



## **INDEPENDENT TEST RESULTS OF ELECTRICALLY-ACTIVATED WATER ON FLOOR SCRUBBERS — NO BETTER THAN TAP WATER**

**COPENHAGEN, November 9, 2010** – Nilfisk-Advance, one of the world’s leading manufacturers of professional floor cleaning equipment, today announced the results of independent testing of the performance of electrically-activated water technology on professional floor scrubbers. The results show that a floor scrubber using electrically-activated water technology did not perform better than when that same floor scrubber used ordinary tap water, discrediting claims in the marketplace that electrically-activated water “converts” water into a “powerful detergent” when used on floor scrubbers.

“The claim that electrically-activated water acts as a ‘powerful detergent’ on professional floor scrubbers was not supported in our testing,” said Wade Reitmeier, General Manager, R&D & Product Management for Nilfisk-Advance. “Such claims must be met with careful analysis because our industry relies on credible science to provide products and services. To evaluate the performance of electrically-activated water on floor scrubbers, Nilfisk-Advance worked with several experts to design a comprehensive test procedure using accepted ASTM standards and best industry practices,” said Reitmeier.

Nilfisk-Advance retained two independent and internationally-accredited labs to test the cleaning performance of today’s current floor scrubbers equipped with electrically-activated water technology. The labs measured the cleaning efficiency when using three different cleaning solutions: 1) with electrically-activated water; 2) with plain tap water; and 3) with tap water and a common detergent.

The results show that the floor scrubber using electrically-activated water performed no better than when that scrubber cleaned with only tap water. The results also indicate that when cleaning with electrically-activated water, the scrubber did not clean as effectively as when the scrubber cleaned with a common detergent.

“These independent lab test results make clear that if customers are paying a premium for this technology, expectations as to value and performance are unlikely to be met,” said Steve Baker, Vice President of Sales & Marketing for Nilfisk-Advance. “In this case, the testing simply does not support the claim that electrically-activated water on floor scrubbers is a ‘powerful detergent’,” said Baker.

Electrically-activated or not, water is, and always has been, an effective cleanser on a variety of floor conditions. Floor scrubbers are routinely used with plain tap water and can effectively clean a range of soiled floors. Some floor conditions, however, do require the use of detergents when deeper cleaning is necessary.

“These test results validate what we have known all along — you don’t need special water to clean floors. Plain tap water – by itself on an effective scrubber – can clean many surfaces very well,” said Baker. “But our customers have a wide range of floor-cleaning challenges, and rarely is there a one-clean-fits-all solution. With this understanding, we introduced the EcoFlex™ System on our Nilfisk brand floor scrubbers in 2009, which is the industry’s first technology to provide total flexibility to effortlessly switch between chemical-free, water-only cleaning or different cleaning intensities at the touch of a button as floor conditions dictate. Nilfisk Advance’s strong sales of EcoFlex™ reflect the marketplace’s understanding of the cleaning power of ordinary tap water and the reality that certain soiled surfaces at times require detergent,” added Baker.

To request a copy of the complete findings of the two independent Cleaning Efficiency Test reports, the Cleaning Efficiency Testing Summary, or Scientific Testing Procedures white paper, go to <http://www.nilfisk.com>.

### **About Nilfisk-Advance**

Nilfisk-Advance is one of the world’s leading manufacturers and suppliers of professional cleaning equipment. With global company headquarters in Denmark, the company has developed professional cleaning equipment for over 100 years. Nilfisk-Advance has production facilities in North America, South America, Europe, and China, and has an extensive network of sales entities in 43 countries and is represented in more than 100 countries around the world. The company currently has over 5,000 employees worldwide, with global sales of approx. EUR 690 M in 2009. Nilfisk-Advance is owned by NKT, listed on NASDAQ OMX, Copenhagen.

[www.nilfisk-advance.com](http://www.nilfisk-advance.com)

### **About EcoFlex™ System**

Nilfisk-Advance’s EcoFlex™ System, introduced in 2009, is a new cleaning technology that achieves both environmentally sustainable cleaning methods as well as the highest standards of effective cleaning. With the touch of a button, EcoFlex™ allows the operator to effortlessly switch between chemical-free, water-only cleaning and varying degrees of detergent use, down pressure and flow rates. EcoFlex™ combines effective, efficient and sustainable methods to set the new standard in green cleaning.

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