



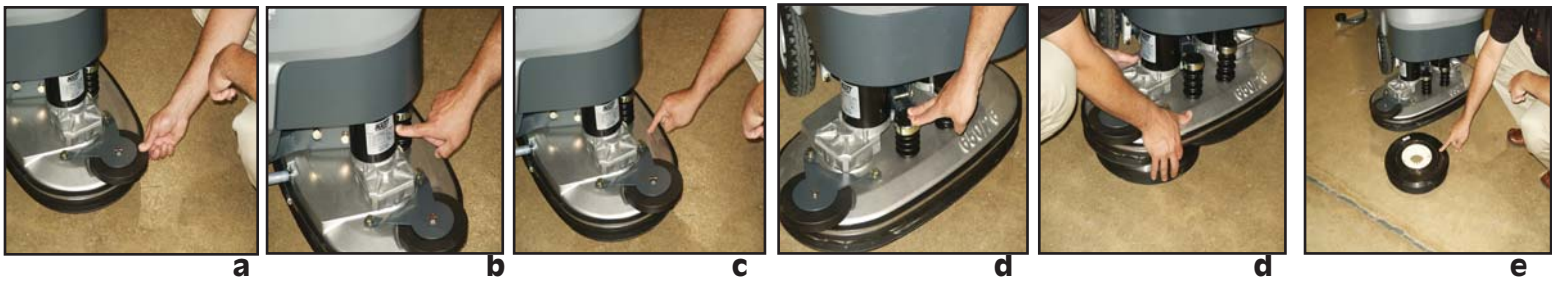
Pre-Demonstration Checklist

- Clean the entire machine
- Charge batteries
- Check squeegee blades
- Bring proper brushes and/or pads
- Cleaning cost analysis
- Prepare quotation with lease payments
- E24 & E26 literature and fact sheet

Demonstration Suggestions

- Always demonstrate an area that shows the best results.
- Sweep debris prior to scrubbing if using disc brushes.
- Fill solution tank after feature/benefit presentation is completed.
- Show the use of the off-aisle wand.
- Set up the machine and make final adjustments before demonstrating the scrubber to customer.
- Explain the features starting from the front of the machine to the back.
- Walk along with the customer when they first operate the machine.

How To Demonstrate Guide E24 & E26



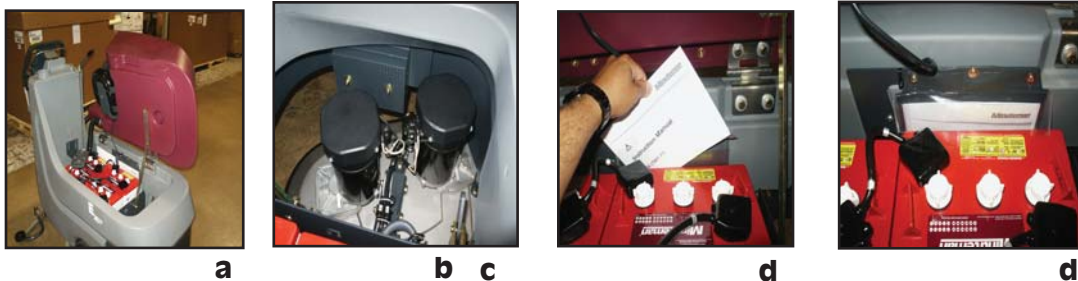
1. Scrub Deck

- a. Large guide wheel allows you to clean within a half inch on the wall or rack.
- b. 3/4 HP brush drive motor with 3:1 gear reduction creates enough torque to scrub in any condition.
- c. Robust cast aluminum scrub deck housing is corrosion resistant and capable of handling head-on collision.
- d. BRS (Brush Release System) - Brushes or pads are easily removed with the brush release plunger.
- e. Proprietary brush design allows for residual profits during the life of the machine.



2. Brush Deck

Aqua-Stop Ring - brushes and water stop automatically when the machine comes to a stand still, precise dosage of cleaning solution and amount of cleaning solution released depends upon machine speed.



3. Battery Compartment

- a. Available in lead acid or maintenance free gel batteries.
- b. Serviceability, show easy access to scrub brush motors and scrub deck.
- c. Serviceability, show easy access to vacuum motor (NOTE : all motors can be replaced in 30 minutes or less.)
- d. On-board operation manual.



4. Solution Tank

The 19 gallon solution tank distributes the weight of the water across the wheel base, allowing for excellent maneuverability.



5. Scrub Deck Linkage

There are two location for the scrub deck linkage, the lower one is for scrubbing, and the second is for ramp loading for vehicles.



a



b

6. Recovery Tank Lid

a. Multi-level hinge allows for the lid to seal, no matter how the lid is positioned.

b. Captured gasket allows for easy serviceability. This seal requires no adhesive which certain cleaning chemicals have been know to attack (d-limonene.)



a



b



c

7. Recovery Tank

a. Large opening allows for user to clean every portion of the recovery tank with ease. The tank is referred to as a hygienic tank due to the fact that the large opening allows for all areas of the tank to be completely clean, therefore, preventing the spread of germs.

b. AFS (Anti-Foam System) which creates a cyclonic effect in the tank, allowing the water to slow down and fall into the center of the tank.

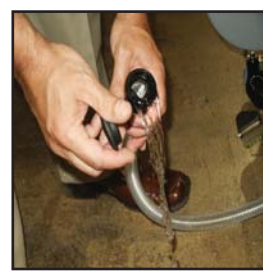
c. No tool removal of float shutoff for easy maintenance.



a



b



c

8. Solution Tank

a. Large solution fill opening allows for rapid fill, bucket fill, or hose fill.

b. Pre-drill hole for auto filling system. This allows the operator to fill tank automatically, while performing other tasks.

c. Solution sight tube with molded-in graphics allows the operator to easily see how much solution is in the tank. This solution sight tube is also the solution dump hose.



9. On-Board Charger

On-Board Charger allows the operator to charge machine anywhere there is a 115 Volt outlet.



a



a



b



b

10. Recovery and Dump Hoses

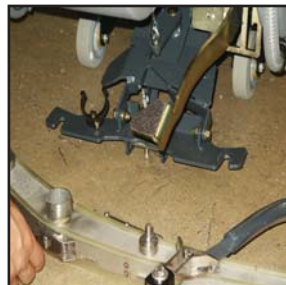
- a. Recovery hose removal requires no tools, allowing the operator to easily service the vacuum system.
- b. Dump hose has a variable control, allowing the operator to drain the tank at variable speeds.



a



b



c



c



d

11. Squeegee

This is the best squeegee available in the market today. Capable of picking up most of the water on all types of surfaces without adjustment.

- a. Make sure to remove the squeegee and allow the audience to hold it, which will allow people to feel the robust design.
- b. Explain that there are no tools required to change the front and rear blades, and that they have four usable edges. The blades are made of polyurethane, which is chemical, oil and four times more abrasion resistant than linatex.
- c. After explaining the squeegee, please reinstall and show that it is a breakaway squeegee and show how to install.
- d. The best feature of the squeegee is that there is little to no adjustment and that it comes factory adjusted to pickup on any floor. If it does need to be adjusted there is only one adjustment needed, and that would be to adjust the pitch.



a



b



c

11. Controls

This machine is so easy to operate, easy as 1, 2, 3.

- a. Lower your brush deck
- b. Lower your squeegee
- c. Set your water and you are ready to roll



12. Dash Board

Dash board has one button operation, which is a key switch. The dash board has an lcd display that will allow the operator to see the hours, the battery condition, and when turned on also displays the water icon, vacuum icon and brush icon. The hour gauge will also double as an air gauge when the machine encounters a problem, a wrench will appear, then a code in place of the hours. This allows for easy maintenance and service. The error code lets the service technician know where the problem is. This arms the srvice tech with the knowledge of which parts are needed and the problem can be fixed in one call.



13. Drive Controls

Conveniently located controls allow the operator to change direction and speed without letting go of the hand bale.



a



b



c

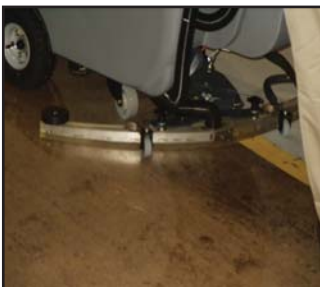


d

14. Operation

Phase one

- a.** Perform a double scrubbing operation standing off to the side of the machine.
- b.** Make three passes working from the inside out and make sure not to walk through the water.
- c.** Lower the squeegee and make sure you move away from the audience and make a pass through the center of the solution pool.
- d.** Invite your audience into the dry path to feel the results of the best squeegee in the industry today.



b



c



d



d

15. Operation

Phase two

- a.** Find a straight wall or a gondola that will allow you to show the machine's ability to edge scrub. (note: the cylindrical will also edge scrub because it is offset, but will not scrub underneath structures.)
- b.** Take the four inch wall roller directly into the wall and allow the machine to correct itself so that you are moving right down the wall.
- c.** Push the handle toward the wall to demonstrate how easy the machine maneuvers off the wall.
- d.** If done correctly, the squeegee should travel behind the scrub deck collecting all of the water.

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Minuteman is a full line manufacturer of sweepers and scrubbers; as well as critical filter vacuums, industrial and commercial vacuums, floor and carpet machines, and litter vacuums for commercial and institutional facilities, whereas PowerBoss is a full line manufacturer of sweepers and scrubbers for industrial facilities.

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