To Whom It May Concern,

Over the past year, our organization has transitioned approximately 17% of our daily floor-care operations from traditional ride-on and walk-behind scrubbers performed by a third party floor service vendor, to autonomous robotic units from Cenobots.

Key benefits we have consistently observed:

1. **Cost Reduction** Robotic units have reduced our total floor-care cost by close to $1million dollars for fiscal year 2025 with double that on the horizon for 2026 by deploying more. This has allowed us to reallocate those costs in to the store labor where needed.
2. **Cleaning Consistency & Quality** Cenobots scrubbers follow pre-mapped routes with centimeter-level precision and apply consistent down-pressure, water, and chemical dosages on every pass. We have noticed more consistency from the robotic scrubber rather than our third party vendor in regards to the cleanliness as well as the reliability of being on site.
3. **Safety & Risk Mitigation** The robots are equipped with LIDAR, 3D cameras, and ultrasonic sensors, virtually eliminating collisions and significantly reducing slip-and-fall hazards from inconsistently dried floors.
4. **Operational Availability** Robots operate during off-hours with minimal supervision and can run multiple shifts of 6–10 hours on a single battery charge. We utilize these overnight while associates are not in the stores as opposed to the third party vendor that has to be there with our associates. Having the machines available to our stores should they need to manually use them is bonus advantage.
5. **Sustainability** Precise water and chemical metering has reduced water consumption by and cleaning chemical purchasing. The robotic scrubbers are durable and very easy to maintain.
6. **Data & Transparency** Cloud-connected fleets provide real-time dashboards showing coverage maps, run times, water/chemical usage, and area cleaned. This level of documentation has proven invaluable during audits and client inspections.

While initial capital investment is higher than traditional equipment, our payback period will consistently fall between 12 and 16 months, with ongoing annual savings exceeding $50,000–$80,000 per 40,000 sq ft of maintained space, depending on geography of the stores where these are placed.

In summary, Cenobots robotic floor scrubbers have moved from “emerging technology” to “standard best practice” in our operation. Any facility with more than 50,000 sq ft of hard-surface flooring that is still relying exclusively on manual (whether third party or in-house) or ride-on scrubbing is leaving significant efficiency, safety, and cost-saving opportunities on the table. I recommend the adoption of robotic floor scrubbers without reservation and would be happy to discuss our experience in greater detail or facilitate a site visit for any interested party.

Sincerely,

Kyle Montgomery

Manager of Operational Efficiency

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Weis Markets