

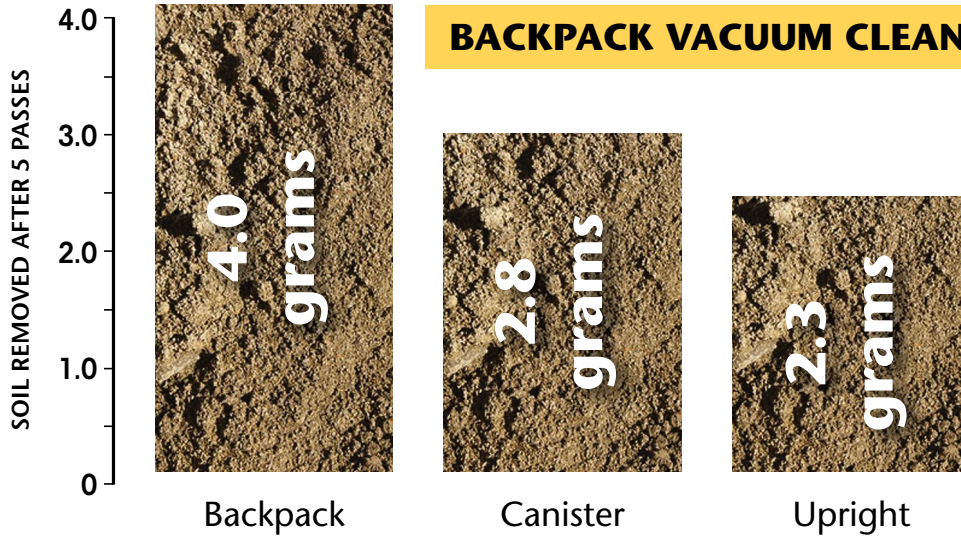


PRODUCTIVITY

HOW TO MAXIMIZE PRODUCTIVITY WHILE MAINTAINING OVERHEAD



PRODUCTIVITY AND CLEANING FOR HEALTH



BACKPACK VACUUM CLEANER EFFICIENCY

In 5 passes, the 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, 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 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 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).

**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
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
Speed Canister	22 Min	44 Min	1.5 Hrs	3.7 Hrs	15 Hrs	73 Hrs	147 Hrs
Tailwind 1000H Backpack	20.3 Min	40.5 Min	1.4 Hrs	3.4 Hrs	13.5 Hrs	67.5 Hrs	135 Hrs
Tailwind 1000H Backpack*	15 Min	30 Min	1 Hr	2.5 Hrs	10 Hrs	50 Hrs	100 Hrs
Cordless Backpack**	14.2 Min	28.4 Min	56.7 Min	2.36 Hrs	9.45 Hrs	47.3 Hrs	94.5 Hrs
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
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Sources— ISSA 612 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
Tailwind 1000H Backpack	15 Min	\$2.75	264	\$726
Single Motor Upright	53 Min	\$9.72	264	\$2,566
			Savings	\$1,840

10,000 SF Facility

	TIME TO VACUUM	COST TO VACUUM*	DAYS/YEAR	LABOR COST
Tailwind 1000H Backpack	1 Hr	\$11.00	264	\$2,904
Single Motor Upright	3.5 Hrs	\$38.50	264	\$10,164
			Savings	\$7,260

100,000 SF Facility

	TIME TO VACUUM	COST TO VACUUM*	DAYS/YEAR	LABOR COST
Tailwind 1000H Backpack	10 Hrs	\$110.00	264	\$29,040
Single Motor Upright	35 Hrs	\$385.00	264	\$101,640
			Savings	\$72,600

*Using \$11.00/Hr average wage
 Source – Bureau of Labor Statistics
 (http://www.bls.gov/ooh/)

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

CASE STUDY

A large university realized more than
\$376,440
 in **annual labor savings** using
 42 backpack vacuums in their cleaning
 operation!

Source— Dust Mopping Floors for Health & Efficiency Test, Colorado State University, 1998



RETURN ON INVESTMENT

LABOR SAVINGS

50,000 SF Facility

	AVERAGE PRICE	TIME TO VACUUM	COST TO VACUUM*
Tailwind 1000H Backpack	\$404	5 Hrs	\$55
Single Motor Upright	\$225	17.5 Hrs	\$192.50
Difference	<\$179>	12.5 hrs	\$137.50

*Using \$11.00/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

Tailwind vacuums have lower repair costs than other vacuums. **Compare your current vacuum parts and prices and see how much you can save!** (Reflects 2015 Prices)

PART	TAILWIND BACKPACK	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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