



PROPOSED AGENDA ITEM

MEETING DATE: August 23, 2007

SUBJECT: Floor maintenance equipment purchase

DESCRIPTION:

If approved, the Advance Rider Adhancer hard-floor maintenance system will be purchased from Janitors' Supply, Inc. under PA state contract pricing contract # 4600008826 for \$13,990.00.

This is additional maintenance department equipment to be used for floor cleaning of the painted floors in Metal Fab, Auto Tech, and Tool & Die, as well as other areas.

The 07-08 General Fund budget does not include an amount for this purchase so \$14,000.00 will need to be transferred from Budgetary Reserve: 10-5900-990 to Maintenance equipment: 10-2600-750. The reserve account would have a remaining available balance of \$140,314.

(Note: The Capital Reserve Fund available balance consists only of the land sale proceeds and interest - \$287,000).

The machine could be leased over 4 years at a cost of \$3,961.72 per year with a \$1.00 purchase option at the end of the lease term. The total cost to lease would be \$15,847.88.

RECOMMENDATION:

Motion to approve the purchase of an Advance Rider Adhancer hard-floor maintenance system from Janitor's Supply, Inc. for \$13,990.00 under state contract #4600008826.



Erie Division
540 East 2nd St.
Erie, Pa. 16512-1027
Ph. (814) 459-4563
Fax (814) 456-6240

ERIE COUNTY TECHNICAL SCHO
8500 OLIVER ROA

Quote ID: 1132

ERIE PA 165094699

Customer ID: 1249200000.1

Ship To/Location Attn: Steve Sceiford

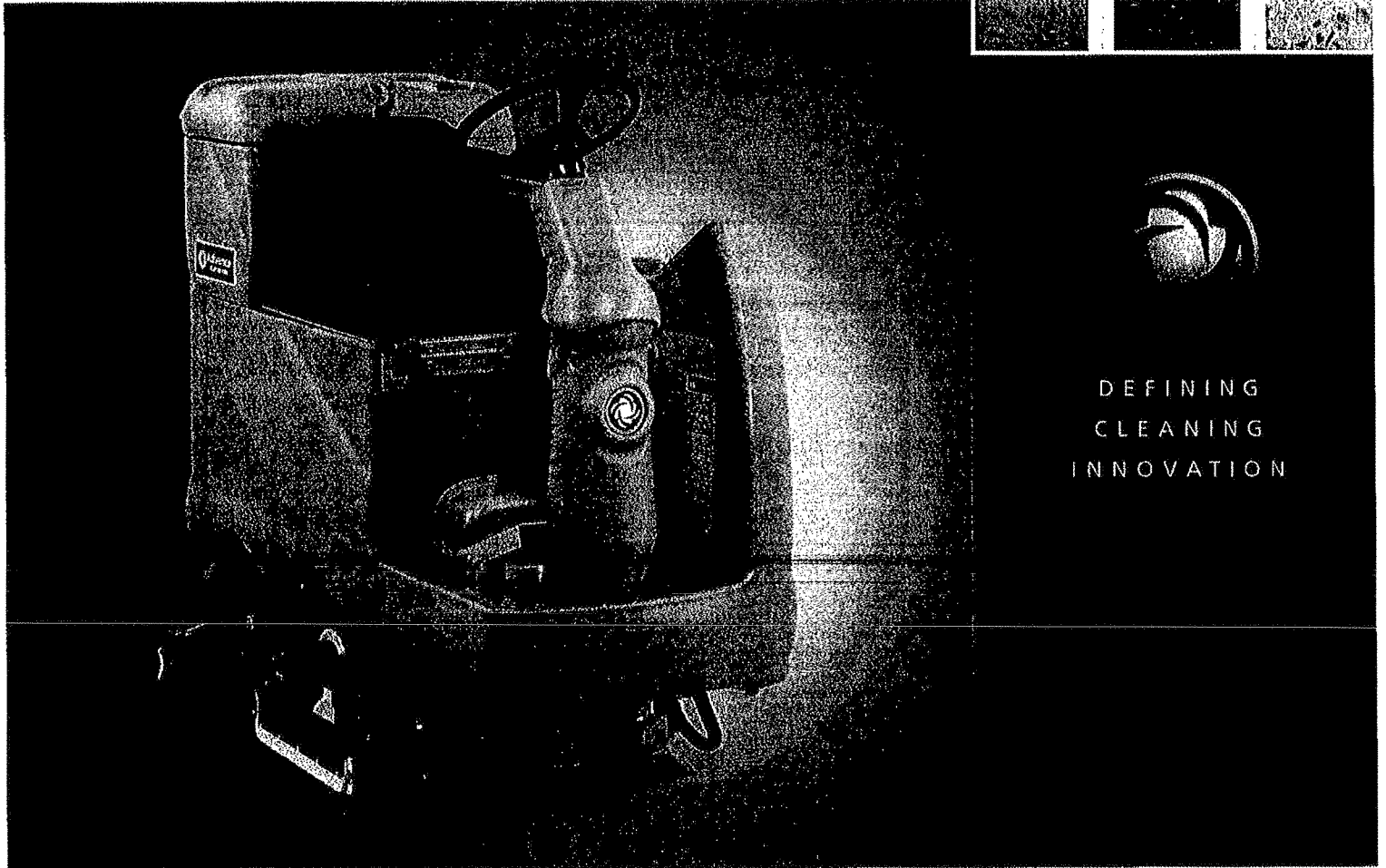
Item #	Description	Ea/CS	Sale Price
1	NS: 23" Adhancer Ride on Sweeper/Cleaner/Polisher Steve, This machine will be purchased on PA State Contract #4600008826 though Janitors Supply Co. Our SAP vendor # is 145090	EA	\$13,990.00

Sincerely,

Jeff Heintz

Advance Rider Adhancer™

Hard-Floor Maintenance System with AXP™



DEFINING
CLEANING
INNOVATION



One-Pass Hard-Floor
Maintenance System



Advance
by Nilfisk-Advance



Advance Rider Adhancer™

Hard-Floor Maintenance System

Take Cleaning Productivity to a New Level

Searching for a highly productive rider to replace the conventional daily cleaning steps of sweeping, scrubbing and burnishing? Then, consider the benefits and time-saving versatility of the easy-to-maneuver and operate Rider Adhancer™ hard-floor maintenance system.

As with the walk-behind Adhancer™ from Advance, the Rider Adhancer uses an innovative approach that combines sweeping, washing and polishing in one pass ("SWAP" for Sweep, WAsh and Polish) to maintain the cleanliness of the floors without degrading the gloss or clarity of the floor finish.

The Rider Adhancer hard-floor maintenance system was exclusively designed with the operator in mind. Clear-View™ sight lines on the operator compartment provide an excellent field of vision while easy-to-use indicators

on the One-Touch™ control panel keep operation safe and simple. An onboard battery charger comes standard for quick and convenient charging anywhere in your facility. The standard battery watering kit allows for easy battery maintenance.

Because floor surfaces have continued to change and improve over the years, Advance has designed the Rider Adhancer one-pass maintenance system to clean a variety of floor surfaces. This new system is ideal for cleaning modern finished floors, stone, terrazzo, marble, sheet vinyl, epoxy and polished concrete.

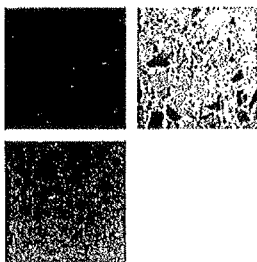
Ideal for daytime cleaning, the Rider Adhancer reduces cleaning complexity by 75%, as the operator no longer needs to use multiple cleaning steps or multiple pieces of floor-cleaning equipment. With its ride-on capabilities, this machine also significantly decreases total cleaning costs by an impressive 50% to 65%. By riding instead of walking, an operator can maintain up to 53,500 square feet per hour and still have enough time and energy to complete additional cleaning tasks.

The Rider Adhancer hard-floor maintenance system comes standard with the AXP™ onboard detergent dispensing system. The AXP system increases operator productivity by taking the guesswork out of how much detergent to use. You simply set the AXP dilution rate selector according to the detergent manufacturer's directions and you are ready to clean. Plus, you can use any detergent, including those that are green-certified, so there is no need to switch your detergent or cleaning routine. The Green Seal certified AXP Adhancing Agent is the detergent of choice for the optimum in cleaning and enhancing results.

By maintaining your floors with the Rider Adhancer one-pass system, you reduce overall cleaning complexity and increase operator productivity. Discover the added benefits of the Rider Adhancer hard-floor maintenance system and you'll find out it's time to **Stop Cleaning and Start Maintaining.**

Ideal Applications Include —

- Shopping Malls and Large Retail Stores
- Hospitals/Healthcare Facilities
- Supermarkets
- Schools and Universities
- Government Buildings and Installations
- Commercial Cleaning
- Daytime Cleaning
- Airports/Train Stations/Bus Depots
- Pre-finished Sheet Vinyl
- Polished, Stained, or Stamped Concrete
- Rubberized Flooring



GREEN

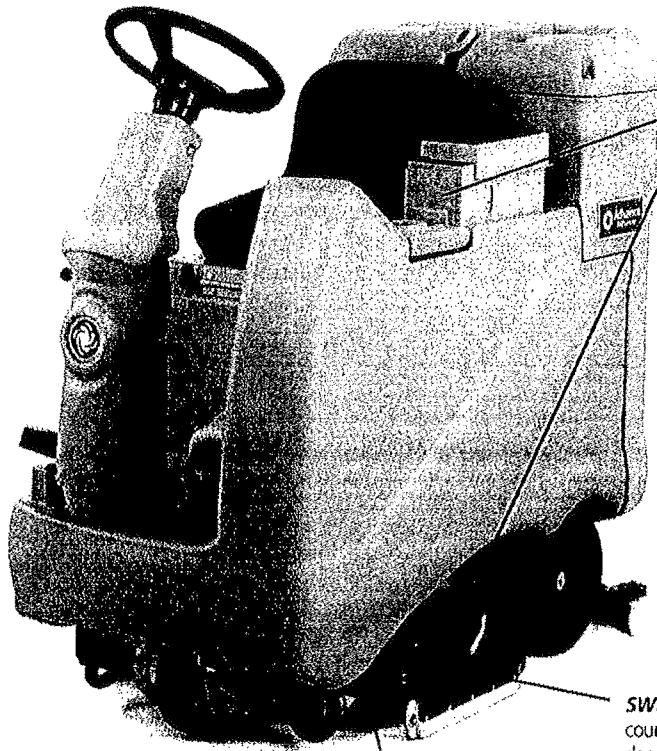
Air Quality: With the reduced need for burnishing, less dust is created and propane emissions are reduced, promoting better indoor air quality.

Safety: With the touch-free Green Seal Certified AXP Adhancing Agent, operator exposure to harmful chemicals is eliminated.

Sustainability: The Rider Adhancer floor maintenance system promotes eco-efficiency and building sustainability by avoiding adverse impacts on occupants, cleaning personnel, the building itself and the environment.

Performance: Combining three tasks into one minimizes use of labor, detergent and water while maintaining floor appearance.

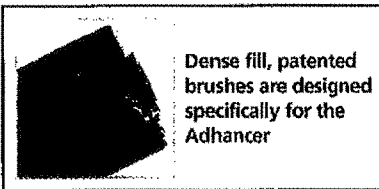
Ergonomics: With its ride-on capabilities, the operator is less fatigued than with a walk-behind machine.



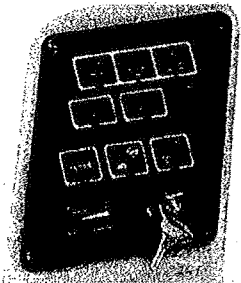
WASH – AXP Adhancing agent mixes with clean water through the AXP Onboard Detergent Dispensing System

SWEEP – Two Adhancer brushes counter-rotate to wet sweep and deposit debris into the hopper

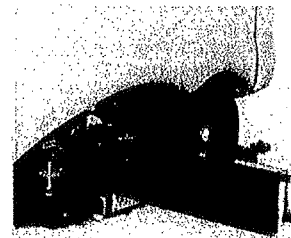
POLISH – The patented counter-rotating cylindrical brushes spin up to 1,600 rpm to effectively sweep, wash, and polish in one-pass



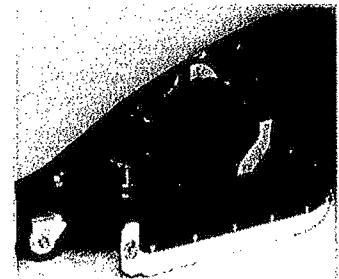
Dense fill, patented brushes are designed specifically for the Adhancer



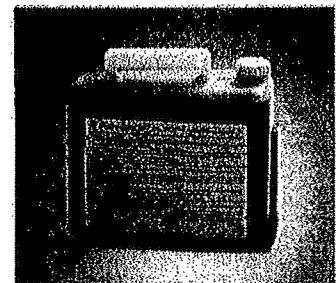
True One-Touch™ operation. Press a single button to lower the squeegee and activate the system.



SWEEP: Rear hopper collects debris during sweeping

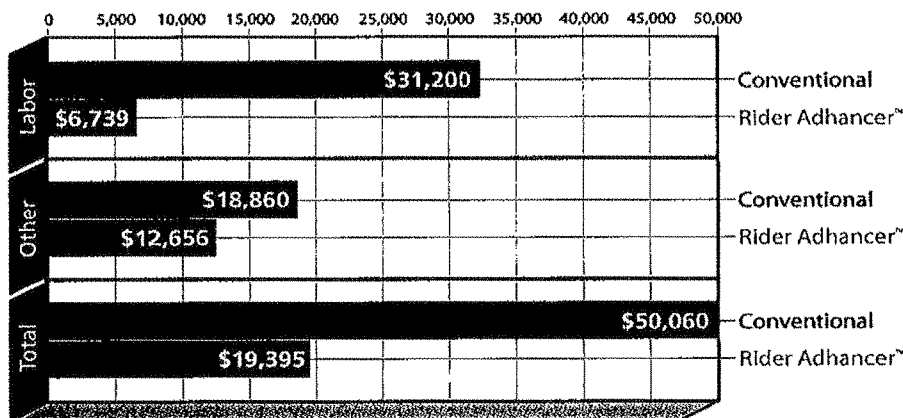


WASH: Adhancing agent mixes with clean water at the solution manifold



POLISH: Using AXP Adhancing Agent will optimize performance of the Adhancer

Annual Costs



Annual Total Savings with Rider Adhancer: \$31,059.00 = 61%

Based on 40,000 cleanable square feet.

\$12 per hour labor rate using 28 inch Rider Adhancer™

*Includes materials and project work



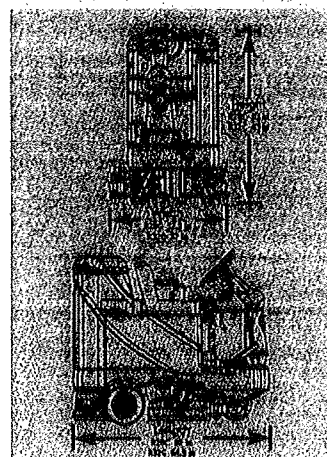
AXP™ Onboard Detergent Dispensing System

- Use any manufacturers' detergent, including Green Seal Certified detergents
- Quickly change out detergents for multiple applications
- Eliminates waste and guesswork on dilutions and dispensing
- No messy foam in solution tank while filling
- Using clean water in the solution tank minimizes machine maintenance.

Defining Cleaning Innovation...

- Our products are designed using innovative technology that increases productivity and drives down the cost to clean.
- You can get expert service and maintenance for your Advance machines from factory-trained personnel around the world. Fast parts delivery, too.
- Maintain peak performance with Nilfisk Genuine OEM Parts.

Nilfisk Genuine OEM Parts



Optional Accessories

- AXP Adhancing Agent
- Conventional Scrub Decks, Disc or Cylindrical for Project Work
- Onboard Scrub and Vac Kit
- Dual Vacuum Motors

Technical Specifications

Model	Adhancer R28C	Adhancer R32C
Voltage	36 V	36 V
Power Source	(6) 6 V 305 Ah Wet Acid Batteries	(6) 6 V 305 Ah Wet Acid Batteries
Onboard Battery Charger	36 V 25 Amp	36 V 25 Amp
Solution Control	Precision-Flow Electric Pump	Precision-Flow Electric Pump
Solution Tank	30 Gal (114 L)	30 Gal (114 L)
Recovery Tank	30 Gal (114 L)	30 Gal (114 L)
Max. Adhancer Brush Motors	1.25 hp, 933 W	1.25 hp, 933 W
Vacuum Motor	0.75 hp 560 W 3 stage	0.75 hp 560 W 3 stage
Max. Adhancer Brush Speed	1,600 RPM	1,600 RPM
Sound Level	65 dB A Operator's Position	65 dB A Operator's Position
Drive Motor	1.2 hp, 840 W	1.2 hp, 840 W
Drive Wheel	Scrubber Compound P7	Scrubber Compound P7
Minimum Aisle U-Turning	64.5 in (164 cm)	64.5 in (164 cm)
Sweep, Wash, Polish Path	28 in (71 cm)	32 in (81 cm)
Max. Adhancing Speed	3.8 MPH (1.7 MPS)	3.8 MPH (1.7 MPS)
Max. Productivity at 3.8 MPH	46,816 ft ² /hr (4,349 m ² /hr)	53,504 ft ² /hr (4,971 m ² /hr)
Max. Productivity at 2.8 MPH	34,496 ft ² /hr (3,205 m ² /hr)	39,424 ft ² /hr (3,663 m ² /hr)
Adhancer Brush Size, Two-Per Machine	5.75 in x 27 in (15 cm x 69 cm)	5.75 in x 31 in (15 cm x 79 cm)
Debris Hopper Capacity	1.4 gal (5.4 L)	1.4 gal (5.4 L)
Squeegee Width	32.5 in (83 cm)	37 in (94 cm)
Dimensions Without Squeegee	W: 31 in x L: 60 in x H: 53 in (W: 79 cm x L: 152 cm x H: 135 cm)	W: 31 in x L: 64.5 in x H: 45 in (W: 79 cm x L: 164 cm x H: 114 cm)
Weight With STD Batteries (Empty)	1,202 lb (545 kg)	1,207 lb (547 kg)
Weight With STD Batteries (Full)	1,453 lb (659 kg)	1,458 lb (661 kg)
Wheel Pressure, Full Solution Tank	LR: 77 lb, RR: 70 lb, F: 129 lb (LR: 35 kg, RR 32 kg, F: 59 kg)	LR: 77 lb, RR: 70 lb, F: 129 lb (LR: 35 kg, RR 32 kg, F: 59 kg)
Approximate Shipping Weight	1,310 lb (594 kg)	1,310 lb (594 kg)
AXP Refillable Cartridge Capacity	1.25 gal (4.73 L)	1.25 gal (4.73 L)
Dilution Ratios	32:1, 50:1, 64:1, 100:1, 128:1, 150:1, 200:1, 256:1, 300:1	32:1, 50:1, 64:1, 100:1, 128:1, 150:1, 200:1, 256:1, 300:1
Part Number Machine Package	56316030	56316031

Specifications are subject to change without notice.



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Advance

by Nilfisk-Advance

Commercial Limited Warranty

Please consult your dealer for information on machine maintenance and genuine OEM replacement parts.

Please direct any warranty or maintenance questions to your dealer. The dealer has the people that are skilled in troubleshooting your equipment problems and analysis of all your cleaning needs.

Limited Warranty

Nilfisk-Advance, Inc. warrants to the original end user, each new machine, new accessory and genuine Advance replacement parts against defects in material and workmanship under normal use and service. Our obligation under this warranty is limited to repair or replacement of the defective item at our factory or by an authorized Dealer Service Center. The warranty coverage period is detailed below.

This warranty shall not apply to repairs resulting from accidents or misuse, damage in transit, overloading the capacity of the machine, failure due to lack of proper maintenance or care, including but not limited to flushing of harsh chemicals from parts of the machine as described in the operating and maintenance instructions. Minor adjustments, such as tightening of screws or bolts not connected with the replacement of parts, are not covered. Repairs or

alterations by an organization other than the factory or its authorized Dealer Service Center are not covered and will void any Nilfisk-Advance, Inc. warranty as to the parts or systems repaired or altered by a non-authorized organization. Replacement of expendable wear items such as scrub brushes, carbon motor brushes and various rubber/plastic parts etc. are also not covered.

THERE ARE NO WARRANTIES THAT EXTEND BEYOND THE DESCRIPTION OF THE LIMITED WARRANTIES STATED WITHIN. NO OTHER WARRANTY, EXPRESSED OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, IS MADE EXCEPT AS EXPRESSLY STATED HEREIN. ANY STATUTORY IMPLIED WARRANTIES, INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, THAT ARE IMPOSED BY LAW DESPITE THE EXPRESS LIMITATION OR WARRANTIES ABOVE, ARE EXPRESSLY LIMITED TO THE DURATION'S OF THE WRITTEN WARRANTY. BUYER UNDERSTANDS, ACKNOWLEDGES AND AGREES THAT THE REMEDIES PROVIDED UNDER THIS LIMITED WARRANTY ARE THE SOLE AND EXCLUSIVE REMEDIES AVAILABLE TO THE BUYER. NILFISK-

ADVANCE, INC. WILL NOT BE LIABLE FOR ANY OTHER OR ADDITIONAL DAMAGES, INCLUDING BUT NOT LIMITED TO INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF OR IN CONNECTION WITH THE FURNISHING, PERFORMANCE, USE OF OR INABILITY TO USE THE MACHINE.

All transportation or shipping charges resulting from the return of machines, parts, or accessories shall be the responsibility of the end-user. When returning, please provide an explanation of the problem and include the serial number of the machine as well as the name of the selling organization. The Technical Service department of the authorized Dealer Service Center or the factory will investigate and then contact you.

The start date of the warranty coverage on non-rider machines shall be the purchase date by the original end user, or six (6) months from the date the machine was shipped from the factory, whichever is earlier. The start date of the warranty coverage on rider equipment is the purchase date by the original end user, or one year from the date the machine was shipped from the factory, whichever is earlier. The warranty registration card is to be completed and returned immediately at the time of purchase.

Advance Commercial Warranty Coverage Period

Group	Models	Parts	Labor/on-site*
Cord-Electric Products:	Single-Motor Upright Vacuums	1 Year	1 Year
	Dual-Motor Upright Vacuums	2 Years	1 Year/180 Days on-site*
	Large-Area Vacuums	3 Years	2 Years/180 Days on-site*
	Canister Vacuums/Wet/Dry Tank Vacs	3 Years	2 Years/180 Days on-site*
	Floor Machines/Burnishers	3 Years	2 Years/180 Days on-site*
Walk-Behind Products:	Automatic Scrubbers/Sweepers	3 Years	2 Years/180 Days on-site*
	Carpet Extractors	3 Years	2 Years/180 Days on-site*
	Battery Burnishers	3 Years	2 Years/180 Days on-site*
	Propane Burnishers	1 Year	1 Year/180 Days on-site*
Rider Products:	Scrubbers/Burnishers	3 Years	2 Years/180 Days on-site*
Other:	Pressure Washers	1 Year	1 Year/180 Days
	Carpet Dryer	3 Years	2 Years/180 Days on-site*
	OEM Parts	90 Days	None
	Accessories sold with Machine	Same as Machine	Same as Machine
Exceptions:	Cord-Electric Upright Vacuums: PowerOne® 12/15: 2 years motor and belt, 1 Year Parts/1 Year Labor		
	Sweepers: SR1300—2 Years Parts/1 Year Labor (180 Days on-site*)		
	Pacesetter™ 170/200 Series Floor Machines: 5 Year replacement on motor and transmission, 3 Years Parts/2 Years Labor (180 Days on-site*)		
	All Groups:		
	Batteries: Warranty provided by Manufacturer. 0-3 months replacement/4-12 months prorated.		
	Polyethylene and Roto-Molded Components: 8 Years parts/no additional labor. Vacuum Motors: 1 Year Parts/1 Year Labor. No rust or corrosion present. Carbon brushes are not covered. Engines: Warranty provided by Manufacturer. Battery Chargers: Warranty provided by Manufacturer if sold without machine.		

*United States only



Advance
by Nilfisk-Advance

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Form L1261A 3/03 Printed in USA