

# TENNANT COMPANY

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*Tennant T1 Battery and Nobles SS 15 Battery Sales Training Tutorial*



# Introducing The Tennant T1 Battery and the Nobles Speed Scrub 15 Battery Micro Scrubbers

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- Micro Floor Scrubbing Machine
- Superior cleaning performance for smaller applications – Cord Free
- Increases Floor Safety
- Increases Cleanliness
- Increases the Customers Cleaning Flexibility
- Reduces Operator Fatigue
- Virtually 100 % Water Recovery in Forward and Reverse



# Product Positioning Goals

- Increase cleaning performance, safety & productivity vs. mop/bucket.
- Design a micro scrubber that can be used when customers, patients, students or employees are present.
- Offer customers two battery technologies to best meet their cleaning challenges / needs:
  - AGM
  - Lithium Ion
- Deliver instant adjustment flexibility & best-in-class maneuverability



# The Tennant T1 Battery Combines



# What Problems Does the Tennant T1 B Solve For Your Customers?

## Productivity & Performance

- Forward and Reverse Cleaning
- 25 minutes of uninterrupted cleaning
- Eliminates secondary operations

## Environmental Health and Safety

- Virtually 100% water recovery – Cord Free
- Reduces bacteria growth
- Removes dirty water in both directions

## Image

- Cleans on most hard surfaces
- Maintains workplace cleanliness
- Consistent cleaning results

## Flexibility

- Aluminum scrub head resists corrosion
- High density polyethylene tanks
- Water resistant electrical connections



# What Results Can Your Customers Expect From the Tennant T1 Battery



# The Tennant T1 Battery Can Be Used For

- Water Recovery
- Store Check Out Aisles
- Entryways
- Small Spill Cleanup
- Touch Up Cleaning
- Cleaning Quarry Tile Floors
- Cleaning Smooth Hard Floor Surfaces
- Removing Water and Soil in one step
- Deep Cleaning Kitchen Areas
- Road Salt Removal



# In Many Different Environments



# That Host People, and Manufacture, Store, and Service A Wide Variety of Products, and Materials



# Providing Superior Productivity – Freeing Workers for Other Tasks

“The T1 B has up to a 5 to 1 productivity improvement”



Mop and Bucket



T1 Battery

\*Comparison Using ISSA Cleaning Standards



# Your Customers Will Appreciate The T1 B



“Modern, efficient methods for modern companies.”



“Superior performance, increased appearance, and a healthier environment, cord free”



# The T1 Has Many Competitive Advantages



**“It is perfect for small or congested areas. It comes with factory direct service, and is built with legendary Tennant reliability and ruggedness, and is backed by an industry leading warranty. It delivers consistently clean floors, cord free, and productivity improvements, environmental compliance, safety, comfort and ease of use solutions are engineered in, not bolted on.”**



## Engineered into a Rugged, Reliable System

**Cast Aluminum  
Scrub Deck**

**Insta-Adjust™  
Handles**

**One-Touch  
Operation**

**Lift-Off  
Hygenic®  
Tanks**

**Duramer®**



# That Provide Valuable Results and Benefits



## Result

Clean and Dry Floors: Virually 100 % Water Recovery

## Benefit

Increase Productivity

Increased Productivity

Increase Safety

## Advantage

Removes dirty water

Up to 50% Faster

Drying wet areas

## Feature

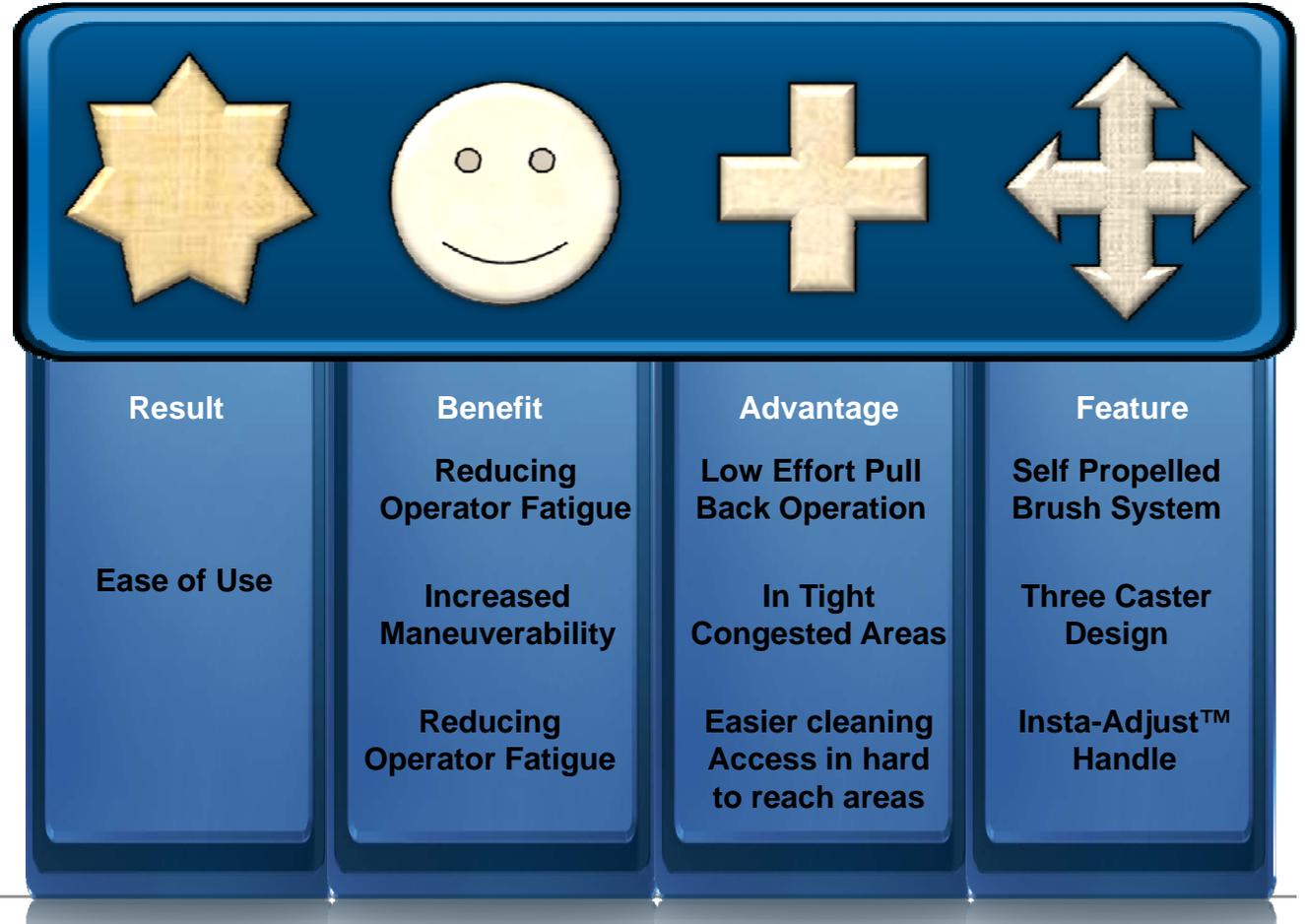
T1 Scrubbing & Recovery System

Forward and Reverse Scrubbing

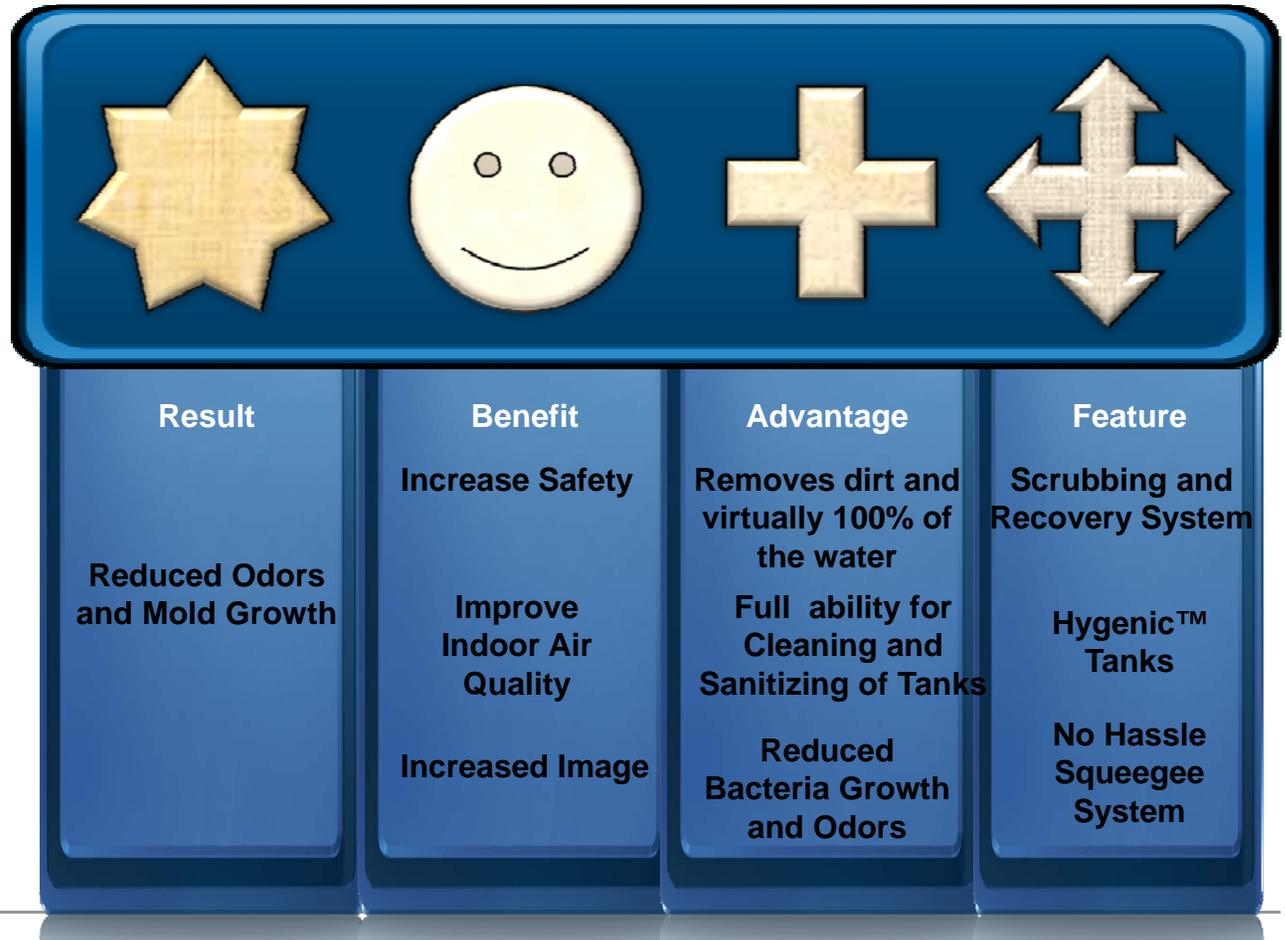
Separate vac. Fan activation



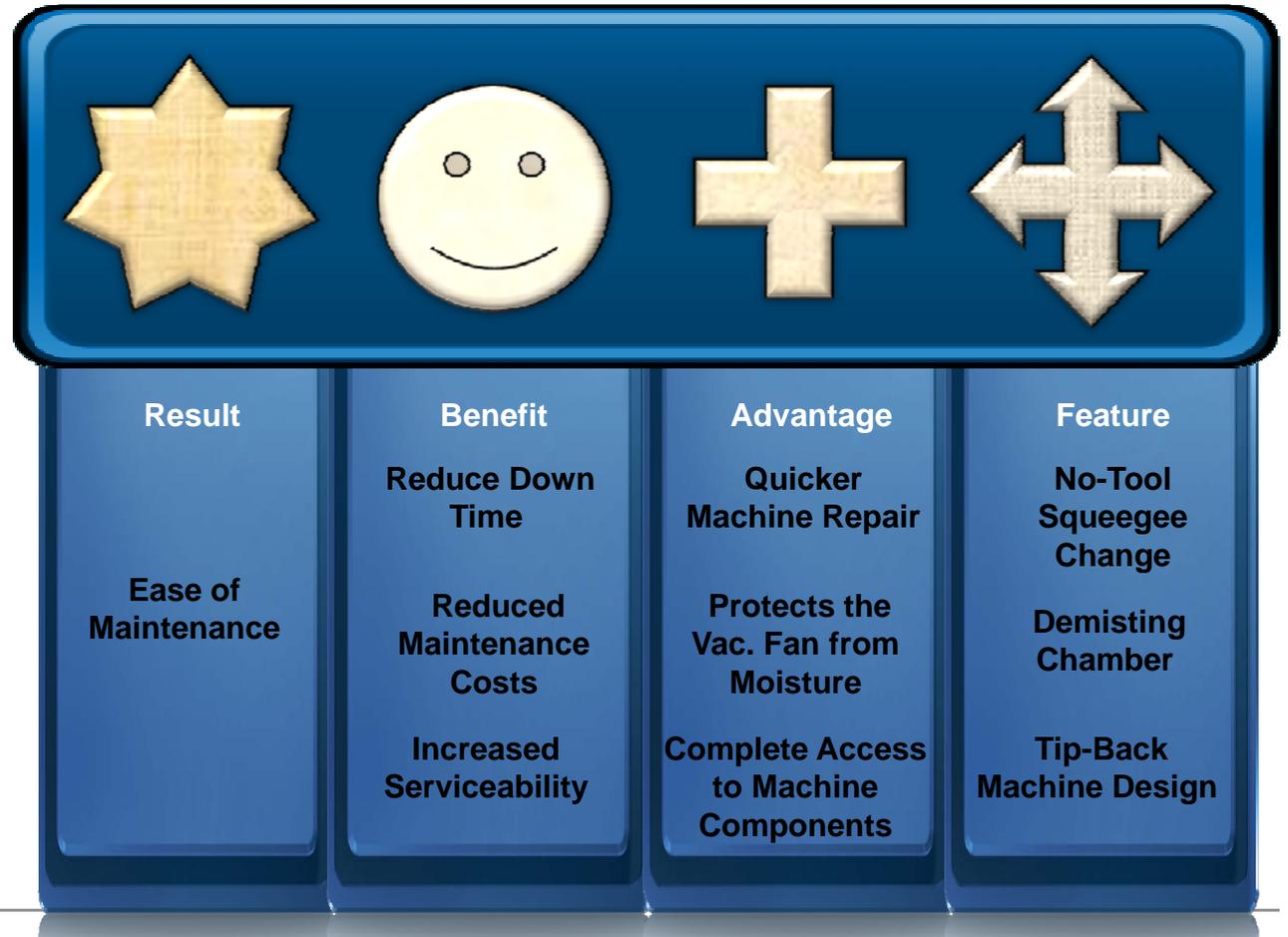
# More Valuable Results and Benefits



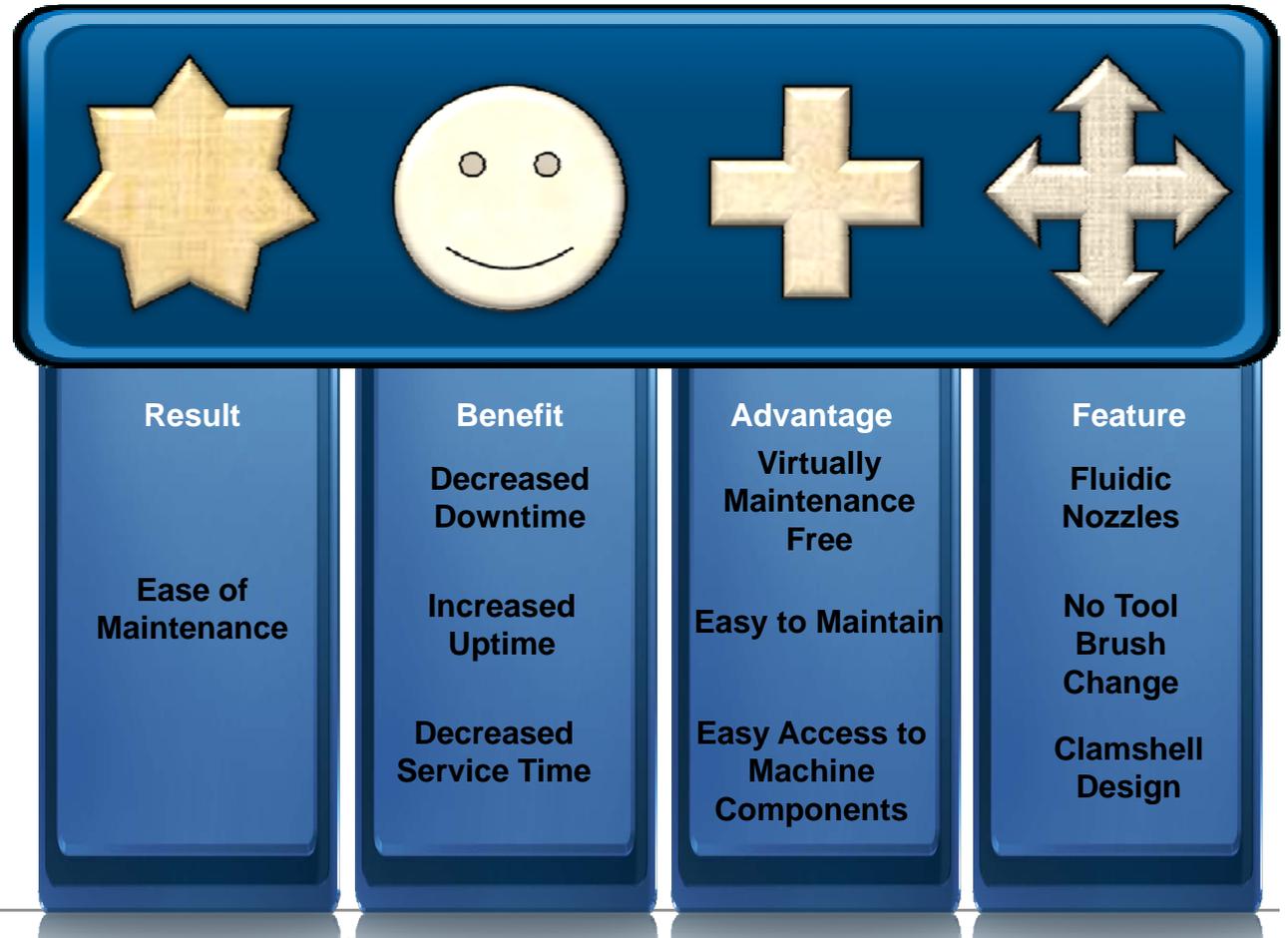
# More Valuable Results and Benefits



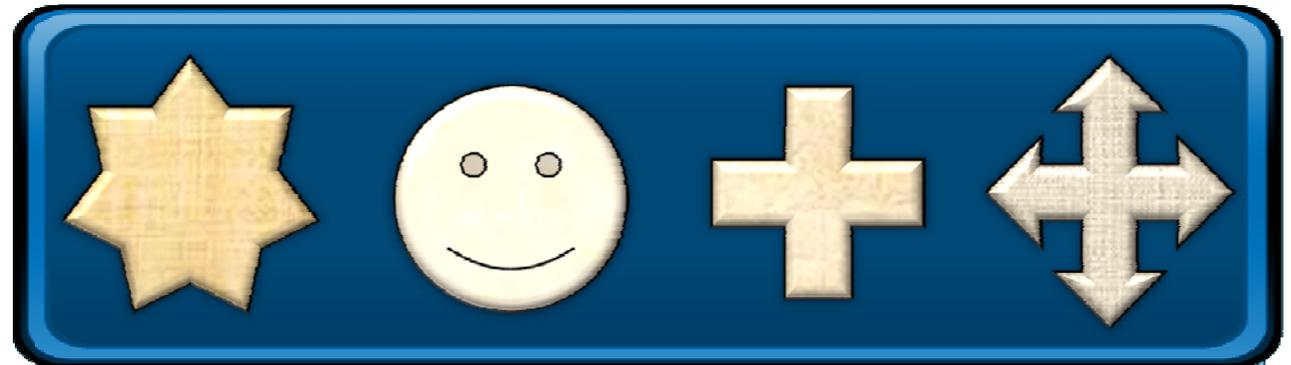
# More Valuable Results and Benefits



# More Valuable Results and Benefits



# More Valuable Results and Benefits



Result	Benefit	Advantage	Feature
Ease of Use	Decrease Operator Training Time Reduced Operator Fatigue Reduced Training Time	Simple Machine Operation Adjusts to Fit Multiple Users Correct Contact With Floor Surface	On Board Operator Use Graphics Insta-Adjust™ Ergonomic Handle No-Hassle Squeegee System



# What We Learned in Field Testing...

- Average Use
  - 21 minutes
- Charges
  - 2-4x per day
  - varied by customer type
- Two user types required two battery types:
  - 1) Dedicated machine for daily cleaning of one area
  - 2) Multi-use cleaning machine for different departments / areas and clean-up projects



# T1 Battery Micro-Scrubber - Description & Specifications



15 in/38 cm

2.5 gal/9.5 L  
Solution Tank



3.4 gal/12.9 L  
Recovery Tank



Lithium Ion

AGM



# T1 Battery Micro-Scrubber - Description & Specifications

- 38 lb (17kg) Down Pressure
- 0.65 hp (.49 kW) Brush Motor Delivers 900 rpm Brush Speed
- .5 hp (.38 kW) Vac Fan delivers 25-in (635 mm) Water Lift
- “No-Hassle”, Bi-Directional Squeegee System
- Hygenic<sup>®</sup> Cleanable Tanks



# T1 Battery Micro Scrubber Description & Specifications

- Battery Performance & Key Attribute Overview

Battery Type	Max Run Time	Charge Cycles	Weight	Full Charge	Quick Charge	Opport. Charge	Warranty
<b>AGM</b>	45 minutes	250-300	32 lbs/ 14.5 kg	6-8 hrs.	N	N	6 months pro-rated
<b>Lithium Ion</b>	60 minutes	2000-3000	15 lbs/ 6.8 kg	3 hrs.	Y	Y	2 years pro-rated

Note: Quantity of charge cycles based on run time dropping below 30 minutes



# What Our Customers Will Experience

## AGM



- 32 lbs/14.5 Kg Weight
- Up To 45 Minutes of Run time
- 250 – 300 Charge Cycles\*
- 6-8 Hours Full Charge Time
- 6 Months Pro Rated Warranty

\*Cycles based on dropping below 30 minutes

33 % More  
Run Time



Full Re-Charge  
in Half the  
Time



## Lithium-ion



53 % Lighter

Up to 20 X  
Longer Life



3.5 X Longer  
Warranty

- 15 lbs/6.8 Kg Weight
- Up to 60 Minutes of Run time
- 2000 – 3000 Charge Cycles\*
- 3 Hours Full Charge Time
- 2 Years Pro Rated Warranty
- Only Company With This Option
- Quick Charge Capability – Virtually Always Ready To Use



# AGM vs. Lithium-ion

APPLICATIONS	AGM	LITHIUM-ION
1-2 Charges per day (standard daily cleaning)	✓	✓
3 or More charges per day		✓
○ <i>Multiple users/departments daily</i>		✓
○ <i>“Utility Tool” usage – mop and bucket approach for cleaning</i>		✓
○ <i>Seasonal clean up issues (snow/salt, rain, etc. tracked in facility)</i>		✓
○ <i>Frequent spills or touch ups needed</i>		✓



# Solutions to Key Market/Customer Needs

Results	Tennant T1B Solutions
<b>Health &amp; Safety</b>	<p><i>Battery Operation for Cleaning When People are Present</i></p> <p><i>Immediately Dry Floors</i></p> <p><i>Hygenic™ Fully Cleanable Tanks</i></p> <p>Triple-sealed, Water Tight Electrical Connections</p>
<b>Performance &amp; Productivity</b>	<p><i>Up to 20 Times Longer Battery Life with Lithium-ion Technology</i></p> <p><i>25 minutes of Scrubbing / Tank!</i></p> <p>Aggressive, 1-Pass Scrubbing</p> <p>Virtually 100% Recovery in Forward &amp; Reverse</p>
<b>Maneuverable Design</b>	<p><i>Low Profile w/ Insta-Adjust™ Handle</i></p> <p>“Free Motion” Caster Design</p> <p>Curb / Stair Transport Wheels</p>



# Solutions to Key Market Needs

Results	Tennant T1B Solutions
<b>Easy Operation &amp; Maintenance</b>	<p><b><i>One-Button Control</i></b> <b><i>Step-by-Step Operator Use Graphics</i></b> Separate Switch for “Double Scrubbing” Trigger Activated Scrubbing</p> <p><b><i>Tool Free Convenience</i></b> <b><i>Full Service Access to Key Components</i></b></p>
<b>Reliability &amp; Quality Assurance</b>	<p><b><i>Best Warranty – 10 / 3 / 3</i></b> <b><i>Lithium-ion Batteries Pro-Rated for 2 Years</i></b> Robust Components &amp; Materials Consistent Deep Cleaning Performance</p>



# The Tennant T1 B Is All Wrapped Up In The Tennant Total Package



## The Tennant Total Solution

	Full Range of Reliable, Durable and Innovative Equipment and Floor Coatings		Convenient and Flexible Financing Alternatives
	Highly Responsive Factory Direct Service and Maintenance		Highly Available OEM Parts & Supplies
	One Point of Contact Customer Support		Clean and Green
	Application Focused Professional Sales Force		Comprehensive Training & Operator Manuals



Industry Leading Warrantees

<b>The Tennant Total Package</b>
Training
Service
Parts & Consumables
Rugged Reliability
Best Warranty



# In A Great Package



Category	Specifications
Net Weight	110 lb / 50 kg
Vacuum motor power	.5 HP / .38 kW
Vacuum motor stages	1 stage
Waterlift	25 in / 635 mm
Coverage / Hr.	14,875 ft <sup>2</sup> / 1,382 m <sup>2</sup>
Operational Sound Level	68 dBa
Brush Down Pressure	38 lb / 17 kg



## Creating

“A rugged, reliable and efficient floor cleaning solution.”



“Superior Cleaning performance and ultimate cleaning results.”



# Tennant T1 Battery Final

Question 1 of 6

Point Value: 10

The Lithium Ion Battery Offered with the Tennant Model T1 Battery and Nobles Speed Scrub 15 Battery lasts up to \_\_\_\_\_ times longer than the AGM Battery Offered with Each Machine?

## PROPERTIES

On passing, 'Finish' button:

On failing, 'Finish' button:

Allow user to leave quiz:

User may view slides after quiz:

User may attempt quiz:

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Properties...



Edit in Quizmaker

# Tennant Company



*Tennant T1 Battery  
Nobles Speed Scrub 15 Battery  
Sales Training Tutorial*