



# Simplex Rentals

## Montreal, Canada

Simplex Rentals operates 43 locations in Canada which includes 35 rental stores and 13 service/rental locations. In June 2014, Simplex Rentals received its shipment of Skyjack scissor lifts, which were specifically ordered from the manufacturer to include four Trojan T-105 batteries for a 24V system per lift.

### CHALLENGE

The equipment resale strategy of Simplex Rentals is to sell its Skyjack scissor lifts before the repair costs become too high, and more importantly, to avoid related costly battery replacements.

The company views a “good” battery as one that should last the lifecycle of the equipment, so it asked for only high quality, reliable batteries be included on all its Skyjack orders at the factory. Simplex chose Trojan.

“Simplex Rentals understood the cost would be a bit more at time of purchase, but we were confident that it would pay off over the life of the equipment,” said Charles Desroches, Vice President of Equipment for Simplex Rentals. “To make this happen, it was necessary for

our team to ‘push’ Skyjack in fulfilling our request for Trojan batteries to be installed on all equipment orders. As part of this process, it was critical that our team write-up the exact equipment specification and include Trojan batteries in the builds.

“We also made sure that the Trojan batteries we selected were compatible with Trojan’s HydroLink™ single-point watering system to simplify the battery watering process for our technicians and customers. The HydroLink™ system not only reduces labor costs, but is very user-friendly, which makes it easier to keep the batteries in a good state of maintenance. This prolongs the battery life, and reduces overall costs.”



### SOLUTION

- TROJAN T-105 BATTERIES (FOUR BATTERIES PER 24V SKYJACK SYSTEM)
- HYDROLINK™ SINGLE-POINT WATERING SYSTEM



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Charles Desroches  
Vice President of Equipment for Simplex Rentals

## BENEFITS

Trojan batteries were selected based on Trojan's proven brand name, and providing equipment owners years of trouble-free service.

### This results in the following benefits:

- Reduced equipment cost of ownership
- Improved customer satisfaction
- Expanded business opportunities due to the increased productivity of the machine

As a result of Skyjack installing Trojan T-105 batteries at the factory on all Simplex Rental equipment orders, the company is able to ensure that the

batteries will meet their rated lifecycle with proper maintenance.

The use of Trojan HydroLink™ single-point watering systems 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.

## RESULTS

“Trojan is a proven brand that will last in our eyes,” Desroches said. “We only choose Trojan as our aftermarket battery for equipment that did not come 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,” Desroches said.



Trojan batteries are available worldwide. We offer outstanding technical support, provided by full-time application engineers.

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