

CREATING A CLEANER, SAFER, HEALTHIER WORLD.

Product Application and Solution Guide

Q12 Multi-Surface Cleaner



Branding

Brand Image

Tennant Colors
Badging



<u>Model Names</u>	
Tennant	Type
EH1	120 psi (8.3 bar) Heated
EC2	220 psi (15.2 bar) Cold
EH2	220 psi (15.2 bar) Heated
EH5	50-500 psi (3.45-34 bar) Heated
Q12	1200 psi (83 bar) Multi-surface cleaner



Product Positioning/Highlights

Multi-Surface Cleaner

Unique Selling Position: Provides quality features and performance in an easy-to-manage size.

Core Positioning Statement: Outstanding deep and restorative cleaning performance for various applications

- Key Benefits:**
1. **Performance** – helping workers to drive a better time/clean ratio.
 2. **Versatility** – allowing you to route clean using one machine for multiple sites and floor surface types
 3. **Ease of Use** – delivering operating value at a reasonable investment
 4. **Quality Construction** – ensuring strong performance and a long asset life

Product Highlights

Key Selling Points:

POSITIVE PERFORMANCE AND PRODUCTIVITY IMPACT

- Maximize your productivity with large solution and recovery tanks
- Adjustable 400 - 1200 psi (27.6 - 83 bar) provides for flexibility of use in a variety of applications on both hard and soft surfaces
- Pump out of 2.8 gpm (11 L/min) – 5 Chamber Diaphragm Pump
- Sealed vacuum lift of 137 in (3480 mm)
- Vacuum airflow of 107 CFM (3.0 m³/min)

EASE OF USE

- Transport wheels make transporting these machines easier than ever
- Ergonomic wand handle w/trigger handle
- Auto dump and fill
- Pressure relief valve
- 40 ft (12 m) dual power cord length

SAFETY

- Wand/hose storage means everything has a place
- Sealed solution fill lid
- Lightweight hard surface tool (brushed)

VERSATILITY

- Cleans multiple surfaces: tile, concrete plus other hard surfaces, and carpet

Product Strategy

Product Strategy

Gap fill: Multi-Surface Cleaner

Key Competitors

US Products

Nilfisk

NSS

Windsor

Century 400

Top Product Verticals

BSC's

Distribution

Education

Healthcare

Retail



Tennant Solution – Multi-Surface Cleaning

Application process: Hard floors

Vacuum or Sweeper

- Area to be cleaned **must first be swept** (or vacuumed)



Pump up Sprayer

- Need to **pre-spray** chemical on area to be cleaned
- Agitate (grout brush)



Multi-Surface Cleaner

- Q12 & Quick Clean™ 12*



Blower

Product Use: Suggested psi / bar Ranges

psi / bar Recommendation	Surface Application*
1200 psi / 83 bar	Ceramic & Porcelain
900-1000 psi / 62-69 bar	Stones (Marble, Granite)
400-500 psi / 28-34 bar	Carpet

*Ensure grout is in good shape before using on hard surfaces

Key Verticals by Product



	1200 psi (83 bar) Multi-Surface Cleaner	Canister Extractors
BSC	✓	✓
Retail	✓	✓
Education	✓	✓
Healthcare	✓	✓
Hospitality	✓	✓

CREATING A CLEANER, SAFER, HEALTHIER WORLD.

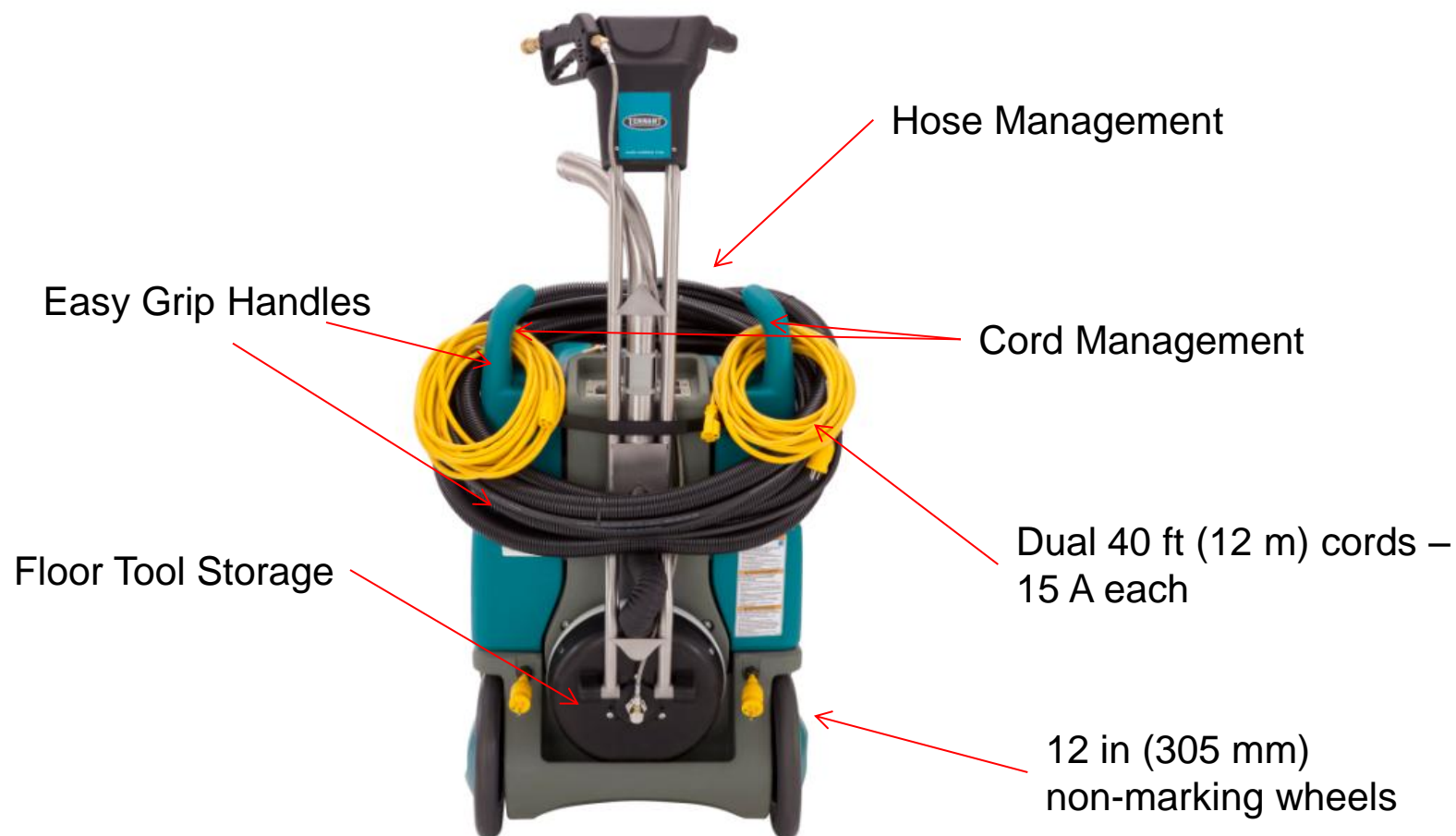
Product Markets and Applications



Multi-Surface Cleaner – Key Features



Multi-Surface Cleaner – Key Features



Multi-Surface Cleaner F&B

Feature: Adjustable psi – 400 to 1200 (27.6 to 83 bar)

Benefit: Allows a wide range of hard and soft surface cleaning options including restorative tile and grout

Feature: Large 15 gal (57 L) solution & 13.5 gal (51 L) recovery tanks

Benefit: High Production in a small footprint

Feature: 137 in (3480 mm) sealed vacuum lift

Benefit: Maximum Solution recovery

Feature: 107 CFM (27.67 to 83 bar) maximum Vacuum airflow

Benefit: Maximum Solution Recovery

Feature: 25 ft (8 m) solution and recovery hose

Benefit: Extended Work Area for Higher Production

Multi-Surface Cleaner F&B

Feature: Dual 40 ft (12 m) power cords (15A per cord)

Benefit: Extend operator reach to outlets and expand floor coverage

Feature: Glass filled Nylon hard surface tool with Stainless Steel Handle (Standard)

Benefit: Durable, easy to operate, and decreased operator fatigue

Dual spray jets delivering up to 1200 psi (83 bar) cleaning power at 2.2 gal (8 L) per minute for deep cleaning of porous and uneven surfaces

Feature: High Pressure High Flow Pump

Benefit: Restorative Cleaning Results

Feature: Powerful Vacuum coupled with Hard Surface Tool

Benefit: Removes soiled solution and leaves almost dry

Product Specifications

FEATURES	SPECIFICATIONS*
Solution System	
Solution Tank Capacity	15 gal (57 L)
Solution Pump	400-1200 psi (27.6 to 83 bar)
Solution Hose Dimensions	25 ft (8 m) x .25 in (6.40 mm)
Auto Fill & Dump	Yes
In-line Heater	NA
Recovery System	
Recovery Tank Capacity	13.5 gal (51 L)
Vacuum Max Airflow	107 cfm (3.0 m ³ /min)
Vacuum sealed waterlift	137 in (3480 mm)
Recovery Hose Dimensions	25 ft (8 m) x 1.5 in (38 mm)
Power System	
Power Cord Length	40 ft (12 m) Dual
Current	15A each
Circuit Locator	Yes

FEATURES	SPECIFICATIONS*
Machine Specifications	
Length	32 in (813 mm)
Width	23.5 in (597 mm)
Height	36.75 in (933 mm)
Weight	155 lbs (70 kg)
Shipping Weight	205 lbs (93 kg)
Sound Level (operator's ear)	>75 dBA
Accessories	
Standard Wand	Hard Surface Turbo Tool
Optional Wand	Titanium
Approvals	
CRI	Silver w/ Titanium wand
ETL	Yes

HST – Hard Surface Tool (standard)

Feature: Brushed stainless steel

Benefit: Corrosion resistance, easy cleaning, highly durable

Feature: Ergonomic handle w/trigger handle

Benefit: Operator ease of use

Feature: Adjustable vacuum break control

Benefit: Maximize recovery by adjusting air flow to the application

Feature: Quick release tabs on glide ring and brush ring

Benefit: Easy installation and replacement to match application

Benefit: Spray Gun Rated to 2500 psi (175 bar)

Feature: Dual spray jets delivering up to 1200 psi (83 bar) cleaning power at 2.2 gal (8 L) per minute for deep cleaning of porous and uneven surfaces.



Key Specifications

Weight: 12 lbs (5.40 kg)

Head: Dual spray jets – 1400 rpm

Water Temp: Up to 230° F

PSI Range: 000 – 2500 (000-175 bar),
2.2 gpm (83 L/min)

Vacuum Connection: 2 in (51 mm)



*Specifications subject to change without notice

HSHT – Hard Surface Hand Tool (optional)

Feature: Recovery System

Benefit: Removes water and dirt from cleaning surface

Feature: Brush

Benefit: Performs on various applications such as brick, concrete, limestone or wood surfaces

Feature: High RPM

Benefit: Stainless steel swivel with self lubricating stainless steel ball bearings for improved performance

Feature: Toggle Swivel

Benefit: Provides operator with greater ease of use for floor, counters and wall cleaning



Key Specifications

Weight	6 lbs (2.70 kg)
Swivel:	1x DYW – toggle swivel
Rotor Arm:	2x 1/8 in (457 mm) NPTF
Rotor Nozzles:	2x 1503
HP Gun:	1x rated to 4,000 PSI (276 bar)

*Specifications subject to change without notice

Strengths of Our Solution

CUSTOMER Results & Benefits

Outstanding performance – High Pressure, High Flow cleaning. Cleans deep into grout lines & leaves surface virtually dry.

Simplified training – shortened learning curve allows for less training and more time cleaning

Versatile operation – 400-1200 adjustable psi (27.6-83 bar) allows a wide range of cleaning options including restorative tile and grout

Decreased cost – allowing you to transport machine to multiple areas or locations

Reduced fatigue – with less strain on the operator while cleaning

Decreased labor – Auto Fill & Auto Dump allows more time cleaning not filling and dumping solution

Increased ease of use – Tools, hoses, wands and cords integrated storage design

TENNANT Advantages & Features

1200 psi (83 bar) at 2.2 gpm (83 L/min) cleans into grout lines

Intuitive Controls and Dual Circuit locator

Variable pressure 400-1200 psi (27.6 to 83 bar)

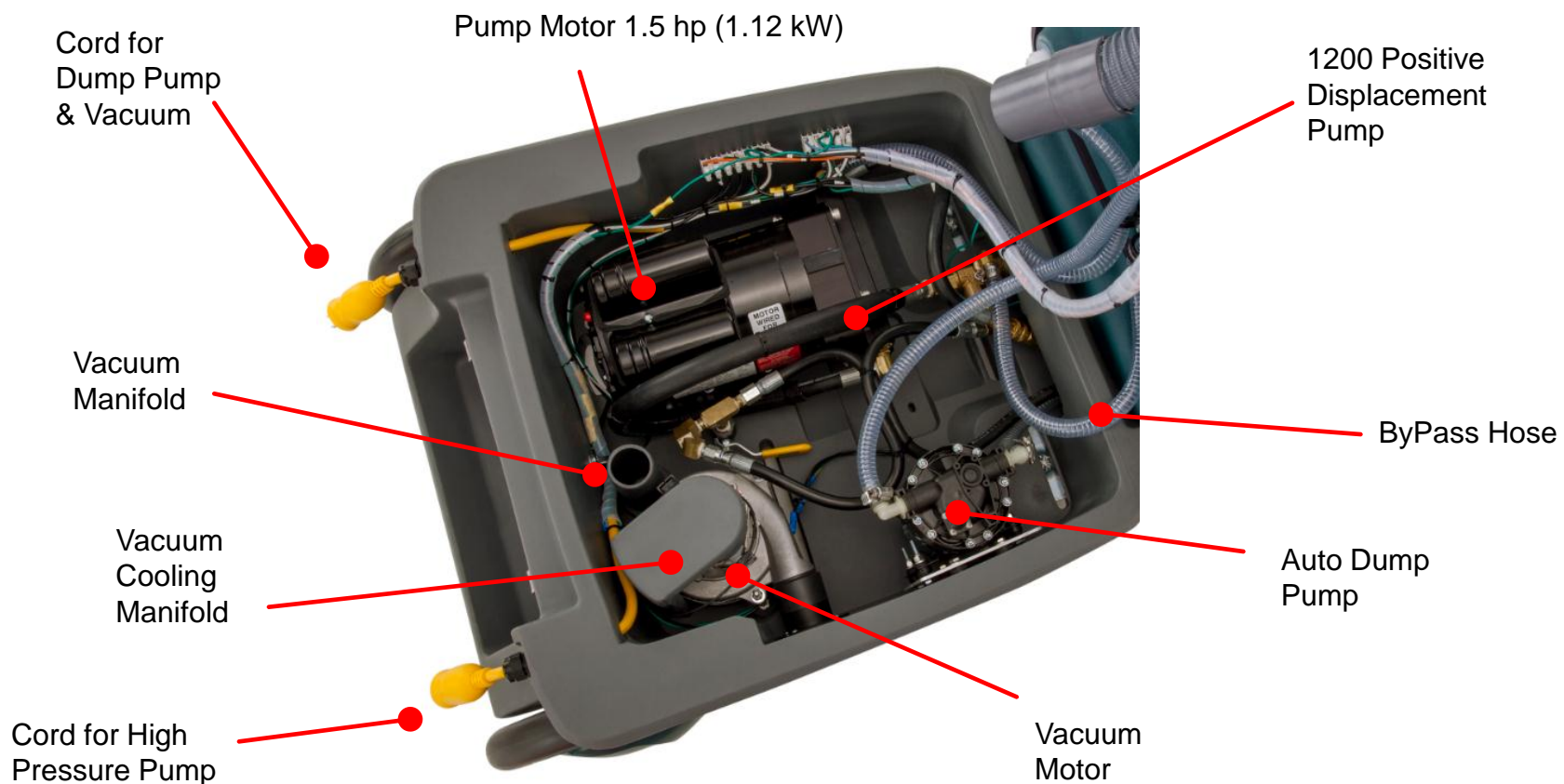
Transport wheels integrated into design

Hard Surface Tool glides easily

Auto Fill & Auto Dump feature

Integrated tool management

Internal Components



Competitive Landscape

PRODUCT	Tennant Q12	USP Hydraport 1200	USP King Corbra Pro	USP Torrent 1200	NSS Surge 1200	Century 400 1200
						
FEATURES						
Key Attributes:						
Solution Pump	Positive Displacement Adjustable 400 - 1200 psi (27.6 - 83 bar)	200 - 1200 psi (13.8 - 83 bar)	1200 & 500 psi (83 & 34 bar)	1200 / 400 - 1200 psi (34 / 27.6 - 34 bar)	200 - 1200 psi (13.8 - 83 bar)	200 - 1200 psi (13.8 - 83 bar)
In-Line Heater	N/A	N/A	2000 Watt (in 500 psi mode)	N/A	N/A	N/A
Power Cord	2 - 40 ft (12 m) Cords	2 - 25 ft (8 m) Cords	2 - 25 ft (8 m) Cords	2 - 25 ft (8 m) Cords	2 - 25 ft (8 m) Cords, attached	2 - 25 ft (8 m) Cords
Standard Hose & Wand	25 ft (8 m) Hoses	15 ft (5 m) Hoses	25 ft (8 m) Hoses	25 ft (8 m) Hoses	25 ft (8 m) Hoses	
Vacuum Sealed Waterlift	137 in (3480 mm)	140 in (3556 mm)	140 in (3556 mm)	100 in (2540 mm)	140 in (3556 mm)	137 in (3480 mm)
Solution Tank Capacity	15 gal (57 L)	12.5 gal (47 L)	16 gal (61 L)	None	11 gal (42 L)	13 gal (49 L)
Recovery Tank Capacity	13.5 gal (51 L)	11 gal (42 L)	14 gal (53 L)	9 gal (34 L)	10 gal (38 L)	11 gal (42 L)
Dump Pump	Auto-fill / Auto-dump	Auto-fill / Auto-dump	Auto-fill / Auto-dump	Auto-fill / Auto-dump	Auto-fill / Auto-dump	Auto-fill / Auto-dump
CRI Certification	Silver w/Titanium wand	No	Gold	Gold	No	No
ETL	Yes	No	Yes	Yes	No	No
Drain System	Dump Hose 21 in (533 mm) Stretch to 30 in (762 mm)	Dump Hose 22 in (559 mm)	Dump Hose 22 in (559 mm)	Dump Hose 22 in (559 mm)	Drain Gate	Drain Gate
Vacuum System	5.7 in (145 mm) Single 3 Stage	5.7 in (145 mm) Single 3 Stage	7.2 in (183 mm) 3 Stage	2 - 3 Stage	2 - 2 Stage	1 - 3 Stage
List Price (Machine only)	\$6,600.00	\$3,192.00	\$7,012.00	\$5,918.00	\$5,850.00	\$4,000.00
List Price (with tool)	\$8,050.00	\$4,363.00	\$8,199.00	\$7,028.00	\$6,999.00	Not Available