
National Service Program

Pricing, Terms, and Conditions

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Presented by the Deka Agent Network Organization
In conjunction with East Penn Manufacturing Co., Inc.





National Service Program

TABLE OF CONTENTS

I)	PREVENTATIVE MAINTENANCE	page 2
II)	WATERING SYSTEMS	page 5
III)	BATTERY EVALUATION, RECONDITIONING AND REPAIRS (IN SHOP)	page 6
IV)	BATTERY REPAIRS (FIELD)	page 7
V)	CHARGER REPAIRS (FIELD)	page 7
VI)	TRAVEL AND TRANSPORTATION	page 8
VII)	PARTS PRICING	page 8
VIII)	RENTAL BATTERY PROGRAM	page 8
IX)	RECYCLE PROGRAM	page 9



National Service Program

I) Preventative Maintenance

Power-Care Program

Pricing (Per Battery per Visit)

Price: \$99.00

Note: Pricing based on 20+

- Wash, clean and neutralize using a Waste Water Treatment System
- Visually inspect battery for signs improper battery watering.
- Visually inspect battery for signs of excessive battery temperatures.
- Visually inspect battery for signs of battery damage such as corrosion, cracked jars and covers.
- Read and record cell voltages
- Check electrolyte levels
- Confirm specific gravity on low voltage cells
- Inspect battery watering system
- Fill cells to proper water level
- Inspect cables
- Inspect connector
- Inspect contacts
- Inspect inter-cell connectors
- Inspect posts
- Inspect safety shrouds
- Inspect communication cables and pins
- Provide written recommendations of any additional items that may be in need of repair.

Adders

- Heavily corroded batteries \$5.00/battery



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Proactive Maintenance-Battery

Pricing (Per Battery per Visit)

Price: \$25.00

Note: Pricing based on 20+

- Hand wash and neutralize top of battery.
- Visually inspect battery for signs improper battery watering.
- Visually inspect battery for signs of excessive battery temperatures.
- Visually inspect battery for signs of battery damage such as corrosion, cracked jars and covers.
- Read and record cell voltages
- Check electrolyte levels
- Confirm specific gravity on low voltage cells
- Inspect battery watering system
- Fill cells to proper water level
- Inspect cables
- Inspect connector
- Inspect contacts
- Inspect inter-cell connectors
- Inspect posts
- Inspect safety shrouds
- Provide written recommendations of any additional items that may be in need of repair.



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Proactive Maintenance-Charger

Pricing (Per Battery per Visit)

Price: \$20.00

Note: Pricing based on 20+

- Verify control operation
- Verify start and or finish rate
- Clean exterior of charger
- Clean interior of charger as required
- Inspect cables
- Inspect SB connector
- Inspect contacts
- Inspect communication cables and pins
- Inspect filter and clean as necessary
- Provide written recommendations of any additional items that may be in need of repair.

Proactive Maintenance-Water Injectors

Pricing (Per Battery per Visit)

Price: \$15.00

Note: Pricing based on 20+

- Visually inspect battery for signs improper battery watering.
- Inspect battery watering system
- Provide written recommendations of any additional items that may be in need of repair.

Battery Watering

Pricing (Per Battery per Visit)

Price: 18.00 per Visit

Note: Pricing based on 20+



Data Download Battery/Charger

Pricing (Per Battery per Visit)

Price: \$24.00

Note: Pricing based on 20+

- Verify proper charger operation
- Verify proper module communication
- Temperature
- Water levels
- Provide written summary of findings
 - Over/under charging
 - Running EBU's vs. 1.25
 - Estimated end of life based on AH utilization
 - Charger faults
 - EQ confirmation

Battery Washing

Price: \$45.00

\$150.00 Waste water disposal fee

Note: Pricing based on 20+

- Wash, clean and neutralize using a Waste Water Treatment System

Adders

- Heavily corroded batteries \$5.00/battery

II) Watering Systems

Represents installed pricing, per battery, for all major watering system OEM's, excluding delivery of system and travel charges if applicable:

Water Strings	\$18.00 per cell
Water Monitors	\$35.00 per unit



National Service Program

III) Battery Evaluation, Reconditioning and Repairs (In Shop)

Battery Evaluation Includes:

- 1 - Wash battery, neutralizing acid shorts
- 2 - Equalize charge (constant current charging if necessary to drive acid from the plates)
- 3 - Acid adjustment
- 4 - Capacity load test
- 5 - Written report with recommendations

Cost per battery:	6 cell @	\$120
	12 cell @	\$156
	18 cell @	\$198
	24 cell @	\$216
	36 cell @	\$254
	40 cell @	\$269

Battery Evaluation and Reconditioning Includes:

1. All five steps of the above listed Battery Evaluation, and
2. Refurbish battery tray (excludes serious tray damage requiring actual replacement of tray)
3. Reseal battery top (as required)
4. Heat shrink minor cable damage
5. Apply anti-corrosive inhibitor to top of battery as needed

Cost per battery:	6 cell @	\$240
	12 cell @	\$312
	18 cell @	\$396
	24 cell @	\$432
	36 cell @	\$510
	40 cell @	\$539



National Service Program

Battery Repairs

All other battery repairs, including but not limited to, connector replacement, cell replacement, and cable replacement are done on a time and material basis at \$95 per hour plus parts.

IV) Battery Repairs (Field)

Field repairs, both emergency and scheduled, will be performed on a time and material basis at \$95 per hour (minimum one hour), plus parts and travel.

Cable Replacement Fees are outlined below:

<u>Task: Replace (1) Cable in the field</u>	<u>#2</u>	<u>#1</u>	<u>1/0</u>	<u>2/0</u>	<u>3/0</u>	<u>4/0</u>
Parts-Cable/Lead Head	\$36.03	\$38.08	\$39.82	\$51.53	\$63.20	\$84.35
Parts-Contacts	\$4.08	\$4.08	\$8.33	\$8.33	\$9.62	\$9.62
Parts-Connector	\$4.17	\$4.17	\$5.83	\$5.83	\$5.83	\$5.83
In Plant Labor	\$85.00	\$85.00	\$85.00	\$85.00	\$85.00	\$85.00
	\$129.28	\$131.33	\$138.98	\$150.69	\$163.65	\$184.80
<u>Task: Replace (2) Cables in the field</u>	<u>#2</u>	<u>#1</u>	<u>1/0</u>	<u>2/0</u>	<u>3/0</u>	<u>4/0</u>
Parts-Cable/Lead Head	\$72.06	\$76.16	\$79.64	\$103.06	\$126.40	\$168.70
Parts-Contacts	\$8.16	\$8.16	\$16.66	\$16.66	\$19.24	\$19.24
Parts-Connector	\$8.34	\$8.34	\$11.66	\$11.66	\$11.66	\$11.66
In Plant Labor	\$127.50	\$127.50	\$127.50	\$127.50	\$127.50	\$127.50
	\$216.06	\$220.16	\$235.46	\$258.88	\$284.80	\$327.10

V) Charger Repairs (Field)

Repairs include, but are not limited to, replacement of pilot light, ammeters, contactors, connectors, and fuses, output cables, power transformers and automatic controls.

\$95 per hour (minimum one hour), plus parts and travel



National Service Program

VI) Travel and Transportation

Service Call Travel Time: \$95 per hour, plus applicable fuel charge

Pick up and Delivery Charges, plus applicable fuel charge:
(pricing is per trip, not per haulage item)

<u>Zone</u>	<u>Miles Traveled</u>	<u>Price</u>
Zone 1	1 to 25	\$75
Zone 2	26 to 50	\$125
Zone 3	51 to 75	\$175
Zone 4	76 to 100	\$225
Zone 5	101 to 125	\$275
Zone 6	126+	\$2.50 / mile

VII) Parts Pricing

Parts pricing, and any applicable discount structure, is contingent on the frequency and quantities of each transaction. Consult your local Deka dealer for any pricing requirements.

VIII) Rental Battery Program- subject to availability

(freight is the responsibility of the end user)

Prices quoted represent monthly rates and do not include any applicable taxes:

	<u>Batteries</u>	<u>Chargers</u>
6 cell	\$200	\$130
12 cell	\$315	\$170
18 cell	\$380	\$210
24 cell	\$450	\$250
36 cell	\$550	\$350
40 cell	\$625	\$425



National Service Program

IX) Recycle Program

East Penn is an EPA approved, Part B permitted, reclamation site. Our EPA pad number is PAD002330165.

For all facilities located in the Continental US:

- The end user location contacts either their local Deka Agent or East Penn Manufacturing for arranging/scheduling scrap pick up.
- Scrap batteries will be picked up by East Penn, its agent, or subcontractor on next available truck in the area. A nominal shipping and handling fee may apply in certain instances.
- There will be no credit issued for the spent batteries returned. This service is extended to our customers as a safe and legal means of disposal and offers compliance to EPA and DOT regulations.
- All scrap will be disposed of through East Penn's Metals Division in Lyon Station, Pennsylvania.
- The local end user facility is responsible for the following:
 - Providing quantity and model number of batteries available for pick up.
 - Provide contact name and telephone numbers at pick up location.
 - Have scrap batteries palletized, banded with steel banding, upright and ready to load.
 - East Penn, its agents, and subcontractors cannot accept leakers, as it puts us in violation of DOT codes.
 - Batteries must be of lead/acid construction as foreign contaminants could potentially damage our smelting process.