

# 6100 RECOLOR UPDATE INTERNAL FAQ

INTERNAL USE ONLY

9/13/2021

1	<b>Q:</b>	<b><i>What is being updated?</i></b>
	<b>A:</b>	<p><i>This launch consists of two phases:</i></p> <p><b><u>Phase 1: Re-color</u></b></p> <ul style="list-style-type: none"> <li><i>The exterior rotomold color is changing from white to teal</i></li> <li><i>The painted frame and interior are changing from teal to gray</i></li> </ul> <p><i>Uden First Order Date: September 13, 2021</i></p> <p><b><u>Phase 2: Filter Shaker System Improvement</u></b></p> <ul style="list-style-type: none"> <li><i>Incorporation of similar technology originally developed for the S16 filter shaker system to improve performance &amp; reliability of the 6100 filter shaker system</i></li> </ul> <p><i>Uden SOP: Coming Q4 2021</i></p>
2	<b>Q:</b>	<b><i>Why is the 6100 exterior color being updated?</i></b>
	<b>A:</b>	<p><i>The 6100 exterior color is being updated for a number of reasons, however, the main reason is that we are looking to improve the overall aesthetic of the 6100 and to align it with the brand language of Tennant's other products with teal &amp; gray. Additionally, 6100 is being updated as a part of our current product lifecycle management while addressing customer feedback about the legacy color showing dirt and wear easily.</i></p>
3	<b>Q:</b>	<b><i>What will the phase-out/phase-in process for the recolor update look like?</i></b>
	<b>A:</b>	<p><i>All 6100 orders received beginning September 13, 2021 will feature the new teal &amp; gray color scheme. Orders submitted before September 13, 2021 will be the legacy white &amp; teal color scheme.</i></p>
4	<b>Q:</b>	<b><i>Will there be a price update for the recolor update?</i></b>
	<b>A:</b>	<p><i>No, we will not change from the current 2021 prices due to the color change or upcoming filter shaker system update.</i></p>
5	<b>Q:</b>	<b><i>Will this color change be a part of the Standard Configuration?</i></b>
	<b>A:</b>	<p><i>Yes, the recolor change will be implemented into all configurations of the 6100.</i></p>

6	Q:	<b><i>Do I need to sell my white &amp; teal demonstrator unit?</i></b>
	A:	<i>No, the current white &amp; teal demonstrator units still accurately demonstrate how the 6100 unit functions. There is no need to sell your demonstrator unit any sooner than normal.</i>
7	Q:	<b><i>When will the marketing materials be available on Sales Tool Hub and the Tennant public website?</i></b>
	A:	<i>The marketing collateral will be made available on September 13, 2021 on Sales Tool Hub &amp; the Tennant public website.</i>
8	Q:	<b><i>Is IRIS still going to be available on the 6100?</i></b>
	A:	<i>No, IRIS will no longer be available on the 6100 due to the cellular technology being phased out by network providers.</i>
9	Q:	<b><i>What if my customer has a legacy color scheme machine, will they still be able to get matching parts?</i></b>
	A:	<i>Yes, repair parts will continue to be available in the legacy color scheme.</i>

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