

TORNADO®

"A Better Way to Clean"

Small Case Study

FOR IMMEDIATE RELEASE
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Should we Go All-In-One or Dedicated?

A jansan distributor working with a hotel chain was trying to decide if an all-in-one floor machine, which can strip, scrub, clean, and polish floors, would be a better choice than a dedicated floor machine that performs just one or two tasks.

To help the team decide, they turned to Mark Cuddy, director of sales, eastern region, for Tornado®. "Selecting one all-in-one machine usually costs more than two or three dedicated machines," says Cuddy. "But end users believe it will save them money in the long run because it can do multiple tasks."



But Cuddy believes that once end users do a bit more homework, they find a multitasking machine is not all that cost effective. For instance, many cleaning workers may need to share the same floor machine. “In this case, buying multiple dedicated machines may actually allow more floor tasks to be performed overall, bolstering productivity,” says Cuddy.

Agreeing that a dedicated machine would work best, the client’s next decision was which machine to select. Again Cuddy came to the rescue.

“Because they have high-gloss floors, I suggested they test the new P Series Glazers™ floor machines from Tornado,” he said. “These high-speed burnishers are excellent for hotels, restaurants—anywhere where a high-gloss shine is important.”

With precision-balanced pad-to-floor pressure and sustained rpms, the P Series Glazers are smooth and easy to operate. And the machine’s rotationally molded housing helps absorb torque and vibration, a problem the client experienced with other burnishers.

“I am proud to say the P Series Glazers passed with flying colors,” says Cuddy. “They are happy with their decision, the Glazers, and, to thank me, they now call me their Super (Floor) Man.”

Available For Interviews And Industry Commentary:
Tornado Industries President Michael Schaffer is available

for interviews and industry commentary by calling (708) 867-5100

About Tornado® a Tacony Company

Tornado Industries has been designing and engineering quality cleaning equipment for more than 80 years. The company has a long history of developing innovative products and applying the latest technology to increase productivity, reduce costs, and improve safety. Tornado prides itself on always being on the cutting edge of floor care cleaning solutions, as well as being committed to the success of its dealer network.

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