

Wrangler 1710/2010 AB

17, 20-in Automatic Scrubbers

Ergonomic design, simple operation and a compact body make the Wrangler 1710 and Wrangler 2010 the best values in small scrubbers. The 12V 115 Amp Hour batteries provide an exceptional runtime, making it ideal for small and medium-sized area scrubbing. Because it is cordless, these Wranglers can cover up to 14,960 sq ft in an hour; and risk of trip/fall accidents is reduced. The Wrangler 1710-2010 AB is very quiet, only 66 dBA. These characteristics also make it ideal for cleaning in occupied areas.

The Market

- Small office buildings
- Convenience stores
- Nursing homes
- Grocery store check-out aisles
- School cafeterias
- Commercial kitchens

Primary Selling Points/Benefits

- Reliability:
 - Steel frame provides a solid base.
 - Built with everyday-commercial and industrial applications in mind.
- Versatility:
 - 17 or 20-in pad/brush with oversized squeegee to cover various floor sizes.
 - Low profile body allows close work around benches and tables.
- Easy to operate:
 - Pad-assist propulsion makes floor scrubbing easy.
 - Handles are ergonomically designed to reduce operator fatigue.
- On board battery charging:
 - Able to be charged anywhere an outlet is available.
- Construction:
 - Recycleable steel frame.
 - Polyethylene battery case and tanks.

Features &
Benefits

Demonstration
Guide

Competitive
Comparison

Bid
Specifications

Recommended
Parts Stock

Supplemental
Price List



Integrity at work.

Wrangler 1710/2010 AB

17, 20-in Automatic Scrubbers

Features &
Benefits

Demonstration
Guide

Competitive
Comparison

Bid
Specifications

Recommended
Parts Stock

Supplemental
Price List

Demonstration Tips

- Benefits sell machines — not features. Before YOU demo, learn your customer's challenges, then highlight the applicable benefits during your demonstration.
- **DO NOT** operate the machine until presentation of machine's features and benefits is complete.
- Scrub one area, leaving another for comparison.

Tools and Material Needed

- Wrangler 1710/2010
- Appropriate pad or brush
- Dust mop
- Neutral cleaner

Demonstration Checklist

- Make sure the batteries are fully charged.
- Check pad or brush for wear and damage.
- Clean the Wrangler 1710/2010, making sure the tanks are clean.
- Be ready with a quote and leasing form.
- Have a Cost Analysis sheet on hand.
- Provide sales literature upon request.



Integrity at work.

Wrangler 1710/2010 AB

17, 20-in Automatic Scrubbers

Features &
Benefits

Demonstration
Guide

Competitive
Comparison

Bid
Specifications

Recommended
Parts Stock

Supplemental
Price List

Demonstration

Before demo, select an area that has not been scrubbed for a while. Dust mop the area, ensuring the demonstration surface is free of debris. Move to the front of the machine.

- Point out the 200 RPM pad or brush at the front of the machine, and how easy it is to change or replace. Demonstrate opening the machine by stepping on the latch and pulling the body up. Note how this can be done even when the tanks are filled with solution.
- While at the front of the machine and with the machine opened, point out the internal components such as batteries, motors and rugged frame construction.
- Close the machine. Show the solution fill port, and explain how easy it is to fill.
- Move to the recovery tank and remove the green plastic tray. Point out the recovery tank debris filter which collects small items (missed by a thorough floor sweeping) from the floor while scrubbing. This feature keeps small impediments from clogging or damaging the recovery tank.
- Explain how the float prevents water damage to the vacuum motor. Point out how the plastic tray prevents foam damage to the vacuum motor as well.
- Replace the recovery tank plastic tray and move to the back of the machine.
- Start with the control handle. Point out the unusual shape and position of the handles. Point out how this design makes it easy to control the machine while at the same time reducing operator fatigue.
- Indicate the various switches and controls and how to use each. Also point out the battery level indicator light and how to interpret the different color lights. As the battery discharges and the yellow LED flashes, the brush motor turns off. The vacuum motor continues to function, though, allowing complete solution recovery until the red LED flashes, indicating the vacuum motor is shut off.
- Point out the drain hose at the rear of the machine that empties the recovery tank. The solution tank can be emptied by the clear solution tube. Indicate how to tell the solution level on the sight gauge inside the solution tube.
- Show the on-board battery charger and explain its function. Unwind the power cord and how easy it is to charge the Wrangler 1710-2010 anywhere an electric outlet is available.
- Lower the squeegee to the floor. Move to the operator position. Turn on the power, brush, and motor switches. Push the machine in a straight line down the floor. Point out the smooth, quiet operation of the Wrangler 1710-2010.



Integrity at work.

Wrangler 1710/2010 AB

17, 20-in Automatic Scrubbers

- Open the solution valve and begin walking in a straight line, scrubbing a section of the floor (for comparison) then allow the customer to use the machine. Do NOT scrub the entire floor area. When you are finished with the demo, show the customer the floor that has been cleaned compared to the floor that has not been scrubbed.

After The Demonstration

- Empty and clean the tanks.
- Recharge the batteries.
- Clean off any dust on the machine.
- Answer any questions.

Ask For The Order!

After-sale support

Usually, the person who buys the machine will not be the operator — but they will be interested in hearing about operator training as well as repair and up-time maintenance support. **It is important** that you close your demonstration by **stressing** your commitment and capability to provide your customer with the support that will assure they receive the greatest productivity and value from the machine.

Features &
Benefits

Demonstration
Guide

Competitive
Comparison

Bid
Specifications

Recommended
Parts Stock

Supplemental
Price List



Integrity at work.