

Industrial Chargers Supply Proposal for



July 2016

Products recommended 'A' :

- 80V 120A 3 Phase ' Power Elektronik' branded Battery Charger

Dimensions : 51.8 (width) x 37.5 (depth) x 79 (height) cm

Weight : 115 kg

- 48V 120A 3 Phase ' Power Elektronik' branded Battery Charger

Dimensions : 51.8 (width) x 37.5 (depth) x 79 (height) cm

Weight : 115 kg



Commercial offer :

- Payment terms : 20% deposit with PO 80% when goods are ready to ship
- Lead time : 6-8 weeks from receipt of PO and 20% deposit (unbranded samples may be less)
- Set up fee for branding : €1,500
- Pricing :

Based on volume supply agreement for minimum 1,000 units within 2 years
Minimum batch quantity 50 units per delivery (minimum 20 of each variant)

80V, 120A €495 each

48V, 120A €350 each



NOTE : Pricing is valid for 60 days and subject to Bassi standard terms and conditions of sale

Products option 'B' :

- 80V 120A 3 Phase HF ' Power Elektronik' branded Battery Charger

Dimensions : 59 (width) x 26.5 (depth) x 43.5 (height) cm

Weight : 20 kg

- 48V 120A 3 Phase HF ' Power Elektronik' branded Battery Charger

Dimensions : 54 (width) x 13 (depth) x 34 (height) cm

Weight : 12 kg



NOTE : The only advantage of B compared to A is that its smaller (you will see this on presentation when we visit), so more easily wall mounted etc. From a functional point of view it does exactly the same as the A. The biggest disadvantage (when compared with A) is cost and reliability i.e. VAC fluctuations at the customer's site will heavily impact on the reliability of the product. A low cost HF product like B is one that is designed for a steady and stable VAC input (i.e. without voltage peaks) whereas the low freq has much fewer electronic components and a three phase transformer that isolates the back end (which in any case consists of a very simple control board and rectifier) so it is easy and (relatively) cheap to repair.



Products option 'C' :

- 80V 180A 3 Phase high end HF ' Power Elektronik' branded Battery Charger

Dimensions : 37.5 (width) x 37.8 (depth) x 59.3 (height) cm

Weight : 52 kg

- 12-48V 150A 3 Phase HF high end ' Power Elektronik' branded Battery Charger

Dimensions : 32.1 (width) x 24.1 (depth) x 59.3 (height) cm

Weight : 30 kg



Note : Option C has the benefit over A and B that we can control the current and a single SKU will cover a range of batteries (rather than being battery specific), these may or may not be required by customers. The disadvantage is that it still has inherent susceptibility to VAC line fluctuations and we are talking about a more expensive charger so they need to be careful commercially to ensure that VAC is clearly specified at time of order. Its slightly bigger than B but is still designed for wall mounting. In short its a fantastic product but its more sophisticated, more expensive and maybe not the best entry level product for a new dealer in a price sensitive market.