

CAT Controller Courier # 07

April 2007

Start Up Your CAT Controller for the Season!

The summer season has arrived without warning this year and it is time to get our CAT Controllers up and functioning properly. Here is a few steps to getting your controllers started this season:

- **MOST IMPORTANTLY:** Balance your water before starting up your CAT Controller and record the readings.
- Make sure probes had been stored properly over the winter and they have been cleaned before installing them in line or into your flow cell.
- Make sure the controller's electrical female pigtails are attached properly to clean and operational chemical feed equipment.
- Power up the controller while doing a "Hard Reset" (With a CAT 2000 or CAT 2000 Plus) If you are using a CAT 4000 or CAT 5000 after the controller has power be sure to go into the configuration menu and request the controller to do a "Restore Factory Defaults".
- Calibrate the controller's pH to your test kit reading and program your ORP Setpoint according to the ORP reading you are receiving about 10 minutes after power has been on.

Set your programmable settings however you may please. CAT controllers would love to offer as much help as needed on your new start ups. To request more information on starting up your pools and spas for the season please contact us at 1-800-657-CATS! Request Initial Pump Room Inspection Sheet View Poolcomm Survey

The Benefits of Lease Financing

In everyday business company finances differ and can make going forward with new business difficult. With lease financing becoming more available and interest rates are lower than usual, lease financing your equipment can make gaining a profit quicker and less stressful. Here are just some of the benefits of lease financing:

- Helps you overcome the need to provide up front capital.
- Helps your clients overcome "Sticker Shock"
- Helps your ability to sell more products.
- Helps protect your margins.
- Helps you compete with lower pricing.
- Makes it easier to lease to your clients.

These are just some of the benefits of lease financing. The season is about to begin and the time to take on stock is now, for ALL equipment, not just controllers. Please contact CAT Controllers for more lease finance information and contacts. Request Lease Financing Information

Checking for Wireless Coverage

With the CAT 4000 and CAT 5000 wireless communicating controllers becoming more popular, we need to be sure to check for "Reflex" coverage before selling or ordering these units. CAT Controllers uses two existing two way messaging networks; Skytel and PageNet (US Mobility). The primary carrier we utilize is Skytel, here are some easy steps to checking for Skytel coverage:

1. Go to the www.skytel.com web page.
2. Put the arrow above "Product" on the home page.
3. On the drop down list click "Telemetry".
4. To the right of the next page under "More Info" click "Check Telemetry Coverage".
5. Enter in the exact address of the facility where you will be installing the controller.
6. Click "Locate"
7. When looking at the Map:
 - Yellow means you are in coverage.
 - Green and Gray means you do NOT have coverage.
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If you do not have coverage with Skytel please contact Troy McGinty to help you with other suggestions and possibly using our other wireless carriers. Please understand that just because you application is in a coverage area, that does not always mean that your particular application will be as simple as hanging the controller on the wall and activating it. Some applications will need remote antennas and some applications just may not be possible. Also remember that the CAT 5000 has Satellite communication capabilities and will work anywhere in the world. For more information on checking for coverage please contact Troy McGinty at CAT Controllers, Inc. Check Skytel Coverage NOW!

CAT UP SELL TIP

A lot of your existing customers currently have CAT 2000 controllers and may not currently have the capital to upgrade to a CAT 4000 or CAT 5000 at the current time. If this is the case you can still offer them some less expensive add ons. One of these up sells utilizes the CAT 2000 and CAT 2000 Plus's 12Volt DC located on the terminal strip at locations 1 and 2. You can use this 12 Volt DC to power on a small 12 Volt light that you can place either at the top of the pump room or at the front desk of the facility or even at the life guards chair. The light will illuminate when the controller goes into alarm. This can help the lifeguards and maintenance men/women to become more aware of what is going on in the pump room.

\$100 Competitive Rebate!

*Do you have ANY old pH and ORP automated chemical controllers laying around!
Return ANY automated pH and ORP chemical controller to CAT Controllers and
recieve:*

\$100.00 off of your next CAT purchase.

CAT Controllers, Inc
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