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**Martin Human** – CEO / CTO (original engineer)  
cell: 905-3996087 office: 905-3372095  
email: [martinhuman@tecmate.com](mailto:martinhuman@tecmate.com)

**Shirley Noel** – Operations & General Manager (TMNA)  
office: 905-3372095 / 1-844-3372095  
email: [shirleynoel@tecmate.com](mailto:shirleynoel@tecmate.com)

**Mikey Taylor** – Sales & marketing, after sales service  
cell: 334-3328075  
email: [mikeytaylor@tecmate.com](mailto:mikeytaylor@tecmate.com)

**Kevin Perera** – After Sales service & Sales  
office: 905-3372095 / 1-844-3372095  
email: [kevinperera@tecmate.com](mailto:kevinperera@tecmate.com)

# tecMATE



Manufacturing products for Honda Europe since 1988, then started up

**W**  
**h**  
**o**  
**IS**

**TMBE** (Belgium) 1994

**TMSA** (South Africa) 1996

**TMNA** (North America) 2004

**TMJP** (Japan) 2021



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**TM → LeMans**

**1994 - European motorcycle expo (Intermot)**

**1995 - Delivered first OptiMate chargers**

**2015 – Exclusive powersport after-market distributor in USA**



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**OPTIMATE / Drag Specialties products**

## **3-Year product replacement warranty**

- > from date of purchase (*receipt / electronic*)
- > from manufacturing date + 6 months
  - > *MMYY code printed on product*  
*Ex. Nov 2022 would be 1122*



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**OPTIMATE / Drag Specialties products**

## **3-Year product replacement warranty**

- > from date of purchase (*receipt / electronic*)
- > from manufacturing date + 6 months (up to 12)
  - > *MMYY code printed on product*

***Replace or repair -***

## **Product is shipped at our cost**

- > **Replace** : ship new one OUT if unrepairable  
(D.O.B. / manufacturing error / liquid ingress if rated weatherproof)
- > **Repair** : Ship IN for inspection to determine fault,  
OUT after repair of old or ship new one

# tecMATE

**S** *Sell*

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**e**

TM → LeMans → DLR → User

# tecMATE

S  
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*Sell*

TM → LeMans → DLR → User

*Service*

TM

```
graph LR; TM1[TM] --> LeMans[LeMans]; LeMans --> DLR[DLR]; DLR --> User[User]; User --> TM2[TM]; DLR --> TM2;
```

# tecMATE

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*Sell*

TM → LeMans → DLR → User

*Service*

TM

Call : by phone during office hours  
Web : after hours (we'll be in contact)



# tecMATE

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*Sell*

TM → LeMans → DLR → User

*After sales*

Rep

TM

**Call** : by phone during office hours

**Web** : after hours (we'll be in contact)



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## Service

What we need from the product owner / Dealer

### Proof of purchase & understanding

- > receipt, printed or electronic
- > explanation so that we fully understand the issue
  - > short video (if possible)
  - > write / call to explain & discuss



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## Service

What we need from the product owner / Dealer

### Proof of purchase & understanding

- > receipt, printed or electronic (proof at Le Mans)
- > explanation so that we fully understand the issue
  - > short video (if possible)
  - > written / call to explain & discuss



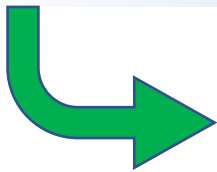
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## Service

What we need from the product owner / Dealer

### Proof of purchase & understanding

- > receipt, printed or electronic
- > explanation so that we fully understand the issue
  - > short video
  - > written / call to explain & discuss



### Action

- > assist, repair or replace

# tecMATE

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*Sell*

TM → LeMans → DLR → MSRP

## MSRP

Protected – 100% MAP

- > dealer profits
- > Le Mans profits
- > TecMate profits



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<i>Brand</i>	<b>Plug-in / ≤ 1A</b>	<b>Saver / 1 – 2A</b>	<b>Power 4 – 5A</b>
<i>Drag S</i>	49.95 Dlr 32.47 17.48 35%	74.95 48.75 26.20 35%	95.95 62.37 33.58 35%

# tecMATE

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*Sell*

Comp → Dist → DLR → MSRP?

~~MSRP~~

~~Protected~~ – *sell at market price*

> dealer ~~profits~~ sells



> Distributor profits less



> Competitor still profits



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<i>Brand</i>	<b>Plug-in / ≤ 1A</b>	<b>Saver / 1 – 2A</b>	<b>Power 4 – 5A</b>
<i>Drag S</i>	49.95 Dlr 32.47 17.48 35%	74.95 48.75 26.20 35%	95.95 62.37 33.58 35%
<i>Brand 'B'</i>	<del>46.95</del> 35.95 5.43 Dlr 30.52 15.1%	<del>69.99</del> 59.95 14.46 45.49 24.1%	<del>79.95</del> 69.95 17.98 51.97 25.7%
<i>Brand 'H'</i>	<del>54.07</del> 46.95 11.81 Dlr 35.14 25.2%		113.61 96.95 23.10 Dlr 73.85 23.8%
<i>Brand 'N'</i>	<del>39.95</del> 29.95 3.98 Dlr 25.97 13.3%	<del>64.95</del> 49.95 7.73 42.22 15.5%	<del>89.95</del> 69.95 11.48 58.47 16.4%





**'ALL YOU NEED'**  
**CHARGER PACK 2022**  
**Nov 3rd - Nov 30th, 2022**

Buy the FOUR battery chargers below and receive 15% discount.

**MAINTAINER - automatically adapts & maintains any motorcycle battery 24-7.**

**Optimate 1 (DUO)** DRAG Specialties **12V/12.8V 0.6A MSRP: US\$49.95**

**#3807-0544**



Charge and maintain all flooded and sealed lead-acid (Pb) & Lithium (LFP) batteries.

**No brainer operation!** Battery chemistry automatically detected, no need to select, just connect.

Charges a flat battery from as low as 4 Volts.

**Style:** Desktop charger with 6ft power cord & 6ft charge cord, and keyhole wall-mount slots.

**MAINTAINER - automatically adapts & maintains any motorcycle battery 24-7.**

**Optimate 1 (DUO)** DRAG Specialties **12V/12.8V 0.6A MSRP: US\$49.95**

**#3807-0431**



Charge and maintain all flooded and sealed lead-acid (Pb) & Lithium (LFP) batteries.

**No brainer operation!** Battery chemistry automatically detected, no need to select, just connect.

Charges from as low as 4 Volts.

**Style:** Wall plug-in charger with 12ft charge cord.

**BATTERY SAVER - Saves a 'deadflat' lead-acid battery other chargers can't.**

**Optimate 3** DRAG Specialties **12V 0.8A MSRP: US\$74.95**

**#3807-0254**



Save, charge, test & maintain a flooded or sealed lead-acid (Pb) battery.

**Desulfates and recovers 'dead' Pb batteries** with 2 adaptable save modes - 'off vehicle' power desulfation AND 'on vehicle' pulsing recovery.

Charges from as low as 2 Volts.

**No brainer operation!** - connect and forget!

**Style:** Sealed desktop charger with 6ft power cord & 6ft charge cord, wall mounts.

**POWER CHARGER - Gets you riding quickly OR maintains the battery 24-7.**

**Optimate 5** DRAG Specialties **12V 4.0A MSRP: US\$95.95**

**#3807-0467**



Charge, test & maintain a flooded or sealed lead-acid (Pb) battery.

**4 Amp charge power** gets your battery to 'start ready' fast.

**'GO RIDE' LED** confirms when it is time to fire up the engine.

Charges from as low as 4 Volts.

**No brainer operation!** - connect and forget!

**Style:** Sealed desktop charger with 6ft power cord & 6ft charge cord, wall mounts. **EXTRA:** Handlebar HOOK included, for on bike storage whilst charging.

orders@dragspecialties.com  
 f. 800-222-8595  
 p. 800-222-3400



DISCOUNT APPLIES TO SINGLE PURCHASE. CAN COMBINE WITH CASH DISCOUNTS ONLY IF APPLICABLE. WHILE SUPPLIES LAST. NO BACKORDERS. SHIPPABLE" PRODUCT ONLY TO QUALIFY. EMAIL / FAX ORDERS ONLY, NO WEB ORDERS ACCEPTED.



# CORDED MAINTAINER

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**DUO** = **LEAD-ACID** 12V + **LITHIUM** 12.8V

**MSRP: \$49.95**  
**MFG#: TM-613**  
**LeMans#: 3807-0544**

# PLUG-IN MAINTAINER

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**DUO** = **LEAD-ACID** 12V + **LITHIUM** 12.8V

**MSRP: \$49.95**  
**MFG#: TM-409**  
**LeMans#: 3807-0431**

# BATTERY SAVER

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- Saves from as low as 2V
- Dual desulfation mode for Pb



MSRP: \$74.95  
MFG#: TM-443  
LeMans#: 3807-0254

# POWER CHARGER





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- 4 Amps charge current
- 'Wait' Charging & 'Go ride' lights
- Hanging hook included

MSRP: \$95.95  
MFG#: TM-231  
LeMans#: 3807-0467

# Drag Specialties 4-pack offer

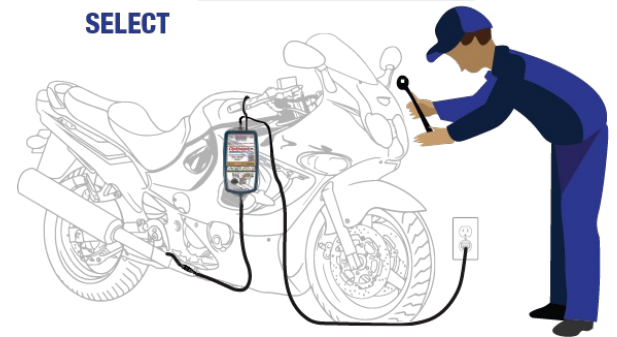
OptiMate 1 DUO	OptiMate 1 DUO	OptiMate 3	OptiMate 5
			
Plug in Maintainer	Corded Maintainer	Battery saver	Power charger
12V/12.8V 0.6A	12V/12.8V 0.6A	12V 0.8A	12V 4A
Dustproof	Dustproof	Sealed	Sealed
24-7 'connect and forget' battery maintenance			
3-Year product replacement warranty			
1 x O-04 charge clips & 1 x O-01 / O-01D fused battery cable (1/4" rings) set.			
3807-0431	3807-0544	3807-0254	3807-0467
\$49.95	\$49.95	\$74.95	\$95.95

**GOLD**

**HOT SELLER! BUT WHY?**

**Optimate7**  
**select 12V 10A**

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**MSRP: \$181.95**  
**MFG#: TM-251v3**  
**LeMans#: 3807-0395**

**Optimate** High Performance  
Battery Chargers

**GOLD**

**POWERSUPPLY MODE!**

**OptIMATE7**  
*select 12V 10A*

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**SELECT**



**Works down to 6V!**

**MSRP:** \$181.95  
**MFG#:** TM-251v3  
**LeMans#:** 3807-0395

**OptIMATE** High Performance  
Battery Chargers



LITHIUM

NEW PRODUCT

OptIMATE lithium

LFP 4s 6A

Products

REPLACES TM-291  
3807-0138



**LOW VOLTAGE SAVE** from as low as 0.5V

**POWER RESET** rapidly re-energizes battery

**AUTOMATICALLY ADJUSTS CURRENT** to match battery size and condition

MSRP: \$141.95  
MFG#: TM-391  
LeMans#: 3807-0597

OptIMATE High Performance Battery Chargers



So what's the difference? TUNE MODE VS POWERSUPPLY

LITHIUM BATTERIES NEED TO MAKE SURE THEY HAVE AT LEAST 75% CHARGE

The Tune Mode will only stay on if the battery is above 12V

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LITHIUM

TUNE MODE EQUIPED

OptIMATE lithium

LFP 4s 10A

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MORE POWER!  
10A

MSRP: \$181.95  
MFG#: TM-275v2  
LeMans#: 3807-0576

LOW VOLTAGE SAVE from as low as 0.5V

POWER RESET rapidly re-energizes battery

AUTOMATICALLY ADJUSTS CURRENT to match battery size and condition

**PRO**

**NEW PRODUCT**

**Optimate PRO1**  
**Duo 12V 10A**




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**REPLACES OPTIMATE PRO-S  
3807-0055**




**MSRP: \$209.95**  
**MFG#: TM650US**  
**LeMans#: 3807-0598**


**3 SELECTIONS: 12V Lead-Acid, 12.8V LiFePO4, or PowerSupply**

Pb ✓   
 LFP ✓✓   
 V ≥ 11V ✓  
 Su ✓✓✓✓ 


**SMART RECOVERY MODE for deep discharged batteries**



**AUTOMATIC FAST NEW BATTERY ACTIVATION**



**PUSH BUTTON ACTIVATED BMS RESET**



**Bms**

**PRO**

**NEW PRODUCT**

**Optimate PRO1**  
**Duo 12V 10A**

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**SELECT**

 **13.6V**  
**PowerSupply**



**MSRP:** \$209.95  
**MFG#:** TM650US  
**LeMans#:** 3807-0598

**Optimate** High Performance  
Battery Chargers



**Optimate** High Performance Battery Chargers

# OFFERS

# TRAINING

# PRICE LIST



[www.optimize1.com/lemans](http://www.optimize1.com/lemans)

**PARTS**  
**UNLIMITED**

**DRAG**  
Specialties

