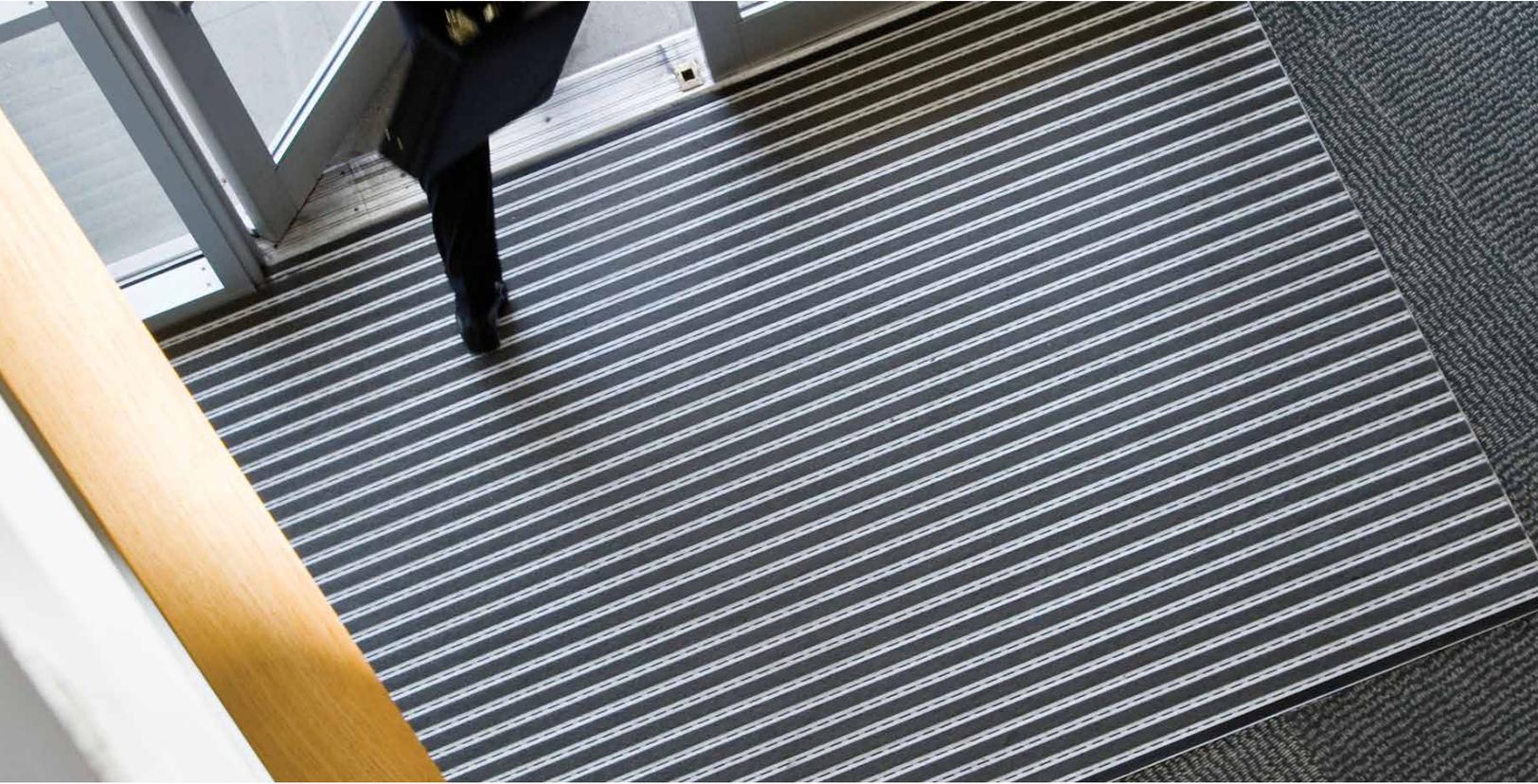


KÄRCHER

makes a difference



SOIL PREVENTION

Providing better results through our floorcare expertise.

WHY IS SWEEPING IMPORTANT?

The reasons to sweep vary from facility to facility, but here are a few of the key reasons that sweepers are a vital part of your maintenance program:



STUDIES SHOW

- Up to 94% of the soil in a facility came in with foot traffic
- It costs approximately \$700 per pound to remove soil from your facility
- As few as 1000 people per day, over 20 days, can track in 24 pounds of soil
- Soil abrades the surfaces in a facility with the effect of 120 grit sandpaper
- As few as 1500 people walking across a finished floor can remove 42% of the finish

Appearance. Soil that accumulates in a facility leads to a poor first impression. Sweepers are a productive method for safely, effectively and productively removing soil when vacuuming is not practical. Battery-powered sweepers do not have cords, and therefore, they do not have the same liability as a vacuum for day cleaning.

Product Contamination. Debris in manufacturing facilities can become airborne and contaminate products that are in production leading to costly waste. Furthermore, products that have been stored and become a settling place for dust require cleaning. Sweeping helps to minimize and/or eliminate this situation.

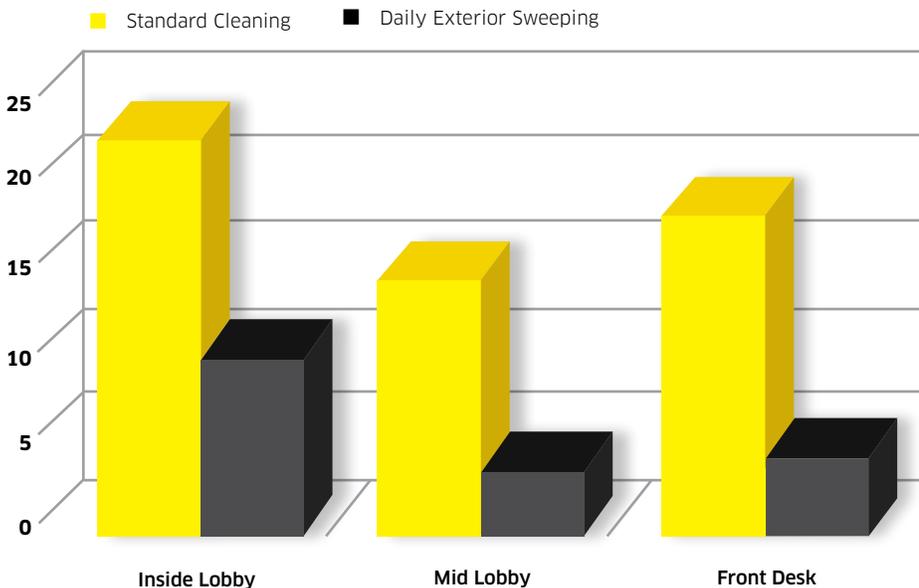
With the emphasis today on reducing costs and cleaning green, soil prevention needs to become the keystone of your maintenance program. Not only will it help to reduce your maintenance costs, as you will see later, but it will help you improve indoor air quality, or IAQ, and reduce your water and chemical usage.

Economic Benefit. Though you have probably never given it much thought, the effect of the soil being tracked into your facility impacts many of your cleaning processes. For example, soils that are tracked in wear off your floor finish resulting in more burnishing, more top scrubbing, more stripping and finishing. On carpeted surfaces it results in more frequent and intense vacuuming, more interim cleaning, and more extraction.

Safety. Soil and debris that are allowed to accumulate on the floor can become hazards. Sweeping is an effective means of removing the soil and debris to reduce this risk.

KÄRCHER'S SOIL PREVENTION STUDY

Case Study Sheraton 4 Points Hotel: Pounds of Annual Soil Prevention



66% REDUCTION IN SOIL INTRUSION AFFECTS YOUR BUDGET

- Floor finish lasts longer - less labor and chemical costs
- Less burnishing - better IAQ (indoor air quality) and less labor
- Carpet maintains its appearance longer, saving carpet purchases and extending its life
- Lower expenditures on supply items, such as vacuum bags - less soil, means less bags

Our data showed a 66% reduction in the amount of soil that came into the building, with the addition of a sweeping program. Kärcher conducted a study on the impact of sweeping soil intrusion in an upscale hotel. We began by dividing the carpeted lobby into 3 equal sections, the entry area, the lobby area, and the front desk area. We then vacuumed each section separately for an entire week and logged the weight of the soil that was removed. The next week we swept the walkways and entries of the hotel on a daily basis and swept the parking lot within 50 feet of the front door twice.

A total yearly cost savings of \$26,572! When we annualized the soil intrusion and used the ISSA cost of \$700 per pound to remove the soil, the total cost to remove the soil without sweeping was \$40,040. Using the same calculation, the annualized cost to remove the soil brought in during the sweeping was \$13,468.

SOIL PREVENTION TARGETS

Different areas of your facility require different equipment and techniques to accomplish location-specific cleaning needs and goals.



1 Parking Lots. Soil prevention starts here. Parking lots and sidewalks should be swept and kept clean.

Use: KM 75/40 W Bp

2 Entry Ways & Walkways. Stop the soil intrusion into the building. Direct throw sweepers perform best here.

Use: EB 30/1, KM 70/20 C and KM 70/30 C Bp

3 Interior Carpeted Hallways. Sweepers should be used to augment a vacuum program, not replace it. Vacuum with a CRI Approved vacuum to maintain good indoor air quality and extend the life of your carpet.

Use: KM 70/30 C Bp Adv and KM 75/40 W Bp

4 Interior Hard Floors. Sweeping before scrubbing is a more effective method for capturing and containing soils for proper disposal than dust mopping. Also, there are no dust mops to treat, launder, and store.

Use: KM 70/30 C Bp Adv and KM 75/40 W Bp

5 Warehousing & Production Areas. Productivity and the ability to pick up larger debris, such as pallet chips and other scraps, is important here. Over throw sweepers accomplish that by allowing for pick-up of larger debris and the use of more of the hopper capacity as compared to direct throw sweepers.

Use: KM 75/40 W Bp and KM 90/60 R Bp ADV

DIRECT THROW

In this system the cylindrical roller broom sweeps the dirt into a forward-mounted hopper.

← Direction of travel



Dustpan-and-brush principle utilizes 40-50% of capacity

The benefits are

- Better sweeping of small particulate
- More usable life on main broom
- Better sweeping of heavy debris

OVERTHROW

In this system the cylindrical broom rotates at a higher speed and throws the debris up and back into a trailing hopper.

← Direction of travel



Overthrow principle utilizes 85-100% of capacity

The benefits are

- Up to 85-100% of capacity is utilized
- Collection of large items (cans, stones) through wide opening bulk waste flap

PRODUCTIVITY CHART



KM 105/110 R BP

Sweeps hard floors or carpets, indoors or out with greater productivity.

- 41" sweeping path
- Hydraulic container lift that can reach a height of 61"
- Overthrow sweeping
- 3.87 ft³ (110 L) hopper capacity

67,800 ft²



KM 90/60 R BP ADV

Sweeps hard floors or carpets, indoors or out with greater productivity.

- 36" sweeping path
- 2 hoppers for ease of dumping
- Overthrow sweeping
- 2.13 ft³ (2 x 1.06 ft³), 60 L (2 x 30 L) hopper capacity

47,520 ft²



KM 75/40 W BP

Flexible unit that cleans on carpet and hard floors. Maneuverable enough to be productive in congested areas. Built tough to perform in rugged industrial environments.

- 30" sweeping path with side broom
- 1.5 ft³ (40 L) hopper capacity
- Manual filter shaker
- Overthrow sweeping

36,300 ft²



KM 70/30 C BP ADV

Electronically driven main roller broom and side broom in both forward and reverse, for hard and soft floors and outside surfaces. Thorough sweeping of corners in a single pass.

- 28" cleaning path
- 1.7 ft³ (42 L) capacity
- Direct throw sweeping
- Vacuum Dust Control on deluxe model

30,800 ft²



KM 70/20 C

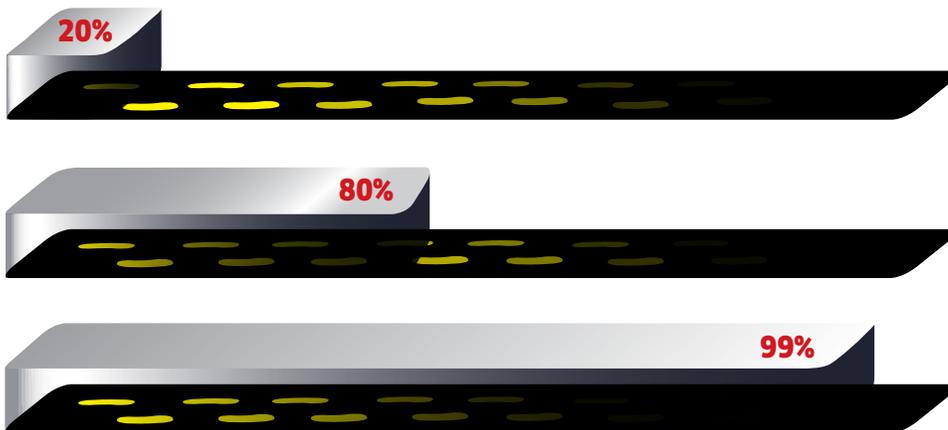
Superior sweeping performance in a compact manual push sweeper for hard floors and soft floors.

- 28" cleaning path
- 1.7 ft³ (42 L) capacity
- Direct throw sweeping
- Dual wheel drive provides continuous main roller sweeping during turns

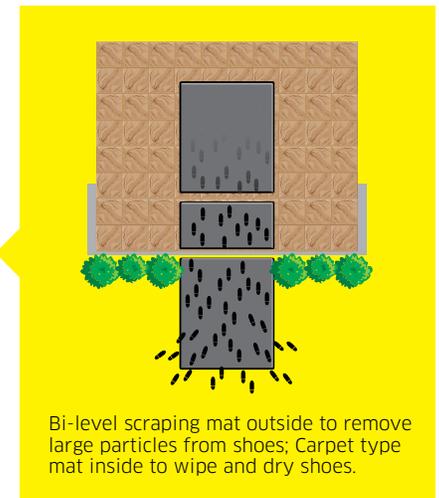
18,450 ft²

MATTING AND PREVENTATIVE MAINTENANCE

Soil is everywhere. Stopping it from entering the building is the key to a successful floorcare program. Industry studies estimate that as much as 94% of the soil in any given facility was tracked in from the outside. So, the more soil we stop from entering the building, the less we have to clean.



80% of dirt is walked off within the first 12' of carpet or matting.



Sweeping: Outside. Sidewalks, entry ways and parking lots should be swept and kept clean. Additionally, parking lots should be pressure washed regularly to remove oils that accumulate from atmospheric pollutants, leaking cars and other sources.

Matting: Outside Entrance Areas. The more matting that can be installed, the more effective your preventative cleaning will be. Place bi-level scraper mats outside all entrances. These will help absorb large particles, soil and moisture that might otherwise be tracked inside.

Matting: Inside Entrance Areas. Place carpet mats just inside entrances for wiping and drying of shoes. Select a carpet mat that provides enough length for a minimum of 4-5 footsteps before stepping onto the floor.



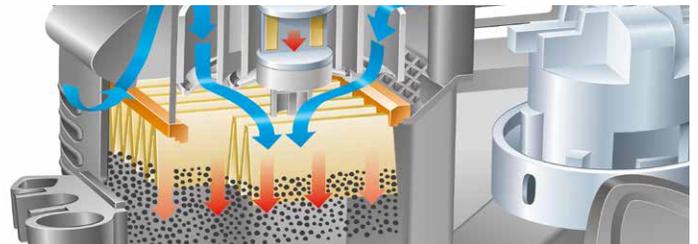
Indoor/Outdoor Matting



Matting: Maintenance. Mats should be vacuumed and extracted on a regular basis to keep them clean and ready for service.

WHY KÄRCHER

Why trust Kärcher to help develop your preventative maintenance program?



We continue to Innovate with the goal of creating success for our customers. At Kärcher, we put innovation first, without losing sight of one straightforward goal – to continually bring the best equipment solutions to the market. Our award-winning products have changed the way cleaning gets done. The unique, patented filtration system on our sweepers provides superior dust control. The equipment is specifically designed to be easy to use and maintain, increasing productivity. And our training programs at Kärcher provide the ultimate level of service training and support.

Like our products, Kärcher is virtually everywhere. Through a long-standing partnership with our dealers and service support network, we offer nationwide access to equipment service, planned maintenance and technical support.

We now offer a best-in-class, full line of sweepers, second to none in the industry. We offer machines that perform consistently for years of service, and are designed for rugged reliability to clean indoor and outdoor areas efficiently and economically.

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