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**THE COMPLETE
BUYER'S GUIDE TO**

INDUSTRIAL CLEANING EQUIPMENT



MIDCO
MATERIAL HANDLING

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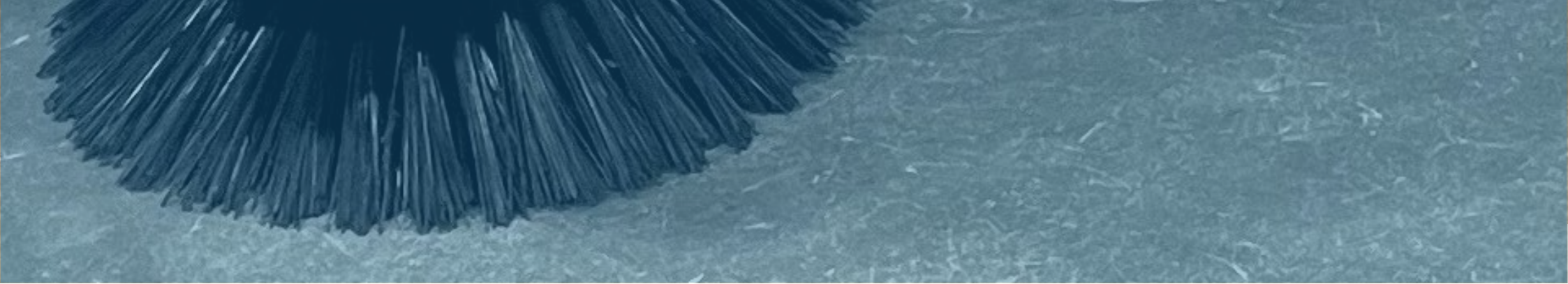
Buyer's paralysis. It's that feeling when you need to make a decision, but there are too many little choices. So you lock up, overthinking each step of the process. And It can make selecting the right industrial cleaning equipment impossible without expert help.

But that only makes the process more frustrating because you are an expert. You know your business down to the nuts and bolts. You know what you need - a clean facility. But you don't know which exact combination of features will achieve your goal without going completely overboard.

Consider this guide your lifeline. In the following pages, we'll discuss everything you need to know to pick the right equipment for your business needs without investing in a bunch of extraneous bells and whistles.

QUICK START

You're busy, and we understand that. Our team of experts can jump-start your selection process. We offer a free on-site assessment of your needs to narrow your options to the most suitable choices. Reach out today to get started.



WHY INVEST IN INDUSTRIAL CLEANING EQUIPMENT

Before we get ahead of ourselves, let's start at the beginning. You're here today because you have an objective: a safe, clean facility that you can be proud of. A clean workspace is an aesthetically pleasing space that feels and looks professional. Moreover, it makes an unspoken impression on clients and staff alike. So you can give the grand tour without the embarrassment of dust and grime.

But cleanliness isn't solely an aesthetic boon. It's a safety issue. Slips, trips, and falls are the third most preventable workplace accident in the United States. They accounted for 127,000 injured workers in 2020, with an average expense of \$48,000 per incident. And that's on top of the various OSHA fines that come with a dirty facility.

So far, traditional cleaning equipment like the mop and broom may have been your go-to cleaning equipment. They're cheap to buy and good enough for your kitchen floors, so why not your facility?



Slips, trips, and falls from wet or dirty floors are one of the most preventable workplace accidents.

DITCH YE OLDE MOP AND BUCKET



Cheap To Buy, Expensive To Run

First, mops are cheap to buy, but they are actually expensive to use. A single employee armed with a mop and bucket can clean 5,000 square feet per hour if they hustle. But an employee with a walk-behind floor scrubber can comfortably clean 13,000 square feet per hour. And that same employee with a ride-on floor scrubber can clean 100,000 square feet in that same hour. That means that with the right equipment, you could cut your hourly expenditure on cleaning by up to 95%. That's huge savings and means that industrial cleaning equipment pays for itself in no time.

A Vile Brew

Then there's the myth that a mop and bucket clean effectively in the first place. They start off okay. The bucket gets filled with water and cleaning solution. And the first few passes of the mop do their job. But soon, the water begins to cloud. The grime overwhelms the cleaning solution in the bucket. And after only a short distance, the mop no longer spreads cleaning solution. Instead, it smears a film of dirt and bacteria throughout the building. It can even spread viruses like COVID, contaminating your whole facility.

Industrial cleaning equipment changes all that. Large reservoirs and water-efficient designs ensure that only fresh cleaning solution touches your flooring. That way, dirt and grime end up where they should - the waste reservoir.





Slippery When Wet

And if you want to talk about slipping hazards, a freshly mopped floor is almost a cliché. Each pass of the mop leaves a snail trail of slick, germy slime. Even with proper signage, it's an accident waiting to happen. It only takes one employee in a hurry before you have a worker's comp claim on your hands.

Modern industrial cleaning equipment is extraordinarily water-efficient. Not only do they use less water, but they collect what they use. In doing so, they leave only clean, dry floors in their wake.

TYPES OF INDUSTRIAL CLEANING EQUIPMENT

You know industrial cleaning equipment will eliminate dirty facility floors. But there are so many options out there. So to find the right machine for your needs, let's first discuss the 5 primary types of cleaning equipment.



Floor Scrubbers

Floor scrubbers do precisely that. They scrub floors. They use scrubbing heads to loosen dirt and grease while the cleaning solution digests and collects the grime. Dirty cleaning solution is then collected in a separate reservoir for later disposal.



Floor Sweepers

Floor sweepers excel at picking up small debris like sawdust or metal shavings. They collect debris for later disposal. Think of these as the industrial version of a broom.

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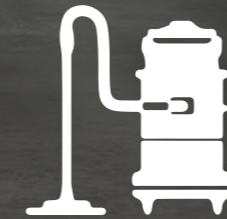
Sweeper/ Scrubbers

Sweeper/scrubbers combine the best of both machines to sweep up small debris and scrub the floor in a single pass. These are time-saving, but they can mix debris with the soiled cleaning solution. This can make it more difficult to dispose of later.



Street Sweepers

These machines are stars at sweeping up litter from areas like roadways, bus shelters, and park benches. In addition, their efficient design allows them to access tough-to-reach corners, perfect for urban environments.



Litter Vacuums

Where the public goes, so too does litter. Litter vacuums are ride-on vehicles with an extendible vacuum arm that allows the operator to quickly clean up larger trash like food wrappers and paper cups. The arm's reach allows it to easily access even smaller, confined places.

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OPERATIONAL NEEDS

Now that you have a working understanding of the 5 types of industrial cleaning equipment, let's dive a little deeper and match each with specific operational needs.

Sweepers

If your only concern in cleaning is picking up small debris, a sweeper might be right for you. Sweepers don't do any scrubbing. And they don't sanitize floors. But they pick up all the little stuff like soil, metal shavings, and sawdust. So a sweeper is a good choice for facilities like warehouses or parking garages. Or facilities that pair a sweeper with a floor scrubber.

Sweepers are an excellent choice for facilities more concerned with debris and dirt than grease or spills.



OPERATIONAL NEEDS

Disc Scrubbers

Disc scrubbers are one of two kinds of floor scrubbers. They clean by shooting water between two flat scrub pads that rotate at high speed. Disc scrubbers are the best choice for removing tough stains. And depending on the pads, they can shine floors, remove scuff marks, or even strip wax as needed.

But they need pre-swept floors. And they do best on smooth flooring such as vinyl or polished concrete.

However, they are also less expensive than other scrubbers. And their pads are easier to change. Most walk-behind scrubbers are disc scrubbers.

OPERATIONAL NEEDS

Cylindrical Scrubbers

Cylindrical scrubbers are the type used by most sweeper/scrubber combos. They use a pair of rod-shaped brushes to maximize cleaning efficiency. One brush head sweeps up small debris into a removable hopper, while the other scrubs the floor with cleaning solution from the onboard reservoir. This pairing eliminates the need for pre-sweeping the floor, making it an excellent choice for larger floor plan facilities.

Additionally, the brush heads spin twice as fast as disc scrubbers. They also use less water. Because of their brush design, cylindrical scrubbers work well even on floors with cracks or grout lines where a disc scrubber could not reach.



OPERATIONAL NEEDS

Autonomous Equipment

Autonomy is the way of the future, and industrial cleaning equipment is no different. Autonomous floor scrubbers allow facilities to make the most of minimal cleaning staff. One worker sets the machine to run a pre-programmed path and then works on other tasks. The autonomous unit will navigate the space, responding to obstacles and pedestrians, and cleaning as it goes. And when it's done, it can even text the operator to let them know the job is complete.

These machines are a great way to make the most of your staff. And they are easy to use and program. Plus, they deliver a consistent clean. Humans make mistakes. They miss spots on the route. But autonomous equipment gets it right every time.



Autonomous equipment gives you the greatest flexibility and maximizes your team's productivity.



WILL IT FIT?

By now, you probably have a good idea of which equipment meets your cleaning needs. So it's time to ask yourself which machine meets your facility's needs. And that means talking about space. Industrial cleaning equipment varies in size from walk-behind models that are about the size of a custodial cart to ride-on models that are closer in size to a small car. So to decide what best fits your space, consider your facility layout.

Wide Open Spaces

If your facility has a lot of wide open spaces, ride-on equipment is probably best. This includes areas like parking garages, hangars, warehouses, or open floor-plan manufacturing facilities. Ride-on equipment allows you to cover the most ground in the shortest amount of time. And facilities with lots of bare floors have the space a ride-on unit needs to function.

When in Doubt, Try It Out

Your facility may have a blend of open and narrow spaces. Or your area might fall somewhere in the middle. Request an on-site demonstration to double-check whether a specific machine will fit in your facility.

WILL IT FIT?

Narrow Spaces

Many facilities, like small item warehouses or hospitals, have narrow corridors that need to be cleaned. These tight spaces are too small for most ride-on models. But a walk-behind unit fits perfectly. Likewise, these spaces lend themselves well to autonomous units, which are typically only slightly bigger than a walk-behind.

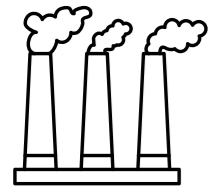
Remember to consider doorways when looking for tight spots in your floor plan. Walk-behind and autonomous units can fit through a standard doorway. But ride-on equipment will need at least a double door.

Multiple Floors

Like many facilities, your operation may take up more than one level. In that case, you'll need to examine how to transport your industrial cleaning equipment between floors. Walk-behind units don't present much of a problem as they can easily fit in a standard passenger elevator. But larger units will need a freight elevator to handle their bulk.

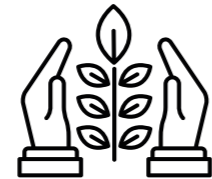
SPECIAL CONSIDERATIONS

Every facility is unique, and every industry has its own particular needs. Those differences can affect your choice of industrial cleaning equipment.



Contamination Concerns

If you are in the medical, pharmaceutical, or food production industries, contamination is a big concern. While nearly any scrubber model will meet your sanitation needs, renting or leasing a previously used model is a bad idea. No matter how well-cleaned or maintained previously used models are, they will always pose a contamination risk. You'll want to purchase a new, unused unit for your facility.



Eco-Friendly

We can all agree that protecting the environment is essential. And if your company has committed to improving sustainability, look for one of the various eco-friendly options. These models can clean using steam and scrubbers alone. Steam cleaning kills up to 99.9% of pathogens and doesn't leave behind a wet surface. These models eliminate the need for cleaning chemicals, making them better for the environment and your budget.



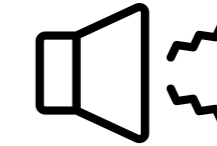
Not sure what kind of special considerations might be relevant at your facility? Schedule a free on-site assessment with one of our experts.

SPECIAL CONSIDERATIONS



Limited Staff

Labor shortages are a constant struggle for many operations. If this is a concern at your facility, consider investing in autonomous cleaning equipment. As discussed previously, autonomous equipment is set-and-forget. It does the floor cleaning for your staff while they focus on other jobs like wiping down door handles and sinks.



Noise

We tend to equate the clamor of industry with productivity. But not every facility can tolerate that kind of noise. Some facilities, like hospitals, need equipment that runs quietly so as not to disturb other operations. Many models, both walk-behind and ride-on, cut out the noise. But be sure to ask for a demonstration before committing to a purchase.



ACQUISITION OPTIONS

Now that you know what you want in your industrial cleaning equipment, it's time to look into getting it. There are 3 ways to go about that, each with its pros and cons.

Buy

Many facilities will choose to buy their equipment outright. This is the most cost-effective choice if you plan to use your industrial cleaning equipment regularly for 5 years or more. Buying also guarantees a model covered by all the manufacturer's original warranties. For facilities concerned with contamination, buying new equipment ensures it comes free of contaminants from other industries.

Lease

If you don't need regular use of the equipment for a 5-year period, leasing may be the best choice for you. Of course, you are still responsible for replacing wearable parts, just like you would be with a model you own. But leasing over several months or a year is less expensive than renting over the same period.

Rent

Renting industrial cleaning equipment is the best choice for those who only need the equipment periodically. For example, a construction company who only needs the equipment to polish the building they just finished. Plus, wearables and maintenance are included in the rental cost, making them the most cost-effective for short-term use.

ON-HAND PARTS

Industrial cleaning equipment, like any other industrial equipment, has parts that wear out during regular use. However, these parts are easily replaced. And it is recommended that you keep a few on hand so that your cleaning operations won't be affected when one wears out.

Wearable parts vary from model to model. So check with your dealer to see which parts are recommended for your particular unit. However, some common wearable parts are:

- **Brush heads**
- **Scrubber heads**
- **Squeegees**
- **Hoses**
- **Cleaning solution**
- **Gaskets**
- **O-rings**

KEEP YOUR MACHINE RUNNING SMOOTH

If you want to keep your machine running for the long haul, you'll want to have it serviced regularly. Like any other equipment in your facility, routine service ensures longevity and keeps it performing as designed. The frequency of required service will depend on the model. But investing in a service plan from a reputable provider is the best way to make maintenance worry-free.



Ask one of our experts about our service package options.

RECAP

When choosing the best industrial cleaning equipment for your business, there's a lot to consider. So here's a quick recap of what you've learned to keep you on the right track:

- Identify what you need your industrial cleaning equipment to do
- Determine how much space your equipment will have to operate
- Identify any special requirements your facility has
- Determine whether it is more cost-effective to buy, lease, or rent
- Identify what wearable parts you'll need to have on hand
- Choose a service plan for your equipment

GET STARTED

Congrats! Now you have all the information you need to decide which industrial cleaning equipment is best for your facility. There are just a couple things left before your facility is cleaner than ever before.

Get a Free Assessment

You've run through all the steps above. So you probably have a pretty good idea of what you are looking for. However, having a professional eye assess your facility to offer recommendations always helps. MidCo Material Handling offers free on-site assessments to help you make the best decision.

Get a Free Demo

Once you've had your assessment and narrowed down your options, our in-house experts will bring the equipment to your facility. Then, you can test-drive the possibilities for yourself to see how well they fit your needs.

Keep Your Business Clean

After you've selected, we'll walk you through the buying, leasing, or renting process from start to finish. This ensures the fastest delivery possible. And it gets your facility cleaner faster.

MAINTAIN A CLEAN WAREHOUSE CHECKLIST

Once you have your equipment, it's time to get to work! This checklist is the best way to start an organized cleaning plan for your facility.

https://www.midcoforklift.com/hubfs/Offers/Fliers/Warehouse_Cleaning_Plan_Washington.pdf

ACHIEVE THE ULTIMATE CLEAN

Ready to have the cleanest, safest facility you've ever had? Now, you know how to select the best industrial cleaning equipment to fit your needs. The only thing left is to schedule your free on-site assessment. Contact one of our experts to get started.

Schedule A Free Demo

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