ABOUT
Cleaning Solutions and Supplies is a leading distributor of janitorial supplies and related equipment for schools, assisted living centers, and resorts. Since 1998, customers in North and South Carolina have counted on Clean Solutions and Supplies as a partner in making their businesses cleaner while reducing overall cost. Clean Solutions and Supplies works closely to ensure that cleaning processes are both as effective and as efficient as they can be thus eliminating the largest costs in keeping your building clean: wasted product and wasted labor.

LOCATION
North and South Carolina, USA

CHALLENGE
Address customer concerns about reduced equipment runtime and the surge in battery warranty claims for scrubbers.

SOLUTION
Partnering with Trojan Batteries and installing Trojan’s T-105, T-125, J305G-AC and J185H-AC flooded batteries in all equipment.

OUTCOME
Improved customer satisfaction, expanded business opportunities, and created a lasting partnership with Trojan Battery Company.
“I REMEMBER WHEN CHAMPION® BRAND BATTERIES HAD TO BE REPLACED TWICE IN A MACHINE STILL UNDER WARRANTY. FROM THAT TIME ON, I REQUESTED THAT ALL FUTURE EQUIPMENT ORDERS BE DELIVERED WITH TROJAN BATTERIES.”

GUY LEE ➤ CEO FOR CLEANING SOLUTIONS AND SUPPLIES

LOCATION
The company is a recognized regional distributor supplying customers in North Carolina and South Carolina with the industry’s highest quality cleaning supplies, as well as the sales and servicing of reliable cleaning equipment.

CHALLENGE
Address an increase in customer complaints about reduced equipment runtime and surge in scrubber battery warranty claims. After speaking with key customers, the company found the scrubbers were repeatedly running into problems due to frequent battery lifecycle issues.

SOLUTION
After looking into the issue more closely, Cleaning Solutions and Supplies determined the Champion batteries delivered with the scrubbers were the problem. The company contacted Trojan Battery for help, based on the fact Trojan is a proven brand and, when properly maintained, Trojan batteries provide equipment owners with years of trouble-free service. Working together they selected the Trojan T-105, T-125, J305G-AC and J185H-AC flooded batteries.

They also utilized Trojan’s HydroLink™ single-point watering system which 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.

OUTCOME
After switching to Trojan batteries, the company saw a dramatic uptick in customer satisfaction and the increased productivity of the machines created expanded business opportunities. In addition, the HydroLink™ watering system reduced labor costs, improved maintenance, and prolonged battery life.

BATTERY SOLUTIONS
- Batteries:
  - Trojan T-105
  - Trojan T-125
  - Trojan J305G-AC
  - Trojan J185H-AC
- HydroLink™ single-point watering system

HYDROLINK

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Trojan batteries are available worldwide and backed by outstanding technical support provided by full-time application engineers.

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