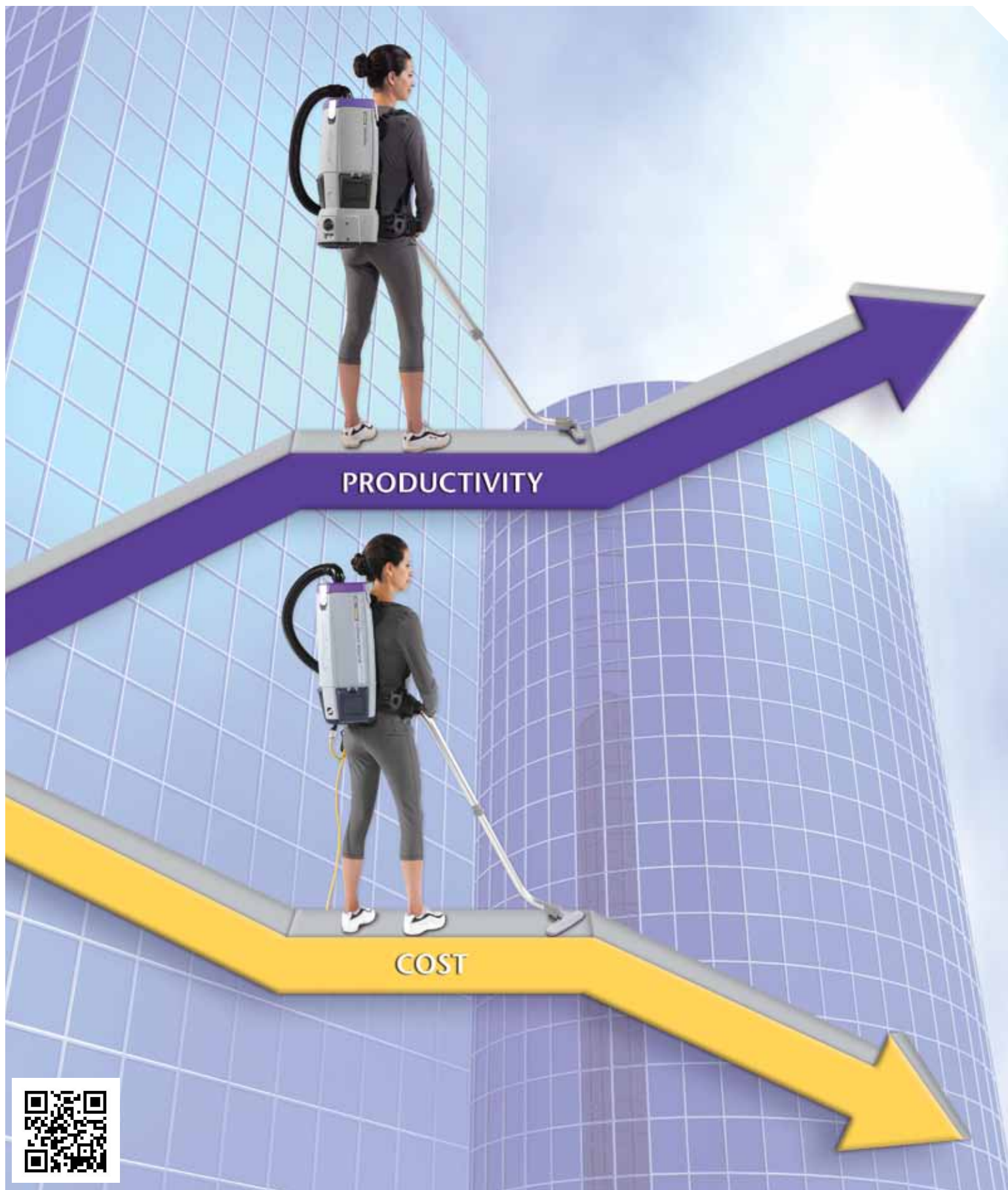




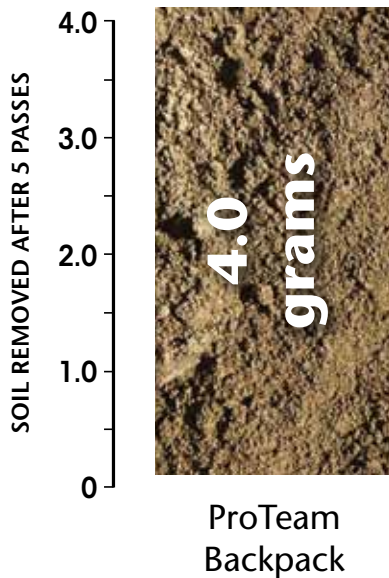
# PRODUCTIVITY

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.
- Dust bunnies reappear in 24 hours when a floor has been dust mopped as compared to 72 hours when cleaned with a ProTeam backpack vacuum.
- 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	15 Min	30 Min	1 Hr	2.5 Hrs	10 Hrs	50 Hrs	100 Hrs

\* ISSA 540 Cleaning Times

## ANNUAL LABOR COSTS

### 2,500 SF Facility

	TIME TO VACUUM	COST TO VACUUM*	DAYS/YEAR	LABOR COST
ProTeam Backpack	15 Min	\$2.00	264	\$528
Single Motor Upright	53 Min	\$7.07	264	\$1,866
		<b>Savings</b>		<b>\$1,338</b>

### 10,000 SF Facility

	TIME TO VACUUM	COST TO VACUUM*	DAYS/YEAR	LABOR COST
ProTeam Backpack	1 Hr	\$8.00	264	\$2,112
Single Motor Upright	3.5 Hrs	\$28.00	264	\$7,392
		<b>Savings</b>		<b>\$5,280</b>

### 100,000 SF Facility

	TIME TO VACUUM	COST TO VACUUM*	DAYS/YEAR	LABOR COST
ProTeam Backpack	10 Hrs	\$80.00	264	\$21,120
Single Motor Upright	35 Hrs	\$280.00	264	\$73,920
		<b>Savings</b>		<b>\$52,800</b>

\*Using \$8.00/hr average wage

## CASE STUDY

A large university realized more than  
**\$376,440**  
 in **annual labor savings** using  
 42 ProTeam backpack vacuums in their  
 cleaning operation!

Source— Dust Mopping Floors for Health & Efficiency Test, Colorado State University, 1998





# RETURN ON INVESTMENT

## LABOR SAVINGS

### 50,000 SF Facility

	AVERAGE PRICE	TIME TO VACUUM	COST TO VACUUM*
ProTeam Backpack	\$404	5 Hrs	\$40
Single Motor Upright	\$225	17.5 Hrs	\$140
Difference	<\$179>	12.5 hrs	\$100

\*Using \$8.00/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 2013 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
<b>Total</b>	<b>\$60</b>	<b>\$60</b>	<b>\$184</b>

Avg. 2 hr/5 days week



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