



HIGHER EDUCATION PROGRAM

SURVIVING BUDGET CUTS. ACCOMPLISHING MORE IN THE SAME TIME.

ProTeam
Cleaning for Health® Since 1987



**ARE YOU READY TO
SAVE TIME?
SAVE MONEY?
FOCUS ON CLEANING FOR HEALTH®?
TAKE A LOOK INSIDE.**



COLLEGES & UNIVERSITIES

Does Your Current Cleaning Routine Save You Time and Money?

The public's perception of an education institution is strongly influenced by the appearance of a clean, safe and appealing environment. More importantly, it is vital to maintain a pristine environment with improved air quality for the health and safety of everyone.

Dollar for dollar, cleanliness might be the most powerful tool to maximize a healthy, learning environment. The benefits of removing germs and bacteria can lead to decreased student and faculty absences and increased education.

ProTeam offers the right tools for the right job. ProTeam vacuums are quiet, versatile, compact, and easy to maneuver. ProTeam's Four Level® Filtration and HEPA Level Filtration™ are proven to help decrease allergy and asthma triggers in indoor environments. Whether you are cleaning large areas or small, hard surfaces or carpet, ProTeam vacuums save time and money and focus on Cleaning for Health®.

FACT:

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



Source: Auburn University, 2013. FlexiForce Sensor



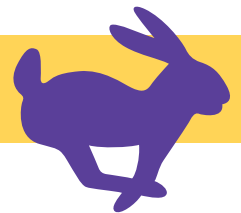
1/2 the energy and effort to clean the same area as an upright.

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

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.
- When using the correct tools, ProTeam backpack vacuums clean 52% faster than a dust mop in crowded classrooms and congested areas.
- 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.

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

YEARLY COST OF OWNERSHIP

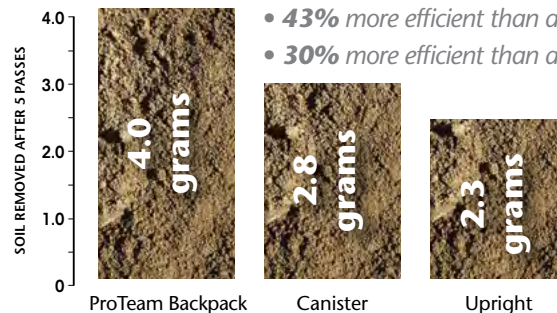
ProTeam vacuums have lower repair costs than other vacuums. (Reflects 2015 Prices)

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

BACKPACK VACUUM CLEANER EFFICIENCY

In 5 passes, the ProTeam backpack vacuum is:

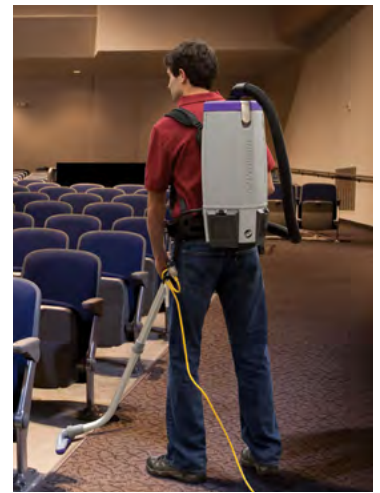


- 43% more efficient than a commercial upright vacuum.
- 30% more efficient than a canister in removing soil.

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



HIGHER EDUCATION PROGRAM



ProTeam's lineup includes powerful high filtration vacuums that increase productivity and effectively cover large open areas as well as maneuver classrooms and auditoriums. The results are cleaner air and a better environment.

PROOF POSITIVE

Todd Stoneking, Custodial Supervisor for University of Utah

Todd Stoneking has been a supervisor for the custodial department of the University of Utah for the last eight years. The university's facilities include a broad range of cleaning challenges. From century-old buildings to brand new ones, every square foot must be maintained to a high standard in spite of heavy usage.

Combining zone cleaning by day and a modified team cleaning system at night, Stoneking, and four other supervisors use every trick in the book to make sure that the diverse demands of each building are met, including adopting one of the latest innovations in cleaning - battery-powered backpack vacuums from ProTeam. Their three GoFree Pro cordless backpacks have helped manage the different cleaning challenges on campus.

The campus library serves one and a half million patrons a year, making it one of the highest traffic buildings on campus. A standard backpack vacuum cord is 50 feet long, but each row of books in the library is over 50 feet long. Before the cordless backpack vacuums, it was impossible for a custodian to clean down a single aisle in the library without stopping to change outlets.

"We did a field test with the GoFree Pro, and the crew came back and said they cut their vacuuming time in half. The employees told me, 'We want this vacuum, you can't have it back,'" said Stoneking. "We bought our first one after that test."

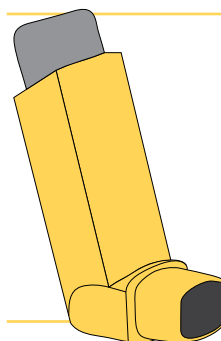
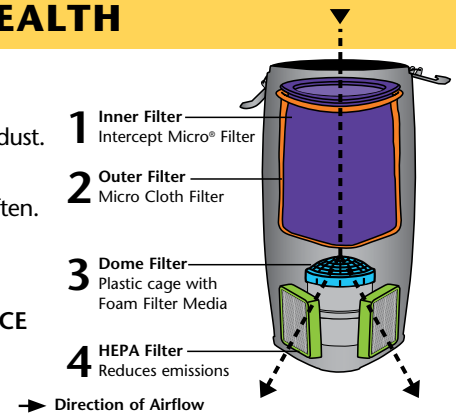
In the university's lecture-style classrooms, chairs on posts are arranged on semi-circular tiers.

"They were spending two to three hours a day cleaning those classrooms. They have cut that back to do it with one battery charge," said Stoneking. "They've been very impressed with the GoFree in that building."

"Health is the biggest reason we clean, but we also want someone to walk in and think, 'Oh, how nice this looks,'" said Stoneking. "If we didn't have ProTeam, we would have to do a lot more work. There are a lot of other vacuums on the market, but they are all copies of ProTeam. I don't know how we did it before we had ProTeam backpacks, I really don't."

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



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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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