

# MK Battery's Life-Cycle Series

Part 2: Distribution and Risk Management



## Don't Stockpile: MK Battery Delivers

*You're on top of battery management. After all, you routinely replace the batteries in your power supplies every four years. That way they won't fail, and customers won't be bothered by service interruptions. Unfortunately, the replacement battery you pull from the warehouse has been sitting on the shelf for months. Unbeknownst to you, it's begun to self discharge, and only holds half of its charge when installed in the power supply. Should the power fail, your network won't have the protection you expect. Could this happen to you?*

Self-discharge is a common problem with all batteries. It's essential that the voltages of stored batteries be regularly monitored so discharged batteries get charged prior to installation. Fortunately, MK Battery's extensive distribution network solves this costly problem for you.

With multiple system operators (MSOs) eager to launch new services, they're anxious to ensure they have the necessary components on hand to activate a new neighborhood when ready. Battery orders of 600 or more are not uncommon.

### **Nationwide Distribution**

However, it's unlikely you actually need that many batteries at once. Because MK Battery owns and operates 20 stocking warehouses across the country, most orders can be delivered within 48 hours.

***"Cox Communications has worked with MK Battery for a number of years. It supplies us with high-quality products and has an excellent reputation for standing behind its products. MK has been very proactive in working with us in both battery supply management as well as battery disposal issues."***

—Hugh A. McCarley  
Vice President, Engineering and Technology  
Cox Communications Inc.

Instead of having 600 batteries sit in a warehouse, MK Battery can deliver only those you need immediately. You're guaranteed that the batteries you receive will be fully charged and ready to deploy when you need them.

With one call to an 800 number, you can order batteries for your entire system. The company's drivers deliver fresh product and retrieve spent batteries along routes that serve all major metropolitan areas. You receive your order within 48 hours, and in most cases because MK



With one call to an 800 number, MK Battery can meet your battery needs within 48 hours. The company's fleet serves all major metropolitan areas.

Battery operates regular delivery routes, you won't have to pay shipping costs.

Batteries are perishable. With MK Battery's just-in-time delivery, you protect your network by installing fresh product, and your cash flow isn't tied up with large inventories sitting on shelves. In addition, you save valuable warehouse space by not having to store large quantities.

### **Reducing Storage Risks**

It's not just warehouse space and spoilage that are concerns when storing batteries. As you'll note on the following page, environmental regulations governing storage, transportation and recovery of lead batteries are quite complex. MK Battery is an expert in these areas. Its professionals are knowledgeable regarding all issues related to battery management.

Because it operates its own warehouses and because its drivers are MK Battery employees, the company ensures that rigorous safety practices are implemented and that federal, state and local regulations are met. In addition, MK Battery has over \$40 million in liability insurance to protect against potential hazards. Because the company also picks up your spent batteries as part of its regular route deliveries, you won't accumulate a large stockpile of junk batteries.

By letting MK Battery's distribution network work for you, you deploy only fresh products to the field, and you lower your exposure to environmental risk. MK Battery helps you protect your network and save money at the same time.

## Implement Risk Management Today

*With winter approaching, your technicians perform routine maintenance on the flooded batteries in your power supplies. But, it's been six months since anyone added water to them, and regular charging has created a build-up of hydrogen gas. The technician's wrench slips and creates a spark just as he's removing the battery. The excess hydrogen gas explodes, injuring your employee. Could you have prevented this terrible accident?*

To reduce the chance of accidents, multiple system operators (MSOs) must implement a rigorous risk management program. Such a program will enable MSOs to assess and control the exposure to hazards in the work place that affect employee safety, the community and the environment. Failure to do so can result in injury and lead to civil or even criminal penalties.

MK Battery can help MSOs reduce risks to all three groups. Because the company's batteries are sealed and valve regulated, they will not gas unless they are overcharged. The chance of explosion is dramatically reduced from as much as one in a thousand for flooded batteries to as little as one in millions for sealed, gel batteries. Plus, they never need refilling.

### Transportation Hazards

Be aware that the Department of Transportation (DOT) considers flooded batteries a hazardous material. Because of the related dangers, your drivers must have a Commercial Drivers License (CDL) with a hazardous materials endorsement. And, you're prohibited from carrying any other hazardous material in the vehicle at the same time.

Often cable trucks carry aerosol cans like WD40, spray paint, etc. If dropped across the battery's terminals, aerosol containers can explode, causing flooded batteries to leak sulfuric acid. The use of flooded batteries puts your company at risk for DOT violations and your employees and community at risk if an accident occurs.

By installing MK Battery's products, you limit such risks. The company's batteries contain a gelled electrolyte that makes them nonspillable. Because MK Battery clearly labels its batteries "nonspillable" and ships them with a slipcover—a five-sided box that protects the terminals from being shorted—they are exempt from certain restrictive DOT regulations.

### Community Responsibility

Another element in an MSO's risk management plan is proper execution of Tier II reporting. If ignited in a fire, the plastics, lead and sulfuric acid contained in batteries cause toxic fumes. Therefore, the Emergency Planning and Community Right to Know Act (EPCRA) requires Tier II reporting for batteries if sulfuric acid is present in quantities of 500 lbs. or more or if lead is present in quantities of 10,000 lbs. or more. Storing as few as 42 batteries in a warehouse, makes the MSO liable for Tier II reporting. Violators are subject to fines up to \$25,000 per day, per site.

MK Battery can help MSOs with this burden. By receiving battery shipments on an as-needed basis, MSOs reduce their inventories. Most MSOs will still need to perform some Tier II reporting. Therefore, MK Battery provides a direct link to the EPA's website. The company also provides MSOs with the Tier II information they need to report including: health hazards, fire hazards, Chemical Abstract Service Number (CAS) and the amount of sulfuric acid and lead their shipment contains.

### Environmental Management

Failure to properly dispose of spent batteries also can lead to huge fines. Unattended spent batteries may be sold to metal dealers who drain the sulfuric acid to reclaim the lead. If your batteries are found in a landfill, you can be fined for environmental damage and cleanup costs—penalties of \$300,000 and higher have been recorded. MK Battery eliminates this risk. Company employees pick up your spent batteries for no charge and deliver them to an EPA-certified smelter. MSOs receive documentation accounting for every shipment.

MK Battery can be your partner in risk management. By using the company's sealed, gelled batteries, you lower potential financial liabilities while simultaneously protecting your employees, the community and the environment.



**MK Battery helps you manage risk by delivering your spent batteries to an EPA-certified smelter.**