

## Advance Competitive Review: Smart Solutions™ & AXP™ Technology

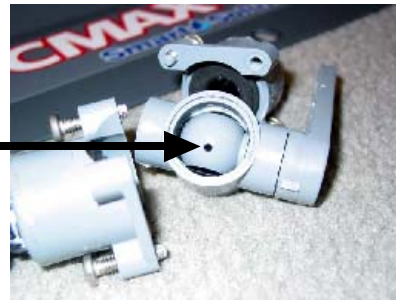
**Q1:** What is Smart Solutions & AXP Technology from Advance?

- **Smart Solutions** is the name given to a family of features that control solution & chemical flow rates.
- This family consists of:
  1. Solution Flow Rate Controls
  2. On-board Detergent Dispensing System – **called AXP Technology**

**Q2:** How do they control solution flow rates?

- The solution flow rates are controlled in **one of two ways**:
  1. Simple Ball Valve – operators simply turn the valve to greatly restrict flow

Advance's "Smart Solution"  
for 17 & 20-inch scrubbers is  
a small orifice that greatly  
restricts flow.



2. Control-based System – found on the new Convertamatic Walk-Behind Scrubber (We assume this will be the type eventually found on their rider scrubbers)
  - **System combines three down pressures with three pre-selected solution flow rates.** Flow rates are controlled via an on-board pump.

### Low Setting:

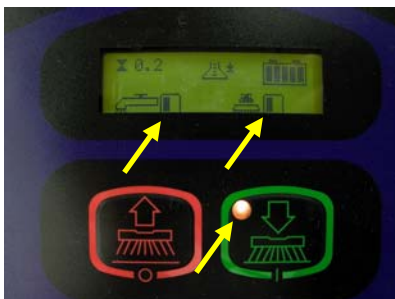
- Max 80 lbs.
- 0.25 GPM

### Mid Setting:

- Max 130 lbs.
- 0.50 GPM

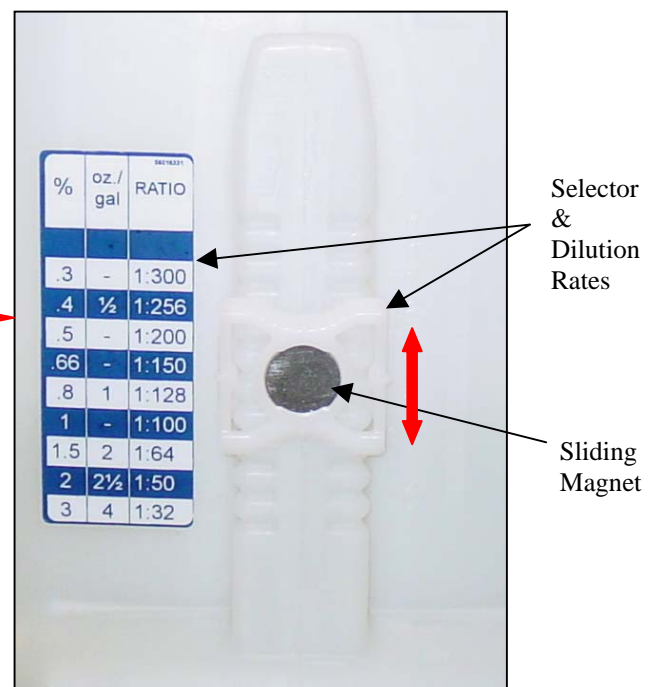
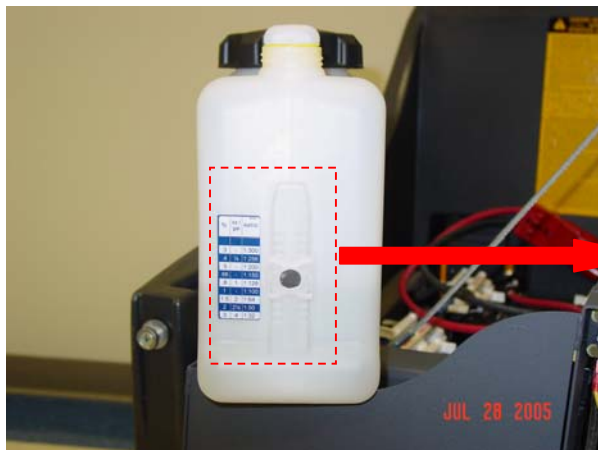
### High Setting:

- Max 160 lbs.
- 0.75 GPM



**Q3:** *How does AXP Technology work?*

- AXP Technology is an on-board detergent dispensing system.
- It consists of a 1.25 gal detergent cartridge with a sliding dilution rate selector that the operator must manually set to the chemical manufacturer's recommended dilution ratio.
- When placed back into the bracket, the system automatically reads the dilution rate setting based on the location of the magnet (see below).
- From there, a pump mixes the chemical into the solution flow.





## Feature / Attribute Comparison

### FaST™ Foam Scrubbing Technology vs. AXP™ Technology

#### Key FaST Selling Argument vs. AXP:

- AXP Technology's flexibility continues to proliferate inconsistent, high cost and less safe cleaning practices.

Feature / Attribute	Tennant's FaST™ Technology	Advance AXP™ Technology
1. Increased Safety	<ul style="list-style-type: none"> <li>High Traction Certified by the National Floor Safety Institute to reduce risk of Slip/Fall accidents <ul style="list-style-type: none"> <li>NFSI's tests show FaST increases floor traction up to 21%!</li> </ul>  </li> <li><u>Eliminates</u> operator contact with scrubber chemicals</li> </ul>	<ul style="list-style-type: none"> <li><b>No NFSI Certification!</b>  </li> <li>Operators are <b>FREQUENTLY EXPOSED</b> to scrubber chemicals! <ul style="list-style-type: none"> <li>At a 50:1 dilution rate, operators will refill the AXP 1.25 gal detergent cartridge <u>up to 39 times</u> versus a <u>single 2L FaST PAK!</u> <u>Minimum is 13 times</u> in the low flow setting!</li> </ul> </li> </ul> <p><b>AXP does not demonstrate increased safety versus typical conventional scrubbing!</b></p>
2. Increases productivity <u>WITHOUT</u> compromising cleaning performance	<ul style="list-style-type: none"> <li>Foam activated chemical is <u>third-party tested &amp; endorsed</u> to be effective and is the <u>key to providing high performance cleaning at very low solution flow rates!</u></li> </ul>	<ul style="list-style-type: none"> <li><b>Simply limiting conventional solution flow <u>significantly compromises cleaning performance!</u></b></li> </ul>
3. Scrub time between empty / fill cycles  (SS2401 FaST vs. Convertamatic w/ AXP)	<ul style="list-style-type: none"> <li><u>Always</u> 1 hour, 53 minutes between empty / fill cycles! <ul style="list-style-type: none"> <li>Scrub time will be this long <u>independent</u> of operator settings!</li> <li>SS2401 FaST will scrub a <u>minimum</u> of 33 minutes longer!</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li><b>Heavy setting scrub time is <u>only 27 minutes!</u> Lowest setting is still <u>33 minutes shorter than the 2401 FaST!</u></b> <ul style="list-style-type: none"> <li><u>Inconsistent scrub times</u> - depends on operator settings!</li> <li>Convertamatic uses <u>up to 400% more water!</u> <u>Minimum is 70% more!</u></li> </ul> </li> </ul>

<p>4. <u>Consistent</u> Cleaning Performance</p>	<ul style="list-style-type: none"> <li>▪ <b>High performance cleaning <u>independent of operator selections</u></b> <ul style="list-style-type: none"> <li>○ Foam activated chemical provides <u>high performance cleaning without operator selection</u></li> </ul> </li> <li>▪ <b>Consistent chemical viscosity provides consistent dilution rates and cleaning performance!</b> <ul style="list-style-type: none"> <li>○ FaST chemicals are engineered to the same viscosity <u>removing variability and providing consistent results.</u></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Cleaning performance is <u>dependent on operator selections</u></b> <ul style="list-style-type: none"> <li>○ Dilution and solution flow rates are <u>left totally to operator judgment.</u></li> </ul> </li> <li>▪ <b>Variation in chemical viscosity (amongst chemicals and manufacturers) will vary actual dilution rates and actual cleaning results!</b> <ul style="list-style-type: none"> <li>○ The chemical pump cannot accommodate changes in viscosity causing <u>inconsistencies when a variety of chemicals are used in the system!</u></li> </ul> </li> </ul>
<p>5. Application Flexibility for Project Cleaning</p>	<ul style="list-style-type: none"> <li>▪ <b>Simply flip the switch and perform conventional scrubbing operations for all types of applications!</b> <ul style="list-style-type: none"> <li>○ FaST scrubbers set to conventional scrubbing <u>can operate as a traditional scrubber</u> for stripping, restoring, etc.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>AXP Scrubbers are still simply conventional scrubbers, <u>BUT... the operator must purge chemical line before performing new applications!</u></b> <ul style="list-style-type: none"> <li>○ This wastes chemical and increases down time – <u>resulting in higher costs!</u></li> </ul> </li> </ul>