

S30 SWEEPMax® PLUS FAQ

Business and Timing Related Questions:

1	Q:	What are the KEY dates for the S30 SweepMax [®] Plus transition and launch?	
	A:	June 3	• Global internal announcement (Sales Tools Available on Sales Tools Hub)
		June 9	• Order on or before this date if a S30 needs to be delivered before end of July (will be SweepSmart [™])
		June 10	• Global public announcement (Press Release/Website) • SweepMax [®] Plus Order taking begins <ul style="list-style-type: none">○ Note: After this date, it will be an initial 6-8 week minimum lead-time, first come, first served
		July 14	• Production begins and first customer and demo shipments start end of week. (mix of both). Demos delivered by early August.

2	Q:	What if my customer needs S30 before end of July, and doesn't care if it's SweepMax [®] Plus?	
	A:	1) Place your customers order before June 9 in order to take delivery on a S30 SweepSmart [™] (legacy system) before end of July. Normal lead times apply at 3 to 4 weeks out. 2) After June 9, if the customer does not need SweepMax [®] Plus but needs delivery before end of July, consider using existing North American demo inventory SweepSmart [™] machines.	

3	Q:	What will the new S30 SweepMax [®] Plus LEAD TIME be for Customers?	
	A:	Please work with your customers to set proper lead time expectations on this exciting new product. Estimated lead-time after June 10 will be minimum of 6-8 weeks. If S30 delivery before end of July is absolutely critical, please submit the order by June 9, or consider using SweepSmart [™] machines from North American demo inventory.	

4	Q:	When will we be receiving S30 SweepMax [®] Plus demonstration units?	
	A:	If your IMM submitted a demo order, your territory should receive it end of July into early August, depending on your geography. At the start of production, there will be a mix of customer and demo units being shipped.	

5	Q:	Is there a sales program for turning the base of legacy (old) sweeper models?	
	A:	Yes. Special one-time period to allow legacy sweeper models to be treated as True Trade-In models – 355, 385, 6500, 6550 – and customer can receive \$1,000 off purchase of new S30 SweepMax [®] Plus. Program ends November 30, 2014. Restrictions apply. More details in program guidelines which can be found on Sales Tools Hub.	

6	Q:	Will the S30 price go up at launch?	
	A:	No. The S30 did not receive a price increase in 2014 and will stay the same at launch.	

Product Related:

1	Q:	Is the S30 SweepMax® Plus cyclonic dust control system similar to SweepMax® on the S20?	
	A:	Yes, it is similar. However, it is optimized for the S30 and features many improvements over the proven SweepMax® cyclonic system in the S20.	
2	Q:	What are the major enhancements on the new S30 SweepMax® Plus?	
	A:	<ul style="list-style-type: none"> - Optimized Dust Control in Heavy Dust Levels - Stronger Airflow Through the System - Quieter and More Effective Shakeback - More Effective Dust and Debris Dumping - Less Time Spent on Maintenance - Lower Filter Cost - Faster Cleanout for Consistent Performance - Reduced Costs on Filter Replacement - Increased Vac Pressure and Tighter Sealing 	<ul style="list-style-type: none"> - New SweepMax® Plus cyclonic dry dust control - 22% less restricted airflow with SweepMax® Plus design - In-hopper location; orbital ShakeMax® is 70% more effective - Fewer complex angles in the cyclones and hopper - No-tool access to the upper cyclonics, removing in seconds - Same SweepMax® filter as the S20 – PN: 1045900 - Hinged, steel access door on upper cyclonics - MERV 15 (from 13) loads and shakes-back better - Upgraded skirting and flat sealing surfaces
3	Q:	Does the S30 filter part number change with the new SweepMax® Plus system?	
	A:	Yes. The S30 filter will change and be the same filter as the S20. PN: 1045900	
4	Q:	Will there will be a wet dust control option available at launch?	
	A:	No. This option is not part of the S30 SweepMax® Plus program. However, we are investigating delivering this capability as a custom solution post launch. Timing is TBD.	
5	Q:	Will the S30 X4 four-wheel configuration still be offered?	
	A:	Yes. SweepMax® Plus does not affect X4 configuration. However, since X4 is a diesel-only machine, it will need to switch to the de-rated, 24.8 hp Kubota engine that is currently on the 3-wheel diesel models. This derated engine change does not impact transport speed, but <u>does</u> impact gradeability ramp climb for transport and sweeping up inclines. See new specs sheet for updated X4 specs.	
6	Q:	When will the public website go live?	
	A:	June 10 – we will also be announcing to existing customers via email – make sure your customer emails are up to date.	
7	Q:	Where can I find the sales tools for the S30?	
	A:	New S30 sales tools are located on the Sales Tool Hub and MyTennant . An overview sheet detailing available sales tools and where to download them was sent on June 3 with the S30 announcement	