



Photo Release -- EnerSys(R) Reaches 5,000 Mark in Convert to Electric(SM) Program

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EnerSys(R) Helps Customers Switch From Internal Combustion to Battery Electric Lift Trucks

READING, Pa, July 29, 2014 (GLOBE NEWSWIRE) -- EnerSys® (NYSE:ENS), the global leader in stored energy for industrial applications, has helped its customers change out 5,000 lift trucks to battery power as part of its [Convert to ElectricSM \(C2ESM\)](#) program. The C2ESM program is the first and only dedicated effort to help companies using internal combustion lift trucks switch to electric fleets.

A photo accompanying this release is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=26752>

"Since 2008, we've made a concerted effort to guide customers through the process of converting their lift truck fleets to electric power, and we've saved them more than \$125 million in fuel costs," says Jeff Long, vice president, sales and service, EnerSys. "Battery power provides reliable, long-lasting, robust energy, and it's better for the environment. We've helped our customers improve productivity, and save dollars and time on maintenance and fuel."

Atlantic Plywood, a multi-site wholesale distributor of building materials based in Woburn, MA, became the 5,000th lift truck conversion when it switched 20 of its internal combustion forklifts to battery electric over the last year.

"We started with five lift trucks and were so pleased with the results, we extended to 20 trucks," says John Blakeney, chief financial officer, Atlantic Plywood. "We find they are cleaner, quieter, more efficient, and they handle the work better than the old propane lifts."

Blakeney estimates that Atlantic Plywood is saving \$12,000 on each lift truck, because of savings on fuel and maintenance. The company is planning to soon convert all of its lift trucks to electric. (See video: <http://convert2electric.com/expertise/news-room-2/>)

Knowing that customers have questions about battery-powered lift trucks, recharging options and electric installation requirements, EnerSys launched its C2ESM program as a way to advise and guide customers through the process.

"Along the way, we've developed unique tools that allow customers to compare various power options, customized to their particular operating environments," says Long. "So they can get an idea of their costs and energy consumption right up front."

EnerSys also introduced ZBC Designer™ — software that analyzes a customer's operational requirements, such as number of trucks, number of shifts, and type of work performed, and designs the optimum configuration of batteries and chargers for each site.

"With the Zero Battery ChangeSM (ZBCSM) program, customers need just one battery per truck, and they can quickly recharge the battery during regular breaks. There's no need for time-consuming battery changing, no need for a separate battery room," says Long. "Our software shows customers which charging options will work best for their environment: once-a-day opportunity charging, or fast-charging that allows them to charge while the driver is on break."

Noting customer satisfaction and the expanding market trend toward electric power for lift trucks, EnerSys plans to extend the C2ESM program's outreach to dealers and end-users nationally. For more information, go to convert2electric.com.

ABOUT ENERSYS®

EnerSys, the global leader in stored energy solutions for industrial applications, manufactures and distributes reserve power and motive power batteries, battery chargers, power equipment, battery accessories and outdoor equipment enclosure solutions to customers worldwide. Motive power batteries and chargers are utilized in electric forklift trucks and other commercial electric powered vehicles. Reserve power batteries are used in the telecommunication and utility industries, uninterruptible power supplies, and numerous applications requiring stored energy solutions including medical, aerospace and defense systems. Outdoor equipment enclosure products are utilized in the telecommunication, cable, utility, transportation industries and by government and defense customers. The company also provides aftermarket and customer support services to its customers from over 100 countries through its sales and manufacturing locations around the world.

Caution Concerning Forward-Looking Statements

This article and statements made regarding the subjects of this article contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements may include, but are not limited to, (i) statements regarding EnerSys plans, objectives, expectations and intentions and other statements contained in this article that are not historical facts, including statements identified by words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates," "will" or words of similar meaning; and (ii) statements about

 Long & Blakeney

(L) Jeff Long, vice president, sales and service, EnerSys and (R) John Blakeney, chief financial officer, Atlantic Plywood, cut the ribbon on the 5,000th lift truck converted to electric.

the benefits of the Convert to ElectricSM (C2ESM) program, including any impact on our financial and operating results and estimates, and any impact on EnerSys' market position that may be realized from the Convert to ElectricSM (C2ESM) program.

These forward-looking statements are based upon management's current beliefs or expectations and are inherently subject to significant business, economic, and competitive uncertainties and contingencies many of which are beyond our control. The following factors, among others, could cause actual results to differ materially from those described in the forward-looking statements: (1) our ability to successfully develop the market for this program; (2) the possibility that EnerSys may not realize revenue benefits from the business within expected time frames; and (3) competition may adversely affect the business and result in customer loss. The statements in this article are made as of the date of this article, even if subsequently made available by EnerSys on its website or otherwise. EnerSys does not undertake any obligation to update any forward-looking statement to reflect circumstances or events that occur after the date such forward-looking statement is made. For a list of other factors which could affect EnerSys' results, including earnings estimates, see EnerSys' filings with the Securities and Exchange Commission, including "Item 1A. Risk Factors," and "Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations," including "Forward-Looking Statements," set forth in the Company's most recent Quarterly Report. No undue reliance should be placed on any forward-looking statements.

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