



CASE STUDY:  
**PUBLIC SCHOOL SYSTEM**

# SPHERGO<sup>®</sup> KITS

featuring *Microworks<sup>®</sup>*

**THE PRODUCT** The revolutionary ball-grip design of the SPHERGO<sup>®</sup> Surface Cleaning System is ergonomically engineered to reduce stress on the wrist when cleaning flat surfaces, both horizontal and vertical. The addition of telescoping and extender poles also reduces strain on backs and shoulders.

**THE BENEFIT** The result is a total surface care solution that is easier to use and makes cleaning go faster. It also reduces repetitive motion injury and extends careers for maintenance staff. Its return on investment is realized not only in more efficient cleaning, but in savings from reduced sick days and lower medical costs.

**THE SALE** **Robb Cannady**, sales representative in South Carolina with Buckley & Associates, set his sights on a large school system, with more than a dozen individual school buildings, plus eight regional managers whose buy-in was needed. Each building has its own maintenance staff and cleaning needs, requiring more than a one-size-fits-all solution.

Robb demonstrated how all the pieces in the SPHERGO kit work together for fully customizable, ergonomically friendly cleaning, whether by hand or using one of the pole adapters. He also showed how it quickly scales down to easily fit on cleaning carts.

The kit's 11-inch pad was particularly appealing to school officials because of its versatility and effectiveness on a variety of school surfaces. For example, when grasping the ball grip by hand, they immediately saw how much faster cafeteria tables could be wiped down with disinfectant between lunch periods. With as many as a dozen meal seatings in a single day at some of the busiest schools, the time savings was eye-opening. Additional applications on white boards, desks, tables, window sills, and scuffs on hall and gym floors made the appeal of the kit undeniable.

**THE FUTURE** The district's panel of regional managers ordered enough kits so that every building would have two or three, depending on size. During the school year, they purchased even more so each building would be fully stocked. SPHERGO is now the district-wide cleaning system of choice.

## EACH SPHERGO<sup>®</sup> STARTER KIT INCLUDES:

- 62-inch telescoping aluminum handle with socket
- 24-inch extended reach pole with socket
- One large surface cleaning tool
- One medium surface cleaning tool
- Three large Microworks<sup>®</sup> flat pads
- Three medium Microworks<sup>®</sup> flat pads
- Three medium Microworks<sup>®</sup> flat specialty pads



**HOSPECO**  
CLEAN • PROTECT

**Robb says:**

*"This is a much less expensive product than what they were using before. That gets us in the door, but the capabilities of the kit are what make it easy to sell."*