

Adfinity™ 17ST & 20ST

Automatic Scrubbers



DEMONSTRATION GUIDE



PRIMARY SELLING POINTS

- Onboard battery charger
- Click on scrub heads
- Extremely quiet operation
- One-Touch™ scrubbing
- Two pad pressure options
- Easy to access batteries and components for serviceability

DEMONSTRATION TIPS

- Understand your customers most explicit needs. Tailor your demo by focusing on the features of the scrubber that solve the problems your prospect has with their current cleaning program.
- Eliminate large debris if possible prior to the demo by dust mopping, since large debris can foul the squeegee, and abrasive debris can scour the finish.
- Use warm water in the solution tank as it will clean better than cold water.
- Only scrub half of the demo area leaving the other half for comparison.
- Know your competitors.

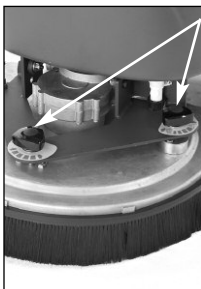
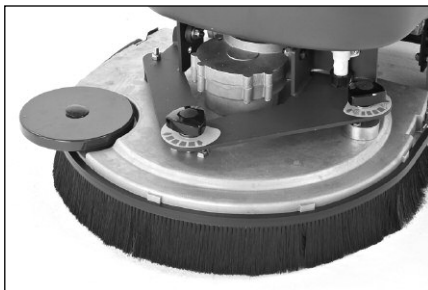
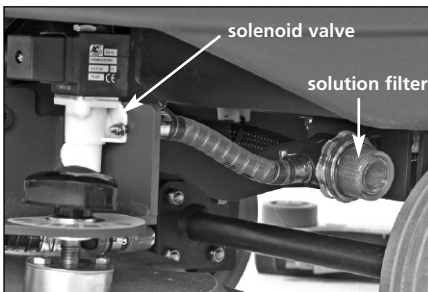
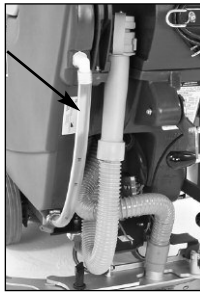
DEMONSTRATION CHECKLIST

- Clean and Charged Demo Unit
- Cleaning Chemical
- Proper Pads and/or Brushes
- Quotation and Leasing Form
- Productivity Program
- Sales Literature
- Specifications Sheet

The Advance Adfinity™, designed with Total Clean™ Technology, is very comfortable and safe to use – by design. The result is increased productivity. The Advance Adfinity™ is also designed with features to make it easy to clean up and maintain after cleaning. That reduces the total cost of ownership and drives down the cost of cleaning.



FEATURES:



DEMONSTRATION:

- 1 Begin the demonstration by reviewing the customer(s) needs, and explaining the different models of the Adfinity™. Explain the productivity rates and associated savings of the different models. Proceed to cover the list of features and their associated benefits.

Benefits:

- Productivity

- 2 Follow the flow of solution by pointing out the rotationally molded solution tank. The tank will not rust, dent or peel. The 10.5 gallon (40 L) solution tank is equipped with a front fill feature designed to be filled with either a hose or a bucket.

The solution level indicator also functions as a solution drain hose.

Benefits:

- Productivity
- Durability
- Reliability
- Ease of Use

- 3 Show how the solution is gravity fed through the solution filter. The filter is easy to access and protected between the deck and machine. The solution flow is automatically turned on and off with the brush by means of a solenoid valve. The solution is shower fed through the center of the pad driver.

Benefits:

- Ease of Use
- Performance

- 4 With the deck up, show how the pad driver/brush is removed by simply spinning it off by hand (counter-clockwise from above). A pad driver is shipped standard with the machine, and can be installed easily using the 'click-on' feature, by lowering the deck onto it and pressing the brush button (reference step 15).

Benefits:

- Ease of Use
- Serviceability

- 5 Equipped with two knobs that allow a user to adjust the speed of the machine by changing the angle of the deck similar to the concept used to swing a floor machine back and forth.

The decks of the 17ST and 20ST are interchangeable. Both machines have offset decks to make edge cleaning simple and safe.

A splash skirt comes standard with the machine and can easily be attached/removed without the use of tools.

The knob located on the side with the rabbit/turtle decal, adjusts the amount of pad driven assistance, while the other knob at the front of the machine removes the tendency for the machine to pull to the left or right.

Benefits:

- Performance
- Ease of Use
- Serviceability

DEMONSTRATION:

- 6 Lower the squeegee using the handle, and swing it to one side to demonstrate how much swing the center pivot design has, while explaining that it will pick up 100% of water on turns. It also can be removed from the machine without tools, and the blades can also be changed tools free to easily utilize all 4 wiping edges of the squeegee blades. It is mounted to the squeegee mechanism with a break-away design to prevent damage to both the machine and the facility.

Benefits:

- Performance
- Ease of Use
- Safety

- 7 Being able to properly clean a tank prevents mold and bacteria growth; the cause of foul smelling recovery tanks.

Also the vacuum motor float shut-off is easy to inspect and clean. Also show how the recovery tank lid can easily be removed so it too can be rinsed off.

Before closing the lid, demonstrate that there is a stop designed into the lid that allows the lid to be stored partially open so that the recovery tank can dry out overnight with the minimum footprint possible.

Benefits:

- Performance
- Ease of Use
- Safety

- 8 Show where the recovery water is drained at the back of the machine. Note how the hose is designed so that it can be pinched off in order to regulate the flow.

Benefits:

- Ease of Use
- Maintenance

- 9 Show how much access there is to the batteries, solenoid valve, vacuum motor, deck, etc. for serviceability and maintenance.

Point out the specially designed vacuum exhaust system and how that allows the machine to operate at just 65.8 dB!

Large battery tray capacity allows (2) 12 volt batteries for maximum run-time. Both wet-acid and maintenance free battery options are available.

Benefits:

- Performance
- Serviceability
- Ease of Use
- Durability
- Safety

- 10 Every Adfinity comes standard with an onboard battery charger that is located just behind the operator interface. The charger is capable of charging both wet-acid and maintenance-free batteries.

Through the clear window a user can see if the machine has completed its charge indicated, by the red, amber, and green lights on the battery charger.

The cord for the charger is conveniently located at the back of the machine.

Benefits:

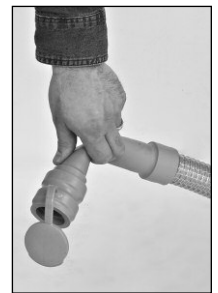
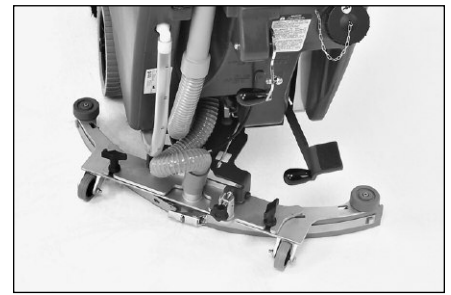
- Ease of Use
- Serviceability

- 11 The ergonomic handle system provides comfort for operators of all sizes. The wrap-around handle design allows an operator to choose or switch hand positions in order to remain comfortable and reduce fatigue and repetitive stress injuries.

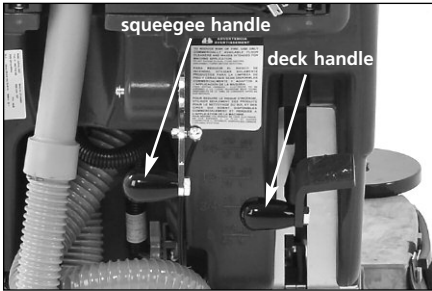
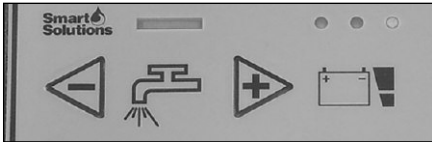
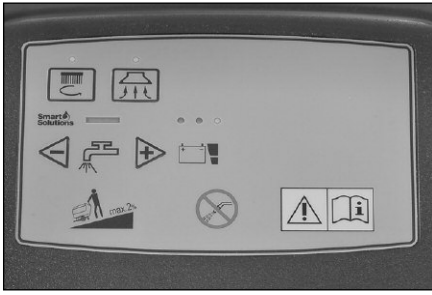
Benefits:

- Safety
- Comfort

FEATURES:



FEATURES:



AFTER-SALE SUPPORT — Often the person who buys the machine will not actually be the operator, but they will be interested in hearing about operator training as well as repair and up-time maintenance support. It's important that you close your demonstration by stressing your commitment — and the capabilities of your dealership — to provide the prospect with support which will assure they get the greatest productivity and value from the machine.

DEMONSTRATION:

12 The 17ST and 20ST have very simple and intuitive controls. Starting at the upper left hand side of the panel there is the scrub button and the vacuum button.

Under these controls the battery meter can be found.

Below that there is the solution control which can be varied from Smart Solutions 0.15 gpm (0.55 L/min) up to 0.3 gpm (1.1 L/min).

Benefits:

- Ease of Use

13 Smart Solutions™ is an engineered pre-calibrated flow rate designed for highly productive and environmentally responsible scrubbing that is capable of efficiently cleaning the majority of floor types and average soil levels in the industry.

By using this setting the productivity per tankful will exceed one hour of run time. Not only will the time between dump and refills be maximized saving costly labor dollars the green benefits of reduced water and chemical usage are also realized.

When an area requires more water to be effectively cleaned the solution control can simply be moved up temporarily to a higher setting.

Benefits:

- Productivity
- Green

14 To begin scrubbing the squeegee is lowered using the handle in the back of the machine. The deck is then lowered by locating the pedal on the lower right side at the back of the machine. Push down slightly on the pedal and move it to the right using your foot.

Mention that there are two pad pressure settings for the deck. Both a 'float' and 'locked' position. The locked position is achieved by first putting the deck in the 'float' position, then pulling up on the black knob located on the pedal and locking it in the upper position. An extra-pressure kit can also be added to increase both pad pressure settings as well.

Benefits:

- Ease of Use

15 If the pad driver is not already installed, be sure to lower the deck onto the pad driver. Take care to center the driver under the deck as the pad driver will be 'clicked-on' next.

With just one touch to the upper left button, the brush, water, and vacuum will all activate. If you wish to double scrub, lift the squeegee and press the second button from the left to stop the vacuum. It will quit after a short delay, so that the water in the hose is not redeposited on the floor.

If you wish to only pick up water, shut off the water and deck by pressing the brush button and lift the deck.

Benefits:

- Ease of Use

16 While scrubbing be sure to point out the maneuverability, the solution pickup on turns, and the extremely quiet operation (just 65.8 dB).

Benefits:

- Performance
- Safety
- Ease of Use



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