

## Case Study - Health Care

### “Now All My Guys are Floor Guys”

Bill Scott of W and M Services in Oakland County, Michigan, wanted a floor machine that could maneuver around cabinets, desks, and workstations at a medical facility his firm cleans. He also needed a technologically advanced machine to bolster the productivity of his floor crews and make the arduous job of floor maintenance a bit easier.

“Until recently, floor machines really have not changed very much,” said Scott. “Many look and perform the same as they have for more than 50 years.” This was until Scott was introduced to the **BR Vario** by Tornado Industries.

“The first time I saw the **BR Vario** I could not believe how ‘cool’ it looked. It was unlike any floor machine I had ever seen,” he said. Indeed, the **BR Vario** is flat, low lying, square shaped, with a handle that folds parallel to the ground. These features allow it to slide under partitions and tables and glide along wall edges and into corners.

Scott soon realized that the machine had more than a “cool” look. Its 1,000 RPMs can strip and scrub a floor as much as 2.5 times faster than a traditional buffer, helping him improve the productivity—and bottom line—at his company.

He also found that the **Vario** performed effortlessly in all directions—left, right, forward, and backwards—maneuvering around all kinds of obstacles. “Another neat feature is the handle which pivots up to 90 degrees; this helps us in tight spots at the medical facility,” he said.

According to Scott, the **BR Vario** not only gets the work done faster, is simple to maneuver, but makes floor work fun. “Now all my guys are floor guys, they all want to use the Vario because it’s so much fun to work with,” said Scott.



BR Vario Cylindrical Brush Floor Machine