



MARKET PULSE: Floor Care

Bottom-Line Burnisher Benefits

By Alan S. Bigger

If one were to ask a manager of custodial operations what the most costly cleaning tasks are at their respective operation, the most common answer would probably be the stripping and refinishing of floors. The cost of labor keeps increasing, while available dollars to clean and maintain facilities decrease. When floors aren't stripped and refinished often enough, the floors begin to look dull, and the facility's image is at risk. Anything that can be done to keep a floor finish looking clean and bright — in a cost-effective manner, goes a long way for customers.

Many tools are available to help cleaning managers get the most for their dollar. It's especially true of floor care. Many machines on the market enable managers to maintain facilities at an optimal level, for a reasonable cost. One piece of floor equipment that can greatly enhance the shine on floors is the floor burnisher. Generally, a floor burnisher is a machine that burnishes the floor finish to a high state of gloss and enables the operator to cover large areas of floor in a limited amount of time.

Using available industry standards (and a labor rate of \$10 per hour), it would cost \$250 to polish 10,000 square feet of floor using a 20-inch rotary floor machine that operates at 350 rpm. However, if the same task was performed using a propane-powered, 27-inch burnisher that operates at 2,000-plus rpm, the same space could be polished at \$45 — a savings of more than 80 percent.

Since burnishing a floor at a high speed is so much more economical than the slow-speed buffers of old, the manager can burnish the floors more often, thus increasing the gloss or "wet look" of the floors. In reality, the facility may look cleaner for less money because the floors shine.

Burnishers can enhance a facility's image with clean and shiny floors. Remarkably, experience indicates that distributors don't aggressively market burnishers, or other high-end cleaning equipment for that matter.

These days, anything a distributor can do to lower costs — especially labor costs — is of interest to customers. In tight times, distributors can make their mark by informing end users of the increased productivity burnishers offer.

With the help of Michael Jacobs of K.S.S. Enterprises in Kalamazoo, Mich., and Rob Glassmeyer of B.T. Ramsey, Indianapolis — as well as available literature — here is a list of some of the benefits burnishers offer:

High shine floor finish: Since burnishers operate at high speeds, the interaction between the burnishing pad and the floor finish creates a high shine, often called the wet look.

Burnishers cover large areas in minimal time: Supermarkets are a good example of how burnishers cover large areas in minimal time. Often, one can visit a supermarket late at night and see dull floors, and only a few hours later, in the morning, the floors are clean and shining.

Saving labor dollars: Since burnishers decrease the amount of time needed to polish floors, there is a significant savings of labor dollars.

Image of the overall facility: When floors are clean with a high shine, the overall facility looks clean. Light also reflects better off a highly polished floor.

Safe floors: Clean and well-maintained floors are safe floors. A good floor cleaning and burnishing program provides a clean, slip-resistant surface for customers to walk on.

Compatibility with floor finishes: There are innumerable floor finishes manufactured today for use with high-speed burnishers. Indeed, many floor finishes are specifically designed to provide a high gloss level that is enhanced by high-speed equipment.

Ergonomics: When operated properly, a burnisher can alleviate some of the stress an operator experiences with slower-speed equipment.

Competitiveness: To stay competitive, end users are looking for every opportunity to produce quality floor finishes at the least possible cost. Burnishers are a great tool to use in controlling operating costs.

Power choices and sizes: Burnishers can be electric, battery-operated or propane-operated. In addition, machines have a variety of burnishing paths, suitable for small to very large areas.

MADE IN
USA

TOMCAT

BURNISHERS

Walk Behinds & Riders



Out Performs
Propane



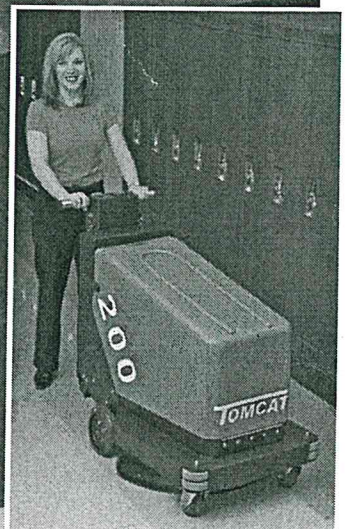
MICRO RIDER



LARGE RIDERS



AUTOMATICS



RIDER RETURN ON INVESTMENT

Area (Sq. Ft.)	20" Battery Walk Behind	27" Battery Rider	Savings Monthly
10,000	\$ 137.00	\$ 61.00	\$ 76.00
25,000	\$ 343.00	\$ 152.00	\$ 190.00
50,000	\$ 687.00	\$ 305.00	\$ 381.00
100,000	\$1,375.00	\$ 611.00	\$ 763.00
150,000	\$2,062.00	\$ 916.00	\$1,143.00
250,000	\$3,437.00	\$1,527.00	\$1,909.00

*Based on a total labor cost of \$10/hour.

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We are building our reputation by providing the toughest, best-engineered, highest-value machines our industry can produce. We make sure that in every market in which our 330 **TOMCAT** distributors do business, they maintain a factory-trained service department with a vested interest in our customers' long-term satisfaction.

We offer a line of cleaning equipment that includes sweepers, automatic scrubbers, and burnishers, in both walk-behind and rider models. **TOMCATs** are practical, rugged machines that are priced sensibly. Your local distributor can assist you with machine rentals, soap, and floor sealer information. They will gladly provide service on many brands of equipment.

GUARANTEED SERVICE

We guarantee to supply you with the spare parts you need within three work days — or they're yours free. This applies only to the 48 contiguous states, at the customer's special request, and to parts that can be shipped by courier.

AUTHORIZED DISTRIBUTOR



TOMCAT

Manufactured By:
R.P.S. Corporation

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Phone: (800) 450-9824

Fax: (866) 632-6961

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Model Type	200 Walk Behind	255 Micro Rider	275 Compact Rider
Construction			
Frame (Powder Coated Steel):	10-ga. (1/8")	7-ga. (3/16")	7-ga. (3/16")
Rear Axle Capacity:	1,200 lbs.	5,200 lbs.	5,200 lbs.
Rear Wheels (non-marking):	(2) 8" x 2"	(2) 12" x 3.5"	(2) 12" x 5"
Front Wheel (non-marking):	(2) 4" x 2"	(1) 10" x 3"	(1) 12" x 4"
Dimensions (L x W x H):	44" x 24" x 40"	54.5" x 25" x 50"	58" x 30" x 50"
Weight (w/batteries):	602 lbs.	1,072 lbs.	1,566 lbs.
Weight (w/o batteries):	274 lbs.	714 lbs.	846 lbs.
Burnishing System			
Pad Diameter:	(1) 20" or 27"	255: (1) 20" 255-XL: (1) 27"	(1) 27"
Pad Motor Power (std.):	(1) 3.0 hp	(1) 4.0 hp	(1) 4.0 hp
Pad Motor Power (opt.):	NA	NA	(1) 5.5 hp
Pad Speed:	2000 rpm	255: 2000 rpm 255-XL: 1800 rpm	1600 rpm
Pad Engagement:	Direct	Direct	Dual Belt
Variable Pad Pressure:	10-65 lbs.	10-75 lbs.	10-75 lbs.
Pad Driver:	Flexible	Flexible	Flexible
Battery System			
200 (Pad Assist):	165 or 210 ah	(6) 6-v/245 ah	(6) 6-v/420 ah
200 (Drive):	210 or 245 ah		
270 (Pad Assist):	210 ah	(6) 6-v/420 ah	(12) 6-v/420 ah
270 (Drive):	210 ah		
Battery Run Time:	Up to 3 hours	Up to 4 hours	Up to 8 hours
Charger (110v/60 Hz/auto.):	36 volt/25 amp	36 volt/25 amp	36 volt/36 amp
Filtering System			
Vacuum Description:	Passive	Passive or Active	Passive or Active
Filtering Material:	Polymer Felt	Polymer Felt	Polymer Felt
Filter Rating:	1 Micron	1 Micron	1 Micron
Screen Material:	NA	NA	Stainless Steel
Vacuum Power (opt.):	NA	0.75 hp	0.75 hp
Drive System			
Transport Power:	0.5 hp (200-T)	1.0 hp	2.0 hp
Forward Speed Control:	0-4.5 mph	0-4.5 mph	0-5 mph
Reverse Speed Control:	0-3 mph	0-3 mph	0-3 mph
Braking System:	Dynamic	Dynamic	Dynamic
Minimum Aisle for U-Turn:	46"	56"	63"
Productivity			
Cleaning Rate/Hour (Max.):	35,248 sq. ft./hr.	45,000 sq. ft./hr.	45,000 sq. ft./hr.
Cleaning Rate/Hour (Norm.):	24,421 sq. ft./hr.	34,817 sq. ft./hr.	34,817 sq. ft./hr.
General			
Sound Level (@driver's position):	68 dBA	70 dBA	70 dBA
Gradeability:	11 degrees/19%	11 degrees/19%	11 degrees/19%
Optional Equipment			
Onboard Chargers, Headlight, Strobe, Backup Alarm, Maintenance Free Batteries, Active Dust Control			

200 Walk Behind Burnisher

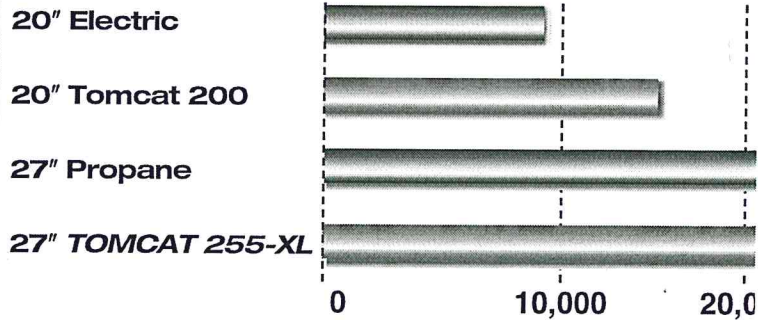
TOMCAT Burnishers bring propane quality shine and productivity to the battery field. The **200** walk behind's tough construction, compact size and superior performance make it the battery burnisher of choice.

The hard, high-gloss shine developed by the **TOMCAT 200** is due to the unique burnishing head and flexible pad design. The head is ideally balanced and fully floating to provide a long lasting finish over uneven floor surfaces. The burnishing deck is protected under the machine, and the machine tips back permitting quick pad changes. Pad pressure is variable, and a deluxe instrument cluster is standard, including an hour meter to assist with preventive maintenance scheduling.

Dust control is a standard feature, which eliminates the need to dust mop the floor after burnishing is complete. The dust collection bags are easily removed for disposal and extra bags can be stored on the machine.

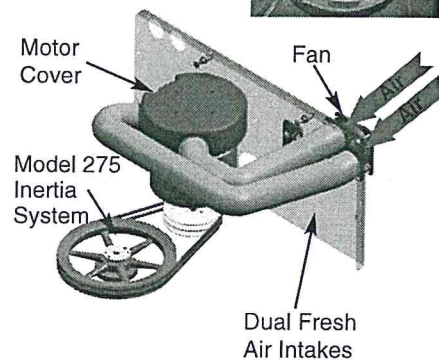
The **200-T** has a powerful traction drive, which is totally sealed, all-gear and maintenance free. It makes driving the machine an enjoyable task and climbing ramps a breeze. The **TOMCAT 200** is built to last, but maneuvers through congested areas with ease. The optional onboard charger gives operators the ability to burnish across a larger area, and the independence to recharge at any wall outlet.

Productivity Comparison

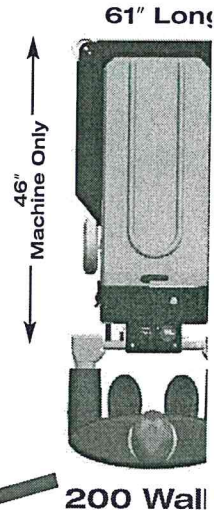


SEE THE DIFFERENCE

Unlike this Unprotected Motor Tomcat's are Guarded from Dust



Productivity of



EASY PAD ACCESS

Stainless Components
• 100% Fasteners
• Handlebar
• Hinges

Onboard Charger
Optional

Extend Run Time 25%
Optional (6) 6-Volt Batteries

Pad Adjustment
Variable Pressure

Poly Hood Opens Completely
Lightweight & Superior Access

Powerful Transaxle
Maintenance Free,
Ramp Climbing

Steel Frame
Unmatched Ruggedness

Corner Bumpers
Protect Walls

Non-Marking Tires
Protect Floor Finish

Balanced Deck Shroud
Superior Shine & Dust Control

Smaller than Most Walk Behinds

Maximum Battery Package
4+ Hours Run Time

Tall Poly Tray
Guards Against
Battery Spill

Heavy Duty Frame
Long Life

Convenient Filter Location
Easy Access Encourages Maintenance

Achieve Workloading Assistant Return on Investment Analysis

ROI Graphs About ROI PrePurchase Questions **Save/Recall** Prepared for: SPENCER COUNTY MIDDLE SCHOOL **Reset**

Task Information

What is the total sq. ft. of the area to be cleaned?

How much per hour will the person performing the work be paid?

What is the labor burden (taxes, insurance, benefits, etc.)?

How often is the area cleaned? ☒ 7 days per Week ☐ 5 days per Week ☐ 3 days per Week ☐ 2 days per Week ☐ Once per Week ☐ Once a Month ☐ Once a Quarter ☐ Twice per Year ☐ Annually

How many hours does it take to clean the area with the machine that the customer is now using?

Which piece of equipment are you recommending? (Option 1)
 Category: Machine Description:

What is the name of the competitor's equipment or a second alternative? (Option 2)

What is the production rate of this equipment in square feet per hour?
 Consult "ISSA Official Cleaning Times" for production rates
 Task Time in Hours for Option 1: Task Time in Hours for Option 2:

Equipment Details

How much will the equipment cost?
 Option 1: Option 2:

How many years will the equipment be in service?
 Option 1: Option 2:

How much do you expect to spend each year to maintain and repair the equipment?
 Option 1: Option 2:

Return on Investment

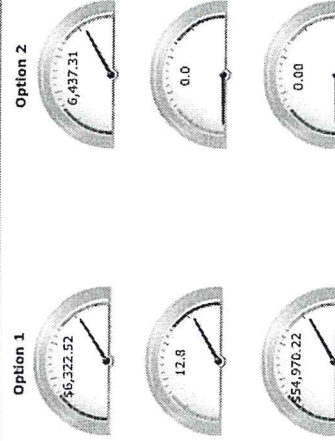
Return on Investment Summary Table

	Option 1	Option 2
Annual Labor Savings	\$6,322.52	\$6,437.31
Pay Back in Months	12.8	0.0
Return on Investment	\$54,970.22	\$0.00

Annual Labor Savings
Higher is better

Payback Period in Months
Lower is better

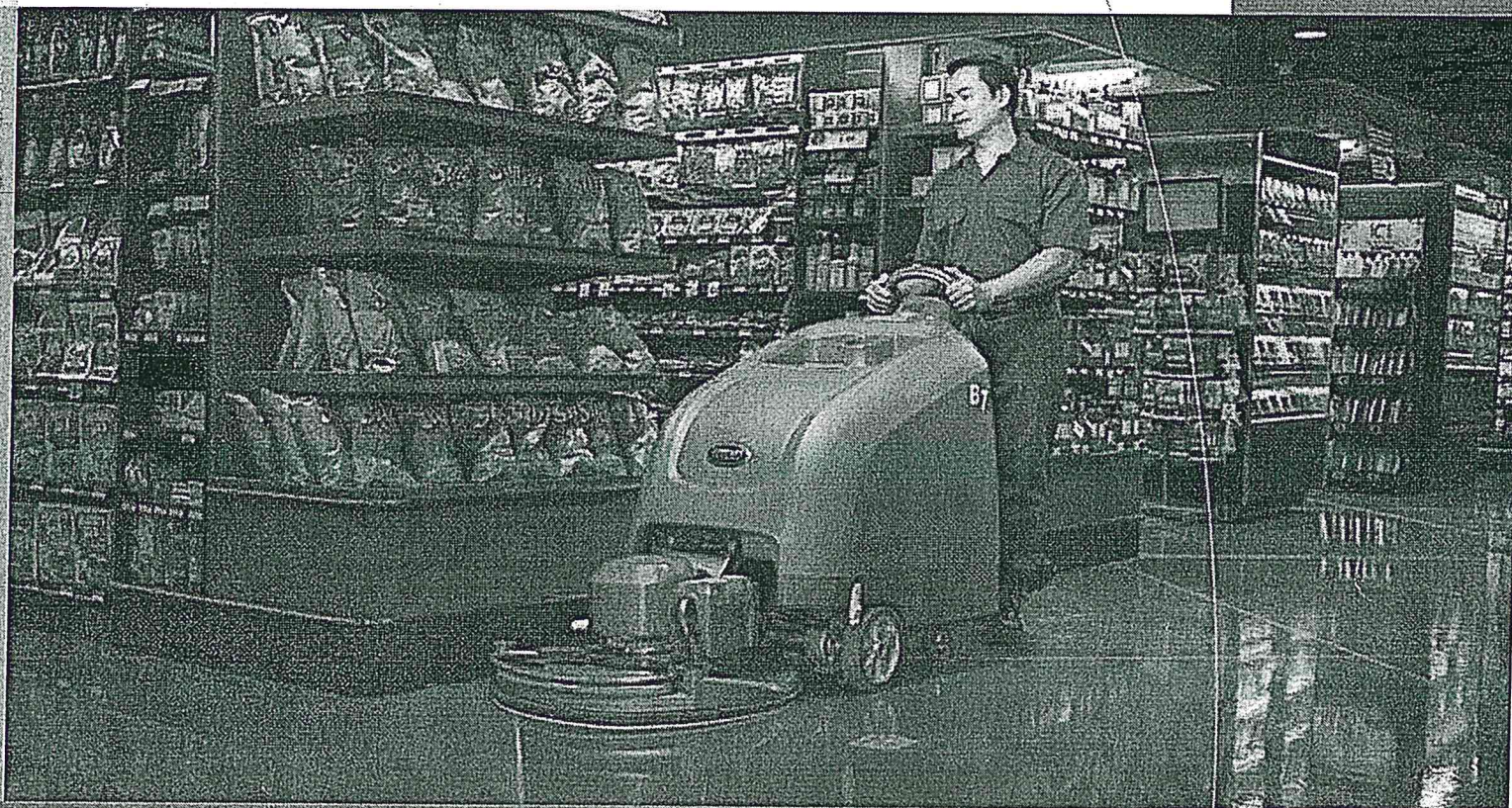
Return on Investment over Equipment's Life
Higher is better



Hillyard # 6, 991.87



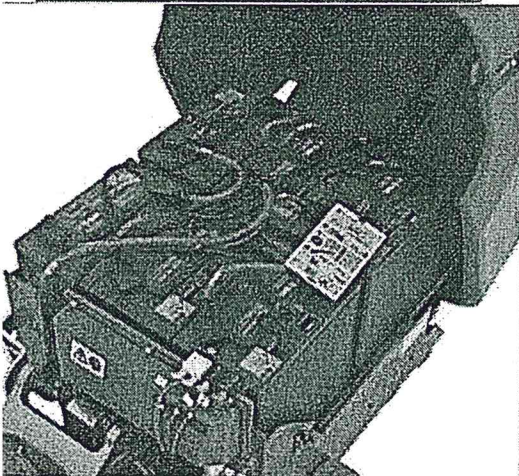
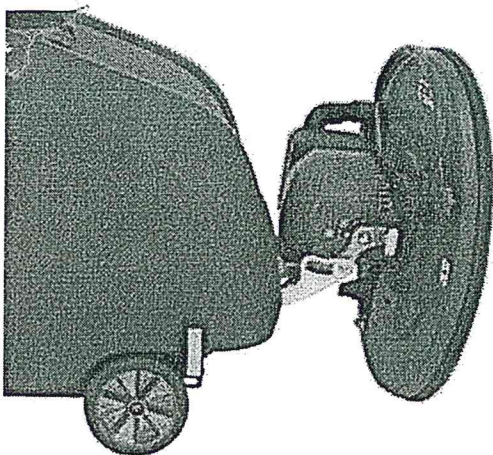
CREATING A CLEANER, SAFER, HEALTHIER WORLD.



B5/B7

BATTERY POWERED WALK-BEHIND BURNISHER

- Ultra-quiet machines – as low as 63 dBA – ensures safe sound levels
- Active filtration with HEPA standard – maintains indoor air quality
- 90 degree flip up head – enables a safe ergonomic position when changing pad



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our leasing providers, for simple, quick
financing with flexible upgrade options.

B5/B7 BURNISHER

	B5		B7	
BURNISHING SYSTEM	20 in / 510 mm PAD ASSIST	20 in / 510 mm PROPEL	24 in / 610 mm PROPEL	27 in / 690 mm PROPEL
Path width	20 in / 510 mm		24 in / 610 mm	27 in / 690 mm
Productivity rate (max)	16,260 ft²/hr / 1,510 m²/hr	20,000 ft²/hr / 2,500 m²/hr	24,000 ft²/hr / 2,200 m²/hr	27,000 ft²/hr / 2,500 m²/hr
Productivity rate (practical) (2 in / 51 mm overlap)	13,500 ft²/hr / 1,260 m²/hr	18,000 ft²/hr / 1,670 m²/hr	22,000 ft²/hr / 2,000 m²/hr	25,000 ft²/hr / 2,300 m²/hr
PAD DRIVE SYSTEM				
Pad motor	36 V, 7.5 A, 2.8 hp max / 2.1 kW		36 V, 9.0 A, 3.6 hp max / 2.6 kW	
Pad speed	2100 rpm		1875 rpm	
Burnishing speed (variable)				
Min	Pad assist	100 fpm / 30 mpm	100 fpm / 30 mpm	
Max	Pad assist	200 fpm / 60 mpm	200 fpm / 60 mpm	
Transport speed (max)	—	240 fpm / 73 mpm	240 fpm / 73 mpm	
POWER SYSTEM				
Voltage	36 VDC		36 VDC	
Battery				
Wet/lead acid (standard)	3 - 12V, 185 Ah	3 - 12V, 225 Ah	6 - 6V, 240 Ah	6 - 6V, 330 Ah
AGM (optional)	3 - 12V, 234 Ah		6 - 6V, 312 Ah	
Wet/lead acid (optional)	3 - 12V, 225 Ah	—	6 - 6V, 360 Ah	
Battery run time	3 hour minimum run time at low down pressure setting		3 hour minimum run time at low down pressure setting	
On-board charger	Yes		Yes	
DUST CONTROL SYSTEM				
HEPA filtration	99.97% @ 0.3 microns		99.97% @ 0.3 microns	
Passive filtration (optional)	95% @ 0.3 microns		95% @ 0.3 microns	
MACHINE SPECIFICATIONS				
Length	59 in / 1,499 mm		61.5 in / 1,562 mm	63 in / 1,600 mm
Width	24.5 in / 622 mm		30 in / 762 mm	31.5 in / 800 mm
Height	43 in / 1,092 mm		43 in / 1,092 mm	
Weight (with batteries)	507 lbs / 230 kg	572 lbs / 259 kg	616 lb / 279 kg	797 lb / 362 kg
Sound level (operator's ear)				
Active	64 dBA		63 dBA	
Passive	65 dBA		65 dBA	
APPROVALS				
ETL listed (U.S./Canada only)	Yes		Yes	

WARRANTY

See your local representative for warranty information.

Specifications subject to change without notice.



SEEING IS BELIEVING

For a demonstration or additional information,
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