

Parallax Power Converters

Solid State Converters

- 7400** Designed to be used with a separate distribution panel. Offers all the benefits of a solid state converter and can be mounted in any position. Direct replacement for many OEM applications and is a direct cross over for many of our competitors models. Also is ideal for upgrading any 900 series converters or can be used in place of a 3200 series with the addition of a Fuse Block. Offered in a 30, 40 45 and 55 amp unit.
- 7300RU** Designed as a solid state upgrade for the 6300 series converter. Directly replaces any 6300 lower section. Comes complete with all components needed to convert your 6300 linear converter to a solid state converter. Offered is a 45 and 55 amp version.

Linear Converters

- 3200** Models offered include 20, 30 and 40 amp versions. Used heavily by the OEMs until ten to fifteen years ago. This Deck Mount Converter continues to sell well in the After market as there are over a million units in the field that require routine repair and replacement.
- 6300** Models offered include 25, 32 45 and 50 amp versions. This series became popular around 15 years ago. This unit combines the 3200 linear converter and the model 80 Distribution Center. This Panel Mount Converter offered the user easy access in a confined space. A strong choice for the OEM's over the last twenty years, consequently there are over one million units in service today.
- 6300R** This replacement section for the 6300 series comes complete and standard replacement time is approximately 30 minutes. This makes field replacement a snap. All models may be upgraded to a higher amperage unit merely by replacing with a higher amperage converter section. (as example: if I have a 6332 in my coach, I may increase the amount of power available by merely replacing my lower section with a 6345R)
- 6700** This series is predominantly used for smaller applications such as Tent Trailers and Truck Campers. The old series for this model was the 6400 and 6600. The 6700 is a Solid State version and has been discontinued until further notice.

Ferro-resonant Converters

- 900** This converter offers some of the advantages of the solid state converters but still have the drawback of being extremely heavy and produce a very loud audible hum. If your customer demands this, you have it to offer him. However, as a replacement - I would strongly urge conversion to the 7400.

Automatic Transfer Switches

- ATS** This 30 amp model mounts piggy-back to the 6300 and is offered as an option.
- ATS-30** This 30 amp model is designed as a stand alone. It may be added in line with any 30 amp shore power cord.

- ATS-50** This 50 amp model is designed as a stand alone and may be used with any 50 amp shore power cord.
- ATS-100** This 50 amp model is the same as the ATS-50, however the relay used is better quality, thereby reducing "chatter" experienced in low voltage situations.
- ATS-5070** This 50 amp model will soon be replacing both the ATS-50 and the ATS-100. It's advantages are, an enhanced terminal block and the ability to be wired so that it is compatible with Dual Voltage Generators.

Typical Questions

What is a "Linear Converter"?

The linear converter is a very basic bridge rectifier. While Parallax's Power Supply Division manufactures many sophisticated power supplies for a wide range of customers and uses, the RV OEM required very simple design at affordable prices. The linear style converter lends itself well to this application, efficient - low cost. However, the output of this style of converter typically is poorly regulated, operation produces a loud audible hum as well as interference with radio and TV.

What is a "Solid State Converter"?

Solid State Technology means simply that the conversion of AC power to DC power is accomplished using electronic components such as transistors instead of transformers. This "Solid State Technology" is not new, in fact it has been around for some time and is used in applications like computers and other electronic equipment where clean, clear DC Power is a must.

Why is Parallax just now using Technology that has been around for years?

Parallax has been using this Technology for many years and is considered the leader in many other fields with this Technology. However, Recreational Vehicles did not need the precision of the Technology and the OEM's were unwilling to spend more money for equipment that was unnecessary.

Why is it needed now?

The last ten years have seen the needs of RVs change. Just as we have seen the power requirements move from 30 amp service to 50 amp service, we have also seen an increase in the demand for sophisticated electronics on board. Not only are TV's, VCR's and computers becoming standard equipment on RV's today, other products are now using more sophisticated control circuits. As an example, Refrigerators and Furnaces now use electronic circuit boards to control the functions of these appliances. These circuit boards require very clean DC Power to operate properly. Problems in the field are beginning to surface as these boards are not compatible with the power sources used in the past. These interface problems are not the blame of the power sources or the boards, it is simply the problem of trying to use yesterday's power source with today's circuit boards.

How do I rectify my interface problems?

Many of the problems can be resolved by merely upgrading the technology of your power source.

Installed in 30 minutes with a total sale of \$ 305.00. Gross profit is \$ 135.00 for the 30 minutes work which equates to \$ 270.00 per 60 minute interval.

With a total market potential of 1,000,000 units @ \$ 300.00 each that figures to be a retail potential of \$225,000,000.00. If we only realized 10% of that potential - that would be a 22.5 million dollar market. Help show your dealers how to get their share.

Don't be misled by knock offs or other suppliers who think they are in the converter market. There are other legitimate suppliers of AC to DC conversion devices. However, there also are some who are new to this market and feel they can buy into the market by offering cheap imports. There are two main reasons for staying away from these companies;

1) Quality concerns - Parallax has invested many years in the development of RV specific converters. The RV Division of Parallax makes use of a pool of Electronic Engineers who specifically know power supplies. Parallax is internationally known for their power supply capabilities and have a tremendous talent to draw from.

2) Profitability - you have seen your commissions and margins erode every time this happens. Who benefits? Nobody but the importer! The Distributor loses because he now sells the same item for less money, the Dealer loses because he installs the product for less money, the consumer loses because he can't find the technical support he needs when he has a problem. How many vacations do you need to interrupt before a \$ 50.00 savings becomes unimportant. The industry loses as a whole because the unsatisfied consumer eventually decides the RV lifestyle is not for him.

What type of problems will the new Solid State Converters resolve?

Too numerous to list them all but here are a few key factors-

- No loud audible hummmmmmmmmmmmm

Since there is no power transformer, there is no loud hum. This is enough for some people to upgrade alone. Especially, if the converter is mounted beneath the bed.

- Weak charge on Batteries

The charger section of the linear converter is small, usually only 10% of the converter's total capacity is available for battery charging. Often this is not enough to properly charge the batteries to full capacity. The Solid State Converter offers the full capacity of the converter for Battery charging if required. This helps to maintain a better charge of the batteries.

- Boiling or overcharging Batteries

The converter is solid state and provides a very clean DC output, there is essentially no AC component riding on the DC output as is the case with Linear models. Therefore, there is a much tighter tolerance specification on the output of the converter. The result is very little, to no risk of boiling your Batteries.

- No need for Battery in line

Since the linear converter uses the Battery as a filter to help provide cleaner DC, you must have a battery in line at all times. The use of a Battery simulator could be used instead. This means a customer who lives in a park or campground and is always hooked to AC power, still must have a battery connected in line. Not true with the solid state converter. There is no need for additional filtering with these models. Consequently, if my batteries went bad and I did not require their use, I wouldn't need to replace them.

- Compatibility with circuit boards

The new solid state converters are fully compatible with the circuit boards used in the appliances on today's coaches. No more blown circuit boards.

- Radio or television interference

The new solid state converters are FCC class B tested. This means there is no RF interference with television sets, radios or fluorescent lights.

What is the potential market on Solid State upgrades?

There are at least 1,000,000 recreational vehicles on the road who currently have the Parallax model 6300 installed. These converters may be working properly, however the customer could be experiencing some of the performance problems outlined above. They are ideal targets for upgrading their power source with the 7345RU or the 7355RU.

The dealer has a great incentive for doing this. Profit!! You are able to show your dealer how to generate over \$ 270.00 per hour for his service shop. Here's how it works!

- 1) Identify potential retail customer.**
- 2) The retail sale on the hardware is \$ 270.00 which equates to about \$ 100.00 profit for the dealer.**
- 3) A 30 minute installation with a shop rate of \$ 70.00 per hour would equate to \$ 35.00**