

# Rally 55 & 55H

## 2.9-Gallon Carpet Spotters

**Innovation and maneuverability** are the greatest selling benefits of the Rally 55 carpet spotters. These machines fit nicely in the NSS line of Rally extractors.

### The Market

- Retail Stores
- Office buildings
- Shopping malls
- Schools and universities
- Airports
- Auto dealers and showrooms

### Primary Selling Points/Benefits

- Heated solution cleans better than cold water spotters:
  - Seven minutes to heat the water to 201°F.
  - 1000 watt heating coil in the solution tank.
  - 55-PSI pump gets deep into carpet naps.
  - Strong vacuum motor (82-in water lift) extracts the solution.
- Safety:
  - Back-up thermostat shut-off prevents overheating
- Accessories:
  - Clear hand tool to monitor solution pick up.
  - Quick disconnect spray nozzle for easy cleaning and replacement.
  - 8-ft solution and recovery hoses for use on stairs and other hard-to-extract areas.
- Capacity:
  - 2.9 gallon solution tank.
  - 2.6 gallon recovery tank.

Features & Benefits

Demonstration Guide

Competitive Comparison

Bid Specifications

Recommended Parts Stock

Supplemental Price List



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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 55H carpet spotter
- Pacer vacuum cleaner
- Carpet cleaner
- Defoamer

### Demonstration Checklist

- Make sure the solution is totally heated.
- Clean hand tool, nozzle, and hoses for obstructions.
- Clean the Rally 55, making sure the recovery tank is empty.
- Be ready with a 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 the demo, select a carpet spot. Plug the cord into an electrical outlet. Apply the appropriate spot-removing chemical to the stain, explaining how the chemical needs a little 'dwell' time to loosen the spot.

- Explain that with the heat switch in the on position, the heater will warm the water 201°F in about seven minutes.
- Next move to the machine body. Demonstrate that the recovery tank can be removed from the machine to allow you to carry it to the sink for dumping.
- Point out the handle, which makes transportation easy and then slides out of the way when the machine is being used.
- Next, explain the advantages of the hand tool. The clear tool allows the operator to monitor the recovered solution.

### After The Demonstration

- Let the unit cool down completely. Empty the tanks and leave the recovery tank lid slightly ajar to air dry.
- Disconnect and coil the power cords.
- 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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