

CLEAN SPEAK

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THE ART AND SCIENCE OF CLEANING

REPAIR OR BUY?

Is it time to purchase a new machine?

Your current machine still does the job, but you have noticed that our technician needs to visit more often, and the parts and wait times are going up.

This is natural when a machine gets older. Newer machines are supported more strongly by the manufacturer, so parts are cheaper, and are turned around faster. At some point, the cost of repair will outweigh the expense of a new machine. The trick is to know where the line is to prevent wasting money.

The first step is to place your equipment on Programmed Maintenance. It has two advantages: first, you keep your equipment running better for a longer period of time. The second advantage is the detailed reporting that is provided after a Programmed Maintenance visit. These reports (see bottom left) provide you with an estimated machine condition. This machine condition, in combination with the age of the machine will help determine if replacement equipment should be considered. The price of a Programmed Maintenance contract is easily offset by the reduction in downtime caused by a broken machine.

W.E. GREER LTD. PROGRAMMED MAINTENANCE REPORT CARD

***OVERALL: 81.79%**

TECHNICIAN/SERVICE NOTES:
The operator(s) are responsible to perform daily and weekly maintenance regularly on the machine to prevent basic floor cleaning.

***Overall condition grade does not include wear items. Speak to your Greer Sales Consultant for options if overall condition percentage on machine is below 40%.**

REPORT CARDS GIVE YOU VITAL FEEDBACK FOR PURCHASING DECISIONS.

Another factor in the repair or purchase question is the size of facility fleet. Larger facilities that have a variety of equipment need to be replacing machines on a rotational basis. If they do not, they run the risk of having to replace all their equipment at the same time. Something that is much harder to do on a tight budget.

New technologies have new advantages. Take the REV™

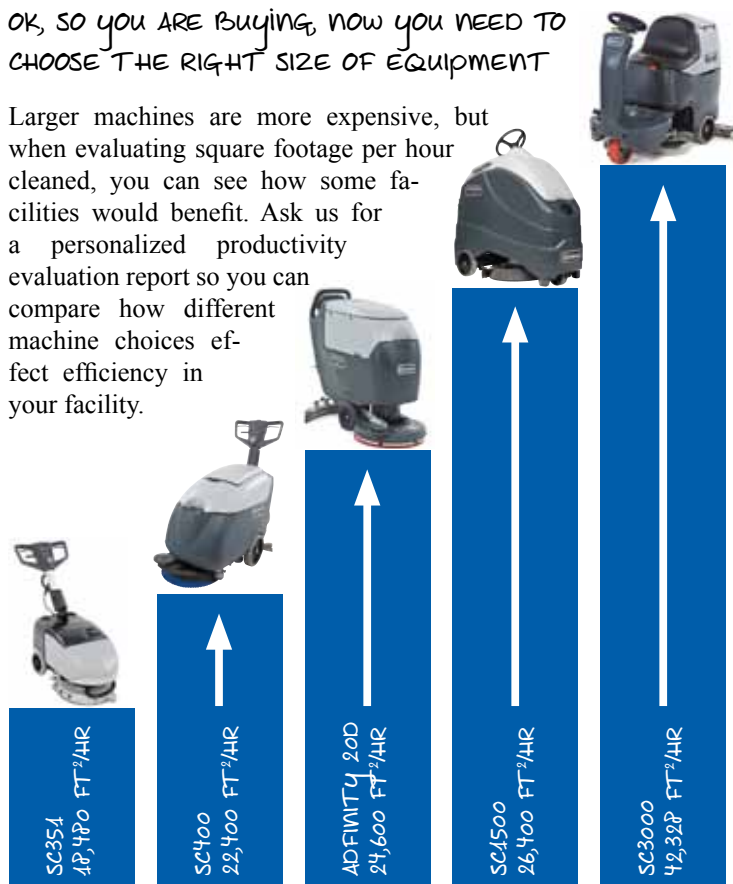
FACILITY MANAGERS HAVE TO MAKE TOUGH DECISIONS WHEN WORKING WITHIN A BUDGET. AN OLDER MACHINE MAY BE KEPT IN USE LONG PAST ITS PRIME TO SAVE MONEY, BUT IS THIS NECESSARILY THE RIGHT DECISION?

series of equipment from Nilfisk-Advance, for example; the REV's microscrubbing movement increases the efficiency of the job significantly. For more information, check out our spotlight on the Adventer REV on the back of this page.

Still not sure if your current budget will cover the new equipment? Check out our leasing options and spread the financial cost over two or three years. ■

OK, SO YOU ARE BUYING, NOW YOU NEED TO CHOOSE THE RIGHT SIZE OF EQUIPMENT

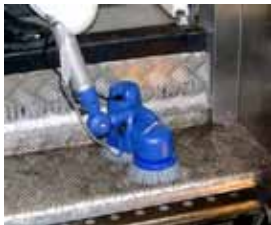
Larger machines are more expensive, but when evaluating square footage per hour cleaned, you can see how some facilities would benefit. Ask us for a personalized productivity evaluation report so you can compare how different machine choices effect efficiency in your facility.



specials & spotlights:

Prices valid from March 1, 2014 through to May 31, 2014 unless otherwise indicated. All items limited quantity.

CADDY CLEAN SPOTLIGHT



Caddy Clean® is designed with the user in mind. The extremely low weight of 4.9 pounds and practical design makes it ideal for cleaning in areas that are difficult to reach with larger equipment or by hand.

Want to see the Caddy Clean in action?

Check out our YouTube page (youtube.com/WEGreerLtd) in our "favourites" for a Caddy Clean demo video.

Features:

- Ergonomic handle with adjustable length and angle
- Long lasting heavy duty battery (2-3 hours)
- Includes variety of brushes and pads for all task types

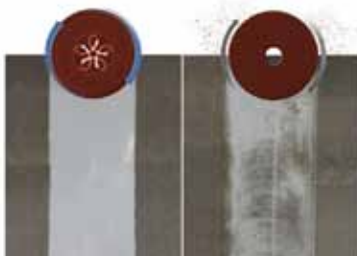
ADVENGER REV SPOTLIGHT



The new Advenger REV™ is designed to combine higher productivity and operator comfort in a compact, yet full-featured rider scrubber. REV Technology offers low-flow deep scrubbing floor finish removal, along with flexible EcoFlex cleaning modes to handle any cleaning challenge on-the-fly at the push of a button.

Features:

- Water-only, ultra-low detergent, standard detergent and "Burst of Power" cleaning modes
- Up to 175 lb of scrub pressure for the toughest challenges
- Low profile design for big cleaning productivity in a smaller, more maneuverable design.



REV Scrubber

Conventional Scrubber

DYNAMO X SPECIAL

Dynamo X is a low odour, heavy duty floor finish stripper that is ideally suited to customer sensitive environments such as the healthcare industry. It is effective on all floor finishes using any maintenance method.

4L Bottle 024120 \$20.76



PAL CONCENTRATE

Pal Concentrate is a citrus scented neutral floor cleaner ideally suited for damp mopping, not automatic scrubbing. Assists in restoring floor finishes to a clean original gloss. May also be used on surfaces like flat painted walls.

4L Bottle 020420 \$17.44



SPECTRUM SPECIAL

The spring Spectrum sale is back. Now is your chance to get one of these great vacuums for your facility at a special low price. The Spectrum is our top selling upright vacuum and is highly ideal for the hospitality market. It features superior dirt pick up, HEPA filtration, and great value.

For a limited time, get the Spectrum 12H, 12P and 15P at the special prices below. For more information on the Spectrum check out the Spectrum video on our website or YouTube page. Sale runs until August 31, 2014.

Spectrum 12H	107402351	\$440.64
Spectrum 12P	9060107020	\$440.64
Spectrum 15P	9060307020	\$503.47



For video demonstrations a variety of equipment and products, please visit our Greer TV page on YouTube: www.youtube.com/WEGreerLtd

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