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aggressive cleaning and wet scrubbing of vinyl, ceramic tiles and concrete. Dual-speed machines also allow a small cleaning team with a single unit to tackle more intensive maintenance as well as daily light cleaning duties.

These are just some of the features of the lower-speed rotaries available, and the choice is wide. Our own Orbis line-up starts with a compact 28cm-diameter

unit and steps up in size from 38cm to 43cm and 50cm. Low vibration levels and ergonomic design are important to ensure comfortable use on longer cleaning shifts; as is a high pad/brush pressure for effective cleaning.

For the reasons explained at the outset, contractors in particular understand the value of streamlined product design as well. The Orbis eco range aims to meet this need by combining the essential cleaning

capabilities in a highly economical, no-frills package. These single-disc machines come pre-assembled with handle and base, ready to run out of the box. With speeds of 200rpm, 400rpm and a dual-speed option, they are ergonomically designed with low vibration and noise, but above all, productive, robust and reliable.

The hard reality is that costs and cleaning both need to be streamlined.

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SEBO is now a patron of the Carpet Foundation, a leading trade body when it comes to consumer advice on all things carpet. The Foundation comprises 450 retail members which all adhere to a code of practice which is approved by Trading Standards. These members offer impartial advice based upon the customers' requirements and are rightly seen as experts in specifying carpets, installation and aftercare products.

Kevin Hockney, sales manager at SEBO, said: "This is not a privilege afforded to anyone; we would not have been awarded the patronage if we did not meet their high standards when it comes to product, good maintenance advice and customer service. It means SEBO has been recognised as the best vacuum cleaner manufacturer for the carpet industry. We have developed a range of cleaners for every carpet type and can offer the retailer a product that will help keep a new carpet looking its best with regular cleaning for years to come."

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WITH a customer base that ranges from blue chip companies including B&M Stores and Office Outlet, through to leading contract cleaners, A3 Machines is an ideal choice for the cleaning and maintenance sector. The company specialises in industrial, commercial and municipal floor cleaning machines and equipment. It sells and hires reconditioned floor cleaning machines including vacuum cleaners, floor scrubbers and floor polishers, scrubber driers and carpet cleaners.

The company works with independent UK battery specialist, DBS Leoch, to source the latest battery technology for its machines. It uses AGM (absorbent glass mat) technology from DBS, predominantly the AGM 100 and AGM 150 models. These are deep cycle batteries with a particular focus on powering cleaning and maintenance equipment such as A3 Machines' range of battery operated scrubber driers. The AGM batteries offer up to 600 cycles, are sealed and maintenance-free, non-spillable with no need to fill, and deliver four times the cycles of traditional flooded batteries.

Chris North, sales director at DBS Leoch, said: "The A3 Machines' range of products are known for their effectiveness and reliability. We're delighted that our AGM batteries are able to bring the power to their machines for cleaning and maintenance customers, particularly in the retail area."

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