

# Battery Filling Systems Currents

The leader in battery filling technology.

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Battery Filling  
SYSTEMS

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## A New Look for Battery Filling Systems – **The Makeover You Made Possible**

As you're reading this newsletter, you can't help noticing Battery Filling Systems' new look. We've revamped everything from our corporate logo to our capabilities brochure, trade show materials, and print ads. In 2006 we'll have a redesigned web site and a new and larger corporate headquarters building.

And it's all because of you. You, our loyal partners and customers, have made Battery Filling Systems the leader in our industry. So you're the first to get a look at our "sharper image." The ads you see reproduced on this page will soon be rolled out in trade publications and at trade shows.

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What do you think? We're excited about the attention-grabbing ads we're rolling out this quarter.

## **Spill Kit Makes the Clean-ups Easy**

Spills happen, and when they do, it's safe and convenient to have everything you need to deal with them in one place. BFS introduces a new kit specifically for cleaning acid spills caused by overfilling of batteries. All the parts are contained in a five-gallon locking bucket that meets OSHA standards.

Each spill kit includes:

- ▶ 1 pair safety gloves
- ▶ 1 apron
- ▶ 1 pair booties
- ▶ 1 pair goggles
- ▶ 1 dust broom
- ▶ 1 dust pan
- ▶ 2 extra large disposal bags
- ▶ 2 snakes
- ▶ 15 absorbent pads
- ▶ 1 acid neutralizer



**Special Offer:** For our newsletter readers only — through May 31, 2006, receive 10% off spill kits! Just mention seeing the offer in our newsletter.



New Product Highlights

**PG.  
02**

# The Customer Is Always. . .Right On

We often improve our products and services by listening to our customers. The most recent example is our new, improved clamping tool.

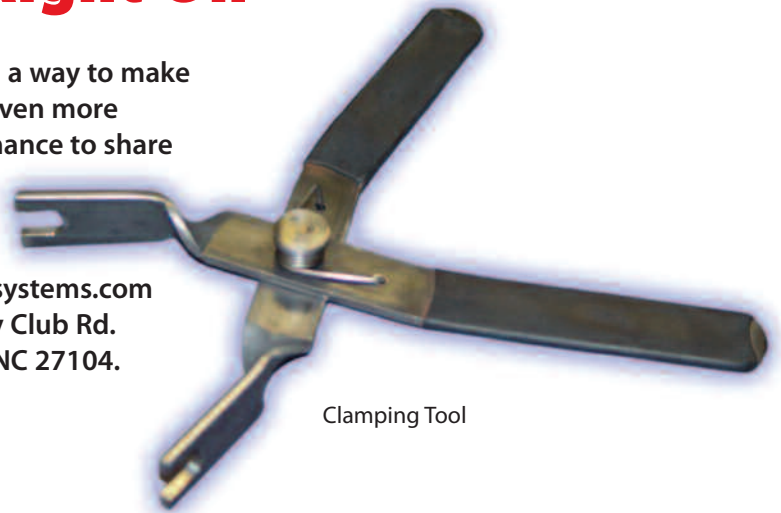
It all started when BFS General Manager Tyler Owen was doing some training for one of our loyal customers. There, a supervisor showed Tyler something that one of his welders had made.

It was a clamping tool, and Tyler could see that it was an improvement on the tool we had been supplying. He brought it back to Winston-Salem, where we had several prototypes fabricated, incorporating the modifications and a couple of enhancements of our own.

As we go to press, a few of our customers are 'beta testing' this better clamping tool. We expect they'll find that it speeds up their production lines. And then we'll offer it to all our customers.

When you're going for speed and safety, every incremental improvement helps. We're always ready to listen to your ideas on what we can make better. 🌐

▶▶ Have you come up with a way to make your watering system even more efficient? Here's your chance to share your creativity and get a little credit, too. Send your ideas to: [freeinfo@batteryfillingsystems.com](mailto:freeinfo@batteryfillingsystems.com) or mail to 5723 Country Club Rd. Ste. B, Winston-Salem, NC 27104.



Clamping Tool



We expect they'll find that it speeds up their production lines.

The new clamping tool makes installation easy and less time-consuming.

## ▶▶ The Makeover You Made Possible (continued)

As you well know, we're at the dawn of a new era that promises to be exciting and profitable for Battery Filling Systems and all our fine distributors. There's an enormous market out there for the faster, safer and better technologies we provide. And BFS is well positioned to take that market by storm. We've been building the knowledge, the infrastructure and the products to become a much larger company.

So our bold, attractive new marketing messages are a reflection of how far we've come and how fast we're growing. They're intended to make it easier for you, our network of battery distributors, to educate end users about how BFS products offer superior benefits and cost savings. They're designed to help you communicate our experience and our advantages to customers.

We thank you and we look forward to a continuing mutually beneficial relationship. Let us know how you feel about the new face of Battery Filling Systems. We hope this redesign inspires in you the pride we feel about what we've accomplished together, and the excitement we feel about the future. 🌐



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## Quote of the Quarter:

"A little hard work never killed anybody important."

**A quarter for your thoughts:** Got some words you live by? Share your favorites with us and watch for the best in future issues of Battery Filling Systems "Currents" ([info@batteryfillingsystems.com](mailto:info@batteryfillingsystems.com) or mail to 5723 Country Club Road Suite B, Winston-Salem, NC 27104).



## Fast Charging: The Pros, the Cons and the Preferred Watering System

By Scott Elliott, President

You've probably heard speculation that fast charging is the way of the future, and conventional charging will soon be obsolete. **It's true that some major companies have gone the fast charging route. It's also true that at least a few of them are reconsidering their decision.**

The likely scenario is that both fast charging and conventional charging will be with us for the long haul.

A big selling point of fast charging is that it can be done whenever there's an opportunity — on the operator's lunch break, for example — rather than having a battery out of service for an entire shift. Another advantage, on the face of it, is that one battery can do the work of three, for significant cost savings. And still another claim is that there are potential safety benefits, because the battery doesn't have to be removed from the forklift at any time during its life.

Compare that to the conventional method — each battery in use for eight hours, being charged for eight hours, then cooling for eight hours — and fast charging sounds like the ideal solution.

But what may not be immediately obvious is that industrial batteries can't be fully charged in the space of a lunch break. Even when the opportunity is somewhat longer, fast charging depends on putting a massive charge on a battery in a short time. Not surprisingly the battery gets very hot — sometimes hot enough to shut down the charging process. And since fast charged batteries run at hotter temperatures, they may require more water. When to water can become an issue with fast charging, too, since there is no set schedule for charging.

Perhaps the most serious downside of fast charging is that it significantly shortens battery life. **With conventional use, the life expectancy of a battery is five years. Fast charging cuts that down to three years.**

For some companies, however, the shortened battery life may be offset by

the benefits of not having to heft batteries around, and of being able to use relatively short periods of downtime for charging.

### Making Fast Charging Safer

Fast charging requires a single point watering system. Since the batteries never leave the forklift, they can't be watered by hand. Our watering system is the best because it monitors electrolyte levels through a series of floats and valves. No other supplier has a complete range of float sizes, and in fast charging it is crucial to have the right float for precise control of electrolyte levels. Maintaining accurate electrolyte levels prevents boilovers, which can be a problem with fast charging because of the more aggressive gassing that occurs.

**Another big advantage of our system is that the floats and float guards snap onto the plugs, and are easy to replace.** Other systems require that the entire plug be replaced if the wrong float size is initially specified. Competitors' systems also have problems because they put the working parts of the valve inside of the cell and debris can get in and jam up the system, causing the valve to fail. We've also observed that other watering systems require extensions to get the electrolyte level correct. The problem is that the extensions usually don't solve the boilover issue related to the fast charge application.

We strongly recommend that when fast charge systems are sold, the watering system should be sold as part of the order. Lack of consistent watering — from no watering to daily watering — can be a problem where fast charging is used. If you are buying or selling fast chargers, it is important that you understand that a consistent battery maintenance program will maximize their return on investment. **And — as we cannot say often enough — always water after charging. This will prevent over-watering and boilovers.** 🌊

## Welcome Allen Weaver



Allen Weaver has joined Battery Filling Systems as Customer Service Manager — a new position necessitated by our recent growth. Allen comes to us from Douglas Battery in Winston-Salem, where he served faithfully for 16 years. He served in Customer Service for Industrial Sales for the past eight years and brings a wealth of industry knowledge to Battery Filling Systems. He and his wife Tina are the parents of one daughter, Taylor. We're glad to have Allen's energy and experience on board, and we know you'll enjoy getting to know him.



## Seeing Double

Nobody knows whether General Manager Tyler Owen's six month-old boys are fraternal or identical twins. But whichever they are, Evan and Beck are mighty cute, and a great joy to each other and to their parents, Tyler and Stephanie.



**Battery Filling**  
SYSTEMS

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*The leader in battery filling technology.*

▶ See What You've Done Now!

▶ Fast Charging: What You Need to Know Now

▶ Meet our new Customer Service Manager

▶ New Products for Faster, Safer, Better Battery Filling

**single points**

## See you in Cleveland

NA 2006, sponsored by the Material Handling Industry of America, is slated for March 27-30, 2006, at the International Exposition Center in Cleveland, Ohio. We're proud to be an exhibitor at this four-day event, which promises to be the most comprehensive showcase of material handling and logistics equipment, systems and technologies this year. Stop by Booth 2144 and say hello.



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## Have it your way

Would you prefer to get **Currents** by e-mail?

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