. This model has 2 LED charge status indicators along with a DC ammeter to show charge current. A switch sets the proper charge settings for either sealed or wet batteries. UL listed with 3 pin DC plug, suitable for Invacare or Sunrise/Quickie powered chairs. Used, tested with 1-year warranty. \$65.00 net each, while supply lasts.