

# ALL BATTERY SALES AND SERVICE TAKES ON LITHIUM-ION TECHNOLOGY



## CASE STUDY

### Making the Transition to Lithium-ion Power

Since the early 90s, All Battery Sales and Service has serviced thousands of customers in need of power sources for their industrial equipment. Four years ago, this Everett, WA based battery distributor started transitioning their customers to lithium-ion technology.

*"Lithium-ion battery packs started growing in popularity because of their **ability to fast charge, their no maintenance requirements, and their long lifespan,**" remarked Shawn Cronin, Sales Manager.*

Many customers come to these battery experts asking if lithium-ion technology is the right fit for their operations. While some operations may not be the right fit for lithium-ion, others have really benefited in ways traditional lead acid batteries couldn't compare to.

Companies are pushing for no maintenance, energy efficient battery packs and All Battery Sales and Service is delivering.



"Flux Power has out-shined everyone with their product support, quality, and design."



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# FLUX POWER BATTERIES ARE THE FUTURE

## What Makes Lithium-ion the Right Fit?

Being a battery distributor, it is important to look at a customer's application.

- Do they have multi-battery operations?
- What is their usage?
- Can they benefit from opportunity charging?

If there is opportunity for them to eliminate on-going maintenance and fumes during charging transitioning to lithium-ion is the best cost-saving decision.

## Why Partner with Flux Power?

*"Flux Power's battery management system (BMS) and telematics have been one of the best in the market," commented Shawn Cronin. "I base what type of lithium-ion batteries I sell by the battery supplier's BMS technology."*

If a BMS is designed well, it makes servicing the battery smoother so customers don't lose productivity from a battery being taken out of service.

*"Not only does Flux Power have a quality BMS, they have some of the best support when it comes to customer service," stated, Shawn Cronin.*

## What the Future Holds

The transition from lead acid to lithium-ion grows each day as more companies are making more conscious decisions on how they want to power their equipment.

Lead acid batteries will never completely go away, but the lack of maintenance and the longevity of lithium-ion batteries are two primary reasons why businesses are making the transition.