

## ANALYSIS OF LABOR COSTS

### What a mere five minutes lost each day costs in annual labor dollars

Hourly Rate	5 Employees	10 Employees	25 Employees	50 Employees	100 Employees	250 Employees
\$6.00	\$ 762	\$ 1,524	\$ 3,810	\$ 7,620	\$15,240	\$38,100
8.00	1,016	2,032	5,080	10,160	20,320	50,800
10.00	1,270	2,540	6,350	12,700	25,400	63,500
12.00	1,524	3,048	7,620	15,240	30,480	76,200
14.00	1,778	3,556	8,890	17,780	35,560	88,900
16.00	2,032	4,064	10,160	20,320	40,640	101,600

Based on 254 working days per year and 20% for overhead cost, including F.I.C.A., Federal and State Unemployment Taxes and Worker's Compensation and Insurance.

## ANALYSIS OF BACK PACK VACUUM SAVINGS

### Case Study: ABS Services

Carpet Size: 100,000 sq. ft.  
 Labor Rate: \$8.00/hour  
 Months: 12  
 Monthly Work Days: 22

	Sq. Ft. Per Hour	Daily Cost	Monthly Cost	Annual Cost
14" Upright	2,857	\$ 280	\$ 6,160	\$ 73,920
Canister w/14" Tool	7,059	113	2,493	29,919
Triple S Back Pack w/14" Tool	10,000	80	1,760	21,120

### ANNUAL SAVINGS

using a Triple S Back pack Vacuum versus a 14" Upright  
**\$52,800 or 71%!**

### ANNUAL SAVINGS

using a Triple S Back pack Vacuum versus a Canister w/14" Tool  
**\$8,799 or 29%!**

**SSS TRIPLE S**  
 NATIONWIDE  
 SANITARY SOLUTIONS  
 1-800-323-2251  
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# Clean

Back pack vacuums are proven to increase labor efficiencies and savings

# Healthy

Proper vacuuming improves indoor air quality

# Happy

Ergonomic design results in less body fatigue and stress



## FACTS TO KNOW ABOUT INDOOR AIR QUALITY

### Carpets

Daily vacuuming is more important than interim deep cleaning methods.

- Dry soil is abrasive; it cuts into carpet fibers—dulling appearance and reducing longevity.
- Carpet can hold more than its weight in soil.
- 70–80% of dust, dirt, and grime is tracked into a building from outside.
- 30% of dirt is deposited in the first 3 feet, while 90% is tracked in the first 25 feet.
- Carpet soil consists of 85–95% dry soil and 5–15% oily soil.
- Carpet has a high surface area and acts as an organic dust sink holding bio-contaminants and allergens.

### Hard Floors

Vacuuming is a faster, healthier, and more efficient way to clean hard floors.

- The Triple S back pack cleans 52% faster than a dust mop in congested areas.
- Traditional dust mopping requires extensive time and training.
- Dust and dirt are contained within the Four Stage Filtration in Triple S vacuums.
- Messy cleanup, laundering and rental costs are eliminated.
- Dust mopping 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, 72 hours when cleaned with a Triple S back pack vacuum.

Sources—  
Carpet and Rug Institute, Dalton GA; ISSA: International Sanitary Supply Association; IIREC: Institute of Inspection Cleaning and Restoration; Dust Mopping Floors for Health and Efficiency Test, Colorado State University, 1998.

## INDOOR ALLERGENS AND MICROORGANISMS

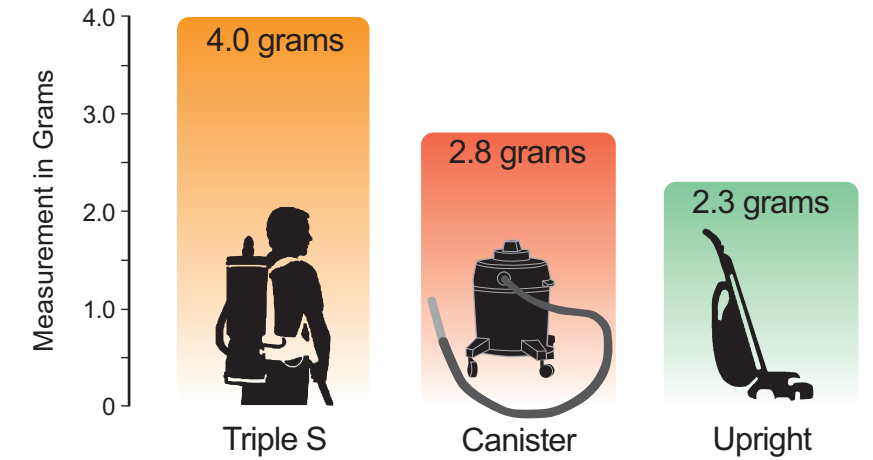


- Cleaning is a critical ingredient in maintaining a healthy building.
- Dust contains dirt, textile fibers, pollen, hair flakes, residue from cleaning chemicals and household products, decaying organic matter, dust mites, bacteria, fungi, viruses, and a variety of other contaminants.
- When contaminants are removed or minimized through cleaning, human exposures and risks are reduced.

**Many viruses use dust particles as rafts to ride the air.**

## SOIL REMOVAL

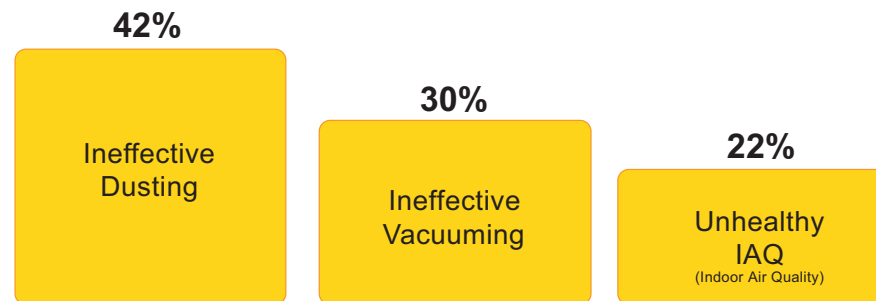
- In 5 passes, the Triple S back pack vacuum is –
- 43% more efficient than a commercial upright vacuum and
  - 30% more efficient than a canister in removing soil.\*\*



\*\* Soil removed does not include carpet fiber

## PROTECT INDOOR AIR QUALITY

### Customer Complaints in Office Environments

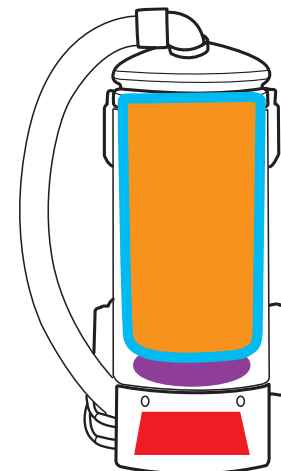


Some upright vacuums reintroduce dust, fungus and spores into the air through the action of the beater bar or through inefficient filter bags.

Sources—  
“Indoor Allergens: Assessing and Controlling Adverse Health Effects”, Educational Committee on the Health Effects of Indoor Allergens. Division of Health Promotion and Disease Prevention. *National Academy Press*, Washington, D.C. pp 37-39, 86-117, 222-225; *Cleaning and Maintenance Management*, 1998; *Protecting the Built Environment, Cleaning for Health*, Michael A. Berry, Ph.D. Tricomm 21st Press, Chapel Hill, NC. 1993; Science Illustrated

## TRIPLE S FOUR STAGE FILTRATION

Now with HEPA, the most powerful back pack vacuums on the market have 6 or 10 quart filter capacity designed to handle high square-footage areas that require the utmost cleanliness. HEPA filter works in concert with an advanced Four Stage Filtration system (including organically treated Triple S Micro Filters) to capture 99.97% of airborne particles .3 micron or larger which meets HEPA filtration levels.



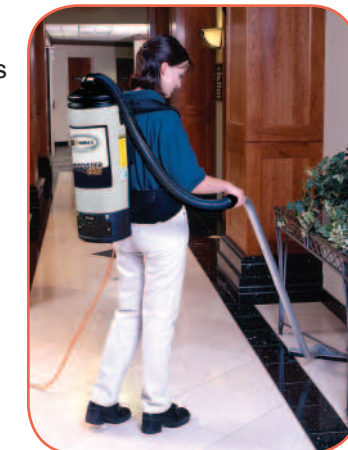
- 2-Ply Micro Filter Bag
- Micro Cloth Filter
- HEPA Dome Filter
- Exhaust Filter

## ERGONOMIC DESIGN – FAST AND EASY TO USE

Triple S back pack vacuum cleaners’ ergonomic design allow workers to vacuum more than twice the area in half the time with less fatigue and body strain.

(The results of two studies by the Department of Surgery, Division of Orthopedics, at Ohio State University and the Battelle Memorial Institute. A figure backed by the ISSA official timetables for cleaning).

- Less body stress
- Increased efficiency
- Minimizes the “hunching over” often associated with upright vacuums
- Allow more carpet to be cleaned in a shorter amount of time due to the natural walking motion used
- Avoid repetitive motion



**Requires less than half the energy and effort to clean the same area as compared to an upright.**



### Carpet and Rug Institute Approved

Triple S vacuums vastly exceed the stringent requirements for soil removal, dust containment and carpet appearance retention.