



Kaivac Helps Save West Point Jobs

West Point Military Academy, located 50 miles north of New York City, must regularly file a Performance Work Statement (PWS) covering the 200-year-old facility's cleaning and maintenance duties.

"The PWS is used for two purposes," notes Don Mann, an engineer at the school. "First, it lists the cleaning requirements of the Academy, and second, it is used by private contractors to bid on the school's cleaning needs."

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



In 2001, Mann purchased 33 KaiVac No-Touch Cleaning™ systems believing they would not only improve productivity and keep cleaning costs down, but also prove to be an effective way to clean the Academy's restrooms and showers—used by about 4,000 cadets as well as the school's staff.

“The KaiVac machines are definitely more thorough and a faster way to clean,” says Mann. “And they helped us keep jobs.”

Mann says that the private contractors bidding on the school’s cleaning were basing their bids on traditional restroom cleaning systems—sprayers, cloths, and mops—which, according to the International Sanitary Supply Association, Inc., takes as much as 60 percent more time than Kaivac’s no-touch system.

“There were unexpected benefits as well,” says Mann. “We didn’t realize how much our custodians disliked getting on their hands and knees to clean the latrines. With the KaiVacs our people can stand up and clean like professionals.”

For more information about Kaivac and No-Touch Cleaning, visit www.kaivac.com or call 513-887-4600