

Betco® Lithium-Ion-Powered GeneSys™ Automatic Scrubbers Offer \$1M in Potential Cost Savings



A building service contractor (BSC) manages maintenance and janitorial operations across more than 300 retail stores in over 40 states with a fleet of several hundred automatic scrubbers. With a strong focus on maximizing operational efficiency and minimizing costs, the BSC welcomed the opportunity from the Betco® Research and Development Team to test lithium-ion battery technology in a GeneSys™ 32D Auto Scrubber for approximately 2 years.

**Lithium-Ion
Batteries Last
Up To
10 Years**



THE CHALLENGE

- **Frequent Battery Replacements:** Wet batteries have a short lifespan when not consistently maintained, often leading this BSC to replace them within 2 years or less. Each replacement costs approximately \$1,500, including both batteries and service costs.
- **Substantial Downtime:** The issues with wet batteries, both the interim maintenance and replacement service calls, all led to extended periods where the machine was not running, leading to unplanned, nuisance downtime.
- **High Maintenance Requirements:** Wet batteries require routine maintenance, such as checking and refilling water levels, which is both time-consuming and poses safety concerns due to the risk of battery acid exposure.
- **Machine Damage:** Battery acid leakage from wet batteries contributes to machine corrosion, reducing the lifespan of the scrubbers and potentially costing thousands of dollars in premature machine replacements.

THE SOLUTION

Due to factors like higher energy density, efficiency in charging and discharging, and cycle life, lithium-ion batteries are more durable and capable of providing longer service life. Compared to the 2-year (or less) lifespan this BSC experienced with wet batteries, Betco GeneSys machines with lithium-ion batteries last up to 10 years and are backed by a 5-year full replacement warranty. Avoiding the cost of replacing 5 sets of wet batteries quickly offsets the higher initial investment in lithium-ion, making it a “no-brainer” solution for this BSC.

Because lithium-ion batteries do not require maintenance, time is saved daily, but more importantly — service calls and premature machine replacements due to improper battery care are eliminated. In addition to reducing service-related downtime, lithium ion increases uptime by charging twice as fast as wet, providing the flexibility to charge anytime to any level, and delivering 4-5 hours of continuous runtime per charge consistently over its lifetime.

THE RESULTS

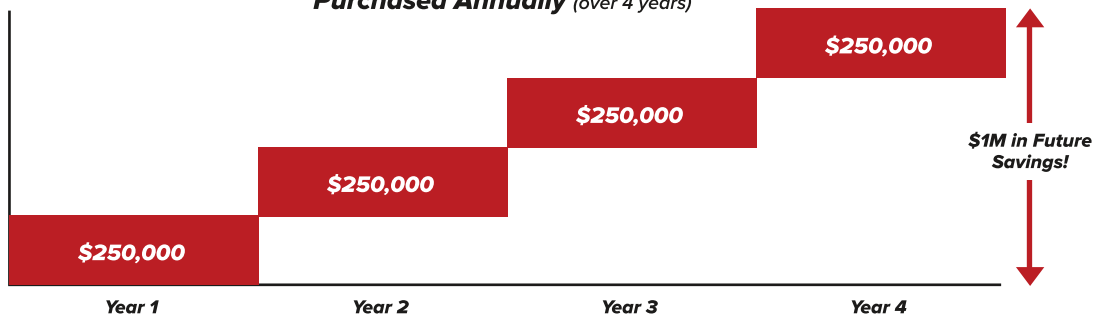


\$5,000

Potential Operational Savings Per Scrubber

To illustrate the potential financial return, consider that this BSC purchases 50 new scrubbers annually for new business and replacement units. Even with the higher upfront cost of lithium-ion batteries, they could realize approximately \$5,000 in operational savings per unit over the lifespan of the machine, which is based on the avoidance of replacement costs for wet batteries. This would amount to \$250,000 in savings for all 50 scrubbers. Over 4 years, they could save up to \$1 million on the new scrubbers they've purchased—all while avoiding downtime and preventing customer dissatisfaction caused by battery replacement issues.

Future Savings with Every 50 GeneSys Li-ion Scrubbers Purchased Annually (over 4 years)



When considering the cost savings for battery replacements and service along with the less tangible benefits related to lithium ion's speed of charging, opportunity charging, and non-deteriorating run time, the BSC's Asset Manager had this to say: *"Lithium-ion batteries allow us to have less downtime and more reliable machines, which ultimately saves us time and money and keeps our operations running smoothly."*

Is frequent battery replacement and service draining your resources and budget?
Reach out to your Betco representative to calculate ROI for your operation specifically.



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