

2012 New Product Introductions



Rider Burnisher – WB Orbital Motion
WB Sweepers – Canister Vacs – Battery Watering System

SpeedGleam® Rider – Battery Rider Burnisher



Increased Performance and Productivity
Increased Ease of Use
Increased Indoor Environmental Quality
Great Value

Rider Burnisher Product Line



SpeedGleam® Rider - 24"

SpeedGleam® Rider - 27"

New Model Entry Into Rider Burnisher Segment
Incremental Growth Opportunity

SpeedGleam® Rider Key Features



Increased Performance and Productivity

- High efficiency pad motor – 4.0HP direct drive
 - Over 20% more horsepower than leading competitor
- Burnisher output up to 200' fpm (factory set-up)
- 3 speeds and 3 down pressures to match the customer application
 - Low, Med, High speed settings
 - 150, 175, and 200 ft. / min (std)
 - Additional ranges available up to 300' (selectable)
 - Down pressure
 - Daily, Interim, and Periodic down pressures
- Standard supervisor lock-out capabilities



Increased Ease of Use

- Automated burnisher lift (side 18°) vs. industry leaders manual lift
- Integrated step to facilitate easy ingress / egress
- Highly intuitive controls enable easy operational settings
- Maximum run time of 3 hours (with lead acid batteries)
- Improved serviceability or exchange with very open battery rear access

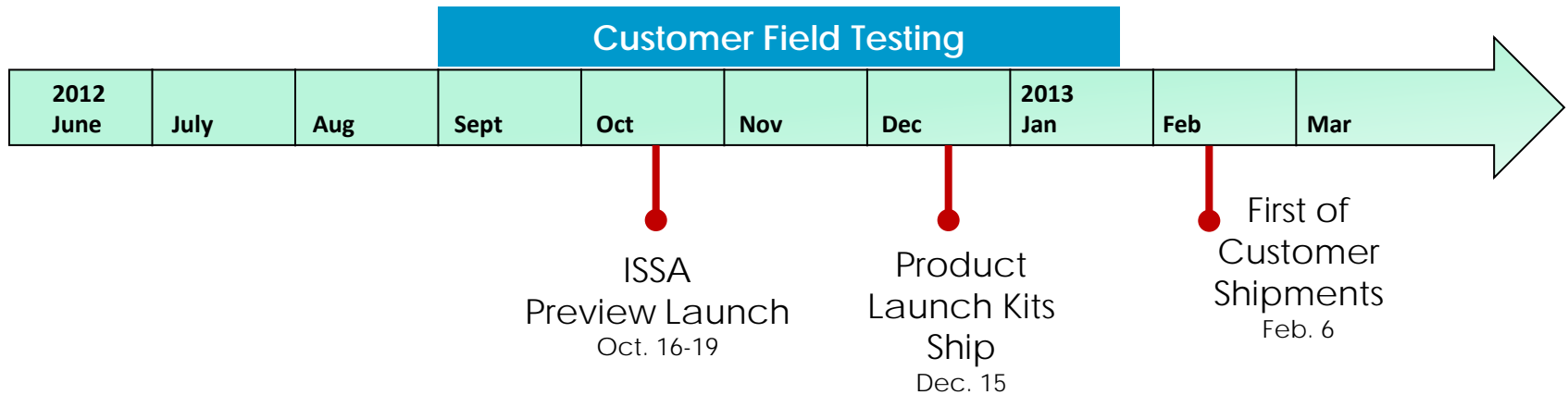


Increased Indoor Environmental Quality

- Active dust control with 4-stage HEPA filter (option)
- Passive dust control standard
- Low sound level for noise sensitive environments – 69 dBA

Best Value in its Class

Phased Roll Out



- Preview Product Launch

- ISSA product viewing
- Sales customer meetings
- Select materials available
- Customer field testing and demo's

- Product Launch

- December 15
- Materials available: brochures, etc.
- Pricing available
- Start of order entry Jan. 15

Orbital Motion Product Family



Increased Productivity
Employee Safety
Lower Cost of Doing Business
TennantTrue® Service

Orbital Motion Product Family



Speed Scrub Orbital



Speed-SQ 14

New Model Entry Into Orbital Motion Segment
Incremental Growth Opportunity

Orbital Motion Key Features



Speed Scrub with Orbital Motion Head

- 14" deep work surface across the full 20" width of the head
- Uniform scrubbing / finish removal across entire pad width
- Unique 3 hole through water distribution
 - Concealed drip tube for reliability and ruggedness
- Non-marking guide wheels
- Primary and secondary deck isolation ensures minimum vibration for operator and machine

Speed-SQ 14 Floor Machine

- Nobles Floor Machine
 - 20" x 14" rectangular pad
 - Able to get along edges and in corners for better coverage
 - Tennant modified eccentric
 - Reduced vibration
 - Additional head weights
 - Better performance at the floor
 - More even pad loading

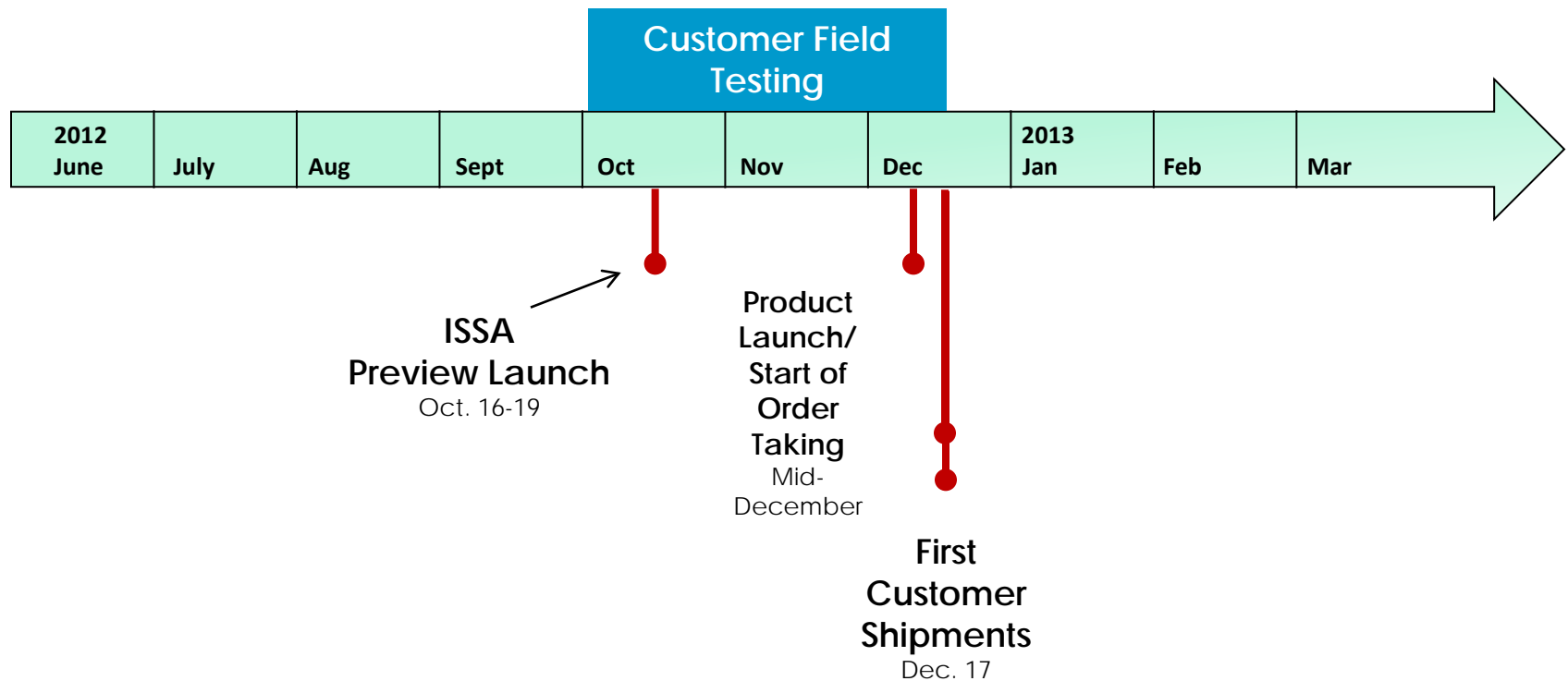


From a Name You Can Trust

- Designed for chemical free use to reduce chemical costs and improve labor efficiencies
- Nobles quality and reputation
- TennantTrue® Service

Superior Performance at a Competitive Price

Market Introduction



S Series Sweepers



Productivity
Versatility
Quality Construction
Low Cost of Ownership

Sweeper Product Line



Scout 3



Scout 3B



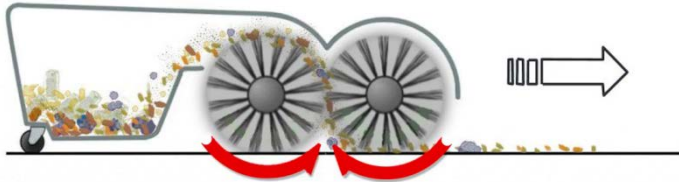
Scout 5



Scout 9



Sweeper Key Features



TwinMax™ Technology

- Performance Improvement with twin counter-rotating brushes
 - Combines over-throw and direct sweeping principles
 - Performs better than single broom systems on a wider variety of debris
 - Performs well indoor and outdoor, including on carpet
 - Fully adjustable main and side brushes for optimal pick-up

DURABILITY that extends product life

- Major components have been field proven in commercial applications for over 10 years

AFFORDABILITY in acquiring and operating

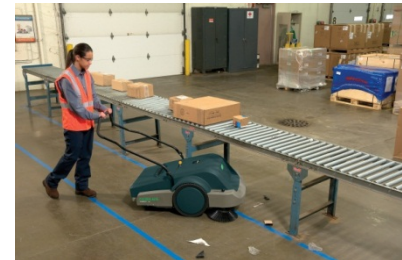
- Performance, durability and low operating costs make this sweeper a great value at an affordable price!

EFFICIENCY and consistent performance

- TwinMax™ technology improves capture of a wide variety of debris
- Large hoppers mean fewer dump/fill trips

FLEXIBILITY to clean multiple surface and environments





- Designed to clean low pile carpet and hard floors
- Suitable for both inside and outside sweeping



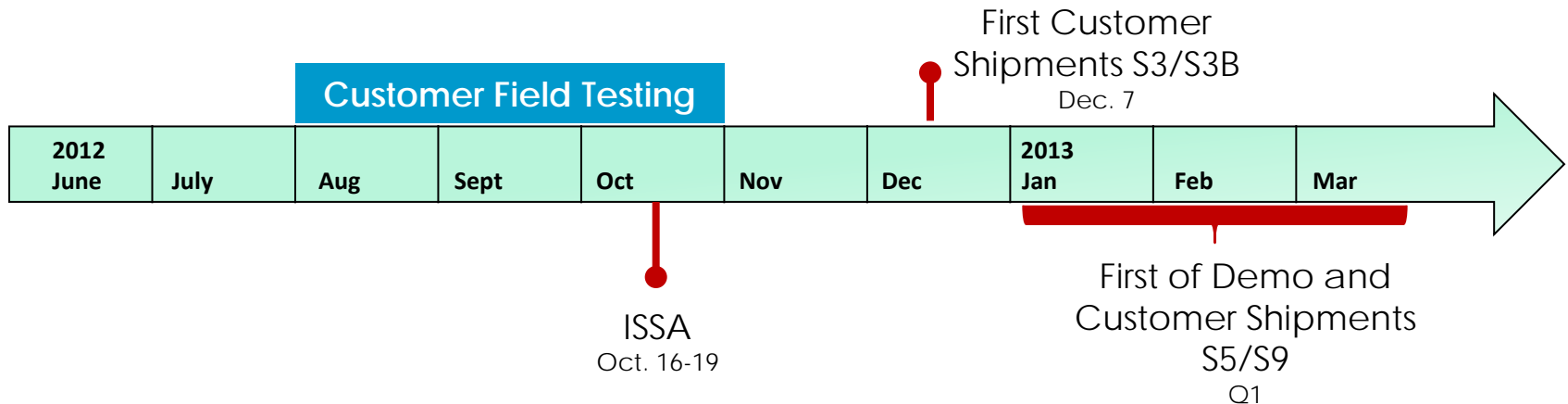
Sweep Smarter, Not Harder!

Sweeper Selection Guide



PRODUCT	Tennant Scout 3	Tennant Scout 3B	Tennant Scout 5	Tennant Scout 9
				
APPLICATION*/ATTRIBUTES				
Hard Floors	Best	Best	Best	Best
Carpeted Floors	Good	Better	Best	Best
Outside Sweeping	Good	Better	Best	Best
Facility Size/Layout	≤ 10,800 ft ² / 1,000 m ² Large, open aisles with few obstacles	≤ 46,900 ft ² / 4400 m ² Large, open aisles with few obstacles	≤ 48,500 ft ² / 4500 m ² Small, narrow aisles with obstacles	≤ 76,200 ft ² / 7100 m ² Large, open aisles with few obstacles
Noise Sensitive Environments	-	65 dBA	62 dBA	62 dBA
Propel system	-	Brush Assist	Brush Assist	Propel
Filter Efficiency	-	99.97% efficient @ .3 microns	99.97% efficient @ .3 microns	99.97% efficient @ .3 microns
Filter Material/Area	-	Paper 14 ft ² / 1.3 m ²	Synthetic 13 ft ² / 1.2 m ²	Synthetic 32 ft ² / 3.0 m ²
Battery Run Time (Max)	-	2.5 hrs	3.5 hrs	3 hrs
Productivity Rate (Per ISSA 540)	18,750 ft ² / hr / 1,740 m ² /hr	18,750 ft ² / hr / 1,740 m ² /hr	13,850 ft ² / hr / 1,290 m ² /hr	25,400 ft ² / hr / 2,360 m ² /hr
* These are "best suited for" applications as a general guide. Specific customer needs may vary.				

Phased Roll Out



SWEEPER FAMILY PRODUCT LAUNCH

- S3/S3B

- ISSA product viewing
 - All materials available: Brochures, sell sheets, etc.
 - Pricing available
- Oct. 16th: Open orders
- Dec. 7th: First customer shipments

- S5/S9

- ISSA product viewing
 - All materials available: Brochures, sell sheets, etc.
 - Pricing available
- Q1 2013: First customer shipments

Canister Vacuums



Productivity
Versatility
Quality Construction
Ergonomics



Canister Vacuum Product Line



TidyVac® 3



TidyVac® 6



Vacuum Key Features



PRODUCTIVITY/PERFORMANCE and ERGONOMICALLY DESIGNED

- On board storage for common tools
- Easy cord wrap – actual cable management
- Wand can be nested in hand grip for easy transport from room to room
- Wand can be hooked on the vacuum body for easy and compact storage
- Telescopic wand allows reach to difficult areas and adjusts to desired operator height
- Foot activated on/off switch

VERSATILITY for anytime cleaning

- 3-stage HEPA filtration standard on V6 and optional on V3
- Carpet and rug Institutes Seal of Approval rating
- Low noise levels allow for anytime cleaning in noise sensitive environments

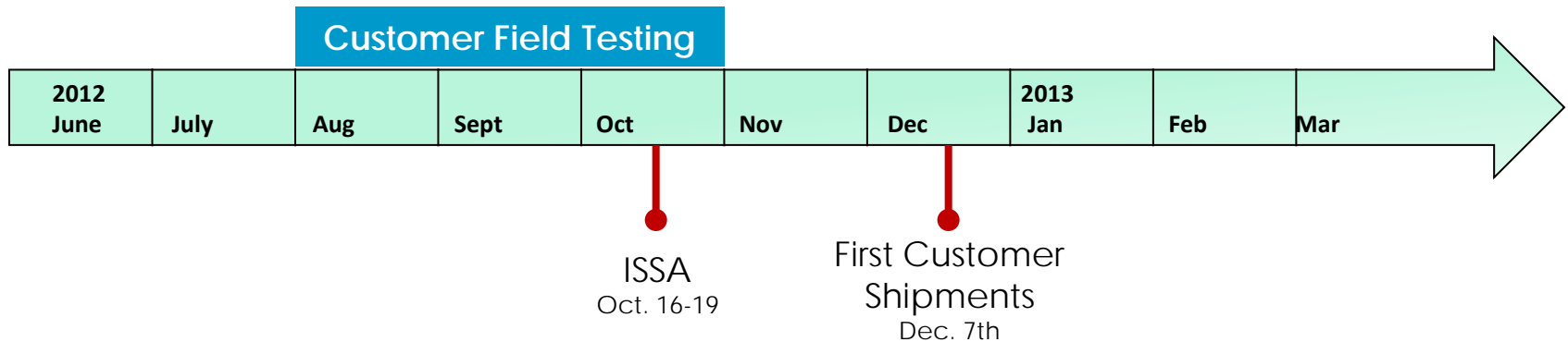
RELIABILITY and QUALITY CONSTRUCTION

- Kettle plug for easy cord replacement – V6 only
- Solid design tanks and – for V6 – integrated wheel structure
- Aluminum wand offers strong alternative
- Major components have been field proven in commercial applications for over 10 years



Productive, reliable products...by a name you can trust!

Product Roll Out



- TidyVac[®] 3/TidyVac[®] 6
 - ISSA product viewing
 - All materials available: Brochures, sell sheets, etc.
 - Pricing available
 - Oct. 16th: Open orders
 - Dec. 7th: First Customer shipments

Battery Watering System



Increased Safety
Simplified Battery Maintenance
Low Operator Training

HydroLink®



HydroLink®



HydroLink® is a registered trademark of Trojan Battery Company.

HydroLink® Key Features



- Offered as an factory installed option only:
 - Scrubbers:
 - Speed Scrub 24" - 32" walk-behinds
 - Speed Scrub Rider
- Battery Watering Made Easy – with an integrated cap and tubing designed to work exclusively with Trojan batteries
- Fills batteries to the proper level with virtually no operator training
- Provides a “needs watering” indicator

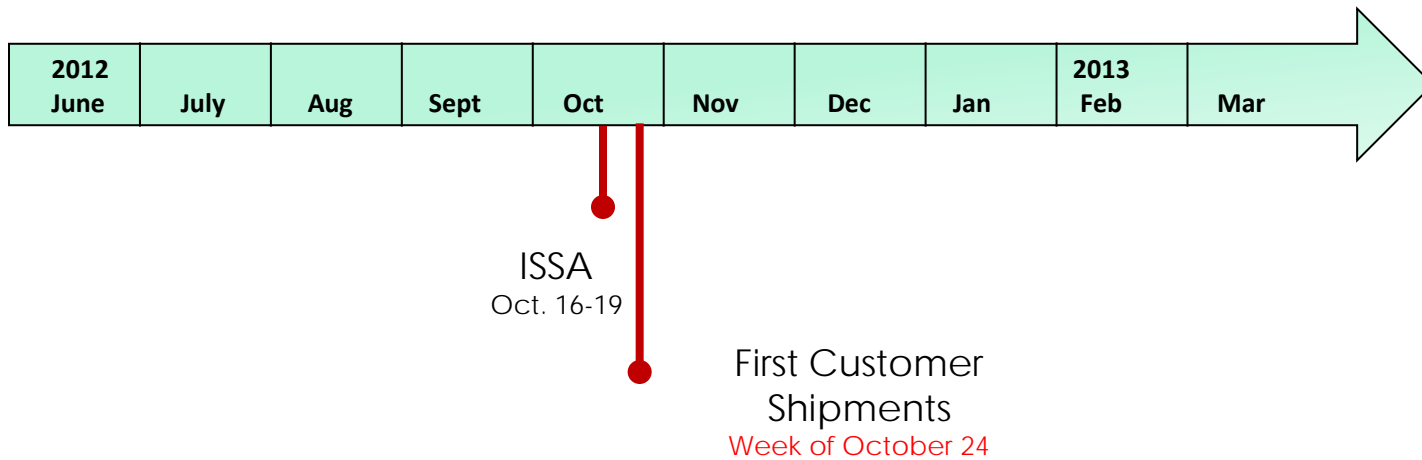
Using Trojan 240AH, 360AH batteries only.



“Needs Watering”
Indicator



HydroLink® Product Roll Out



Market Introductions

