







Competitive Comparisons for 3640 WB Sweeper

Approximate 32" to 36" Walk-Behind Sweepers

Summary

- Battery machines are the most popular and are presented below. Internal combustion powered versions many of the machines listed below are available and are a small amount of the market
- The 3640 is sold in both the commercial and industrial market, but much we have lots quite a bit of market share in the industrial segment
- Tennant offering to the Industrial market has weakened with the introduction of the 3640. The previous 186 sweeper was much more popular due to it's simply and metal design.
- Factor Cat has taken much of the Industrial Sweeper market with their Model 34

	Tennant 3640	Nobles Scout 37B	Windsor Radius 34	Windsor Radius 36	Factory Cat Model 34	Advance Terra 132B
						
2005 List (Batt) 2005 Net (Batt) *Estimated 2005	\$7710 \$5011	\$5312 \$3559	\$4648* \$3021*	N/A N/A	\$5763* \$3746*	\$4790* \$3114*
Power Source	24 v / Gas / LP	24 v	12 v / Gas	12 v	24 v	24 v
Path	32" or 40"	37"	34"	36"	34"	32"
Main Broom	24"	28"	24"	27"	26"	N/A
Side Broom	16.5"	9"	10"	15"	17"	N/A
Type Sweep	Dust Pan	Dust Pan	Over Throw	Dust Pan	Over Throw	Over Throw
Hop Cap f ³	1.5	2.6	1.8	2.1	N/A	N/A

	Tennant 3640 	Nobles Scout 37B 	Windsor Radius 34 	Windsor Radius 36 	Factory Cat Model 34 	Advance Terra 132B 
Strengths	<ul style="list-style-type: none"> – New design with many nice features like adjustable handle, reverse, dual side brooms – Large hopper capacity – Internal combustion available 	<ul style="list-style-type: none"> – Great sweeping performance – Very robust – Easy brush change – Price is competitive 	<ul style="list-style-type: none"> – Overthrow style sweeper gives differentiation in market – Metal lower frame for added durability – Easy batt access – Larger hopper capacity – Optional battery pack for increase runtime – Good carpet sweeper and dust control 	<ul style="list-style-type: none"> – New in 2004 – On board charger – Large hopper – Metal lower frame for added durability – Easy batt access – Larger hopper capacity – Optional battery pack for increase runtime – Good carpet sweeper and dust control 	<ul style="list-style-type: none"> – Simple sweeper design – Metal chassis and cover – needed for Industrial market – Priced aggressively – Price is competitive 	<ul style="list-style-type: none"> – Overthrow style sweeper gives differentiation in market – Rotomolded with steel frame – Optional battery pack for longer run time – Quick change brush – Price is competitive
Weakness	<ul style="list-style-type: none"> – 	<ul style="list-style-type: none"> – Old design – Won't fit through 36" door 	<ul style="list-style-type: none"> – Light duty – 12 volt – Issues with belts both breakage and replacement cost – Broom tends to go out of adjustment often – Controls although not terrible, are not very well liked 	<ul style="list-style-type: none"> – Light duty – 12 volt – Issues with belts both breakage and replacement cost – Broom tends to go out of adjustment often – Controls although not terrible, are not very well liked 	<ul style="list-style-type: none"> – Old looking design – Control handle flimsy – Very small rear wheels 	<ul style="list-style-type: none"> – Controls and propel handle