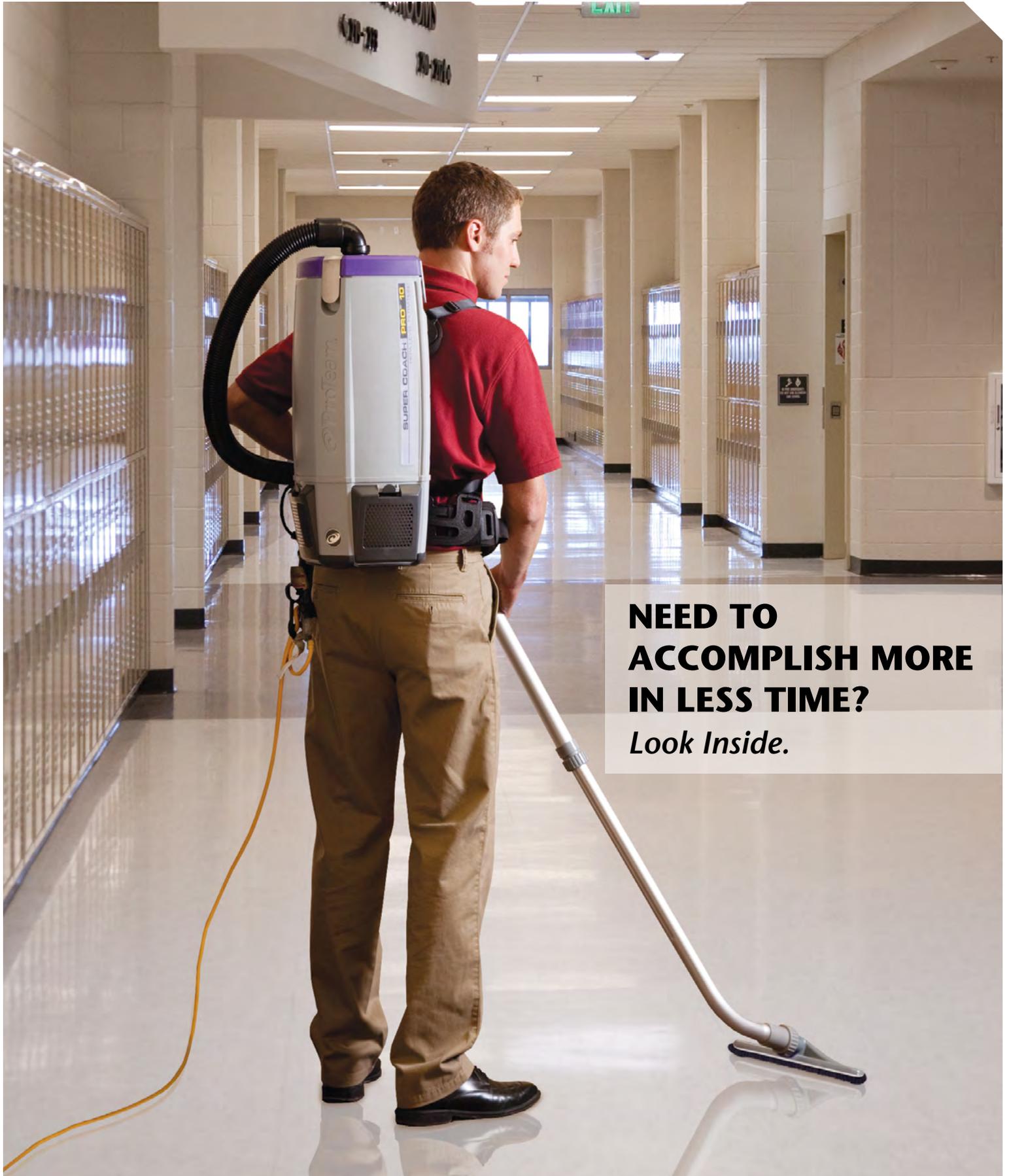




K-12 EDUCATION PROGRAM

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.
- Backpack vacuuming is a faster, healthier, and more efficient way to clean. Time savings allow reallocation of work-force to other problem areas.
- HEPA Filtration captures up to **99.97%** of all dirt 0.3 microns or larger.
- ProTeam vacuums are proven to help decrease allergy and asthma triggers in indoor environments.

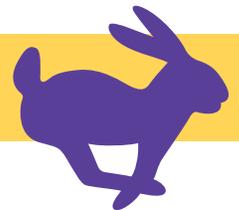
Source: US Environmental Protection Agency, "Indoor Air Quality," January 6, 2003. EPA, "Student Health and Academic Performance Quick Reference Guide", November 2012.



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	\$110.00	\$2,420	\$29,040
Single Motor 14" Upright	35 Hrs	\$385.00	\$8,470	\$101,640
Annual Savings using a ProTeam Backpack Vacuum in a cleaning system versus a 14" upright: \$72,600			Annual Savings	\$72,600

*Using \$11.00/Hr Labor Rate

Source – ISSA 612 Cleaning Times (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®

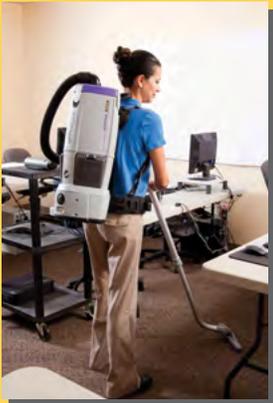
- Durable
- Easy maintenance

QUIETPRO® CN HEPA RUNNINGVAC®

- Low decibel
- Non-disruptive

PROGUARD® WET/DRY

- Ideal for floor stripping
- Maneuverable



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

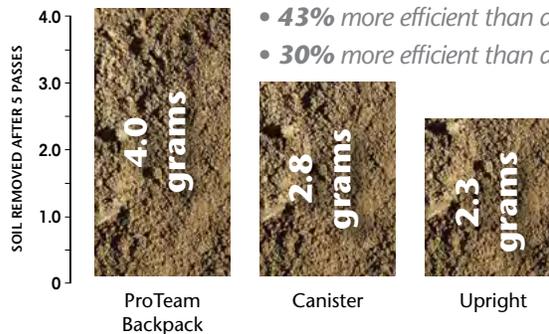
During a recent field-test with the GoFree Pro, cleaners shaved **1 to 1.5 hours** off vacuuming time in a 4-hour loop.

“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

BACKPACK VACUUM CLEANER EFFICIENCY

In 5 passes, the ProTeam backpack vacuum is:

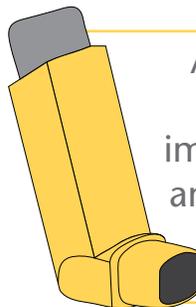
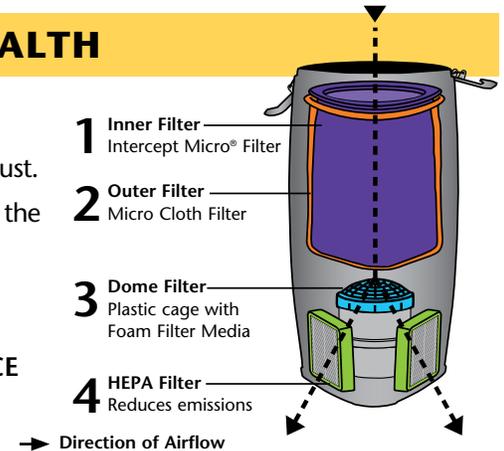


- **43%** more efficient than a commercial upright vacuum.
- **30%** more efficient than a canister in removing soil.

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

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

Danny Morfin, Custodial Supervisor for Wichita Public Schools

According to Custodial Supervisor Danny Morfin the district's focus on health sets the tone for the entire cleaning program motivating them to choose green products and renewable processes.

"Our primary objective is health," said Morfin. "When you have a healthy school, the appearance will follow, but if you focus on the appearance, you won't necessarily get a healthy clean."

Morfin has worked in professional cleaning for the last 35 years. When he joined Wichita Public Schools in 2007, they were using upright vacuums for 90 percent of cleaning and had just a few backpacks.

"I introduced the staff to the ProTeam Super Coach Pro 6 and asked them to try it out and make comparisons to their old uprights," said Morfin. "When I came back to pick up the demo units, they said, 'I want to keep this.'"

Now the Super Coach Pro® 6 makes up about 80 percent of a fleet of 250 vacuums. The custodial staff also uses ProForce® 1500XP HEPA uprights and GoFree® Pro cordless backpacks for specific tasks.

"We keep uprights at strategic locations in the building to do quick spot cleaning like vacuuming entryway matting or cleaning as needed in areas without a lot of obstacles," said Morfin. "In classrooms, open areas, libraries, and areas with obstacles to maneuver, the backpacks perform better."

"They are not high maintenance machines," said Morfin. "Each backpack is used for three to four hours a night, five nights a week, all year long. They are heavily used, but repair is minimal."

The GoFree® Pro cordless backpack vacuums have accompanied the project team that goes from school to school doing detail work and cleaning hard to reach areas.

YEARLY COST OF OWNERSHIP

ProTeam vacuums have lower repair costs than other vacuums. (Reflects 2015 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
Yearly Maintenance Cost	\$60	\$184
Average Life (years)	7 years	1 year
Maintenance Cost (7 years)	\$420	\$1,288
7 YEAR SAVINGS	\$868	

Avg. 2 hr/5 days week



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The American Lung Association and ProTeam are partners in an educational campaign about Indoor Air Quality issues. The American Lung Association does not endorse products.



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