

RFP-RH-08-043			
Sweeper/Scrubber			
Name	Nilfisk-Advance, Inc.	Tennant Sales & Service	Minuteman International
Address	Plymouth, MN 55447	Minneapolis, MN	Taylor, MI
Years in business	83 years	138 years	56 years
Type of Organization	Corporation	Corporation	Corporation
Years providing sweeper/scrubbers	80 years	138 years	56 years
Clients served	Thousands	Tennant company hold 70% market share for sweepers/scrubbers across country.	Hundreds
		As an american based factory direct manufacturer with headquarters in Mpls. Mn, local office in Madison Heights, factory in Holland, MI.	
		Have thousands customers domestically and worldwide.	
Client References	Mopar PDC, Marysville, MI	City of Detroit, MI	City of Farmington Hills, MI
	TDS, Warren, MI	City of Port Huron, MI	Compuware
	Chrysler Headquarters, Auburn Hills, MI	City of Rochester, MI	Pressway
Full/Part-time Employees	433 full time employees	632	200
Description of sweeper/scrubber	Advance Model Captor, 4300 Gas Rider	Reference product literature	Amber strobe light, backup alarm, heavy-duty curb guard, wet sweep bypass, grammer seat, with seabelt, auto water and brush shutoof, rhino coated hopper, extra set of brooms, brush, filters and tires.
	Main Broom - 40"		
	Brushes - 15" (set of 3)		
	Scrubbing Path - 43"		
	Sweeping Path - 51"		
	Solution Tank - 80 gallons		
	Recovery Tank - 80 gallons		
	See fact sheet for more details		
Description of services	Technical service and parts support will be provided by our factory direct authorized service center. Michigan Sales & Service, Madison Heights, MI	6 month money back guarantee Free factory direct raining for life of product 12 local, factory direct, Tennant service techs for onsite repair/warranty claims. 2 hour call back time with 24 hour onsite serv.	Machine service, machine parts, chemicals, supplies, sales and rentals.
	Technical support will be provided.	Nationwide have 98% satisfaction rating on service calls.	
	Regional Manager will provide sales support	Local office at 14 mile/Dequindre	

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Description of services (cont'd)		Factory direct machine warranty 3 years part, 8 year tanks/hopper and 2 year labor.	
		Factory direct locally based sales and operator training out of Rhills, MI	
		Award winning reputation, Forbes Mag, etc.	
Manufacturer/Years authorized	Advance Brand	Sweeper/scrubber sold manufacturer direct	PowerBoss-Minuteman Factory direct 10 years
Why product best meets City needs	Advance captor 4330 has high productivity that has a dry sweep with dust control and 60" variable high dump. It has a rugged scrubbing system with heavy duty scrub deck. Designed with total clean technology. No tools access to many systems.	Tennant unit only machine that can sweep wet or dry debris (mud, sand, road salt, sludge) at the same time. Ideal for DPS garage environment. Most cannot handle debris on wet surface without messing the dry sweeping hopper or getting the dry dust filter wet. Tennant uses 19% fewer moving parts than traditional sweepers to accomplish same tasks. Reduces overall cost of ownership. Machine uses only 2 main brushes both dry or wet sweep as well as scrub same time. One side brush that can either wet scrub edges or dry sweep edges. Wet edge scrubbing is ideal for cleaning next to curbed areas in garage or close to equipment. Non-corrosive hopper to withstand road salt. Stainless steel hardware below bumper line to prevent rust. Multi-level dump hopper to dump directly into container rather than on ground. One touch operator controls to make easy use for multiple drivers. Front wheel steering as opposed to rear wheel which prevents water from spilling over on turns and keeps drive/steering tire ahead of solution flow for safety. Total accessible hygienic solution and recovery tanks for fast clean out. *More details with demonstration	Big hopper for dry debris All steel constructed Factory direct service Dust control
Certified to repair	Michigan Sales & Service 29815 John R Madison Heights, MI 48071	Yes, repairs will be performed at customers site by a factory trained service employee	Yes

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Delivery Time	30 days ARO	30 days ARO	3 weeks
Staff qualifications as instructors for training	Instructors have certification from Advance Service Training Institute for Industrial floor care equipment. Fully qualified to explain and instruct on preventative maintenance and diagnostics	Operator training conducted by factory direct Tennant employee. We design, manufacture, sell and service everything we make. At DPS facility a 23 year Tennant veteran Bruce Jones will provide free training as long as you own the machine. Also provided at no cost an operator training DVD for future reference.	Factory trained
Full scope training to be provided to City staff	Operation, Maintenance and diagnostics of Advance Model Captor 4300 Gas Rider Scrubber/Sweeper	Safety, filling and cleaning tanks/hopper daily maintenance inspections, rotating brushes squeegees (no tools required), proper detergent usage and mixing ratio, recommended PM schedule, how to order parts, service via phone, how to access online parts manual, parts ordering and technical support if desired, introduction to local tennant service tech assigned to account, etc.	Operator and maintenance lifetime.
Describe warranty program.	See attached warranty sheet. 3 years part, 2 year labor, 6 months travel.	Parts 3 years, Labor 2 years, travel 6 months or 2000 hours	2 years parts and labor, does not included wearables or damage
Routine maintenance	Preventative maintenance chart is included in the operators manual provided with the Captor 4300.	To be addressed at demo. Overview provided: Brushes and squeegees rotated approx every 50 hours for maximum life, filling and cleaning solution tanks and debris hopper and filter. Visual inspection of brushes, squeegees for wear or damage. Oil changes approx every 75-100 hours	Oil changes, fluid checks and changes, squeegee flips and changes
Continuous maintenance/service contracts	Provide preventative maintenance for \$850 per year (4 quarterly visits). Provide service calls @ \$100/hour for labor and travel. 10% discount on repair parts.	Offer 3 primary plans that can be tailored to needs. Basic plan done on a time/material basis Flat rate plan with set cost per call for easy budgeting Comprehensive plan for those that want full service (those who do not have mechanics).	We can provide a PM plan or we can train your employees on how to do that

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Copy of contract	None	Yes	No
Ability to meet insurance requirements	N/A	Yes	Yes
Manufacturer's name, model number	Yes	Yes	Yes
Manufacturer's literature	Yes	Yes	Yes - at time of purchase
MITN extend	No	No	Yes
Cost proposal			
Cost	\$ 40,662.36	\$ 39,500.00	35,058.00
Manufacturer	Advance	Tennant	Powerboss
Model	Captor 4300 gas	M20	T82
Year	2008	2008	2008-2009
Optional Equipment:			
Flashing beacon light	Included		
Backup alarm	Included		
OSHA approved seatbelt	Included		
Extra set of spare filters/tires, wheels, etc	Included		
List any exceptions:	Sweeping path is 51"		