

Batteries *plus*

Capability Statement - 2020



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Screenlink Pty Ltd T/A Batteries Plus

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Capability Statement

Batteries Plus – Independent | Knowledgeable | Responsive | Professional

OVERVIEW

It is my pleasure to introduce you to Batteries Plus – an independent, responsive, professional supplier of batteries and related products.

Batteries Plus has grown and developed over the twenty-four years since it first commenced operations in 1995.

As our name suggests, we supply batteries, **plus** related equipment – such as chargers and testers. We supply batteries of every size and technology to cover every possible application: from simple appliances, through to the most technologically advanced equipment.

Perhaps more importantly, in addition to products, we provide information and old-fashioned customer service.

Our core focus is to continue to operate as a respected supplier of quality products, underpinned by competitive price and superior advice. Our reputation has been built over many years, and we strive to maintain and improve it.

Our business practice of developing relationships with our clients has resulted in long-term customers and has established our company's excellent reputation as a quality supplier.

Our repeat client base includes Federal, State and Local Government, Mining, Medical and Communications.

Our exceptional service is well supported by our ability to maintain excellent, long-term relationships with quality suppliers who assist us in ensuring timely and reliable supply of quality products best suited to our varied customers' requirements.

As a completely independent operator, we stock and supply a wide variety of brands of battery and related products. We are therefore able to recommend and supply the best product to you, our customer.

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CAPABILITIES

Experience

The single most important strength of Batteries Plus is our experience. Only one word which covers many important factors.

Experience can only be gained by time, which has led to improvements across the board. Improved product, improved suppliers, improved knowledge and improved systems.

All of these improvements lead to a better outcome for our valued clients.

For over twenty four years, we have been improving all areas of our operations so we are better able to support our many, varied customers and their many, varied requirements.

Sometimes our customers are not always certain of what product best suits their particular application. Batteries Plus will take the time to have a conversation to assist in determining what it is the client is needing.

Based on the client's particular needs and circumstances, we are able to provide information on the options available. In some circumstances, there may only be one solution. In other situations, there may be a multitude of choices. Time, location and budget are all factors to be identified and considered.

Communication

Another key strength for Batteries Plus is in the area of communication.

We respond.

We answer the phone and we respond to emails in a timely manner. Not within days, but within minutes. If we don't have the answer straight away, we will communicate this to you, as we gather the information required. We will follow up as many times as necessary to gain the required outcome.

Our account clients have a single account manager at Batteries Plus as their primary point of contact. As the account manager becomes increasingly familiar with the client's individual requirements, the support provided to the customer will grow from meeting to exceeding their expectations. This structure delivers the best outcome for our clients, as relationships are able to develop.

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PRODUCTS

As an independent operator, we are able to source all brands to best suit the requirements of the particular application.

Our stocked brands include Amtron, Exide, MK Gel, Optima, Panasonic, Ritar, Trojan, Energizer and Duracell.

As we have had long relationships with our suppliers, and are highly valued by them, we have been able to negotiate to obtain competitive price structures.

We are not afraid to reach out to new suppliers who have better or more suitable products. We import products directly from overseas manufacturers, after thorough vetting and testing processes.



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LOCATION | PREMISES | LOGISTICS

- Centrally located in Osborne Park, Batteries Plus is close to both Freeway entry and exits.
- Our large, modern warehouse has natural light and ventilation, with sufficient space for container stock.
- Dual road access which is easily accessible by trucks. Spacious areas for loading and unloading. Our warehouse facilities include a forklift.
- Batteries Plus has regular pickups/deliveries from all major freight companies.
- We regularly ship to all major freight depots, so we understand and comply with all requirements regarding packing/labelling, including requirements for shipping dangerous goods.
- Batteries Plus regularly exports goods, so are fully compliant and experienced in this area.
- Having office space connected to our warehouse allows our team to easily monitor the status of stock/orders/dispatch and update clients accordingly.



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CUSTOMERS

Batteries Plus is a trusted supplier to a diverse customer base including the following entities:

- **Federal Government**

Airservices Australia

Department of Defence

- **State Government**

WA Police

Dept of Health

Water Corporation

- **Local Government**

City of Stirling

City of Perth

Town of Victoria Park

- **Commercial/Industrial**

BHP

Global Communication Services

Perth Airport

Rio Tinto

Serco

Westrac

Zenith Pacific

Crown Perth

Chubb Fire & Security

Honeywell

Thyssenkrupp

Barbagallo Group

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CAPABILITIES

STRENGTHS

- Experience: 24 years +
- Independent
- Knowledgeable
- Reliable
- Responsive
- Communication
- Quality
- Value for money
- Professional

CHEMISTRY

- Deep Cycle - AGM
- Deep Cycle – Gel
- Deep Cycle – Lithium
- Starting – Calcium
- Dual Purpose Marine
- Alkaline



BRANDS

- Ampttron
- Exide
- MK Gel
- Optima
- Panasonic
- Ritar
- Trojan
- Energizer
- Duracell

APPLICATIONS

- Automotive/Starting
- Auxiliary
- Deep Cycle
- Solar/Wind Power
- Off-grid
- Emergency Backup

CONTACT DETAILS

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