

The PULSAR w/ Electronic Fuse Saver

NOTE TO SALES:

The Pulsar has received outstanding reviews from technicians, technical colleges and general automotive mechanics across the country. Below you will find a general summary of the tool, specific questions, and some key selling points. I invite you to take a few minutes to call me directly to go over any questions, or to share any success stories of your own.

The PULSAR explained in one sentence (SIMPLIFIED)

The PULSAR acts as an AUTOMATIC CIRCUIT BREAKER, ADJUSTABLE FUSE, VOLTAGE PROBE, FUSE SAVER and AMP READER, (with a range of 100mA – 50 amp) **all rolled up into one tool!** (No more blown DVM or car fuses!)

The PULSAR explained in 100 words (SUMMERIZED)

The Pulsar is the first tool of its kind for troubleshooting 12 volt electrical systems. The adjustable fuse limit setting (1-50 amps) allows the Pulsar to bypass any fuse or relay and help the technician find short circuits and parasitic draw without damaging the circuit, or their testing equipment. The Pulsar digital screen displays up to 50 amps real time, and will alert the technician when the circuit has a problem, such as a short. Once a short circuit is found, the Pulsar acts as an automatic circuit breaker and begins to pulse power until the short circuit is fixed. The Pulsar is also used as a power control device for operating fan motors and other electrical equipment.

FREQUENTLY ASKED QUESTIONS

WHAT IS THE PULSAR USED FOR?

*Finding short circuits * Reading amperage * Parasitic Draw testing * Bench Testing Electrical Equipment

Competition?

The PULSAR is a brand new product and totally innovative to the Automotive Aftermarket. What does this mean? No other product can do what the Pulsar does, therefore there is no competition.

Distributor's Question #1: How does the Pulsar help find short circuits?

Answer #1: The first symptom of a short circuit or overload is a blown fuse. Most short circuits are intermittent and caused by an exposed positive wire touching ground. The Pulsar acts as an automatic circuit breaker and keeps the circuit powered up long enough for the tech to find the short, without blowing any fuses in the process. The Pulsar also helps the tech find the short by displaying high amperage levels, which help point towards the problem.

Distributor's Question #2: Why is it so important to keep the circuit powered up?

Answer #2: The technician usually cannot see the part of the wire where the short is located or the exact cause of the short and the only way to find a short, is to shake wires and wiggle connectors while powered up until the recreate the condition that caused the short. By essentially cause the short over and over again, the tech can get closer and closer to finding the problem, until he pin points it's exact location.

Distributor's Question #3: Why wouldn't they just use the short circuit tracer that uses a remote to find the location of the short?

Answer #3: Short circuit tracers are nothing more than an AM radio signal being sent into a wire, and listening for noise at the spot of the short. These will only work if there is a dead short and the short is easily accessible—both scenarios are rare. As explained above, most short circuits are intermittent and that type of tracer will not be of any use. Most often, testing real time by stressing a break is the only way to find a short. Also By

keeping the circuit powered up a Technician can discern between a short circuit and a motor that is drawing excessive inrush current. In fact rarely is there a broken wire. Most of the time, the culprit is a bad electric motor which **cannot** be identified by a circuit tracer. The PULSAR will guide you to a bad electrical component or allow for the testing of excessive inrush current, by keeping the circuit powered up without damaging anything.

Distributor's Question #4: This kind of sounds like the Power Probe. I sell a TON of those. What's the difference?

Answer #4: In fact the Pulsar and power probe are two different tools and the PULSAR is designed for a wide range of diagnostic testing, rather than one specific function.. The power probe is used for applying voltage and ground up but only up to 8amps. If you hit a short or more than 8 amps is required, the power probe will not be very helpful. The Pulsar is a tool for applying voltage up to 50 amps and if a short is found, the PULSAR will not blow a fuse, but instead will begin to pulse power until the short is fixed. The Power Probe is not capable of reading Amperage, whereas the PULSAR reads up to 50 AMPS. The Pulsar will measure constant and peak/inrush currents. The Pulsar can be used in place of a relay to manually energize a circuit and also measure its amp draw. The Pulsar also has a 10 foot accessory probe which allows the technician to apply power and read amperage at the same time. Two functions that no other tool will do.

Distributor's Question #5: This seems like a complicated tool and most of my customers are not that advanced.

Answer#5: The Pulsar is in fact a very simple tool to use and is completely operated by a turn knob and push button. The tool does not require training or a deep understanding of electricity. The purpose of the Pulsar is to allow technicians to prevent damage while finding the most common sources of electrical problems. It makes a technicians' life easier by showing early signs of component failures and also limiting accidental damage to their customer's cars.

Distributor's Question #5: Why wouldn't they just use their Digital Meter to read amperage?

Answer #6: Digital volt meters (DVMs) will only read steady current up to 10 amps and in rush currents up to 20 for a few seconds. Every tech will tell you that they blow fuses in their DVM frequently, and eventually damage their tool by trying to use it reading excessive amperage. The Pulsar eliminates this problem by reading power up to 50 amps at a steady rate. The pulsar also allows them to apply and remove power with the push of a button, which cannot be done with a DVM or other tools.

Click on the link below for PULSAR Videos

[IPA Website with 4 videos showing Pulsar in use.](#)