



THE

POWERLINE

OFFICIAL NEWSLETTER OF MK BATTERY | SPRING 2007

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MK Battery is pleased to welcome Paul Leaming to our sales staff.

Free Battery

Learn how you might be able to get a FREE Battery from MK.

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MK Battery has a few tools.

NRRTS Encore Presentation

Get the details on this TeleSeminar.

See Us At
Medtrade

Booth 925
Las Vegas, NV

Dennis Sharpe Celebrates 20 Years With MK Battery.

MK Battery is proud to honor Dennis Sharpe, HME National Sales Manager, for 20 years of exceptional service to the company and to our industry.

According to Dennis, who joined MK Battery in the spring of 1987, "My 20 years at MK Battery have passed by far too quickly. The incredible people I've worked with at MK and the wonderful friends I've been privileged to meet in the HME business have made my career here a pleasure. The character and passion of people providing freedom and mobility in both good and challenging times have provided for an incredible journey. I am thankful to have the opportunity of continuing on this ride with all my good friends and business partners."



MK Battery
Powering Mobility. Powering Life.

"Understanding and Applying the New PMD Coverage Criteria"

An Encore Presentation April 18, 2007 5:00 - 6:30 PM EDT

Presented by NRRTS and NCART exclusively for NRRTS Registrants. Limited to the first 100 registrants (There is no charge to NRRTS registrants to participate, long distance telephone charges will apply).

Are you still confused by the new power wheelchair coverage criteria? Are the physicians and therapists that you work with having trouble with "The Algorithm" and documentation?

NRRTS and NCART are here to help.

The primary presenter for this exclusive 90-minute TeleSeminar will be Rita Hostak, President of NCART and Vice-President for Government Relations for Sunrise Medical. Rita is the #1 authority on everything having to do with coding and coverage criteria. Her information comes from the source - the PSC Medical Directors, the SADMERC Medical Director and senior CMS staff. She will share her knowledge and answer your questions.

Due to the overwhelming response to the March 21, 2007 TeleSeminar,

Rita Hostak has agreed to an encore presentation of the PMD TeleSeminar on April 18, 2007.

To assure a spot for this presentation, you must register by following this link:

<http://FreeOnlineSurveys.com/rendersurvey.asp?sid=21n8cvg5xd9yy22280881>, and completing and submitting the registration form.

If you have questions about the Teleseminar, please contact Simon Margolis at smargolis@nrrts.org or 763-559-8153.

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Booth 925
Las Vegas, NV

MK Battery is proud to be members of:

RE/HAB & A.T. COUNCIL OF AA HOMECARE | NRRTS | CAMPS | NEMED | RESNA | PAMS | MAMES | PAMES | WAMES

TECH TIP

The Challenge of Charging.

The most common causes of battery performance failure relate to the process of charging. Overcharging, undercharging, mismatching, charger failure, improper sizing, and misapplication all contribute to charger-related failures. With newer mobility devices that take smaller batteries and chargers, it is helpful to periodically review these common causes of battery failure.

In this issue, we will address the issues of Sulfation and Undercharging:

FREE Battery Offer.

Medical Device Replacement Batteries: Expanding our Product Line to Serve You Better.

MK Battery now offers a comprehensive line of Medical Device Replacement Batteries for clinical equipment (see back page). Our 48-page catalog, also available online at www.mkbattery.com, features batteries for approximately 4000 devices. In many cases, our prices can be up to 50% lower than the identical battery purchased from the device manufacturer. This line is constantly evolving as we continuously answer customer requests to produce batteries for additional

applications. If you have a piece of equipment that requires a battery that traditionally has only been available from the device manufacturer, and is not currently in our catalog, contact our Customer Service department at 1-800-372-9253 and arrange to send us your spent battery (or our route driver can pick it up). We will determine if we can supply it and, if so, present you with one free battery for your effort.



MK Battery

1645 South Sinclair Street • Anaheim, California 92806

Toll Free 800-372-9253 • Tel 714-937-1033

Fax 714-937-0818 • www.mkbattery.com

MK Appoints New East Region Sales Representative.

MK Battery is pleased to welcome Paul Leaming to our sales staff. Paul has been hired to accommodate our HME customers in the Northeast and Mid-Atlantic area as well as our customer base in Ohio. Mr. Leaming comes to us with a solid history of field sales and will be focused on servicing our current customers in the region in addition to developing new business for our company. Paul lives in Owings Mills, MD with his wife and two children and can be reached at pleaming@mkbattery.com or on his cell phone at 443-691-0767.



Accreditation.

**Are you ready for NCB
and provider standards?**

Get the MK Accreditation Kit.

MK Battery has a few tools that can help in your survey. Come by our booth and we will show you a sample of materials which address training, legal documentation and customer education. These materials may help in your accreditation and compliance process.

Sulfation.

A fully charged lead acid battery consists of lead dioxide on the positive plate, lead on the negative plate and diluted sulfuric acid. While the battery is discharging, sulfate from the electrolyte builds up on both the positive and negative plates as lead sulfate. Charging the battery will reverse this process and return the sulfate to the electrolyte.

Sulfation occurs when a battery is continually undercharged or is left in a discharged state for too long. The lead sulfate on the plates begin to crystallize and crust over. Once this occurs, the crystallized sulfate cannot reverse the process and return to the electrolyte. The capacity on that portion of the plate is then lost.

Undercharging.

Why does sulfation occur during charging? If the batteries are chronically undercharged, then lead sulfate is being left on the plates. Undercharging occurs when inadequate time is allowed to recharge the batteries, the charger output is too low for the batteries they are charging, or the batteries are so low at the start of charging that the recharge time is extended.

How do you diagnose batteries that have been undercharged? Similar voltages between batteries and weak performance are good indicators. A couple of discharge cycles can confirm this.

The solution? Work with the customer to assure they are charging long enough, use a higher output charger, and check for other potential power drains which may be inhibiting full charging such as bad connections and wires.



MK Battery: 1645 South Sinclair Street, Anaheim, CA 92806
 WWW.MKBATTERY.COM

Powering Mobility. Powering Life.

MK Battery is your source for a comprehensive line of Medical Device Replacement Batteries.

Call for your free catalog featuring replacement batteries available to the HME market. Extended cycle life and high capacity mobility batteries, available from 22 distribution centers, are MK's hallmark. Now, we are happy to expand our free local delivery and recycling services (where available) to become your total HME power solution for all clinical devices. Look to MK's comprehensive catalog of NiMH, NiCad, Lithium, Lead Acid, Alkaline, Carbon Zinc and Silver Oxide batteries for all your medical equipment power requirements.

- Batteries for HME devices including:
- Ventilators
 - Nebulizers
 - Pulse Oximeters
 - Suction equipment
 - Infusion Pumps
 - Patient / Apnea Monitors
 - Patient lifts, and much more



Medical Device Replacement Batteries For HME



Please call or visit us on the web for our full catalog.