



# CUSTOM SOLUTIONS **SPOTLIGHT**

*Your inside resource for solving unique customer needs*

## PRESPRAY SPOT CLEANING WITH DETERGENT

### Customer:

Dairy Farmers of America

### Issue:

Customer had difficulty removing coffee stains. While they preferred chemical-free cleaning, they were looking for an on-demand detergent solution for 'spot cleaning' these tough areas.

### Competitor:

Advance Condor Eco-flex

### Custom Solution:

Provided custom solution of enabling the customer to spot clean with detergent pre-spray as needed by equipping a T16 Rider Scrubber with an "On-Demand Detergent Metering System".

### Results:

The customer was so impressed with the results they ordered the T16 with ec-H2O and the custom detergent pre-spray system to address their entire range of facility cleaning needs.

### Part Number:

#325813

### Price:

\$1,477



*"Offering the Detergent Pre-Spray System on the T16 took all of the wind out of Advances sails."*

**Ron Nagle,**  
Senior Area Manager



Email your Custom Solutions Team with your unique customer needs at [customsolutions@tennantco.com](mailto:customsolutions@tennantco.com)