Vehicle batteries wear out, just like any other replacement part in a car. But because weak batteries aren't noticeable like balding tires or squeaky brakes, they are usually replaced only after they fail — creating inconvenient and possibly dangerous experiences for owners.

Shops that include a full battery/electrical system analysis as part of every service add value to routine maintenance packages and enhance simple jobs like oil changes. Using patented conductance technology, Midtronics battery analyzers eliminate the guesswork in battery and electrical service and enable technicians to offer better service to their customers.

The Midtronics EXP Series Expandable Electrical Diagnostics and MDX Series Conductance Battery and Electrical System Analyzers set the standard for professional battery and electrical preventative maintenance. Features like easy-to-use controls, compact size, and optional integrated printers, make these products an ideal choice for any service shop looking to make preventative maintenance part of their value-added solutions.

Easy-to-use Midtronics products can test the entire battery and electrical system in minutes. Simply enter the battery rating, answer a few questions, and press enter. In seconds, the technician will know if the battery is good, needs charging, or should be replaced. In addition, remaining power is displayed in amps, so the technician can also see how "good" the battery is. The entire process is fast and easy, and provides a level of customer service that positively positions your shop as a first choice for future service and product purchases.

This quick system check helps identify batteries that are at or nearing replacement condition before problems occur, making battery replacement a proactive decision rather than an emergency purchase — potentially from another retailer. And, by testing every customer vehicle, technicians also gain the opportunity to inspect hoses, belts, and electrical system parts and wires.

Not only does the customer avoid preventable breakdowns, but the service shop can also improve replacement parts and service revenues.

The average life of a typical battery is approximately five years, but variables like climate, shorter drive cycles, traffic congestion, and increased electrical power demands of today's vehicles can all negatively impact battery life. It's estimated that nearly one in five cars on the road is operating with a battery that may soon fail. These factors make regular battery testing as vital to reducing no-start situations as changing the vehicle's oil.

**Advancing Battery Management**

The Midtronics tradition of industry-leading innovation continues, building on more than 25 years of experience in transportation battery management. What began with our original conductance technology has evolved into productivity-enhancing electrical diagnostic tools, diagnostic charging systems and information management. In the fast-growing hybrid and electric vehicle (EV) markets, Midtronics is leading the way by working closely with manufacturers to develop solutions that match the complexity of these new battery and electrical systems.

Our battery and electrical diagnostic and charging equipment is the most reliable and powerful in the industry, helping vehicle OEMs, dealers and aftermarket parts and service providers, we're always creating new ways to reduce costs, improve efficiency and provide better service.

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