



NORTH-WEST ENERGY STORAGE

Voice: 941-474-0110 Fax: 941-237-4890
2172 W Nine Mile Rd #374, Pensacola, FL 32534
www.hupsolarone.com e-mail: tommy@nwes.com
Hours: 9 am-5 pm M-F CT

In 1995, Northwest Energy Storage worked with General Battery, predecessor to EnerSys, on the development of a battery for RE. The result: **Solar-One® with HuP®. technology** . It is also called the “HuP Solar-One”, both are correct and the product is identical.

We wanted a battery that would give many more deep or shallow cycles than a conventional lead-acid battery. **We got it.** A guaranteed **2100 deep cycles to 80% DOD**. Another feature needed were cells that could be removed or replaced by the end-user. How did we do this? The slightly oversized tray allows for easy removal and installation of each cell. The heaviest **Solar-One** cell only weighs approximately 75 lbs more than a L16 battery and there are typically many less cells to handle. If however, you have means to lift the entire battery, handles are provided on the can. The cells are then interconnected with lead-coated copper buss bars.

The main feature we requested was a warranty that would let the customer know that many years down the road their investment was protected. We gave them the best warranty in the business, an unprecedented **10 years, with the first 7 years having free cell replacement and the next 3 years are prorated**. But we didn't stop there. We wanted RE users to be able to afford this high quality battery, but the cost of shipping caused us some concern. So, we included the cost of shipping in the price of the battery and now anyone in the lower 48 states can have the battery shipped directly from the manufacturer at no extra cost. This feature is also a great benefit to you since you can sell the **Solar-One** without having to stock the battery and be assured your customers are getting a brand new factory fresh battery.

In an effort to reduce lead times, we will try to keep the most popular models in stock or in a pre-order status. No additional shipping charges will be incurred for stocked batteries.

Terms: Pre-pay for models in stock and 50% down at time of order for non stocked batteries. Balance due 1 week before shipping date.

Lead Time: Approximately 7 days for stocked batteries and 3-8 weeks for non stocked batteries.

Export Packing: Add 5% of list price to your cost.

Shipping address: All orders must have a shipping address at the time of order.

Ordering: We will accept phone orders followed up by a faxed P/O or E-mail P/O

Shipping Dimensions: All pallets are approximately 40" wide X 48" long. No more than two 12 volt batteries will be shipped per pallet. The overall height when on a pallet is approximately 32.75" for the 1990 A/H battery and 37.75" for the 2490 A/H battery . All others are 29.75".

Shipping Weight: Add approximately 50 lbs for 12 and 24 volt orders and 100 lbs for 48 volt orders.

Key Sales Points of the Solar-One Battery

- Free shipping to a commercial site that has a forklift for unloading or freight terminal for dock pickup. Residential delivery is not available.
- The Solar-One Slick is designed for your benefit and has no references to Northwest Energy Storage or the Manufacturer except for the fine print at the bottom of the first page. Please print from the web site.
- You have priority over retail sales; we always try to ascertain whether the customer is working with a dealer.
- Review a copy of the warranty.
- A users manual and cell lifting strap comes with every Solar-One battery and will be sent to the address you request when an order is placed.
- The Solar-One Positive Plate is .031" thick. As far as we know, it is the thickest in the industry. If you know of a thicker plate please let us know.



Solar-One MAINTENANCE

Bi-Weekly

1. Record hydrometer reading of pilot cell (the cell with the lowest specific gravity when first installed.) Rotate Pilot cell annually.
2. Check the electrolyte level (add distilled water as needed.)
3. Record Amp/Hrs consumed.
4. Inspect for loose and/or corroded connections (clean and tighten as needed.)

Bi-Monthly

1. Record hydrometer readings of all cells (after the battery is fully charged.)
 - A. If the average readings are less than 1.275 - 1.285 check all charging sources and adjust as needed.
 - B. If one or two cells read 20 points more or less than the average, circle those readings and check for improvement At next monthly reading. If the low cells do not improve, the cells are in need of an equalize charge, specific gravity adjustment or internal inspection.
2. Check electrolyte level (add distilled water as needed.)
3. Record Amp/hrs consumed.
4. Record battery temperature.
5. Clean battery with a damp cloth. (If battery tops are wet with acid use neutralizing agent with a clean paint brush, dry thoroughly.)
6. Equalize the battery (see page 9 of the users manual)
7. Inspect for loose and/or corroded connections (clean and tighten as needed)

Yearly

1. Torque all terminal bolts.



Solar-One Operating Tips

A BATTERY IS FULLY CHARGED WHEN:

- A. The on charge voltage has stabilized.
- B. The battery is gassing freely.
- C. The specific gravity of the electrolyte stops rising and is 1.275 - 1.285.
- D. Charger current readings level off to 2%-5% of the battery's capacity.

A BATTERY IS FULLY DISCHARGED WHEN:

- A. The specific gravity is 1.160 - 1.180
- B. The cell voltages are 1.75 -1.83 vpc

ROUTINE MAINTENANCE

- A. Maintain proper electrolyte level.
- B. Charge properly.
- C. Repair immediately when necessary.
- D. Do not over charge.
- E. Do not over discharge.
- F. Keep accurate battery records.
- G. Keep battery clean and dry.
- H. Keep idle batteries charged.
- I. Equalize at least once a month.

For a more detailed description on the operation of the HUP SOLAR-ONE see the operators manual.



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DEALER'S APPLICATION AND AGREEMENT (not valid until completed and returned to the address or fax # above) *If you have any questions please contact: Jean Shappell @ 941-474-0110 or jean@nwes.com

Company Name _____ Contact _____

Phone _____ Fax _____

E-Mail _____ Web Site _____

Mailing Address _____

City _____ State _____ Zip Code _____ - _____

Street Address _____

City _____ State _____ Zip Code _____ - _____

Business License # _____ Tax Resale # _____

Issuing State _____

Contractors License # _____ Type of Business _____

Any currently licensed Electricians on staff? _____ In which state(s)? _____

Type of Business	Corporation	Partnership	Limited Partnership	Sole Proprietor	S Corp	LLC
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Years in Business _____ Number of Employees _____ Years at Present Location _____

Name of Parent Company (if applicable)

Address _____ Phone _____

TAX EXEMPTION (Florida dealers only)

IF YOU ARE PURCHASING FOR RESALE, AS SET FORTH IN THE ATTACHED RESALE CERTIFICATE, THEN IN ORDER TO BE EXEMPT FROM PAYING SALES TAX, YOU MUST COMPLETE, SIGN, AND RETURN TO NWES THE ATTACHED RESALE CERTIFICATE. ONCE YOU HAVE GIVEN US A RESALE CERTIFICATE, EACH SUBSEQUENT ORDER CONSTITUTES YOUR REPRESENTATION THAT ALL STATEMENTS ON THE RESALE CERTIFICATE ARE STILL TRUE.

ORDERING: You can place an order by Phone, Voice: 941-474-0110 Fax: 941-237-4890 or email (tommy@nwes.com) Your order **must** be accompanied with a shipping address, we can not process your order without this address.

CANCELED ORDERS: A 5% penalty will be charged for all canceled orders.

CUSTOMER SUPPORT: The tech support number is on every page of the manual, but As RE professionals and dealers of the Solar-One® you are expected to educate and support your customers on the operation of the entire system. Northwest Energy Storage will support you and your customer to the fullest extent possible

NO COMPETE:

Northwest Energy Storage is working it's way out of the retail end of the RE industry and will make every effort to **not compete** with it's dealers. You can help in this area by letting us know who your perspective customers are. If we get contacted by these people we will answer any technical questions they have, but will refer them back to you for the sale.

REVOCATION OF DEALERSHIP:

Northwest Energy Storage reserves the right to revoke any Solar-One dealership for any reason it sees fit. If your dealership is revoked you shall cease and desists from all advertising, and use of all sales material or data (digital or print) pertaining to Solar-One batteries.

DEALER PRICING:

All prices are subject to change without notice. We recommend that all dealers request a price quote from Northwest Energy Storage prior to submitting a price quote to the end user.

END USER PRICING POLICY:

NWES strongly recommends that all dealers price Solar-One batteries as close to, or higher than, the current published "suggested retail price" as set by Northwest Energy Storage.

PERSONAL GUARANTEE:

I have a financial interest in the company named above. I personally guarantee payment in full of the company account for each order placed. To terminate my guarantee, I must provide written notice of termination to Northwest Energy Storage, Inc. by registered or certified mail. My notice of termination must be signed by me. Termination will not release me of liability of obligation arising before the termination notice is received by Northwest Energy Storage, Inc.

PAYMENT AGREEMENT:

I (We) promise and agree to pay all invoices in full when battery is purchased from stock or 50% down at time of ordering a non stocked battery and the remainder one week prior to shipment. Payment can be made by business check, cashiers check, money order or wire transfer. Mail payment to: Northwest Energy Storage 2172 W Nine Mile Rd #374, Pensacola, FL 32534

No credit cards will be accepted at dealer's pricing. *This restriction may be waived under special circumstances and at the discretion of Northwest Energy Storage.*

Signed _____

(Please print name) _____

Date: _____

Date: _____

Tommy Penson
Sales Manager/Customer Service
Northwest Energy Storage Inc.
Voice 941-474-0110
Fax 941-237-4890
e-mail tommy@nwes.com

RESALE CERTIFICATE (Florida dealers only)

The undersigned buyer hereby certifies that the tangible personal property or services specified below will be purchased (a.) for resale in the regular course of business without intervening use by the buyer, or (b.) for use as an ingredient or component part of a new article of tangible personal property to be produced for sale. This certificate shall be considered a part of each order which I may hereafter give to you, unless otherwise specified, and shall be valid until revoked by me in writing. This certificate is given with full knowledge that the buyer is solely responsible for purchasing within the categories specified on the certificate, and that misuse of the resale privilege claimed on the certificate is subject to the legally prescribed penalty of fifty per cent of the tax due, in addition to the tax, interest and any other penalties imposed by law.

Name of Seller: Northwest Energy Storage, Inc.

Effective Date: _____

Name of Buyer (company) _____

Address _____

UBI/Revenue Registration # _____

Type of Business _____

Items or item categories to be purchased at wholesale _____

Authorized agent for buyer (Please print) _____

Authorized Signature _____

Title _____