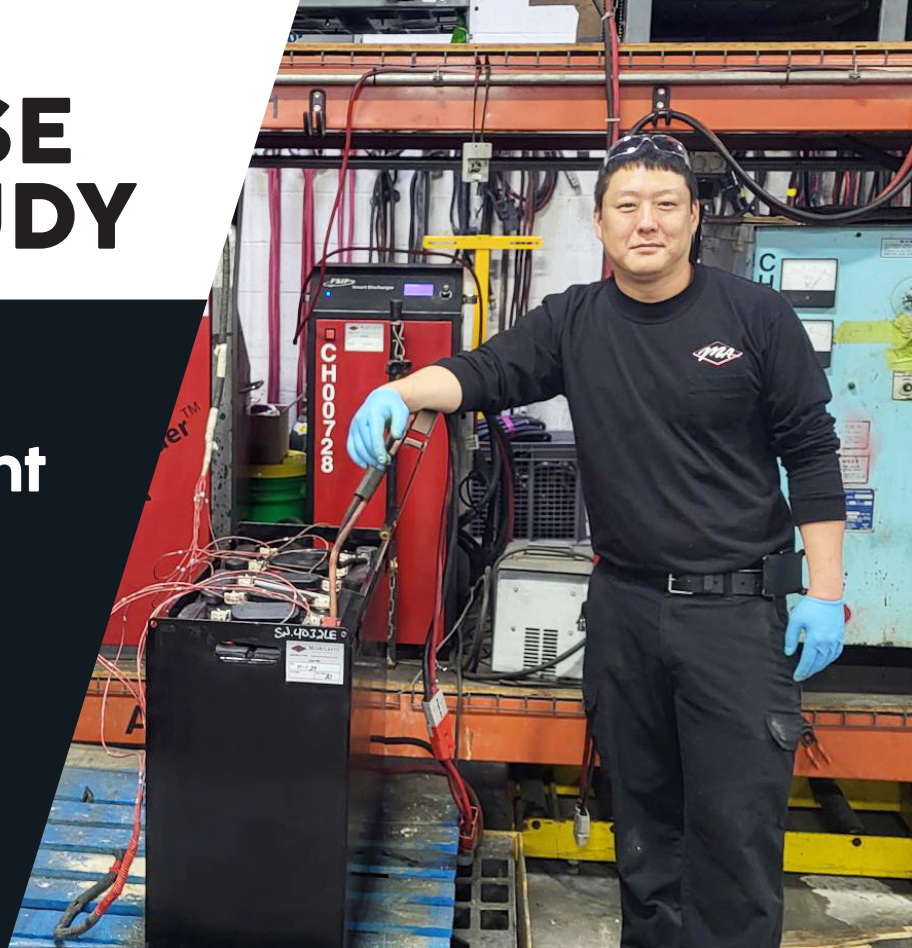


# Mid Atlantic Industrial Equipment Implements Xtender Cycle to Battery Maintenance Routine



*Drew Glandon • Mid Atlantic Industrial Equipment*

*“The Xtender Battery Regenerator machines were a complete game changer for our battery shop, battery service customers and our rental fleet. The ability to test multiple batteries without manual data measuring allows us to test batteries in ¼ of the time as manual methods. The regen process increases the capacity and extends the service life unlike any process we’ve used in the past.”*

**Dave Haight, CEO**

## **BACKGROUND**

Mid Atlantic Industrial Equipment LTD., located in York, PA, is a full-service material handling outfitter providing new equipment, equipment rentals, dock and door repair, and other industrial related services. Their team of skilled technicians have worked on a variety of equipment from forklifts to aerial lifts and everything in between. In 2016, Mid Atlantic purchased the Xtender Battery Regenerator from Flight Systems Industrial Products to minimize battery waste as an alternative to replacing batteries.

## **THE PROBLEM**

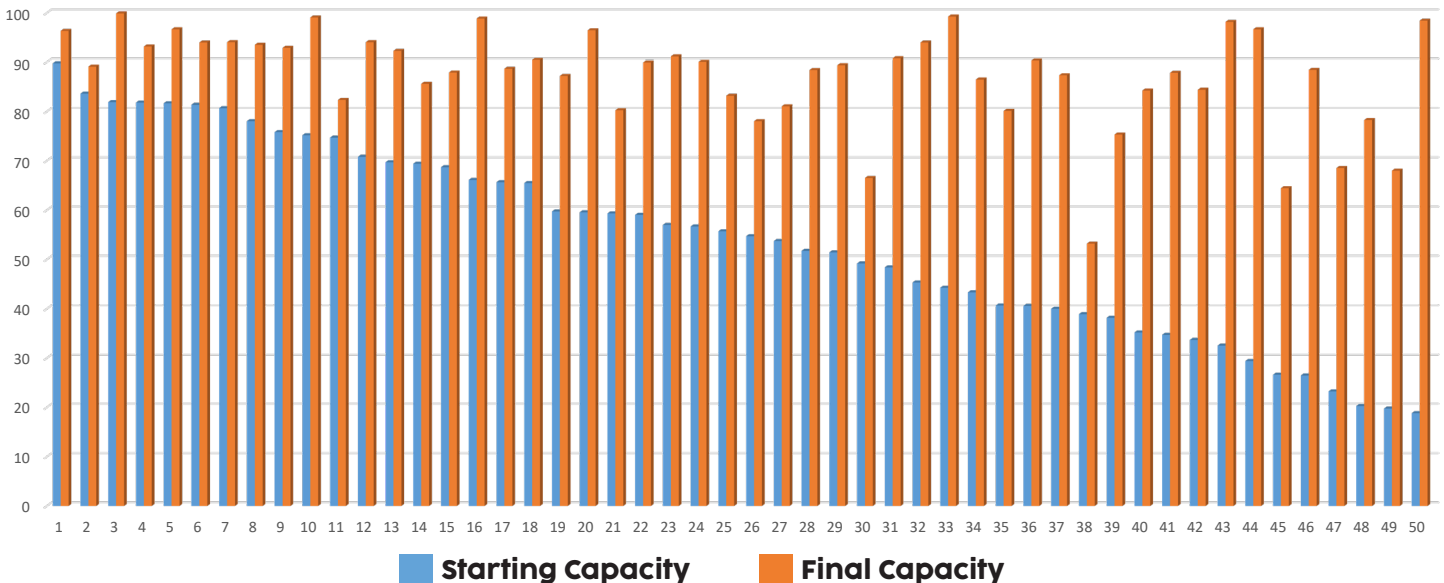
Replacing the battery in a forklift is not an ideal situation. With the cost of batteries ranging from \$7k to \$9k, an alternative solution to replacement could provide additional savings when servicing batteries. With most forklifts, there are major service operations performed at specific run-hour intervals to prevent major component failures. With batteries, however, only basic watering and cleaning are regularly scheduled. For something that makes up such a large cost of the overall truck, there must be a better way to retain the integrity of the battery.



## THE RESULTS

By scheduling an Xtender cycle for the battery fleet every 24 months, Mid Atlantic saw batteries maintain an 80-90% capacity consistently. This allowed the entire battery fleet to be utilized in hard applications for several years longer than in the past. By adding battery regeneration as a planned maintenance routine, Mid Atlantic was no longer trying to “repair” batteries that had been neglected. Since the addition of the Xtender, the number of cell replacements dropped significantly by keeping batteries in good working condition for longer periods of time.

## Mid Atlantic Capacity Gains



Mid Atlantic documented 50 batteries that were regenerated using the Xtender Battery Regenerator. The Xtender’s ability to increase the capacity of batteries that previously would have been replaced has been pivotal to their success. Approximately 85% of their batteries exceeded 80% of their initial capacity after regeneration.