



# Battery Management Cuts Costs for Owners

**Y**ears of product development and customer evaluation have proven that when used properly, 12V lead-acid battery testing, charging, and maintenance products that use scientifically validated desulfation technology can reduce a fleet's annual battery consumption by 70% or more.

The teams responsible for keeping fleets moving and on schedule—maintenance managers and mechanics—understand the benefits of a battery maintenance program (BMP), but often have to sell their company's management on the return on investment for purchasing and using equipment to test, recover, and maintain 12V flooded batteries.

Operational problems and failure have plagued lead-acid batteries since their invention more than 100 years ago. Through the years, science has improved materials, manufacturing methods, and overall performance, but the demand on lead-acid batteries continues to grow with a plethora of onboard gadgets drawing down on the power source, literally sapping batteries like parasitic electrical vampires. The lifespan of today's lead-acid battery typically ranges from as little as six months to as much as 48 months—though only 30% survive the entire four years.

A vetted BMP program, however, can dramatically change battery service and operational life, automatically keeping batteries at peak capacity, extending their life cycles up to five times, eliminating jumpstarts, and reducing the manpower needed for battery maintenance.

The BMP toolbox includes several high-tech smart tools, including analytical testers, battery recovery chargers, battery stock maintainers, and permanent desulfators.

## Investment earns fast payback

To properly equip a small to mid-sized fleet maintenance shop, management can expect to spend about \$3,200. That would include a battery recovery charger, an analytical tester, a battery

stock maintainer, and five solar maintainer desulfators for installation on vehicles. The cost is a one-time budget item that will quickly pay for itself in the number of batteries recovered and maintained at peak operational capacity for thousands of more miles of use.

To calculate potential savings from a BMP, figure out how much money you spend on new lead-acid batteries each year. Take that number and multiply by 0.7. The answer is how much money you would save each year just on battery purchases. This amount doesn't include your manpower savings, cost of vehicle downtime, hazardous waste savings, and savings on items such as alternators and starters. You can see that a BMP pays for itself quickly.

As one example, PulseTech Products Corp. crafted a maintenance plan for the Kentucky Army National Guard (KYARNG) that met the Guard's unique blend of battery service and maintenance equipment, battery inventory, and vehicle usage, involving more than 3,500 vehicles. Since implementing the BMP, KYARNG has reduced year-to-year battery replacements by 90% and gained one person-year of productivity from the reductions in time spent replacing and maintaining batteries.

By employing a BMP program, the return for many equipment owners includes:

- Significantly reduced battery budget (year to year);
- Reduced vehicle downtime;
- Increased battery efficiency and power;
- Extended alternator and starter life;
- Reduced maintenance person-hours; and
- Environmental responsibility by supporting corporate sustainability programs.

BMP is not a case of one procedure or set of products fitting all situations, but of using certain products based on types of equipment, functionality, size of operation, and work schedule demands.

To get the right match, make a pre-purchase audit to determine what service equipment is required to efficiently and cost-effectively do the job. ■

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