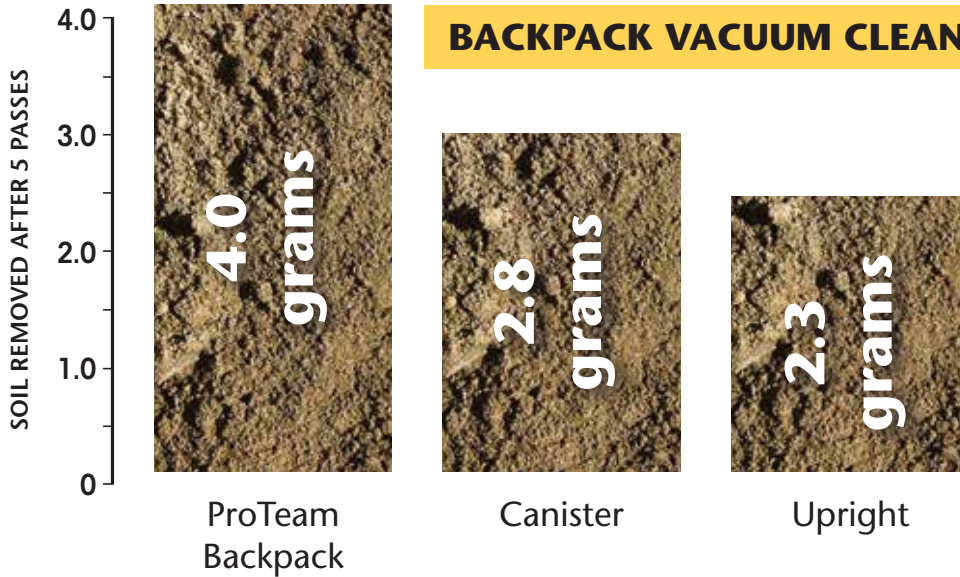


PRODUCTIVITY AND CLEANING FOR HEALTH



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.
- A cordless backpack vacuum increases efficiencies by saving approximately 1-1.5 hours per a 4 hour vacuum shift.
- 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 | 20.3 Min | 40.5 Min | 1.4 Hrs | 3.4 Hrs | 13.5 Hrs | 67.5 Hrs | 135 Hrs |
| ProTeam Backpack* | 15 Min | 30 Min | 1 Hr | 2.5 Hrs | 10 Hrs | 50 Hrs | 100 Hrs |
| ProTeam Cordless Backpack** | 14.2 Min | 28.4 Min | 56.7 Min | 2.36 Hrs | 9.45 Hrs | 47.3 Hrs | 94.5 Hrs |
| ProTeam Cordless Backpack*** | 10.5 Min | 21 Min | 42 Min | 1.75 Hrs | 7 Hrs | 35 Hrs | 70 Hrs |

*Used in a Team Cleaning System ** Based on recent field tests
 ***Used in a Team Cleaning System based on recent field tests

Sources— ISSA 540 Cleaning Times (www.issa.com). Used with permission.

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 |
| 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 Motor 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 Motor Upright | 35 Hrs | \$280.00 | 264 | \$73,920 |
| Savings | | | | \$52,800 |

*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

**30%
 MORE
 EFFICIENT
 WITH A
 CORDLESS
 BACKPACK.**



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 2014 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 |
| Total | \$60 | \$60 | \$184 |

Avg. 2 hr/5 days week



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