

Start-up of a large order for Lund Hospital (Sodexo) together with Repax

Sodexo is the second largest BSC in Sweden with a yearly turnover of approximately 100 million euro in cleaning. It has been a small Tennant customer for many years. In their product portfolio we have our single discs, high-speeds, upright vacuums and carpet cleaners. The goal has been to have a breakthrough also on scrubber-dryers, where the volume is. Sodexo had been testing ec-H2O a year before the delivery at Lunds hospital and got the proof that it works and there are nice savings.

The delivery of 10 scrubber-dryers (8xT3, 1xT7, 1xT16) equipped with ec-H2O to their new contract started on 1 September 2011 at Lunds Hospital (third largest in Sweden).It is a breakthrough and also the pilot project to see and measure our ec-H2O system. The deal engaged a lot of Sodexo people on all levels, before and also during the start up. The delivery was done via the dealer Repax for the southern part of Sweden. They are also in charge of the follow-up. Every scrubber-dryer will be followed on a monthly basis, to secure and document the benefits they have with ec-H2O.

Stefan Schönberg was part of the installation / training together with Repax on 1 September 2011. Stefan had the first follow-up meeting with the local responsible of Sodexo and the Product manager, Thor Franzen, from Stockholm. The first comment when they arrived at the hospital and walked through the entrance was about the appearance of the floors: "amazingly shiny, look clean". The first words from the site manager Göran Flodin were: "have you seen the floors? It's amazing that during this short period we have been able to raise it to this level". Their customers have also pointed that out several times.



Repax showroom