

# 3M Competitive Market Analysis

## 3M™ Floor Pads



# Consistent Performance Long Lasting Shine

For over 50 years, high performing 3M™ Floor Pads have been an industry leader. High performance aligns well with sustainability.

When compared to the nearest competitor, 3M floor pads:

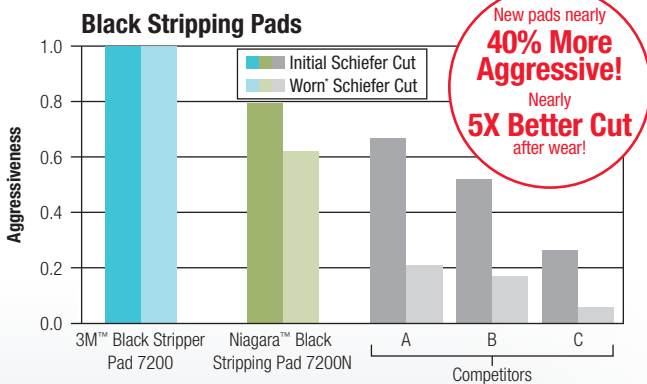
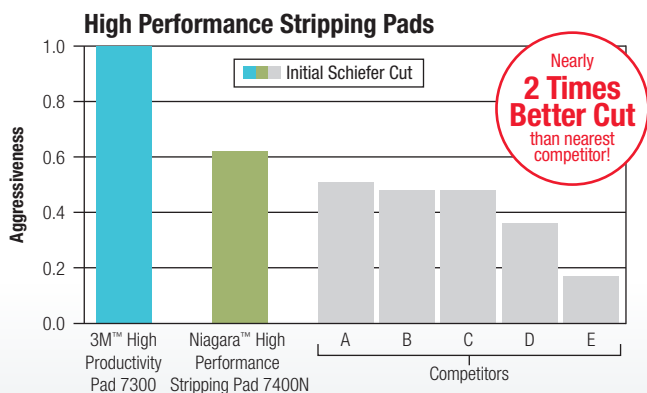
- Remove deep scuff marks 7 times faster\*
- Provide nearly 40% more aggressive floor stripping\*
- Have 25% better cut on Schiefer test\*
- Have 50% better burnishing durability\*



\*For additional Environmental, Health and Safety information, please refer to 3M™ Floor Pads Technical Bulletin (78-8134-0152-4 Rev. A).

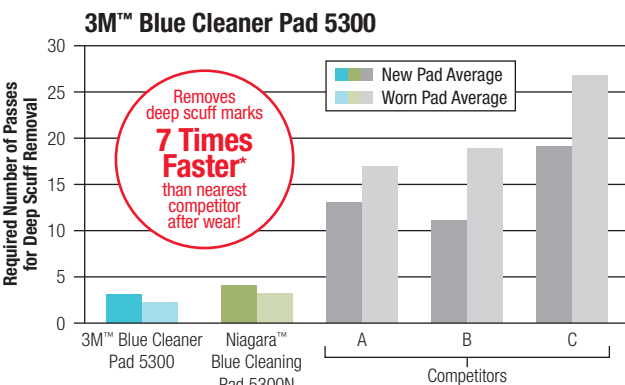
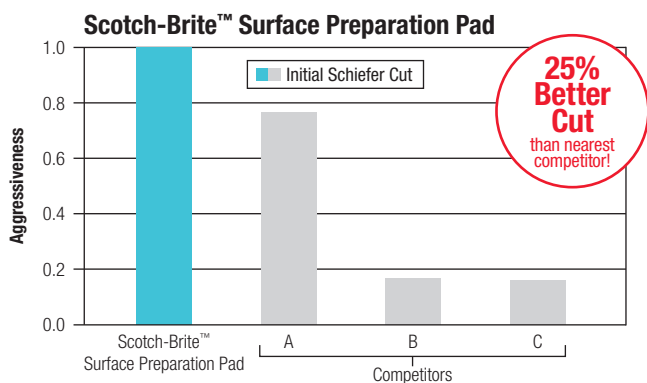


## Floor Stripping: Aggressiveness

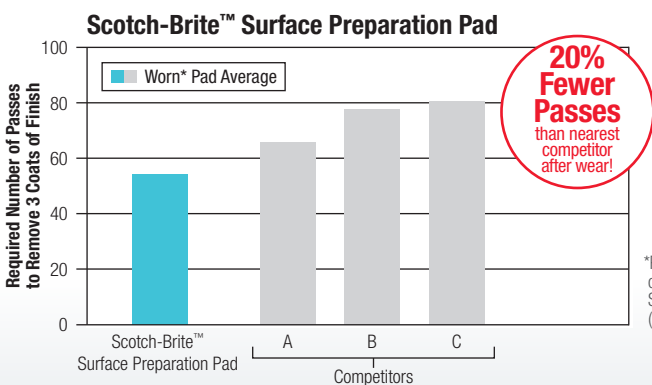


\*Pads worn via 50 passes over 3M™ Safety-Walk™ Slip-Resistant Treads 610 (swing machine)

## Deep Scrubbing: Aggressiveness, Floor Finish & Deep Scuff Removal



\*Worn pad average

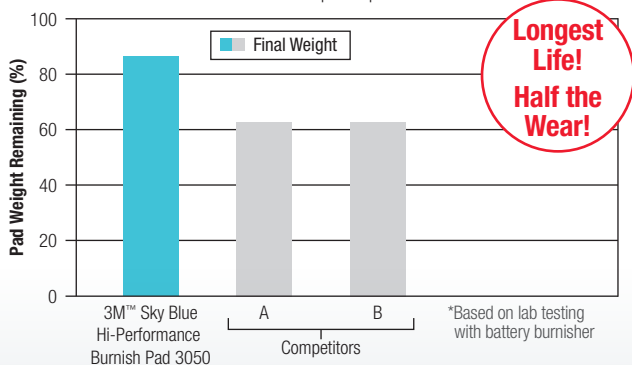


\*Pads worn via 25 passes over 3M™ Safety-Walk™ Slip-Resistant Treads 610 (swing machine)

## Burnishing: Durability

### 3M™ Sky Blue Hi-Performance Burnish Pad 3050

After burnishing 350,000 square feet of flooring, pad weight loss was less than 15% versus 32% and 33% with competitive pads\*



\*Based on lab testing with battery burnisher






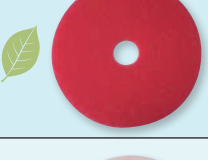








### Greener Solutions

The polyester fiber used to make a range of floor pads\* contains a minimum of 50% post-consumer recycled content. The recycled polyester fiber used is third-party certified for post-consumer recycled content.

\*3M™ Brand Floor Pad families include 3200, 3300, 3400, 3500, 5000 and 5100.

## Choose The Right 3M Floor Pad For The Job

Maintenance Operation	Equipment	3M™ Floor Pad
	Speed	
<b>Stripping</b> To remove finish, sealer and contaminants from the floor surface. Done at the start of a maintenance program and at times when scrubbing will not achieve the desired results.	Rotary or Automatic	 <b>3M™ High Productivity Pad 7300</b> Our most aggressive stripping pad. Unique open construction resists loading and clogging. For fast removal of finish and proven consistent stripping.
	Low Speed 175–600 RPM	
<b>Scrubbing</b> Done prior to replacing worn finish; provides a fresh new surface to maintain.	Rotary or Automatic	 <b>Scotch-Brite™ Surface Prep Pad</b> Heavy duty scrubbing for 2–4 coat removal prior to recoating.
	Low Speed 175–600 RPM	
<b>Cleaning</b> To remove light soil and other contaminants.	Rotary or Automatic	 <b>3M™ TopLine Autoscrubber Pad 5000</b> Scrubs and cleans without dulling the finish. Open construction resists clogging. Ideal for use on an autoscrubber.
	Low Speed 175–600 RPM	
<b>Buffing</b> To remove scuffs and black heel marks and enhance floor appearance.	Rotary	 <b>3M™ Red Buffer Pad 5100</b> Designed for everyday cleaning and light scrubbing to remove light soil, scuff marks and black heel marks.
	Low Speed 175–600 RPM	
<b>Burnishing</b> To repair finish and improve gloss and image clarity of floor surface.	Electric Battery Propane	 <b>3M™ Eraser Burnish Pad 3600</b> Removes black marks and returns gloss in fewer passes than other pads while producing less dust. Ideal for harder finishes and high traffic areas. Excellent durability and minimal finish removal.
	Ultra High Speed 1500 RPM & Above	
<b>Scuff &amp; Mark Removal</b>	Electric Battery Propane	 <b>3M™ TopLine Speed Burnish Pad 3200</b> Optimizes UHS burnishing on a wide variety of finishes. Combines black mark removal and gloss generation in one pad.
	Ultra High Speed 1500 RPM & Above	
<b>Best Gloss</b>	Electric Battery Propane	 <b>3M™ Sky Blue Hi-Performance Burnish Pad 3050</b> Restores gloss to dull floors. Designed for frequent burnishing with less dust, point build-up and burning, this pad is an excellent addition to 3M's high-performing line of burnishing pads.
	Ultra High Speed 1500 RPM & Above	
<b>Soft Finish</b>	Electric Battery Propane	 <b>3M™ Sky Blue Hi-Performance Burnish Pad 3050</b> Restores gloss to dull floors. Designed for frequent burnishing with less dust, point build-up and burning, this pad is an excellent addition to 3M's high-performing line of burnishing pads.
	Ultra High Speed 1500 RPM & Above	
<b>Diamond-Coated Floor Pads</b> Use to clean and condition worn and dull stone floors.	Rotary, Automatic, Electric, Battery or Propane	 <b>Scotch-Brite™ Sienna Diamond Floor Pad Plus</b> Diamond coated floor pads for cleaning and conditioning worn and dull marble, terrazzo, slate and polished concrete flooring.
	Low to Ultra High Speed 175–1500 RPM & Above	
<b>Diamond-Coated Floor Pads</b> Use to clean and polish stone floors.	Rotary, Automatic, Electric, Battery or Propane	 <b>Scotch-Brite™ Purple Diamond Floor Pad Plus</b> Diamond coated floor pads for cleaning and polishing marble, terrazzo, slate and polished concrete flooring.
	Low to Ultra High Speed 175–1500 RPM & Above	

# 3M™ Floor Pads

## A product you can rely on.

Every 3M™ Floor Pad is made to high quality standards. And ongoing innovation and advancements in technology make 3M floor pads more effective than ever. It's no wonder we are the **#1 supplier worldwide**.

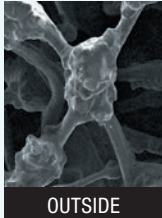
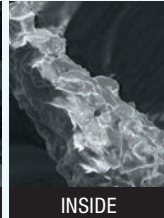
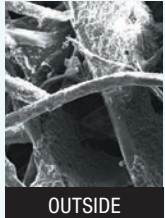

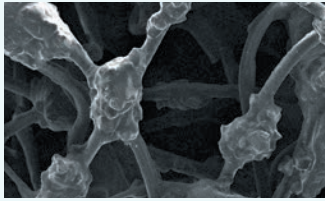
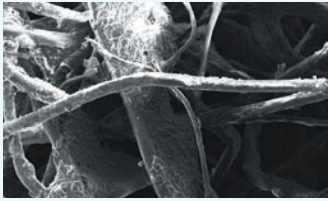
- Each floor pad in 3M's full line is engineered specifically for a particular maintenance task.
- 3M floor pad uniformity and quality helps produce:
  - less machine wobble and vibration.
  - less operator fatigue.
  - prolonged useful life of the pad.
  - better results on your floors.
- Uniform coating throughout every 3M floor pad helps produce a long, useful life, resulting in less pad usage. Plus 3M pads are washable and reusable.

### All floor pads are not created equally.

The differences between floor pads may seem small. But when added up, they can make a big difference to your bottom line in terms of productivity and labor costs. Consider the following attributes of 3M floor pads that help set them apart from the competition:

- Uniform distribution of mineral abrasives throughout pad — not just on the surface — offers impressive performance and a long, useful life.
- Individually separated and coated fibers help produce more consistent, high-quality results.
- The combination of highly conformable fibers help to provide maximum pad-to-floor contact.



3M™ Floor Pads		Other Floor Pads	
			
			
<ul style="list-style-type: none"> <li>• Fibers uniformly coated with resin and mineral throughout entire pad, producing more consistent results</li> <li>• Combination of highly conformable fibers help to maximize the pad-to-floor contact</li> </ul>		<ul style="list-style-type: none"> <li>• Fibers randomly coated with resin and mineral, which can produce inconsistent results</li> <li>• Larger fibers are less conformable, providing fewer contact points with the floor</li> </ul>	

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