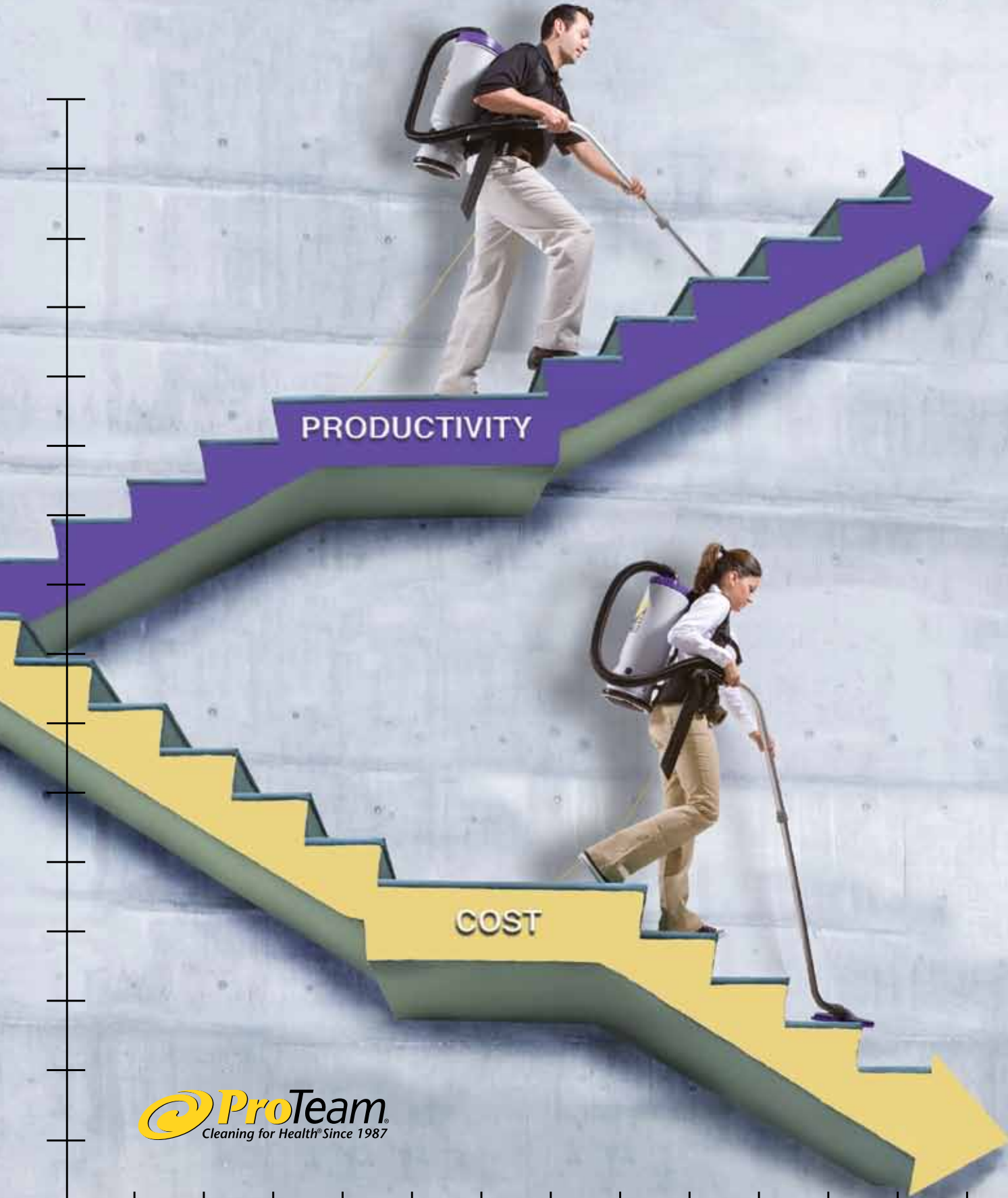


CLEANING FOR HEALTH AND PRODUCTIVITY

How to Maximize Productivity While Minimizing Your Overhead



PRODUCTIVITY

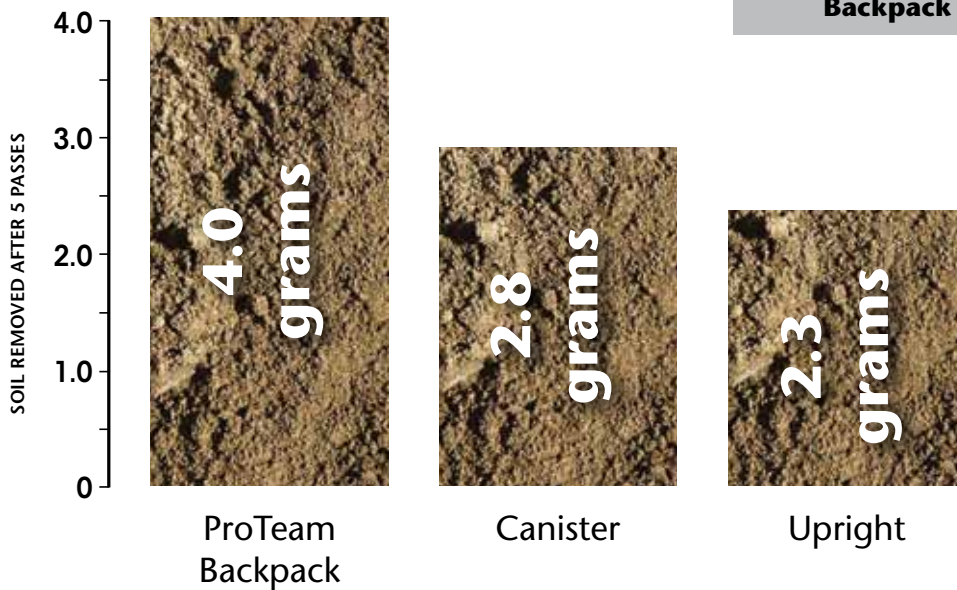
COST

 **ProTeam**
Cleaning for Health® Since 1987

PRO·DUC·TIV·I·TY:

– Noun

1. the quality of being productive or having the power to produce
2. the ratio of the quantity and quality of units produced to the labor per unit of time



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.

- Allow more carpet to be cleaned in a shorter amount of time due to the natural walking motion used
- Avoid repetitive motion
- Results in less body stress due to the use of large muscle groups
- Increases efficiency
- Minimizes "hunching over" often associated with upright and canister vacuums

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 Mtr 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 Mtr Upright	53 Min	\$7.07	264	\$1,866
			Savings	\$1,338

10,000 SF Facility

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

100,000 SF Facility

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

* Using \$8.00/hr average wage

Case Study

A large western university realized over
\$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

Backpack Vacuum ROI Analysis

50,000 SF Facility

	AVERAGE PRICE	TIME TO VACUUM	COST TO VACUUM*
ProTeam Backpack	\$375	5 Hrs	\$40
Single Motor Upright	\$225	17.5 Hrs	\$140
Difference	<\$150>	12.5 hrs	\$100.00

*Using \$8.00/Hr Labor Rate

\$20 in savings every hour!

- **In less than 8 vacuuming hours**, you have recouped your additional investment required to purchase a backpack over an upright.
- **In less than 19 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 2010 Prices)

PART	PROTEAM BACKPACK	PROTEAM SPEED CANISTER	AVERAGE UPRIGHT
Motor	\$31	\$37	\$25
Belts	\$0	\$0	\$6
Brush Roll	\$0	\$0	\$29
Brush Motor	\$0	\$0	\$72
Motor Brushes	\$40	\$40	\$40
Bearings	\$0	\$0	\$3
Body Parts	Lifetime Warranty	Lifetime Warranty	\$60
Warranty	3-Year	3-Year	90 days
Average Life	7 years	7 years	1 year
Total	\$71	\$77	\$235

FOR MORE INFORMATION ABOUT OUR COMPLETE LINE OF COMMERCIAL VACUUMS,

CALL (866) 888-2168 OR VISIT www.pro-team.com

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ProTeam, Inc., P.O. Box 7385 Boise, Idaho 83707

