



CUSTOM SOLUTIONS *SPOTLIGHT*

Your inside resource for solving unique customer needs

M30 CUSTOMIZED SHORTENED CAB WITH HEAT AND A/C

Customer:

Urban Land Interest, Madison, WI

Issue:

Urban Land Interest, a building/property developer needs to clean their underground parking facilities, but also clean outside, ideally year round. However, with the variability in the seasons, having a cab with both a heater and A/C was important. Here's the catch – the underground parking had a maximum height of 80 inches. This is lower than all standard cabs out on the market and only Tennant has a way around this challenge: Custom Solutions.

Custom Solution:

The Tennant team engineered a “shortened” cab with heater and A/C, below the 80 inch requirement to fit in their underground parking and still have 180 degree visibility for the operator.

Benefits:

- Ability to operate and clean in areas with lower clearance heights
- All year operation and comfort with climate controlled heater and A/C unit
- Improved cab door for added durability and functionality

Results:

Customer was very happy to have the ability to maintain visibility for the operator, while having an enclosed cab with heater and A/C, allowing year-round cleaning. It also helped secure the machine order for Tennant, easily separating ourselves from the competition. their nationally recognized facility and brand.

Pricing and Kit Information:

325993: Cab, 79”, with Heater and A/C. Price: US \$14,452

326016: Cab, 79”, without Heater and A/C. Price: US \$7,842

For other machines, please inquire for feasibility, cost and timing details



“No other competitor, including Tennant, offered a cab under an 80” clearance height. But with a call and conversation with Custom Solutions, they looked into what could be done. This custom solution helped win the business and just as important, met the customer’s unique challenges.”

Chad Frieberg,
Dual Account Manager



Call or email your Custom Solutions Team with your unique customer needs.

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