

Adfinity™ 20D/X20D/X20C/X24D

Automatic Scrubbers



Advance
by Nilfisk-Advance

DEMONSTRATION GUIDE



PRIMARY SELLING POINTS

- AXP™ available on 3 models
- Onboard battery charger
- Click on/off scrub heads (on non-ST machines)
- 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.

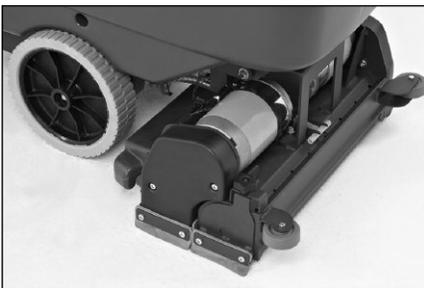
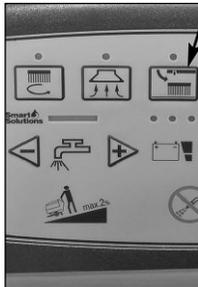
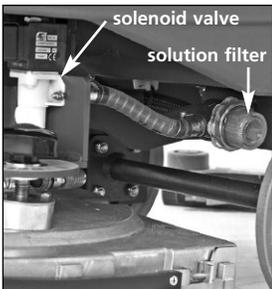
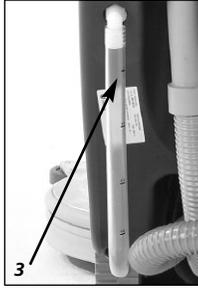
DEMONSTRATION CHECKLIST

- 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 14.5 gallon (55 L) solution tank is equipped with both front (1) and rear (2) fill features designed to be filled with either a hose or a bucket.

The solution level indicator (3) also functions as a solution drain hose.

Benefits:

- Productivity
- Durability
- Reliability
- Ease of Use

- 3 The solution flow is automatically turned on and off with the brush, when the drive paddle is activated by means of a solenoid valve. The solution is shower fed through the center of the pad driver.

Adfinity 20D: Show how the solution is gravity fed through the solution filter. The filter is easy to access and is protected near the chassis of the machine.

Adfinity X20D, X20C & X24D: Lift the recovery tank to show how the solution is drawn from the tank through the easy to access and protected filter, by means of the pump and to the solenoid valve. All are easy to access and service.

These models are also equipped with Advance's patented AXP system which is detailed in step 14.

Benefits:

- Ease of Use
- Performance
- Serviceability
- Green

- 4 A pad driver is shipped standard with the machine and can be removed using the 'click-off' feature. By turning the key on and pressing the 3rd button from the left on the control panel the brush motor will run for a short period of time and stop abruptly which will drop the pad driver. Show how the solution is fed through the center of the pad driver and explain the pad retainer.

The pad driver can be reinstalled easily using the 'click-on' feature by lowering the deck onto it and pressing the brush button (reference step 13).

Benefits:

- Ease of Use
- Serviceability

- 5 The decks of the Adfinity scrubbers are all interchangeable. The machines have offset decks to make edge cleaning simple and safe.

Adfinity 20D, X20D & X24D: The deck of the machine is manufactured from aluminum, which is resistant to corrosion and durable. The 20 inch models are equipped with two knobs that allow a user to adjust the angle of the deck to provide a consistent scrubbing path across the full width of the deck.

Adfinity X20C: The cylindrical scrub deck features multi-tasking sweeping and scrubbing in a single pass. large debris is deposited into the hopper to prevent it from fouling the squeegee or vacuum system.

Benefits:

- Performance
- Ease of Use
- Serviceability
- Durability

- 6 The squeegee is made of aluminum to prevent corrosion (except X24D). 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.

The recovery hose has a "trap" in it to prevent residual water from running back on the floor when the vacuum is shut off.

Benefits:

- Performance
- Ease of Use
- Safety

DEMONSTRATION:

7 Open the recovery tank lid to show how open and easy it is to clean the tank. 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. This allows the recovery tank to dry out overnight with the minimum footprint possible.

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:

- Performance
- Ease of Use
- Safety
- Maintenance

8 Make sure the recovery tank is empty before demonstrating this. Show how much access there is to the batteries and other components 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

9 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

10 All of the Adfinity scrubbers have very simple and intuitive controls. Starting at the upper left hand side of the panel there is the **(1)** scrub button, **(2)** vacuum button, **(3)** pad driver 'click-off' button and **(4)** AXP detergent system button. Below that there is the **(5)** 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). The **(6)** battery meter can be found to the right of the solution control.

Benefits:

- Ease of Use

11 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 and a half hours 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

12 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.

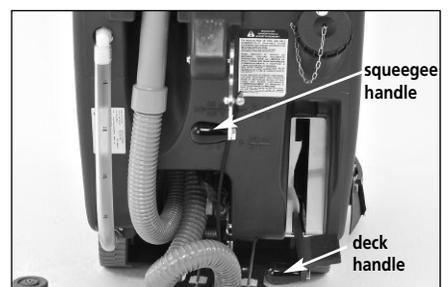
Adfinity 20D & X20D: Mention that there are two pad pressure settings. Both a 'float' and 'locked' position. When in the locked position, additional pad pressure is applied. The locked position is achieved by first putting the deck in the 'float' position, then pulling up on the black knob located on the pedal and locking it in the upper position.

In the 'float' position there is 50 lb (23 kg) of down-pressure applied which is sufficient for cleaning most applications while maximizing run time. The 'locked' position will yield 70 lb (32 kg) of down pressure for areas or applications with tougher dirt loads.

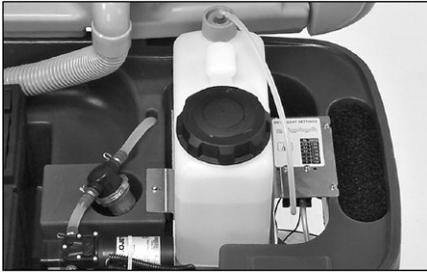
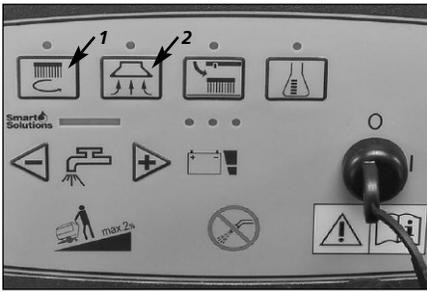
Benefits:

- Ease of Use
- Flexibility
- Green

FEATURES:



FEATURES:



DEMONSTRATION:

13 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 **(1)**, 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 **(2)** 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.

Note: Brush and water only run when paddle is out of neutral.

Benefits:

- Ease of Use

14 Adfinity X20D, X20C & X24D AXP system: Lift the recovery tank so that the 1.25 gal (4.7 L) AXP bottle is visible. Explain how a user can use their chemical of choice and set the machine to the appropriate dilution ratio. The machine will automatically mix the chemical to the set dilution ratio no matter what solution flow rate they choose.

To set the AXP system on the machine is very easy, use an example to demonstrate the system. For instance, a neutral cleaner is to be used at 250:1 or 4%. Show how the decal next to the AXP bottle has six 'boxes' the second of which is 4%. Mention how the 'boxes' correspond to the controls on the panel.

Close the recovery tank and go back to the control panel. With the machine on, press and hold the AXP button (4th from the left) until the solution control lights go from having two or more boxes lit up to just one box lit.

At this point you can press the AXP button to toggle the single box through the six settings. Per your example you are setting it to the second box. Stop at the second box and remove your finger from the AXP button. In a few seconds the machine will memorize the setting, and it will be stored until it is changed again. Every time the AXP system is turned on it will briefly flash the setting so the user can quickly reference if they have the correct dilution ratio.

Benefits:

- Ease of Use
- Flexibility
- Productivity
- Green

15 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.

At this point you are prepared to scrub. When doing so show how the water, brush(es), and AXP (for those models that are equipped) all are engaged when the paddle is activated. Mention how a paddle operated machine is the most ergonomic design for a traction scrubber, as it allows the user to utilize a number of different grips.

It also serves as a safety feature to help prevent an operator from being crushed between the machine and an immovable object.

The speed is adjusted by using the speed control dial on the front of the paddle.

Benefits:

- Ease of Use
- Safety
- Comfort

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

Benefits:

- Performance
- Safety
- Ease of Use

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.



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