



The power of Kaivac through testimonials

When selecting a new product, especially online, there is probably nothing more powerful in influencing a buying decision than reading the reviews of others who have purchased the same product.

Whether the reviewers are ecstatic or seriously disappointed with the merchandise, their comments have proven to be a valuable resource for many consumers.

Following are three reviews from three different educational systems about their experiences with the Kaivac No-Touch Cleaning™ System. These comments are based on actual interviews and have been formatted and condensed for use here.

A faster and more professional way to clean

The first time we saw our new athletic building, it was covered with dust and dirt. Due to the new construction, everything was filthy.

Typically, we would clean up after new construction projects with brooms, vacuums, mops and buckets, and cleaning cloths. I told the school administrators we needed to find a faster, more thorough way to clean that could also handle a variety of other cleaning jobs like restrooms, stairs, floors and lunchrooms. I told them about the Kaivac No-Touch Cleaning™ System, and they said I could buy one.

We started using the Kaivac system in the new pool area, then the locker rooms, and in



around the bathroom fixtures, walls, and then the floors. All the dirt washed away. It was so much faster than hand scrubbing.

I've been a custodian for 14 years. For most of that time, cleaning equipment didn't change very much. However, the Kaivac has changed everything. It's simply a much more thorough way to clean.

— Melinda Jackson, custodial director at Mount Vernon Middle School, Fortville, IN

Even our pastor likes the Kaivac

After we added a new wing of classrooms, we assumed we would need to hire another custodian. But, that was before we knew about the Kaivac No-Touch Cleaning™ System.

I saw the Kaivac No-Touch Cleaning System demonstrated and convinced the school board that the machine would not only save us time and money but be a healthier way to clean as well. They agreed and we purchased one.

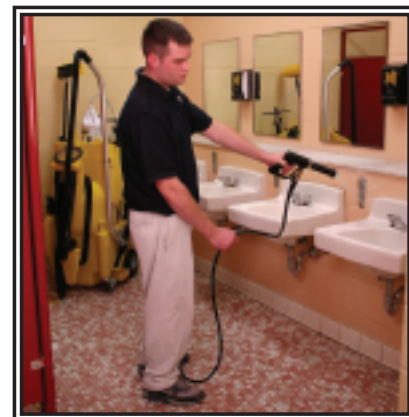
It used to take 40 minutes for one of our custodians to clean each of the school's six restrooms, a total of four hours per night. With the Kaivac, we cut that in half, down to just under 20 minutes for each restroom.

Additionally, we no longer need to touch toilets, urinals, soiled mop heads or lift heavy buckets. We just apply cleaning solution to restroom surfaces using the machine, vacuum up the solution, and we're done. It's healthier, faster, and more thorough. Even our pastor likes the Kaivac system and the way it cleans.

— Dean Benoit, head of the maintenance department at Maternity B.V.M., a religious school in Philadelphia, PA

Clean like a professional

Here at West Point Military Academy, we must regularly file a Performance Work Statement (PWS) covering the school's cleaning and maintenance duties. It's used for two purposes: First, it lists the cleaning



requirements of the academy, and second, it's used by private contractors to bid on the school's cleaning needs.

This means that if a private contractor can clean the school for less money, the academy's custodial staff may lose their jobs. So we have to always look for new tools that can help improve our productivity and keep our labor costs down.

A few years back, we purchased 33 Kaivac No-Touch Cleaning™ Systems, believing they would not only improve productivity and keep cleaning costs down but also be a more effective way to clean restrooms and showers. The no-touch system is a much more thorough way to clean and is definitely faster. It helped us keep our jobs.

The private contractors bidding on the school's cleaning usually base their bids on traditional restroom cleaning systems — sprayers, cloths, buckets and mops. But, these take more time than Kaivac's no-touch system.

And there was an unexpected benefit as well. We didn't realize how much our custodians disliked getting on their hands and knees to clean restroom fixtures. With the Kaivac system, our people stand up and clean like professionals.

— Don Mann, custodial engineer at West Point Military Academy, West Point, NY

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