



RENTAL COMPANY EXTENDS EQUIPMENT LIFE AND REDUCES COST OF OWNERSHIP BY SPECIFYING OEM TO INSTALL ONLY TROJAN BATTERIES.

► SIMPLEX RENTALS

LOCATION

Montreal, Canada

CHALLENGE

Simplex Rentals needed to select the longest-lasting, easiest-to-maintain deep-cycle, flooded batteries in order to reduce maintenance costs and extend the life cycle of their Skyjack scissor lifts.

SOLUTION

Simplex selected Trojan Batteries based on their proven brand name and performance and specified Skyjack use only Trojan Batteries in all their equipment builds.

OUTCOME

Trojan Batteries combined with the HydroLink™ single-point watering system reduced equipment cost of ownership, improved customer satisfaction, and expanded business opportunities for Simplex due to the increased productivity of their machines.



“SIMPLEX RENTALS UNDERSTOOD THE COST WOULD BE A BIT MORE AT THE TIME OF PURCHASE, BUT WE WERE CONFIDENT THAT IT WOULD PAY OFF OVER THE LIFE OF THE EQUIPMENT. TROJAN IS A PROVEN BRAND THAT WILL LAST IN OUR EYES. WE ONLY CHOOSE TROJAN AS OUR AFTERMARKET BATTERY FOR EQUIPMENT THAT DID NOT COME ORIGINALLY OUTFITTED WITH A TROJAN BATTERY.

OUR TECHNICIANS ARE THOROUGHLY TRAINED IN MAINTAINING OUR RENTAL EQUIPMENT FLEET, AND IF EQUIPMENT IS OUT ON RENT FOR MORE THAN 90 DAYS, WE SEND A TECHNICIAN TO THE CUSTOMER TO CHECK ON THE OPERATION OF THE EQUIPMENT AND MAINTENANCE OF THE BATTERIES.”

CHARLES DESROCHES ▶ VICE PRESIDENT OF EQUIPMENT SIMPLEX RENTALS

LOCATION

Simplex Rentals operates 43 locations in Canada, including 35 rental stores and 13 service/rental locations.

CHALLENGE

The equipment resale strategy of Simplex Rentals is to sell its Skyjack scissor lifts before the repair costs become too high and to avoid having to replace costly batteries. To reduce maintenance costs and extend the life of scissor lifts, Simplex needed to select the most reliable, longest lasting deep-cycle, flooded batteries.

SOLUTION

Simplex determined Trojan batteries would fulfill this need. Trojan batteries were selected based on the company's established brand name and proven ability to provide equipment owners years of trouble-free service.

Simplex understood the cost would be slightly higher at the time of purchase, but they knew the investment would pay off over the life of the equipment. To ensure only Trojan batteries were used in their lifts, the Simplex team had to write up the exact equipment specification and include Trojan batteries in the builds.

They also utilized Trojan's HydroLink single-point watering system, which simplifies the required watering of deep-cycle flooded batteries to ensure maximum performance and life. HydroLink saves time and money by helping avoid premature battery failures due to lack of watering. Featuring an independent water level indicator, HydroLink displays if a battery needs watering and includes an automatic valve shut-off to control the electrolyte level in each cell during the watering process. Trojan's HydroLink can fill a set of batteries in less than 30 seconds.

OUTCOME

By requesting Skyjack install only Trojan Motive T-105 batteries at the factory on all orders, Simplex Rental is confident the batteries will meet their rated life cycle with proper maintenance.

As a result, the Trojan batteries reduced the equipment cost of ownership and improved customer satisfaction. Simplex was also able to expand business opportunities due to the increased productivity of their equipment.

In addition, the HydroLink system reduced labor costs, kept the batteries in a good state of maintenance, and prolonged battery life.

BATTERY SOLUTIONS

- ▶ Batteries:
 - 4-Motive T-105 batteries for a 24V system per lift
 - HydroLink™ single-point watering system

BATTERY SOLUTIONS



HYDROLINK



CHARGING  FORWARD

For More Information / www.trojanbattery.com / www.simplex.ca/en-CA/home

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Trojan batteries are available worldwide and backed by outstanding technical support provided by full-time application engineers.

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