



The Advance Condor XL rider-scrubber.

Nilfisk-Advance, Inc.

Nilfisk-Advance, Inc. has been developing professional cleaning equipment for more than a century and is today one of the world's leading manufacturers of high-quality commercial and industrial floor-maintenance equipment. With headquarters in Denmark and manufacturing facilities in North America, Asia, and Europe—plus sales entities in 41 countries and distributors in more than 70—Nilfisk-Advance is truly global.

The company offers a comprehensive product portfolio of industrial and commercial cleaning equipment—automatic scrubbers, sweepers, vacuum cleaners, floor machines, burnishers, carpet extractors, dryers, pressure washers, consumer vacuum cleaners—and worldwide service support, training, and leasing.

Products are primarily focused on the commercial cleaning market, which includes institutional and industrial customers as well as professional contract cleaners. The products are sold under a wide

range of brands, including Advance, Clarke, Kent, Nilfisk HPW (High Pressure Washers), Nilfisk, Nilfisk CFM, U.S. Products, Hydra-Master, CleanMaster, and Viper.

Devoted to Development

At the core of the Nilfisk-Advance philosophy—and behind its more than 100 years of success—is a commitment to providing the highest quality in everything it does. Above all, the ability to deliver an ongoing stream of high-quality, innovative products supports the promise to provide customers with exceptional value through boosting benefits and reducing the cost to clean. Product



The Advance Convertamatic, circa 1964.

development is a major priority for Nilfisk-Advance and is supported by some 3 percent of annual net sales. With the help of close to 250 engineers around the world dedicated to developmental projects, approximately three new products were introduced to the market in each month of 2009.

The company believes that a policy of strong R&D investment, backed by exhaustive testing of all new technologies and products, is an essential element of a commitment to meet the needs of customers. Prototype models undergo literally hundreds of trials at testing centers, after which extensive field-testing is carried out. Even after new products have been launched, close monitoring takes place in order to fine-tune and verify quality.

There are a number of testing facilities around the world where new Nilfisk-Advance products undergo rigorous trials before being released for field-testing. To ensure durability, the testing facilities operate 24 hours a day. Included in the testing program for all machines are (1) functional tests to check the machine's operational

performance in all possible working environments; (2) component-life tests to gauge the durability of new components and/or systems (this procedure involves setting up the worst possible conditions the machine is likely to experience); and (3) machining-life tests, during which units undergo typical working conditions for many hundreds of hours.

Green Machines

Studies show that green cleaning ranks high among the priorities of building owners and facility managers, second only to improving staff performance/cleaning times. This interest is due in part to the beneficial effects of green cleaning on people and the environment.

But Nilfisk-Advance doesn't believe that green cleaning just means reducing the impact on the environment. It also means finding new ways to clean quickly and easily, while saving time and money. By continually reducing the cost to clean, facilities will be able to afford to do more cleaning—automatically translating to a better, safer, and cleaner environment.

As a leading manufacturer of green floor-cleaning equipment, Nilfisk-Advance is committed to offering products that meet or exceed industry and government standards for green cleaning. Designed with standards such as LEED-EB, GS-42, and CRI in mind, the company's products and expertise can assist users in translating today's myriad of green regulations into effective cleaning practices that (1) maintain or enhance indoor air/environmental quality; (2) improve worker and occupant safety; (3) ensure sustainability; and (4) reduce the cost of cleaning.

Moreover, the company's commitment to its customers is achieved with equipment that supports both environmentally preferable cleaning and facility cleanliness.

For example, the EcoFlex™ System, avail-

able on select scrubbers from Advance, allows operators to control the level of cleaning performance needed to scrub hard floors while using environmentally preferable methods. "Cleaning green makes sense for a lot of reasons," says Sara Thurston, commercial market manager for Advance. "However, every facility, surface type, and cleaning program is different, so assuming that the same green cleaning technique will work in every situation just isn't realistic." The EcoFlex System provides the flexibility needed to take on facility-specific hard-floor cleaning challenges using techniques that minimize environmental and health impacts—and still meet expectations for clean floors.

The EcoFlex System's ultra-low-flow solution-dispensing mode uses 70 percent less water than traditional scrubbers and is ideal for routine cleaning on lightly soiled

On heavily soiled areas, such as heavy-traffic entryways, the EcoFlex System's "burst of power" feature delivers an on-the-spot increase in cleaning power.

"Having so many options for controlling the performance of the scrubber is what sets the Advenger with the EcoFlex System apart," says Thurston. "One-clean-fits-all" is a nice idea, but we've found that standards for green cleaning—and for what people consider clean—vary widely. The EcoFlex System gives cleaning professionals the flexibility to get the results they want with minimum impact to the environment."

Nilfisk-Advance on Display

Every year, innovations from Nilfisk-Advance like the EcoFlex System can be seen up close at ISSA/INTERCLEAN® North America. A longtime member of the association, Nilfisk-Advance will have logged 65 years of participation in the tradeshow with the Orlando, FL, show this coming November.

"The ISSA tradeshow is the industry's premier event," declares Steve Baker, vice president of sales and marketing for Nilfisk-Advance. "It provides us with a fantastic opportunity to showcase our product line, meet with our customers, interact with representatives from throughout the industry, and better understand end-user needs and industry trends."

In addition to being an active ISSA/INTERCLEAN exhibitor, Nilfisk-Advance also involves itself at the annual show with participant training, round-table discussions, and product demonstrations.

"ISSA is a very valuable resource to the cleaning industry," says Baker. "As one of the industry's leading advocates, it provides members with valuable connections, timely information, and insight. As a market leader and member of ISSA, we look forward to continuing our partnership." 



Upper left: the Clarke Vac-All, circa 1923; center: Nilfisk-Advance, Inc. North American headquarters, Plymouth, MN; lower right: the Advance Advenger with EcoFlex System.

floors. An automatic detergent-measuring system dispenses water and detergent separately and at the desired dilution ratio, leaving only clean water in the solution tank.

Operators can easily change detergents, change the dilution ratio, or clean with water only, depending on the application.