

# Rally 1200

## 12-Gallon Dual Surface Cleaner

**Hard surface cleaning** is the greatest selling benefit of the Rally 1200 Dual Surface Cleaner. **Versatility** is also a key selling point — when the unit’s pressure is switched to 500 PSI, the Rally 1200 makes a powerful carpet extractor.

### The Market

- Healthcare facilities
- Schools and universities
- Large retail stores
- Hotels, casinos, and conference facilities
- Airports
- Large office areas

### Primary Selling Points/Benefits

- Productivity:
  - The Rally 1200 will clean the toughest hard floor surfaces, even cleaning grout lines.
- Extracting power:
  - One vacuum motor provides 140 inches of water lift.
  - 1200 PSI pump delivers the perfect pressure needed to clean hard surfaces.
  - 500 PSI pressure setting allows for deep-nap carpet cleaning.
- Easy to operate:
  - Fingertip rocker control switches provide simple operation.
  - Circuit detection feature ensures operators won’t trip building breakers. The machine will beep and a light on the control panel will illuminate when you plug the second cord into a different circuit than the first cord.
- Construction:
  - Rotomolded polyethylene body for long tank life.
  - Two 4-inch front casters and two large 10-inch rear wheels for excellent maneuverability.

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- Supplemental Price List



Integrity at work.

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### Demonstration Tips

- DO NOT use high pressure cleaning on laminate flooring surfaces.
- DO NOT get acidic base cleaner on stainless steel, brass or varnished wood.
- DO NOT use acidic cleaner on marble, travertine or limestone. Acidic cleaners can damage some surfaces. Always follow the evaluation process below.

### Demonstration

- Safety First. Hard surface cleaning involves chemicals that require eye protection, protective equipment and proper ventilation. Be sure to review and follow the manufacturer's precautions during the demonstration.
- Materials needed for demonstration:
  - Two 2 quart pump up hand sprayers
    - One for alkaline tile and grout cleaner/degreaser, and one for acidic stain remover
  - One gallon of tile and grout cleaner/degreaser (pH 11 - 13)
  - One gallon of acidic stain remover (pH 1 - 4)
  - One gallon of powdered defoamer
    - Example: Chemspec Crystal Defoamer
    - Example: Bridgepoint Systems Powdered Defoamer
  - Two 50 ft. commercial grade garden hoses
  - Two 50 ft. commercial grade 10 gauge extension cords
  - Chiseled (V-Shaped) Grout Brush and Pole
  - Faucet adapter
  - Janitor's valve stem key
  - Air mover
  - Respirator
  - Chemical resistant gloves
  - Wet Floor Signs
  - Eye protection
  - Non-slip shoes
- Before starting the demonstration, determine the sensitivity of the floor surface to the acidic cleaning. Use an eye dropper to place a small amount of acidic tile cleaner on the floor in an inconspicuous area. If the acidic cleaner produces fizzing or bubbles, then the tile contains materials that will be etched by the acidic cleaner and the acidic cleaner must not be used. Generally, acidic cleaners are not safe for

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marble, limestone or travertine surfaces.

- High pH alkaline base cleaners break down oil, fat and grease. In some cases, you may need an acidic, low pH, stain remover to get out stains like wine, coffee or orange juice. Acidic cleaners are also effective for the removal of efflorescence (salt & mineral deposits). Note that after using an acidic cleaner, you must follow with an alkaline cleaner to neutralize any remaining acidic cleaner. Grout deterioration will result if you do not neutralize the acid after cleaning.
- Find your water source and connect the hose from the supply water to the inlet on the Rally 1200. Attach the drain hose to the Rally 1200 and run it to a nearby drain.
- Fill one pump sprayer with alkaline cleaner/degreaser (pH 11 – 12)
- Pre-spray the floor with alkaline cleaner/degreaser and let it dwell on the floor for 10 minutes. Limit the area that you spray to only what you can manage to clean before the degreaser dries. If the area sprayed is too large, the degreaser can dry on the floor before you will reach it with the rotary hard surface cleaning tool.
- Agitate the grout line with the grout brush while waiting for the 10 minute dwell time.
- Turn on the pump and vacuum switches on the Rally 1200. Set the machine to 1200 PSI. Power-wash the floor with the rotary hard surface tool.
- If stains remain on the grout after this step, then it is necessary to use the acidic stain remover. Before you use the acidic stain remover be sure to test the tile in an inconspicuous area. If there is a fizzing on the tile surface, do not use the acidic stain remover and **do not follow the remainder of this procedure.**
- Once you are sure it is safe to proceed, fill the second pump sprayer per the acidic cleaner manufacturer's instructions. Never mix the acid cleaner with the alkaline degreaser in the same sprayer, as they will react and neutralize each other.
- Spray a small amount of the acidic cleaner on the grout line. Unlike the tile, you want the acidic cleaner to produce a fizzing appearance on the grout line. If you do not see fizzing on the grout lines, then there is a floor finish on the grout line which will prevent you from completing this procedure. **In this case, stop and remove the floor finish from the floor and grout before proceeding.**
- Pre-spray the grout lines with the acidic cleaner and agitate the solution with a grout brush. Allow for five minutes of dwell time.

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- Turn on the pump and vacuum switches on the Rally 1200. Set the machine to 1200 PSI. Power-wash the floor with the rotary hard surface tool.
- After cleaning the grout with the acidic cleaner, you must neutralize the residual acid that is left on the grout lines. Failure to do this step will result in permanent damage to the grout. Thoroughly pre-spray the floor with the alkaline degreaser and allow it to dwell for 5 minutes. This will neutralize the residual acid.
- Turn on the pump and vacuum switches on the Rally 1200. Set the machine to 1200 PSI. Power-wash the floor with the rotary hard surface tool.
- **Be sure to leave an area untreated for comparison to the work that you have just completed.**

### After The Demonstration

- Disconnect and coil the power cords.
- Empty all liquids from both the solution and recovery tanks.
- Rinse both tanks with clean water.
- Clean off the outside 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.

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