



# 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.

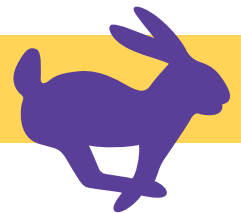
Source: US Environmental Protection Agency, "Indoor Air Quality," January 6, 2003. EPA, "Student Health and Academic Performance Quick Reference Guide", November 2012.



**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	LABOR COST
ProTeam Backpack	10 Hrs	\$80.00	\$1,760	\$21,120
Single Motor 14" Upright	35 Hrs	\$280.00	\$6,160	\$73,920
<b>Annual Savings using a ProTeam Backpack Vacuum in a cleaning system versus a 14" upright: \$52,800</b>			<b>Annual Savings</b>	<b>\$52,800</b>

\*Using \$8.00/Hr Labor Rate

Source – ISSA 540 Cleaning Times (www.issa.com) Used with permission.

# RECOMMENDED PRODUCTS

THE RIGHT TOOL FOR THE RIGHT JOB



### SUPER COACH PRO® 6 & 10

- Fast and efficient
- Clean with less effort



### GOFREE® PRO

- Cordless efficiency
- Trip-free cleaning



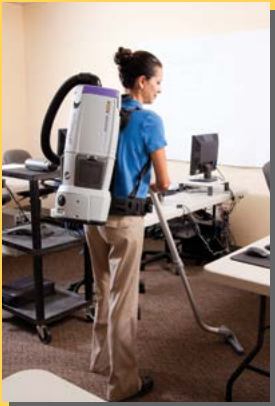
### QUIETPRO® CN HEPA RUNNINGVAC®

- 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

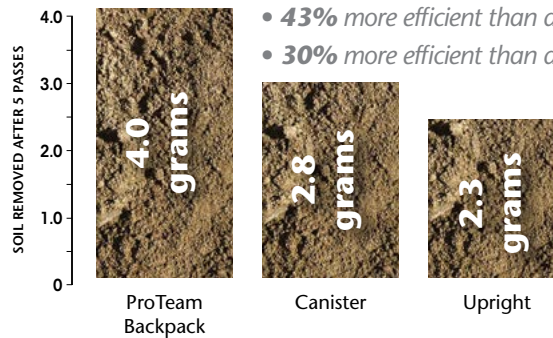
During a recent field-test with the GoFree Pro, cleaners shaved **1 to 1.5 hours** off vacuuming time in a 4-hour loop.

"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  
Director, Process Cleaning for Healthy Schools Consortium, Inc.

## BACKPACK VACUUM CLEANER EFFICIENCY

In 5 passes, the ProTeam backpack vacuum is:

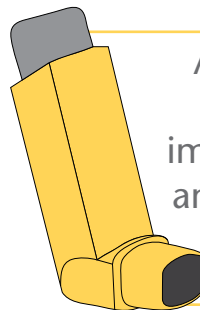
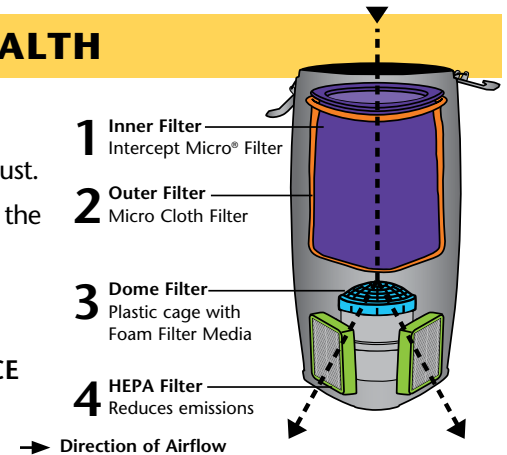


- **43%** more efficient than a commercial upright vacuum.
- **30%** more efficient than a canister in removing soil.

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



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## PROOF POSITIVE

**Tony Almeida, Area Supervisor for Custodial Services for Elk Grove Unified School District, CA**

*"We have to do Team Cleaning® in order to stay up to pace," said Almeida of the standardized cleaning system they have used since 2004, which includes high-efficiency backpack vacuums. "We did testing and found that we could clean four to five classrooms per hour with an upright vacuum and 11 classrooms per hour with a backpack vacuum."*

*With the time saved by using backpack vacuums, Almeida and his staff of 220 custodians and about 70 active subs are able to do preventative maintenance throughout the school year, reducing the amount of work left to do over summer break.*

*"It is a huge, huge time-saver," said Almeida. "We've had some budget cuts and staffing reductions over the years, but we don't really notice a difference. The cleaning is there."*

*Almeida said that the greatest challenge with Team Cleaning was changing the culture. At first, his custodians were resistant to systematized cleaning, because they were afraid of accountability. His crew battled using backpack vacuums for a year with various physical complaints. Almeida responded with series of trainings, including one where he brought in impartial outside parties to evaluate the physical impact of wearing a backpack vacuum.*

*Today Elk Grove USD has an extensive fleet of backpack vacuums.*

## YEARLY COST OF OWNERSHIP

ProTeam vacuums have lower repair costs than other vacuums. (Reflects 2013 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
<b>Yearly Maintenance Cost</b>	<b>\$60</b>	<b>\$184</b>
Average Life (years)	7 years	1 year
Maintenance Cost (7 years)	\$420	\$1,288
<b>7 YEAR SAVINGS</b>		<b>\$868</b>

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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