



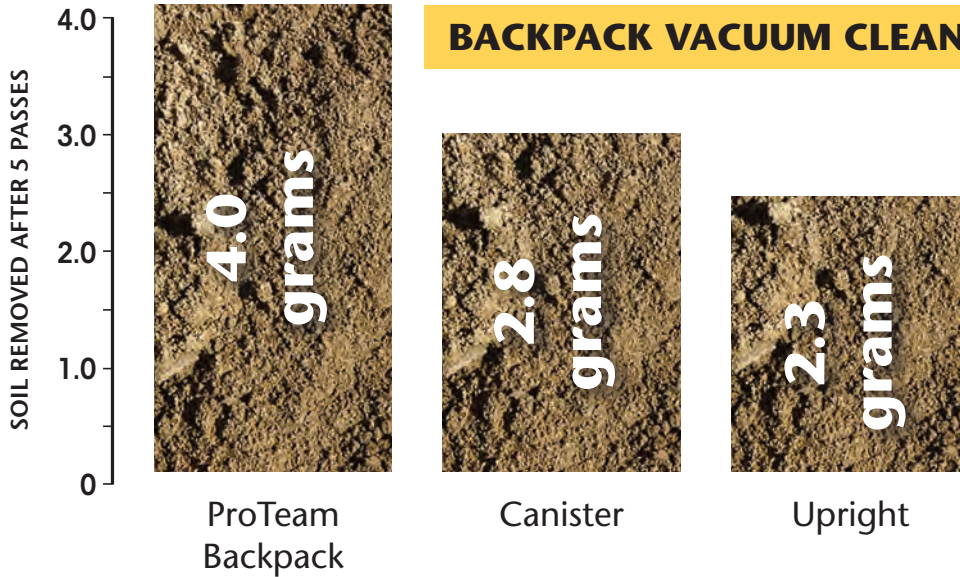
PRODUCTIVITY

HOW TO MAXIMIZE PRODUCTIVITY WHILE MAINTAINING OVERHEAD

ProTeam
Cleaning for Health® Since 1987



PRODUCTIVITY AND CLEANING FOR HEALTH



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

FACTS ABOUT PRODUCTIVE CLEANING

- When using the correct tools, ProTeam backpack vacuums clean 52% faster than a dust mop in crowded classrooms and congested areas.
- Vacuuming is a faster, healthier, and more efficient way to clean hard floors. Time savings allow reallocation of workforce to other problem areas.
- Dust mopping continually redistributes dirt and fine particulates on and into the floor, leaving scratches and dulling a high gloss finish.
- A cordless backpack vacuum increases efficiencies by saving approximately 1-1.5 hours per a 4 hour vacuum shift.
- Using ProTeam backpack vacuums reduces overall repair costs by up to 90%.

ERGONOMIC DESIGN: Fast and Easy to Use

The results of two studies by the Department of Surgery, Division of Orthopedics, at Ohio State University and the Battelle Memorial Institute, determined that the ease-of-use and ergonomic design of ProTeam backpacks allowed workers to vacuum more than twice the area in half the time with less fatigue and body strain (a figure backed by the ISSA official timetables for cleaning).

ProTeam Backpacks require less than half the energy and effort to clean the same area as an upright.



- Clean more carpet in a shorter amount of time due to the natural walking motion used.
- Avoid repetitive motion.
- Experience less body stress due to the use of large muscle groups.
- Increases efficiency.
- Minimize "hunching over" often associated with upright and canister vacuums.
- 20% less pressure is felt on the body with the FlexFit® articulating harness vs. a standard harness.*

*Source: Auburn University, 2013. FlexiForce Sensor

BACKPACK VACUUM SAVINGS



ANALYSIS OF LABOR TIME

The comparison chart below shows how many hours need to be allocated to vacuuming using different vacuum types in the square feet required to be cleaned.



TIME SPENT VACUUMING

VACUUM TYPE	2,500 SF	5,000 SF	10,000 SF	25,000 SF	100,000 SF	500,000 SF	1,000,000 SF
Single Motor Upright	52.5 Min	1.75 Hrs	3.5 Hrs	8.75 Hrs	35 Hrs	175 Hrs	350 Hrs
ProTeam Dual Motor Upright	46 Min	1.5 Hrs	3 Hrs	7.7 Hrs	30 Hrs	154 Hrs	308 Hrs
Tank Canister	1 Hr	2 Hrs	4 Hrs	10 Hrs	40 Hrs	200 Hrs	400 Hrs
ProTeam Speed Canister	22 Min	44 Min	1.5 Hrs	3.7 Hrs	15 Hrs	73 Hrs	147 Hrs
ProTeam Backpack	20.3 Min	40.5 Min	1.4 Hrs	3.4 Hrs	13.5 Hrs	67.5 Hrs	135 Hrs
ProTeam Backpack*	15 Min	30 Min	1 Hr	2.5 Hrs	10 Hrs	50 Hrs	100 Hrs
ProTeam Cordless Backpack**	14.2 Min	28.4 Min	56.7 Min	2.36 Hrs	9.45 Hrs	47.3 Hrs	94.5 Hrs
ProTeam Cordless Backpack***	10.5 Min	21 Min	42 Min	1.75 Hrs	7 Hrs	35 Hrs	70 Hrs

*Used in a Team Cleaning System

** Based on recent field tests

Sources— ISSA 612 Cleaning Times (www.issa.com). Used with permission.

***Used in a Team Cleaning System based on recent field tests

ANNUAL LABOR COSTS

2,500 SF Facility

	TIME TO VACUUM	COST TO VACUUM*	DAYS/YEAR	LABOR COST
ProTeam Backpack	15 Min	\$3.25	264	\$858
Single Motor Upright	53 Min	\$11.48	264	\$3,032
			Savings	\$2,174

10,000 SF Facility

	TIME TO VACUUM	COST TO VACUUM*	DAYS/YEAR	LABOR COST
ProTeam Backpack	1 Hr	\$13.00	264	\$3,432
Single Motor Upright	3.5 Hrs	\$45.50	264	\$12,012
			Savings	\$8,580

100,000 SF Facility

	TIME TO VACUUM	COST TO VACUUM*	DAYS/YEAR	LABOR COST
ProTeam Backpack	10 Hrs	\$130	264	\$34,320
Single Motor Upright	35 Hrs	\$455	264	\$120,120
			Savings	\$85,800

*Using \$13.00/Hr average wage
Source – Buereau of Labor Statistics
(<http://www.bls.gov/ooh/>)

**30%
MORE
EFFICIENT
WITH A
CORDLESS
BACKPACK.**

CASE STUDY

Marcis & Associates cleans the 2.4 million sq. ft M.D. Anderson building in Texas

- 15 Elevators – 30 seconds each
- 5 Elevator Landings – 2 min.
- 4 Building Entrances – 3 min.
- Cafeteria Common Area – 10 min.
- Skybridge Common Area – 10 min.

50% REDUCTION

Takes only 45.5 minutes to clean using the GoFree Flex Pro.



RETURN ON INVESTMENT

LABOR SAVINGS

50,000 SF Facility

	AVERAGE PRICE	TIME TO VACUUM	COST TO VACUUM*
ProTeam Backpack	\$404	5 Hrs	\$65
Single Motor Upright	\$225	17.5 Hrs	\$227.50
Difference	\$179	12.5 hrs	\$162.50

*Using \$13.00/Hr Labor Rate



Backpack Vacuum ROI Analysis

\$20 in savings every hour!

• **In fewer than 9 vacuuming hours**, you have recouped your additional investment required to purchase a backpack over an upright.

• **In fewer than 20 vacuuming hours**, you have recouped your entire investment required to purchase a backpack.



YEARLY COST OF OWNERSHIP

ProTeam vacuums have lower repair costs than other vacuums. **Compare your current vacuum parts and prices and see how much you can save!** (Reflects 2017 Prices)

PART	PROTEAM BACKPACK	PROTEAM SPEED CANISTER	SINGLE MOTOR UPRIGHT
Motor	\$39	\$39	\$54
Belts	\$0	\$0	\$16
Brush Roll	\$0	\$0	\$30
Motor Brushes	\$21	\$21	\$21
Bearings	\$0	\$0	\$3
Body Parts	Lifetime Warranty	Lifetime Warranty	\$60
Warranty	3 years	3 years	90 days
Average Life	7 years	7 years	1 year
Total	\$60	\$60	\$184

Avg. 2 hr/5 days week



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