



# K-12 EDUCATION PROGRAM

SURVIVING BUDGET CUTS AND ACCOMPLISHING MORE

**ProTeam**  
Cleaning for Health® Since 1987



**NEED TO  
ACCOMPLISH MORE  
IN LESS TIME?**  
*Look Inside.*



# K-12 EDUCATION PROGRAM

## Does Your Current Cleaning Routine Really Work?

Approximately 13 million school days and 10.1 million work days are missed each year due to asthma, according to the CDC National Center for Health Statistics. In schools, for example, students and faculty typically spend 85% to 90% of their time indoors (mostly at home and at school), and the concentration of pollutants indoors is typically higher than outdoors, sometimes by as much as 10 or even 100 times.

Many schools receive funding based on the actual number of students in desks, and they can't afford to lose any attendance due to indoor pollutants triggering asthma attacks. Evidence continues to mount demonstrating that indoor air quality (IAQ) directly impacts student academic performance and health.

- Health, attendance and academic performance can improve with increased maintenance.
- Schools with better physical conditions show improved academic performance, while schools with fewer janitorial staff and higher maintenance backlogs show poorer academic performance.

## FACT:

20% less pressure is felt on the body with the FlexFit® articulating harness vs. a standard harness.

Source: Auburn University, 2013. FlexiForce Sensor



## ADVANTAGES:

- ProTeam backpack vacuums clean more than **3 times faster** than commercial uprights and cordless backpack vacuums clean **5 times faster**.
- Backpack vacuuming is a faster, healthier, and more efficient way to clean. Time savings allow reallocation of work-force to other problem areas.
- Unique Four Level® Filtration capture and contain microscopic particulate.
- ProTeam vacuums are proven to help decrease allergy and asthma triggers in indoor environments.

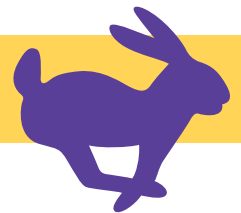
Source: <https://www.epa.gov/iaq-schools/why-indoor-air-quality-important-schools>  
<https://www.epa.gov/indoor-air-quality-iaq/schools-and-indoor-air-quality>



**1/2** the energy and effort to clean the same area as an upright.

Source – Battelle Memorial Institute, Ohio State University, Columbus, Ohio, 1998. Reviewed by Jim Fullmer, Certified Human Factors Professional, 2009.

## BACKPACK VACUUM CLEANER ROI ANALYSIS



### 100,000 SQ. FT. FACILITY

	TIME TO VACUUM	COST TO VACUUM*	MONTHLY COST	ANNUAL LABOR COST
ProTeam Backpack	10 Hrs	\$130.00	\$2,860	\$34,320
Single Motor 14" Upright	35 Hrs	\$455.00	\$10,011	\$120,120
<b>Annual Savings using a ProTeam Backpack Vacuum in a cleaning system versus a 14" upright: \$85,800</b>			<b>Annual Savings</b>	<b>\$85,800</b>

\*Using \$13.00/Hr Labor Rate

Source – ISSA 612 Cleaning Times ([www.issa.com](http://www.issa.com)) Used with permission.  
Source – Bureau of Labor Statistics (<http://www.bls.gov/ooh/>)

# RECOMMENDED PRODUCTS



THE RIGHT TOOL FOR THE RIGHT JOB

## SUPER COACH PRO® 6 & 10

- Fast and efficient
- Clean with less effort

## GOFREE® FLEX PRO

- Cordless efficiency
- Trip-free cleaning

## PROGEN®

- Durable
- Easy maintenance

## QUIETPRO® CN HEPA RUNNINGVAC®

- Low decibel
- Non-disruptive

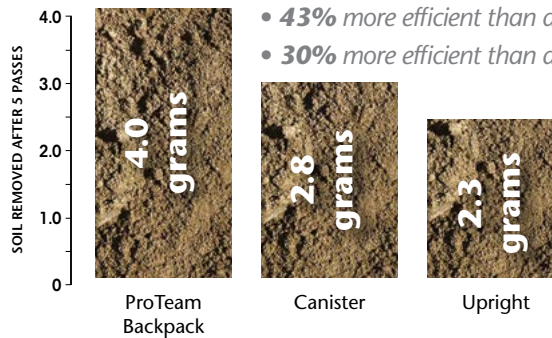
## PROGUARD® WET/DRY

- Ideal for floor stripping
- Maneuverable



## BACKPACK VACUUM CLEANER EFFICIENCY

In 5 passes, the ProTeam backpack vacuum is:



- 43% more efficient than a commercial upright vacuum.
- 30% more efficient than a canister in removing soil.

Source—  
Quality Environmental Services & Technologies, 1996; APC Filtration, Inc., 1996; An Evaluation of ProTeam's QuarterVac and CoachVac in a School Environment, Dr. Eric Brown, Cleaning Research International, UK, 1994



**CORDLESS CLEANING: 30% MORE EFFICIENT** and Help Keep Your Facility as Safe as Possible

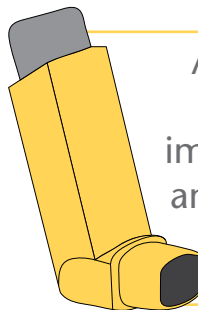
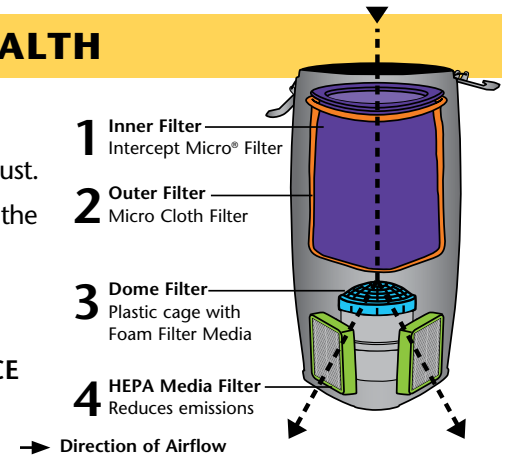
During a recent field-test with the GoFree Pro, cleaners shaved **1 to 1.5 hours** off vacuuming time in a 4-hour loop.

"Managing the vacuum cord becomes a body response," said Rex Morrison, 30-year industry veteran. "Every time you make a turn, you are 100% conscious of the dangers of catching your cord on obstacles. That's what takes the time up. It's not plugging in and unplugging - that's insignificant. It's constantly working with your cord and having the outlet dictate your path. With the GoFree Pro, you take the path of productivity that you choose."

Rex Morrison  
Professional School Cleaning Trainer

## CLEANING FOR HEALTH

- **CLEAN CARPET AND HARD SURFACES** without stirring up dust.
- **AIR STAYS CLEANER**, reducing the need to dust as often.
- **VACUUMS DESIGNED TO IMPROVE** indoor air quality.
- **LOW DECIBEL LEVELS REDUCE** noise pollution.



A recent review by Carnegie Mellon of five separate studies evaluating the impact of improved indoor air quality on asthma found an average **reduction of 38.5%** in asthma in buildings with improved air quality.

Source: A Capital E Report; Greening America's Schools Costs and Benefits, Gregory Kats



# K-12 EDUCATION PROGRAM



## PROOF POSITIVE

**Bob Wilmarth, Director of Facilities for East Greenwich Public Schools**

Eight years ago an Indoor Air Quality (IAQ) technician inspected the four elementary schools, middle school, and high school that comprise East Greenwich Public Schools in Rhode Island. She observed a lot of particulate matter in carpeted areas and warned school officials about the possible health impact. The IAQ technician made a recommendation based on her findings: switch to ProTeam® vacuum cleaners. This would reduce allergens and asthma triggers while creating a healthier and safer learning environment.

The school district made the switch. They now use ProTeam upright vacuums, the ProForce® 1500XP HEPA and the ProGen® 15, to clean carpeted areas, and ProTeam backpack vacuums, the Super Coach-Vac® HEPA and the Super Coach Pro® 10, for hard flooring. The cleaning staff had never worked with backpack vacuums before and was uncertain about the switch.

For Wilmarth, these efforts added up to creating a healthy learning environment for students. He has been heavily influenced by Rex Morrison's work with the nonprofit consortium Process Cleaning for Healthy Schools (PC4HS) and uses a hybrid of PC4HS, team cleaning, and traditional zone cleaning. This blend of styles works for Wilmarth's staff of 20 and keeps the health of the indoor environment a top priority.

*"If we are spreading germs while cleaning, that leads to less time with students in their seats," said Wilmarth. "It is my firm belief that the more students are in their seats with a high level of Indoor Air Quality and good lighting, the more learning takes place."*

## YEARLY COST OF OWNERSHIP

ProTeam vacuums have lower repair costs than other vacuums. (Reflects 2017 Prices)

PART	PROTEAM BACKPACK	SINGLE MOTOR UPRIGHT
Motor	\$39	\$54
Belts	\$0	\$16
Brush Roll	\$0	\$30
Motor Brushes	\$21	\$21
Bearings	\$0	\$3
Body Parts	Lifetime Warranty	\$60
Warranty	3 years	90 days
<b>Yearly Maintenance Cost</b>	<b>\$60</b>	<b>\$184</b>
Average Life (years)	7 years	1 year
Maintenance Cost (7 years)	\$420	\$1,288
<b>7 YEAR SAVINGS</b>	<b>\$868</b>	

Avg. 2 hr/5 days week



ProTeam, Intercept Micro, Cleaning for Health, Four Level, Super Coach Pro, ProGuard, QuietPro, GoFree, Team Cleaning, FlexFit and RunningVac are trademarks of ProTeam, Inc. © 2013-2017 ProTeam, Inc. All rights reserved.



The American Lung Association does not endorse product, device or service.



866.888.2168 proteam.emerson.com  
customerservice.proteam@emerson.com