

Tennant BSC Advantage



TENNANT COMPANY AND BUILDING SERVICE CONTRACTORS: BUILDING A PARTNERSHIP

- Expand your services – and revenues – with the industry's most complete and integrated floor-care solutions
- Get the job done faster, easier, and with better results using highly productive, safety-enhancing, industry-leading innovations
- Reduce operational costs and meet changing needs with flexible service and finance offerings

The RIGHT PARTNER provides:

Count on Tennant Company products and solutions to help you deliver exceptional results for the facilities you manage while also helping you build a profitable business.

WIN MORE CLIENTS

At Tennant Company, we offer products and solutions to help building service contractors expand into new and larger facilities while exceeding the increasing expectations of your customers. Receive start-up support and training from your direct customer care representative, dedicated field representatives, and on site factory-direct service representatives.

EARN MORE PROFITS

Tennant Company offers you a variety of solutions that promote cleaning efficiency, improve overall performance, and deliver extraordinary results. Our products and solutions are engineered to save you money by optimizing your cleaning operations while increasing profits and improving your margins.

ENJOY MORE FLEXIBILITY

As a Tennant Company Building Service Contractor, expect reliable, quality equipment, as well as access to financial and service solutions which allow you to focus on what's important; running your business. Our flexible lease and service plans can help you meet your customers' needs—and your budget.



Cutting-edge TECHNOLOGIES



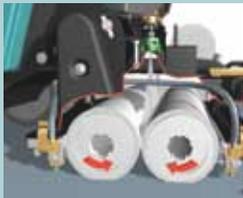
Choose from an extensive line of solutions, including insight-driven technologies and ground-breaking innovations to help you gain a competitive advantage, increase revenues and margins, and reduce training and operating costs.

Your clients demand clean, safe indoor and outdoor environments. Tennant Company has the solutions you need to stay in the game and stay ahead of your competition. Here are just a few of our latest innovations:



More than clean, it's ReadySpace™

ReadySpace® Rapid-drying Carpet Cleaning Technology provides fresh, clean carpets in minutes to reduce room and carpet area closure times



FaST® - Foam Scrubbing Technology uses up to 70% less water and 90% less chemicals to improve floor traction as certified by NFSI, helping reduce the risk of slip and fall accidents.



ec-H2O™ technology electrically converts water into an effective cleaning solution that cleans better, saves money, improves safety, and reduces environmental impact compared to daily cleaning floor chemicals.



ENVIRONMENTAL FLOOR CARE SOLUTIONS

Facility managers are increasingly concerned about the environmental impact of cleaning operations. Tennant helps you:

- Increase safety by reducing the risk of slip-and fall incidents
- Reduce chemical use and its environmental impacts
- Clean day or night with quiet, efficient solutions
- Improve indoor air quality for your employees and customers



Reduce Noise



Improve Air Quality



Increase Safety



Decrease Detergents



Conserve Water



Industry-leading PROGRAMS



Partner with an industry leader that understands the unique challenges of running a facility services business. Here are just some of the ways our people and programs will meet your diverse needs.

A DEDICATED TEAM FOCUSES ON YOUR SUCCESS

At Tennant Company, we want to build a successful partnership. Your dedicated BSC team includes account management, sales, customer service, and marketing experts to help you gain clients, earn more profits, and enjoy more flexibility. You can expect guaranteed service and support, consistent reliability and flexible purchasing options when you work with us.



FINANCING OPTIONS HELP YOU MANAGE CASH FLOW

Tennant Company financing and lease programs are designed to help you manage your cash flow and get the equipment you need – when you need it. With predictable monthly payments there are no surprises, so you can budget accordingly and focus on running a successful business. We offer:

- Prompt credit approvals, including pre-approval option, to quickly get you the equipment you need
- Convenient leases with no long-term obligations
- *FlexClean*™, an all-in-one lease/service solution, includes parts and service to keep you up and running



FACTORY-DIRECT SERVICE AND FLEET MANAGEMENT PROTECT YOUR INVESTMENT

Tennant's best-in-class equipment and warranty protection is matched only by our industry leading service. Tennant *True*™ Service offers the industry's largest and only factory direct service network. Our adaptable service solutions feature:

- An extensive service network of 450 locally-based service technicians to get there fast and do it right
- Available Peak Performance Plan to help protect your investment and manage your cash flow
- Start-up support to get you up and running quickly



A solid FOUNDATION

ONE PARTNER, COMPLETE SUPPORT.

Guarantee your success with a supplier that provides the complete solution. Our state-of-the-art equipment, innovative technology, and flexible programs are designed to help you run a successful – and profitable – cleaning business.

- “Most Significant Technology Innovation” –R&D Magazine
- “Top 10 Green Building Products” –Sustainable Industries
- “Best New Technology”–International Custodial Advisors Network
- “The 100 Best Companies to Work for in America” –FORTUNE magazine
- “The Seven Wonders of Engineering” –Minnesota Society of Professional Engineers
- “Top 100 Ethical Companies”–Business Ethics magazine
- “200 Best Small Companies list”–Forbes magazine
- “America’s Most Trustworthy Companies”–Forbes magazine
- “100 Best Corporate Citizens”–Business Ethics magazine

For more than 138 years, Tennant Company has set the standard for quality industrial and commercial floor care solutions. From retail stores and airports to industrial facilities and warehouses, Tennant delivers the widest range of solutions to meet your needs.



The industry's only complete line of cleaning and maintenance products and support.



HARD FLOOR

Clean and shine with high-performance sweepers, scrubbers, and burnishers.



HEAVY INDUSTRIAL

Tackle tough cleaning problems in the harshest environments.



FLOOR COATINGS

Beautify and protect floors while increasing overall light reflectivity.



CARPET

Keep carpets clean with rapid-drying technology and ultra-quiet vacuums.



OUTDOOR

Remove trash, leaves and other debris from sidewalks, campuses and streets with sweepers and litter vacuums.



INTEGRATED PARTS & SERVICE

Maximize machine uptime, performance and overall life with genuine Tennant parts, supplies and service.



CERTIFIED PRE-OWNED

Professionally inspected, tested and certified equipment at exceptional values.

TENNANT COMPANY

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Call **1.800.553.8033** today to speak to a Tennant Company representative about all your floor-care program needs.

