



“Piedmont Triad Manufacturing Facility News You Can Use!”

Request for Janitorial Service Proposals – *It's In the Details!*

Many Plant Facility Managers need help when considering how to get janitorial contractors to submit proposals but when done right can put your organization on the fast track to acquire the best fit for this vitally important service while saving them a mountain of headaches and regrets when they realize they picked the wrong one. Some simply accept the lowest bid without asking the right questions that could have put them in the driver's seat in making their selection process simple and more likely to be the last time they ever have to do it. So we have compiled the following steps to ensure your next bidding process is done right...

- Always start with a clearly defined Scope Of Work. This document lays out in detail what you want your janitorial service to include and how often it should be done. Neglecting to do this will ensure you get low bids but for inadequate services;
- Compile a thorough RFP means asking the right questions: What is your company's SSIC or NAICS code? D&B number? Years in business? What legal structure? Describe your employee selection process? How do you monitor their performance? What methods and initiative programs to ensure employee retention? What differentiates your company from your competitors? Total revenues for last 3 years? (these are just a few of a more complete list of questions that you can find by going to our website and click “Free Consumer Guide”);
- Require that submissions include a detailed pricing breakdown spreadsheet that you create to include such things as labor costs, costs of benefits, training, supervision, overhead, consumables and supplies;
- Structure and define your selection process including deadlines, contact information, internal management involvement, comparative regional market data such as markup, profit, and overhead percentages typical to janitorial service providers.

So give yourself and your organization a real leg-up by doing your homework and take the time to write down all the details that will keep your building clean and well maintained. It will pay dividends in impressing your customers, keeping content and more productive employees, and may even impress your boss!

Five things to know BEFORE inviting a contractor into your business at www.AllWashedUpCleaning.com



I hope you enjoy this month's newsletter!

Christine Hall, President
All Washed Up Cleaning, LLC

New Year's Resolutions: Break into Something New

Here are some resolutions that will make 2018 a little more interesting.

1. Master some jokes. Why resolve to be more social if you don't know what to do when you get to the party? Try to find a selection of one-liners that will work in a variety of situations. Find a longish joke that will be suitable to tell at lunch with a friend. Maybe a spicy joke to tell a really good friend. But always have a sweet joke to tell someone's mother.
2. Learn a useful phrase in three languages. Hey, you want to be debonair? Here's your chance. Go for Arabic and Mandarin if you are adventurous. If you want laughs, learn something silly. With one resolution, you tick off 'learn something new.' Done.
3. Learn to juggle. A good party trick that will get everyone else involved and keep you busy while listening to YouTube videos. Hey, you aren't wasting time.
4. Give yourself a big win. The problem with New Year's resolutions is that only 8 percent of resolvers keep their resolutions. That leaves 92 percent feeling like failures. They are resolving the wrong things. Instead, try something that you have a good chance of accomplishing:
 - Spend more money on fun. If you break this resolution, you are saving more money.
 - Never buy another organizational basket. So, if you do break down, you are getting organized.
 - Never go to a gym. No sweat. But if you find yourself sweating, more's all the better.



Do You Know...

... someone with a facility that could use our services? Perhaps a colleague, friend, family member, or networking buddy?

When a new client signs up for commercial cleaning services at your recommendation; you will receive \$100!

Give them our name and phone number. Be sure to have them mention your name when they call so we can send your \$100 Bonus!

Did you know about our **24-Hour NO PAY Guarantee** ?

Visit www.AllWashedupCleaning.com for details

Thanks a Bunch!

"Kudos to Jake, Tammy, Janice, Heather, and all the management team at Rockwell Collins who have so graciously welcomed and supported us and our staff during our startup at their additional West Point facility in Winston Salem. Thanks to their support transitioning their janitorial services was smoother than expected. We remain committed to maintain their facilities that will dazzle their customers when they visit and that will promote a productive, clean, and safe environment for their employees."*

~ Mgmt. Team, All Washed Up Cleaning

* Kudos (from the Ancient Greek: κῦδος) is acclaim or praise for exceptional achievement.

Google Gave Internet to 100,000 People in Puerto Rico

The recent devastation caused by the hurricanes in Puerto Rico unveiled a massive problem with modern society's dependence on instant, long-distance communication. With the destruction of much of the communications infrastructure, thousands of people found themselves unable to access the internet or conveniently communicate with friends, family, and recovery crews. According to Engadget, Alphabet (the parent company of Google) unleashed their new Project Loon service to provide connectivity to over 100,000 people.

Project Loon takes specially built balloons that can fly high above the ground and, with the help of solar-powered relays, spreads LTE cellular service from companies like AT&T and T-Mobile over an incredible area. Puerto Rico became a proof of concept for the company who ultimately wants to be able to spread internet globally to everyone.



Snow Global Warming

The Humble Egg

Try this slow scramble for a creamy delight

Let's first get the bad PR out of the way:

Eggs won't raise your risk of stroke, heart attack or heart failure, according to the Tufts University Health & Nutrition Letter.

Eggs got a bad rap during the last 20 years because it was thought that they significantly raised levels of cholesterol. Current research shows that saturated fat is the primary culprit in heart disease risk, according to Live Science.

Eggs are high in cholesterol (186 milligrams total with 184 of that in the yolk), but they're low in saturated fat (1.6 grams in the yolk).

People who eat a healthy diet, rich in fiber, vegetables, and fruits, can safely eat an egg each day, writes dietitian Katherine Tallmadge.

That brings us to a very common recipe: scrambled eggs. You see them in different forms depending on who's cooking: Flat as a pancake, lumpy and rubbery, or the dreamy creamy.

Here's how to make the perfect scrambled eggs that are soft and creamy.

The key is cooking them long and slow, according to The Kitchen. Set the heat on a very low setting and plan to let the eggs slowly transition from liquid to solid over about 10 to 15 minutes. Stir frequently to make the eggs end up with small curds that have the texture of ricotta cheese.

Low and slow creamy scrambled eggs

- 2 or more large eggs
- 1 teaspoon butter
- 1/4 teaspoon salt
- Pepper to taste
- 1 Tablespoon cream
- chopped herbs (optional)

Warm your pan on the stove over low heat before putting anything in it. Then put in the butter and let it melt. Whisk eggs in a bowl, vigorously enough that the whites and yolks are mixed and frothy.

Add salt, pepper, and cream. Whisk to mix. Add herbs if desired.

Pour eggs into the pan in a thin layer and cook slowly for 10 to 15 minutes.

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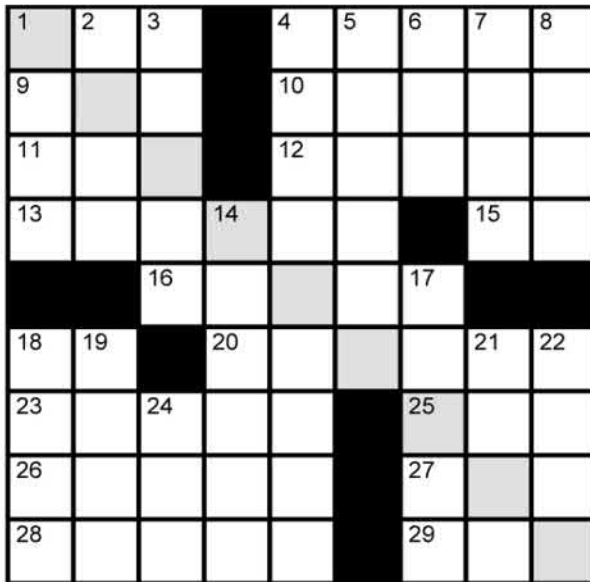
Small orange-like fruit

Across

1. Recipe amt.
4. Finale
9. Call to Bo-peep
10. Unusual
11. Break a commandment
12. 1545 council site
13. Pickle
15. Gift tag word
16. Cloudless
18. Kipling poem
20. Still on the shelf, maybe
23. Punctuation mark
25. Chit
26. Dangerous bacteria
27. Econ. indicator
28. Fortune teller
29. Born as

Down

1. Recipe abbr.
2. Breeze (through)
3. Pre-exam feeling, maybe
4. Exact or very accurate
5. Pestle's partner
6. "The Three



Faces of ___"

7. Lady's escort
8. Kind of sax
14. In a melancholy manner
17. Despot's duration
18. Clinches
19. Central points
21. Excellent
22. Fool
24. Unruly crowd



The headline is a clue to the answer in the diagonal.

More Women are Starting Small Businesses

Starting and running a small business takes a lot of passion and determination, and recently the number of women taking the plunge has been rising.

According to recent data from the Institute of Women's Policy Research (IWPR), about 29 percent of all business owners in America are women. This figure is up from 26 percent as recently as 1997. In the last decade, there has been a growth of 68 percent in women-owned firms compared to only 47 percent growth for all businesses on record.

One aspect of women-owned businesses that stands out is the 265 percent increase in the number of minority women who have stepped up to be their own boss.

Two programs, the Small Business Jobs Act of 2010 and the Women's Equity in Contracting Act, help these businesses get more contracts from the government.

Passion will only take a woman so far if she is serious about building something from the ground up and, just like their male counterparts, it is wise to follow the advice of those with experience. According to Fortune Magazine, women interested in starting their own small business should pursue certifications in their field to gain legitimacy, seek out other women to partner with and learn from, and get ready to hustle to build their customer base by putting themselves out there.

Trivia Teaser – Junior Class

1. Which of these U.S. Presidents was named after his father? a-John Kennedy, b-Jimmy Carter, c-Richard Nixon, d-Ulysses S. Grant.

2. Odell Beckham Jr. is a talented wide receiver for which NFL team? a-New York Giants, b-Miami Dolphins, c-Tennessee Titans, d-Oakland Raiders.

3. In which U.S. state was Martin Luther King Jr. born? a-Alabama, b-Mississippi, c-Georgia, d-Illinois.

4. Actors Tyrone Power Jr. and Douglas Fairbanks Jr. both played which swashbuckling hero? a-Sinbad, b-The Scarlet Pimpernel, c-D'Artagnan, d-Zorro.

5. With which sport do you associate Floyd Mayweather Jr.? a-Boxing, b-Auto racing, c-Bowling, d-Golf.

6. What musician's real name is Calvin Broadus Jr.? a-Snoop Dogg, b-Englebert Humperdinck, c-Pitbull, d-Hank Williams.

7. Max Baer Jr. was a cast member of which 1960s sitcom? a-"Petticoat Junction," b-"F Troop," c-"Green Acres," d-"The Beverly Hillbillies."

8. Ray Parker Jr. sang the theme song to which 1980s movie? a-"Fame," b-"Beverly Hills Cop," c-"Ghostbusters," d-"Back to the Future."

9. Burgess Meredith and Lon Chaney Jr. played a pair of itinerant farmhands in which 1939 film? a-"The Grapes of Wrath," b-"Of Mice and Men," c-"The Adventures of Huckleberry Finn," d-"Gone with the Wind."

10. Which family-friendly TV series was based on the novel "Spencer's Mountain" by Earl Hamner Jr.? a-"The Addams Family," b-"The Andy Griffith Show," c-"The Waltons," d-"Little House on the Prairie."



All Washed Up Cleaning, LLC
PO Box 20642
Winston Salem, NC 27120
(336) 682-6983
www.allwashedupcleaning.com

Commercial Cleaning

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*Request for Janitorial Service
Proposals – It's In the Details!*
Plus...
*January Special on Floor
Scrubbing!*

To:

Wasting the Time of Email Scammers

The average person deals with an incredible amount of email throughout their workday, and having to deal with email spam and scammers can add further frustration. According to Engadget, a company called Netsafe has created a service named 'Re: scam' that embraces the spirit of nagging emails by replying to scammers automatically to waste as much of their time as possible.

Driven by multiple bots that each have their own character persona, scammers will be treated to endless replies filled with seemingly benign questions and sometimes hilarious stories. Representatives from the company claim that they have handled up to 1,000 concurrent email exchanges and up to 20 replies.

Staff Members Making the News

The management team at All Washed Up Cleaning is very excited to announce a new incentive program called H.O.P. (Help Out Program) to reward our employees who demonstrate a willing spirit to work when others are out and who are seldom out from work themselves. It has always been noted and appreciated when our employees 'help out' when needed and now we have created a way to measure and reward bonuses for those that do. This new program harmonizes with the company's ongoing pursuit to maintain excellent quality service to our clients and promote our shared commitment to help our fellow employees, while sharing the benefits with our committed employees by saying, 'Thanks!'

When one teaches, two learn.
~Robert Half

10% OFF Floor Scrubbing!

**See the difference our professional
sweeper/scrubber process makes in shining
your concrete floors
(for new facilities 50K+ sq. ft.)**

Schedule your floor care by February 15, 2018

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Take the Trivia Challenge and Win a \$25 Gift Card to Applebee's!

The first 5 people who call our office with the correct answer will be entered into the drawing!

What percentage of business owners are women?

- | | |
|-------|-------|
| a. 26 | b. 29 |
| c. 47 | d. 68 |

HINT: The answer is hidden somewhere in this newsletter.