

# Rally 220, 220H & 500H

## 12-Gallon Tank Extractors

**Economical carpet cleaning and hot-water extraction** is the greatest selling benefit of the Rally tank extractors. These machines fit nicely in the NSS line of extractors, with pump pressures ranging from 220 to 500 PSI.

### 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 tank extractors will cover 500 sq. ft. per hour, according to figures based on the *ISSA 612 Cleaning Times*.
- Extracting power:
  - Two 1.25 HP vacuum motors provide 84 inches of water lift on the 220 and 220H.
  - Two 1.75 HP vacuum motors provide 120 inches of water lift on the 500H
  - 220 or 500 PSI pumps blast water deep into dirty carpets.
  - Powerful 2000 Watt heater delivers heated solution, ideal for carpet restoration.
- 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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### 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.
- Extract one area, leaving another for comparison.

### Tools and Material Needed

- Rally tank extractor
- Pacer vacuum cleaner
- Carpet cleaner
- Defoamer

### Demonstration Checklist

- Make sure the tanks are clean and clean-smelling.
- Clean spray wand and make sure it is working correctly.
- Be ready with a quote and leasing form.
- Be ready to analyze return on investment. Use the NSS Quote Generator, if possible.
- Provide sales literature upon request.

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### Demonstration

Before demo, select a carpeted area that hasn't been extracted for awhile. Thoroughly vacuum the area, removing all loose dirt and debris. Fill the solution tank with water and cleaning solution. Add defoamer to the recovery tank.

- If using a 220H or 500H (heated) machine, turn on the heater and allow it to heat for about 5 minutes.
- Start at the front of the machine. Explain the advantages of the rugged, dependable, rotomolded polyethylene body and tanks. Reinforce the importance of the 10-year warranty.
- Point out the bolt that must be removed to gain access to the inside of the machine. Explain the benefits of quick service this easy access provides.
- Show how to fill the 12-gal solution tank.
- Remove the recovery tank port. Point out that the vacuum motors draw air from the highest point in the tank, reducing the amount of water that will be pulled into the vacuum motors. Point out the 12-gal recovery tank, and describe how to empty the tank using the convenient gate drain valve at the rear of the unit. Remove the angle pipe attachment that is stored at the rear of the machine and show how it can be used for draining into a toilet
- Move to the back of the machine. Explain the maneuverability advantages of large transport wheels and front casters. Reinforce the importance of the back wheels by explaining how they assist with transportation from one job to another.
- Point out the wheel in the handle, which makes loading and unloading the unit into vehicles easier.
- In detail, point out the various switches on the control panel. The machine has independently switched vacuum motors, but both need to be used at the same time. This is because the motors are arranged in parallel. Parallel arrangement of vacuum motors gives the Rally extractors more air flow and improves water recovery. Point out the pump switch and heater switch, if applicable.
  - The 500 PSI unit is equipped with a priming feature. To prime the pump, move the lever to the prime position. Spray for 30 seconds. Turn the valve down to the run position.
- Connect the solution and recovery hoses to the Rally. Then connect the hoses to the cleaning wand. Carefully go over the handle controls, and explain how the solution is only released when the trigger control is squeezed.
- Move to the operator position. Turn on the vacuum, pump and heater switches. Press and hold the spray trigger on the wand and begin cleaning a 4-foot by 6-foot section of carpet. After completing this section of carpet extract the area again, *this time using the vacuum only* to recover any remaining solution in the carpet.

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This procedure collects excess moisture from the carpet nap plus gives the heater a chance to warm the solution for the next 4-foot by 6-foot section of carpet.

- Extract a section of the carpet (for comparison) then allow the customer to use the machine. Do NOT extract the entire floor area. When you are finished with the demo, show the customer the carpet that has been extracted compared to the carpet that has not been cleaned.

### 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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