

Kent Edge™ 28B Walk-Behind Sweeper DEMONSTRATION GUIDE



PRIMARY SELLING POINTS

- 2.5 times the productivity of a wide area vacuum (per ISSA)
- Perfect for daytime cleaning - half as loud as most wide area vacuums
- Counter-rotating main broom and side broom offer exceptional cleaning
- Multi-purpose main broom designed for use on any floor surface
- No tools needed to remove brooms or filter
- Onboard charger
- Maintenance free battery standard

DEMONSTRATION TIPS

- Understand your customers most explicit needs. Tailor your demo by focusing on the features of the sweeper that solve the problems your prospect has with their current cleaning program.
- The machine is light for a reason... it can be tipped back easily for large debris. Practice this before demonstration. Cups, plastic pop bottles, crumpled up paper all can be picked up easily with a few minutes of practice. Make sure the machine picks it up before you set it back down or the debris may push the hopper up and disable the safety switch.
- Bring along a variety of debris and use it with permission from the prospect. Full sheets of 8.5 x 11 paper, litter, saltine crackers, sunflower seeds, etc. can be picked up easily, and make for an impressive demo.
- The traction system is designed to climb 20% grades. As a result it may feel a little too "reactive" to some prospects. Have the customer just push the machine at first until they are comfortable with it. You can also set the handle height at or below the operator's belt as this will help keep the machine stable when the handle is activated. Also understand that the handle activation can be adjusted simply, to be less reactive if there are no steep grades at the account that must be negotiated.
- Always run the machine prior to the demonstration to check all settings and familiarize yourself with the machine.
- Sweeping pattern should be checked by running the main broom on a hard floor for 20 seconds. A "polished mark" 1-1.5 inches wide should be left behind in order for the broom to be set at the correct height for most applications.
- Survey demo area first to locate hard to sweep (small spaces) areas where a prospect would feel uncomfortable using the machine.
- Know your competitors.

DEMONSTRATION CHECKLIST

- Clean and Charged Demo Unit
- Sales Literature
- Productivity Program
- Specifications Sheet
- Typed Proposal
- Leasing Forms

KENT
Simple. Clean.

Features:



Demonstration:

1. Begin the demonstration by reviewing the customer(s) needs and explaining all the productivity advantages of the Edge™ 28B. If customer is considering a wide area vacuum, explain how the ISSA states that a 28 inch sweeper can cover over 20,000 ft² (over 1,860 m²) per hour which is 2.5 times more productive than a 28 inch wide area vacuum.

At the maximum traction speed of 2.5 mph (4 km/hr) the Edge 28B can cover over 30,000 ft² (over 2,800 m²) Proceed to cover the list of features and their associated benefits.

2. Describe how the sweeper works:
The Edge 28B uses a side broom to pull debris away from walls and objects and places it in the path of the main broom. The main broom is counter-rotating or otherwise it opposes the direction of travel.

Example: all upright vacuums pick up better in reverse as this is when the brushes' rotation opposes the direction of travel. Using this counter-rotation concept means the Edge 28B can efficiently remove debris mechanically and "direct" (or "forward") throw it into the hopper (similar to a dust pan).

3. If demonstrating the machine on carpet explain why it is better than a vacuum. Vacuums use brushes to disturb the carpet and significant suction to pull the debris from the pile so it can travel through several feet of hose to the bag.

Since the debris only has to travel a short distance a lesser amount of vacuuming is needed compared to a wide area vacuum. The vacuum system is located behind the filter and it primarily filters the air to promote indoor air quality while also helping direct lighter debris into the hopper.

Since less vacuum is necessary, the sweeper is just 59 dB (about half as loud as a vacuum) which permits daytime cleaning. Cordless means higher productivity. It picks up large pieces of debris that wide area vacs cannot get. Finally, it edge cleans every day which must be done as task work if using a wide area vacuum.

4. Show how the 2.1 ft³ (60 L) hopper is designed from rugged polyethylene rotationally molded plastic. Show the path of dirt as explained in steps 2-3. Note how the safety switch deactivates the machine when the hopper is off.

5. Show how the main broom can be removed without tools. This is important for replacement and for freeing the broom of any objects that could get wrapped around it. Most competitors do not have this feature.

The side broom can also be removed without tools.

Benefits:

- **Productivity**

- **Productivity**

- **Durability**

- **Reliability**

- **Ease of Use**

- **Productivity**

- **Ease of Use**

- **Flexible**

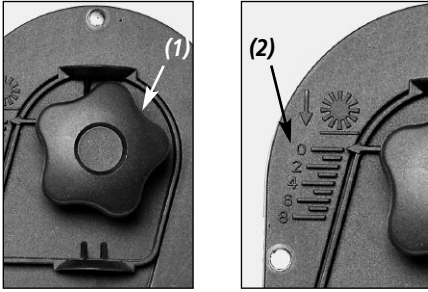
- **Durability**

- **Safety**

- **Serviceability**

- **Ease of Use**

Features:



Demonstration:

6. The main broom height is also easily adjusted without the use of tools. To do so, tip the machine back so it is sitting at a slight angle in order to take the weight off of the broom. **(1)** Loosen the large black knob on each side of the machine a few turns and pull out on the adjustment plate. **(2)** Use the 0-8 markings to set the broom at the same height on both sides per the demonstrations tips on page 1 of this guide.

7. Describe how the main broom was designed specifically for superior use on all floor surfaces. This multi-purpose/multi-surface sweeping technology, can easily transition from hard to soft floors and back without having to change brooms and oftentimes without having to adjust broom heights. The main broom's soft row of bristles followed by a course row of bristles offers exceptional pick up on various sizes of debris on hard and soft floors. The calibrated spacing in the broom pattern permits the proper timing for larger debris to be picked up effectively.

No customer should be forced to buy a different broom for their specific cleaning need(s) and then have to change their machine if they want to use it for different applications. Today's facilities have mixtures of hard and soft floors and the multi-purpose/multi-surface technology is the solution to these sweeping challenges.

8. Show how the filter shaker is made to "comb" the filter. This design is very effective at cleaning the filter and should be used regularly. It is so effective that a deep cleaning is rarely needed.

9. Point out the pleated panel filter and mention it has a cleaning area of 10.8 ft² (1 m²). The standard filter is made of polyester versus most competitor's paper filters which holds up better in damp conditions. Making this material standard also allowed the machine to have an effective filter shaker as mentioned above.

Mention that the filter can simply be removed/replaced without tools by just removing 2 knobs. Since the filter shaker is so effective and the filter is very accessible it is rare that the filter need to be removed for cleaning. If a deep cleaning is necessary a vacuum can be used to simply suck the debris out from the pleats without even having to remove the filter. If maintained appropriately tests show a filter will last over 100 hours of operation (over 2 million square feet; >185,000 square meters) before it requires replacement.

Benefits:

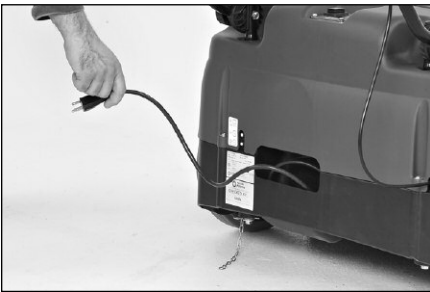
- Serviceability
- Ease of Use

- Performance
- Ease of Use
- Productivity

- Serviceability
- Performance
- Productivity
- Ease of Use

- Serviceability
- Performance
- Productivity
- Ease of Use
- Green

Features:



Demonstration:

10. Have the operator stand by the machine and mention how it was designed to be effective at cleaning. It is quiet, small, agile, and simple to operate. Adjust the handle to fit the operator, begin at or below the operator's belt line per the demo tips on page 1.

Drop the side broom using the lever. The two position switch can then be activated to either run both brooms or just the main broom. A battery meter is also located on the control panel. Once the machine starts make sure to ask the operator what they think of the sound level. Reemphasize that it is 10 dB quieter than most vacuums which translates to about half as loud to the human ear.

Let the operator push the machine around until they are comfortable. Once they get the feel of the machine show them the traction handle. It can be "feathered" to travel different speeds and when pulled all the way back will travel at 2.5 mph (4 km/hr). It is designed to climb 20% grades so it is standard with sufficient traction. If the operator does not like how "reactive" the machine is as a result, it can simply be adjusted just like adjusting the brakes on a pedal bike.

11. Mention that the machine is designed to be very maintenance free. A maintenance free gel battery comes standard with the machine. Use it, then charge it – just like a cell phone – no battery maintenance.

The battery is charged by the machine's onboard charger – charge anytime, anywhere. The cord is stored at the rear of the machine. The battery indicator functions as the charge indicator when the machine is plugged in. The 55 Ah battery will run for about 1.5 hours on carpet (about 2.0 hours on hard floor).

Comparison: Per ISSA standards, on a single charge the Edge 28B can clean the equivalent square footage of a carpeted hallway 6 feet wide and nearly a mile long.

12 A grounding chain is used to discharge static build-up that can be caused by sweeping.

Benefits:

- **Ease of Use**
- **Productivity**
- **Comfort**
- **Green**

- **Ease of Use**
- **Green**
- **Productivity**
- **Comfort**

- **Safety**

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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