SWEEPER MARKET OVERVIEW

The industrial sweeper market is categorized into small, medium, and large equipment. Each segment has a generally accepted application. Sweepers in each category do have some limited crossover potential into adjacent markets.

Municipalities will often have a variety of equipment for different sweeping applications. For example, they may have a small sidewalk sweeper for narrow paths, a medium sweeper for parking lots and residential streets, and a larger sweeper for arterials and highways.

NiteHawk Sweepers primary core market is the medium market. However, for some applications we may overlap into both the small and large categories.

SMALL ($80-150K)

- Sidewalks
- Parking Garages
- Interior Corridors
- Interior Warehouses
- Pathways
- Retail Store Fronts

MEDIUM ($70-150K)

- Parking Garages
- Parking Structures
- Airport Aprons
- Runways & Taxiways
- Grounds
- Residential Streets

LARGE ($150-450K)

- Street and Construction
- Airports
- Highways
- Raceways

SMALL SWEEPER

Overview – Small units typically carry the advantages of maneuverability, cost (although increasingly less of a factor), and flexibility. The disadvantages may include transport, complexity, small hopper, sweeping path, productivity, water capacity, and storage.

Applications – The clear majority are not designed to travel over the road. They are normally trailered between sites or located on an individual site. They are almost all purpose built, meaning the design of both the unit, propulsion system, and undercarriage are integrated. They may be walk behind or self-propelled units. Application examples include interior corridor sweeping, warehouse, small parking garages, and pathways.

Competitors Example – Advance, Power Boss, and Tennant

MEDIUM SWEEPERS

Overview – NiteHawk is the worldwide leader in this segment of the market. Medium units generally have the advantages of increased sweeping power, larger hopper capacity, commercial chassis, customizable features, and can be driven at highway speeds. The majority are also non-CDL. The disadvantages include less maneuverability, costlier to operate, and may have increased maintenance requirements.

Applications – Because of the ease at which they travel between locations, medium sweepers have a wide range of applications. Application examples include airport aprons, docks, grounds, parking lots, parking structures, pathways, residential streets, roads, runways, streets, and taxiways.

Competitors Example – Masco, Schwarze, Tymco, and Victory

LARGE SWEEPERS

Overview – Large units typically have a bigger power plant to drive sweeping operations. Large sweepers may be both air or broom machines. Advantages to operating a large sweeper may include increased power, hopper size, wider sweeping head, larger brooms, and specialized leaf handling functionality. They are typically used for heavy debris such as construction material and heavy buildup of granular materials such as millings, mud, gravel, sand, and wood.

Applications – Large sweepers are built on large highway truck chassis designed for big loads. Application examples include airports, construction, highways, streets, and raceways.

Competitors – Elgin, Global, Johnston, Schwarze, Tymco, and Vacall.