

COVID -19 UPDATE BATTERY CHARGING & TESTING

MIDTRONICS

Post Covid -19, impact on battery replacements

INCREASE IN REPLACE BATTERY DECISIONS

Relaxing of restrictions post COVID means an increased use of vehicles which have been largely stationary or used for short trips.

Our modelling suggests batteries that would have been replaced under normal conditions remain in use and it would be expected that we will see an increase in the number of **REPLACE BATTERY** decisions when testing with the Midtronics Tester.

Information from our BMIS software connected to more than 10,000 testers globally supports a strong positive correlation between the amount of testing, the number of testers per location, and battery sales.

DO YOU HAVE THE BATTERIES AND EQUIPMENT

Are you capable to test all batteries that come in your workshop in a quick, reliable and accurate manner?

Now is a good time to consider additional capability to increase your capacity to test.

With the potential of increased **REPLACE BATTERY** decisions predicted we highly recommend increasing your testing rate as a means to prevention of your customers no-starts.

- **We HIGHLY RECOMMEND** increasing test rates as soon as possible
- **Immediate opportunity:**
can help smooth the coming spike if implemented NOW
- **Increases battery sales**
- **Smooth future unknown spikes**
(ie battery atrophy, cold weather in winter, etc)

NEED MORE INFORMATION MIDTRONICS TESTING AND CHARGING

All Midtronics testing and charging solutions.
Alternatively need an existing tool repaired.

SALES

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