

cityofnovi.org

**Agenda Item C**  
**September 13, 2010**

**SUBJECT: Approval to extend the 2008 Janitorial Services contract (an annual contract with two renewal options) with DU ALL Cleaning Inc. for one year based on the same terms, conditions and pricing as the original contract at an estimated amount of \$68,760.**

**SUBMITTING DEPARTMENT:** Facility Operations

**CITY MANAGER APPROVAL** 

|                             |   |
|-----------------------------|---|
| <b>EXPENDITURE REQUIRED</b> | <b>\$68,760</b>   |
| <b>AMOUNT BUDGETED</b>      | <b>\$75,000</b>   |
| <b>LINE ITEM NUMBER</b>     | <b>Accounts 814 (Contract Services) and (934 (Building Maintenance) within several departments.</b> |

**BACKGROUND INFORMATION:**

The City of Novi awarded a Janitorial Services contract to DU ALL Cleaning Inc. in 2008 for one year with two one year renewal options. The renewal of this contract will provide services at the following locations: Civic Center, Community Center, Police Department, Indoor Gun Range, and DPS. DU ALL has also extended the contract's pricing to the Novi Library.

**RECOMMENDED ACTION:**

**Approval to extend the 2008 Janitorial Services contract (an annual contract with two renewal options) with DU ALL Cleaning Inc. for one year based on the same terms, conditions and pricing as the original contract at an estimated amount of \$68,760.**

|                                | <b>1</b> | <b>2</b> | <b>Y</b> | <b>N</b> |
|--------------------------------|----------|----------|----------|----------|
| <b>Mayor Landry</b>            |          |          |          |          |
| <b>Mayor Pro Tem Gatt</b>      |          |          |          |          |
| <b>Council Member Crawford</b> |          |          |          |          |
| <b>Council Member Fischer</b>  |          |          |          |          |

|                                | <b>1</b> | <b>2</b> | <b>Y</b> | <b>N</b> |
|--------------------------------|----------|----------|----------|----------|
| <b>Council Member Margolis</b> |          |          |          |          |
| <b>Council Member Mutch</b>    |          |          |          |          |
| <b>Council Member Staudt</b>   |          |          |          |          |

**AMENDMENT TO 2008 CONTRACT  
FOR JANITORIAL SERVICES  
(DU ALL CLEANING, INC.)**

**THIS AMENDMENT TO CONTRACT FOR JANITORIAL SERVICES** ("Contract"), dated May 12, 2008, is by and between the **City of Novi**, a Michigan municipal corporation, whose address is 45175 W. Ten Mile Road, Novi Michigan, 48375 (hereinafter referred to as "City"), and **DU ALL Cleaning, Inc.** whose address is: 47465 Barbara Rd. Macomb, MI 48044 (hereinafter referred to as "Contractor").

**RECITALS**

The City and Contractor entered into a Contract for janitorial services effective May 12<sup>th</sup>, 2008 and has remained in effect since that date with no changes to the original fee schedule.

Under the Contract, the parties may extend the term of that Contract for an additional year.

The City has agreed to extend the term of the Contract for one year. The Contractor has agreed to hold the fee structure as originally stated in the May 12<sup>th</sup>, 2008 contract.

IN WITNESS WHEREOF, the parties hereunto have executed this amendment on the date below stated.

CITY OF NOVI

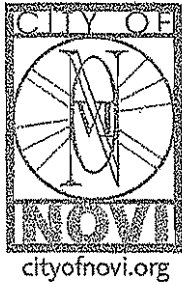
By: \_\_\_\_\_  
David Landry, Mayor

By: \_\_\_\_\_  
Maryanne Cornelius, City Clerk

DUALL Cleaning, Inc.

By: \_\_\_\_\_  
Mondi Rakaj, President

Dated: \_\_\_\_\_



CITY OF NOVI, MICHIGAN  
PURCHASING DEPARTMENT  
45175 W. TEN MILE RD.  
NOVI, MI 48375

JANITORIAL SERVICES  
PROPOSAL FORM

BIDS DUE Wednesday, March 25, 2008 by 3:00 P.M.

Bid submitted by:

Name (printed) MONDI RAKAJ Title: VICE PRESIDENT

Company (Legal Registration) DUAL CLEANING INC.

Address 47465 BARBARA RD

City MACOMB State MI Zip 48044

Telephone (586) 709-9517 Fax (586) 566-6573

E-mail DUALCLEANINGINC@YAHOO.COM

Signature Mondi Rakaj Date 03/20/08

For information on responding to this ITB, contact Carol Kalinovik, Purchasing Director at [ckalinovik@cityofnovi.org](mailto:ckalinovik@cityofnovi.org)

Submittal of Bids: Bids must be delivered prior to the due date and time specified above to the City of Novi, Purchasing Department, 2<sup>nd</sup> floor, 45175 W. Ten Mile Rd., Novi, Michigan 48375. Bids must be submitted by person or mail. Faxed quotations will not be accepted.

**THIS FORM MUST BE INCLUDED WITH PROPOSAL. FAILURE TO SUBMIT PRICING ON THE PROPOSAL FORM PROVIDED BY THE CITY OF NOVI MAY CAUSE THE BID TO BE CONSIDERED NON-RESPONSIVE AND INELIGIBLE FOR AWARD.**

**NOTICE TO BIDDERS:**

The City of Novi officially distributes bid documents through the Michigan Intergovernmental Trade Network (MITN). Copies of bid documents obtained from any other source are not considered official copies. The City of Novi cannot guarantee the accuracy of any information not obtained from the MITN website and is not responsible for any errors contained by any information received from alternate sources. Only those vendors who obtain bid documents from the MITN system are guaranteed access to receive addendum information, if such information is issued.

If you obtained this document from a source other than the source indicated, it is recommended that you register on the MITN site, [www.govbids.com](http://www.govbids.com), and obtain an official copy.



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**CITY OF NOVI  
JANITORIAL SERVICES**

**PROPOSAL FORM - CONTINUED**

The undersigned, as bidder, declares that he has visited the building(s) to be cleaned and has familiarized himself with the type of services desired and has carefully examined the specifications and instructions to bidders, which he understands and accepts as sufficient for the purpose, and agrees he will furnish to the City of Novi the specified services and will accept in full payment therefore the following amounts:

**FOR THE SUPPLY OF JANITORIAL SERVICES FOR A ONE(1) YEAR PERIOD (WITH TWO (2) RENEWAL OPTIONS IN ONE (1) YEAR INCREMENTS (AT THE FOLLOWING LOCATIONS:**

**BID ITEM #1 – Civic Center, 45175 W. Ten Mile Road**

| Item                             | Unit     | Unit price       | Yearly price |
|----------------------------------|----------|------------------|--------------|
| Nightly cleaning<br>5 times/week | Month    | \$1270.00        | \$15240.00   |
| Optional Nightly<br>Cleaning     | Saturday | \$50.00 PER TIME | NA           |

**BID ITEM #2 – Community Center, 45175 W. Ten Mile Road**

| Item                             | Unit  | Unit price | Yearly price |
|----------------------------------|-------|------------|--------------|
| Nightly cleaning<br>7 times/week | Month | \$1320.00  | \$15840.00   |

**BID ITEM #3 - Novi Police Headquarters, 45125 W. Ten Mile Road**

| Item  | Unit  | Unit price | Yearly price |
|---|-------|------------|--------------|
| Nightly cleaning<br>5 days/week/2 <sup>nd</sup> floor,<br>7 days/week/1 <sup>st</sup> floor | Month | \$2300.00  | \$27600.00   |

BID ITEM #4 – Building Satellite Office, 25804 Beck Rd.

*omit 6/2009*

| Item                         | Unit | Unit price | Yearly price |
|------------------------------|------|------------|--------------|
| Nightly cleaning 3 days/week | Week | \$60.00    | \$720.00     |

BID ITEM #5 – Indoor Gun Range, 26350 Delwal

| Item                           | Unit  | Unit price | Yearly price |
|--------------------------------|-------|------------|--------------|
| Monthly cleaning 2 times/month | Month | \$60.00    | \$720.00     |

TOTAL OF YEARLY PRICE 1+2+3+4+5 = \$ 60120.00

ALTERNATE #1 – NOVI PUBLIC LIBRARY

*does not go library*

| Item        | Unit  | Unit price |
|-------------|-------|------------|
| 7 days/week | Month | \$1300.00  |
| 6 days/week | Month | \$1200.00  |

ALTERNATE #2

Carpet Cleaning

\$ 0.09 <sup>PEP Sq. FT</sup> Sq. Yd.

ALTERNATE #3

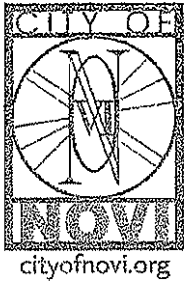
Upholstery Cleaning (Office Chairs) \$ 2.00 EA

Cleaning Leather Chairs (Council Chambers) \$ 2.00 EA

Upholstery Cleaning (Auditorium Seating) \$ 2.00 EA

The undersigned agrees that the hourly cost for unspecified cleaning services if requested shall be \$ 17.50 per hour. Material for unspecified cleaning services shall be billed at cost plus 12 %.





**CITY OF NOVI  
JANITORIAL SERVICES  
CONTRACTED BUILDINGS**

**FREQUENCY AND DESCRIPTION OF SERVICES  
TO BE RENDERED**

Frequency

Description of Cleaning Services

**CARPETED FLOORS**

|       |   |
|-------|---|
| Daily | Vacuum all carpets (including under desks, chairs)      |
| Daily | Remove debris and vacuum traffic areas                  |
| Daily | Remove debris and vacuum all walk-off mats at entrances |

**NON-CARPETED FLOORS**

|           |   |
|-----------|---|
| Daily     | Damp mop  |
| Bi-Weekly | Auto Scrub  |
| Monthly   | Tile floors waxed/buffed (Police Department)                            |
| Quarterly | Strip, wax and buff (wax or finish used to be approved by City of Novi) |
| Monthly   | Ceramic Tile Floors buff/finish(not wax/slip proof)                     |
| Quarterly | Clean cove moldings   |

**DOORS**

|        |   |
|--------|---|
| Daily  | Clean Lobby Doors - (Police Department Only)  |
| Weekly | Clean all interior glass doors including door side panels<br>And panels above doors |

|              |  |
|--------------|--|
| Monthly      | Clean all non-glass doors                                  |
| Twice weekly | Clean glass panels adjacent to doors: Monday/Thursday      |
| Monthly      | Clean plexiglass panels (Civic Center) inside surface only |
| Quarterly    | Clean plexiglass panels Inside & outside surfaces          |

#### **APPROACHES, ENTRANCEWAYS, FOYERS**

|       |  |
|-------|--|
| Daily | Sweep and damp mop (water must be changed frequently)  |
| Daily | Sweep all outside entranceways   |
| Daily | Empty trash can outside combination door (P.D.)<br>Empty trash cans outside civic center doors |

#### **STAIRS, STAIRWELLS, LANDINGS AND ELEVATORS**

|       |                               |
|-------|-------------------------------|
| Daily | Elevator - Vacuum             |
| Daily | Sweep Stairwells and damp mop |

#### **ELEVATORS**

|       |   |
|-------|---|
| Daily | Wipe off panels, and doors<br>Clean debris from track |
|-------|---|

#### **FILE CABINETS**

|           |                                   |
|-----------|-----------------------------------|
| Weekly    | Dust                              |
| Quarterly | Wipe outside with Water & Cleaner |

#### **ASHTRAYS**

|       |   |
|-------|---|
| Daily | Empty and clean sand urns (outside)<br>Replenish sand as needed |
|-------|---|



### **WASTEBASKETS**

|           |   |
|-----------|---|
| Daily     | Empty. Change liner.                    |
| Quarterly | Clean inside and outside of wastebasket |

### **TRASH CONTAINERS**

|       |  |
|-------|--|
| Daily | Empty and store in designated area. Trash disposal area will be specified. |
|-------|--|

### **LEDGES AND COUNTERTOPS**

|        |                   |
|--------|-------------------|
| Daily  | Dust              |
| Weekly | Wash with Cleaner |

### **WATER FOUNTAINS**

|       |                    |
|-------|--------------------|
| Daily | Clean and sanitize |
|-------|--------------------|

### **DESK PHONES**

|         |                    |
|---------|--------------------|
| Monthly | Clean and sanitize |
|---------|--------------------|

### **PUBLIC PHONES AND BOOTHS**

|         |                    |
|---------|--------------------|
| Monthly | Clean and sanitize |
|---------|--------------------|

### **BOOK SHELVES/SHELVING**

|              |      |
|--------------|------|
| Twice weekly | Dust |
|--------------|------|

### **LOCKERS AND BENCHES**

|           |                        |
|-----------|------------------------|
| Monthly   | Dust - Lockers (Top)   |
| Quarterly | Wash down with cleaner |

**DUSTING: COBWEBS AND ABOVE SIX FEET**

Monthly General dusting, air vents

**LUNCHROOMS, KITCHENS, LOUNGES, CONFERENCE ROOMS,  
LOBBIES AND HALLWAYS**

Monthly Clean stack chairs with cleaner (Lunchroom)

Daily Empty wastebaskets and change liners (Lunchroom)

Daily Wash Countertops (all)

Daily Clean tables

Daily Vacuum carpet

Daily Damp mop

Daily Clean sink with cleanser

Weekly Clean exteriors of trash containers

Monthly Clean exteriors only of refrigerators

**RESTROOMS/LOCKER ROOMS**

Monthly Wash partitions with Cleaner

Daily Clean and sanitize commodes and urinals

Weekly Clean mirrors

Daily Clean sinks and chrome: fill soap dispensers as needed

Daily Clean and fill paper towel dispenser

Daily Empty and clean towel disposal; change liner as needed

Daily Fill toilet paper dispensers(do NOT leave extra rolls on dispenser)

Daily Empty and sanitize sanitary napkin disposal area

Daily Empty trash containers

Daily Clean and disinfect showers (P.D. only)

Monthly Introduce disinfectant into drains

### **CELL BLOCKS**

Daily Mop and disinfect floors

Daily Clean and disinfect toilets

Daily Clean glass windows

Daily Wipe & disinfect telephones

### **BOOKING**

Daily Wipe off shelving and countertops

Daily Mop floors

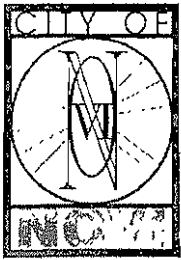
Daily Clean sink

### **SALLY PORT**

Weekly Sweep and hose down floor

### **LIGHT FIXTURES**

Twice Yearly Clean glass panels covering fixtures



cityofnovi.org

*Approved 5/14/08*  
**CITY of NOVI CITY COUNCIL**

**Agenda Item M  
 May 12, 2008**

**SUBJECT:** Approval to award Janitorial Services contract to Du All Cleaning, Inc., the low bidder, in the amount of \$62,520.00 (annually).

**SUBMITTING DEPARTMENT:** Parks, Recreation, and Forestry

**CITY MANAGER APPROVAL:** *[Signature]*

|                               |  |
|-------------------------------|--|
| <b>EXPENDITURE REQUIRED</b>   | <b>\$62,520.00</b>                                 |
| <b>AMOUNT BUDGETED</b>        | <b>\$100,000 estimated</b>                         |
| <b>APPROPRIATION REQUIRED</b> | <b>N/A</b>   |
| <b>LINE ITEM NUMBER</b>       | <b>Accounts 814 and 934 to various departments</b> |

**BACKGROUND INFORMATION:**

This contract is for janitorial services for the Civic and Community Center(s), Police Department Headquarters & Firing Range, and Community Development Satellite Office. Alternate #1 for Janitorial Services to The Novi Public Library will not be explored at this time. Upon completion of construction the library will be exploring cleaning alternatives for the new building.

Twenty two bids were received and reviewed. The contract is annual with two renewal options in one year increments based on satisfactory performance. The proposed contract gives the City leverage to access percentage based penalty amounts for items that are missed or performed unsatisfactorily, historically this type of contract has proven to work well for the City. Du All Cleaning Inc is a new service provider for our municipality and will be providing the City with a \$30,000 cost savings for this annual service.

During the course of the evaluation period, in reviewing a supplemental questionnaire to the bid package, speaking with references, meeting with company representatives, and visiting job sites, our team feels Du All Cleaning Inc understands the project scope. This firm also has experience with other municipalities including the City of Troy and Armada Township. Du All Cleaning Inc. will begin service with-in the next thirty days.

**RECOMMENDED ACTION:** Approval to award Janitorial Services contract to Du All Cleaning Inc., the low bidder, in the amount of \$62,520.00 (annually).

|                                | 1 | 2 | Y | N |
|--------------------------------|---|---|---|---|
| <b>Mayor Landry</b>            |   |   |   |   |
| <b>Mayor Pro Tem Capello</b>   |   |   |   |   |
| <b>Council Member Crawford</b> |   |   |   |   |
| <b>Council Member Gatt</b>     |   |   |   |   |

|                                | 1 | 2 | Y | N |
|--------------------------------|---|---|---|---|
| <b>Council Member Margolis</b> |   |   |   |   |
| <b>Council Member Mutch</b>    |   |   |   |   |
| <b>Council Member Staudt</b>   |   |   |   |   |

**CONTRACT**

**THIS CONTRACT**, entered into this 12<sup>th</sup> day of May 2008 between the **CITY OF NOVI**, hereinafter referred to as the Owner, party of the first part, and Du All Cleaning Inc., hereinafter referred to as the Contractor, party of the second part.

**WITNESSETH**, that the said Contractor, for the consideration mentioned in the various items set forth below, by these presents does agree that he will furnish all labor, materials, machinery, tools and equipment and do all things necessary for and incidental to furnishing **JANITORIAL SERVICES** together with appurtenances thereto, as set forth in certain Advertisement for Bids, Information to Bidders and General Conditions for **JANITORIAL SERVICES** Proposal, Specifications, Bonds, and the following documents, all of which are attached hereto and made part of this agreement:

**IN CONSIDERATION WHEREOF**, said Owner does agree to pay to said Contractor the sum of Sixty Two Thousand Five Hundred Twenty Dollars (\$62,520.00), based upon the amounts and sum listed in the Proposal; which is subject, however, to adjustment by reason of any change in, addition to or deduction from the work, as provided in the General Conditions.

For the faithful performance of all and singular terms and stipulations contained in this agreement, said parties respectively bind themselves, their heirs, executors, administrators, successors and assigns.

**IN WITNESS WHEREOF**, said parties have this day hereunto set their hands and seals in triplicate.

Witness:

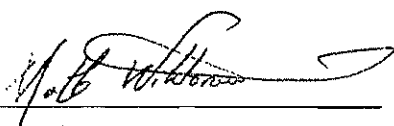
CITY OF NOVI, Owner

\_\_\_\_\_

By: \_\_\_\_\_  
David B. Landry, Mayor

\_\_\_\_\_

By: \_\_\_\_\_  
Maryanne Cornelius, City Clerk

  
\_\_\_\_\_

Contractor  
By: Mondi Rakaj  
Date: 05/05/08

Approved as to form:  
  
Thomas Schultz, City Attorney

Subscribed and sworn before me, this 5  
day of May, 2008, a Notary Public  
in and for Oakland County,  
State of Michigan  
Courtney Brennan  
(Signature)  
**NOTARY PUBLIC**  
My Commission expires: 03-25, 2013  
Acting in the County of Oakland

CITY OF NOVI  
JANITORIAL SERVICES BID TABULATION  
MARCH 26, 2008



| Company                    |    | 1. Civic Center    |                          |                     | 2. Community Center |                            | 3. Police          |                              | 4. Building Satellite |                          | 5. Gun Range       |                           | TOTAL OF ITEMS 1 - 5   | Alternate #1 - Library |                        | Alt. #2 - Carpet | Alt.#3 - Upholstery Cleaning (office) | Alt#3 - Cleaning Leather chairs | Alt #3 - Upholstery Cleaning (auditorium) | Hourly cost for unspecified cleaning | Materials (cost + %) |
|----------------------------|----|--------------------|--------------------------|---------------------|---------------------|----------------------------|--------------------|------------------------------|-----------------------|--------------------------|--------------------|---------------------------|------------------------|------------------------|------------------------|------------------|---------------------------------------|---------------------------------|---|--------------------------------------|----------------------|
|                            |    | Unit Price (month) | Yearly Price (5 days/wk) | Unit Price-Saturday | Unit Price (month)  | Yearly Price (7 nights/wk) | Unit Price (month) | Yearly Price (5 & 7 days/wk) | Unit Price (week)     | Yearly Price (3 days/wk) | Unit Price (month) | Yearly Price (2 times/mo) | TOTAL OF YEARLY PRICES | Unit Price - 7 days/wk | Unit Price - 6 days/wk | Per Sq. Yd.      | Each                                  | Each                            | Each                                      | per hour                             | %                    |
| Du All Cleaning            | 12 | 1,270.00           | 15,240.00                | 50.00               | 1,320.00            | 15,840.00                  | 2,300.00           | 27,600.00                    | 60.00                 | 3,120.00                 | 60.00              | 720.00                    | 62,520.00              | 1,300.00               | 1,200.00               | 09/sq ft         | 2.00                                  | 2.00                            | 2.00                                      | 17.50                                | 12                   |
| Kristel Cleaning           | 12 | 1,470.00           | 17,640.00                | 85.00               | 1,605.00            | 19,260.00                  | 2,135.00           | 25,620.00                    | 75.00                 | 3,900.00                 | 70.00              | 840.00                    | 67,260.00              | 1,150.00               | 995.00                 | .06/sq ft        | 7.00                                  | 6.00                            | 6.00                                      | 12.00                                | 0.1                  |
| Alba Cleaning              | 12 | 1,480.00           | 17,760.00                | 80.00               | 2,300.00            | 27,600.00                  | 2,350.00           | 28,200.00                    | 30.00                 | 1,560.00                 | 35.00              | 420.00                    | 75,540.00              | 1,250.00               | 1,200.00               | 1.17             | 15.00                                 | 20.00                           | 10.00                                     | 14.00                                | 5                    |
| Beverly's Janitorial       | 12 | 1,604.18           | 19,250.16                | 52.50               | 2,396.00            | 28,752.00                  | 2,339.61           | 28,075.16                    | 23.25                 | 1,209.00                 | 105.00             | 1,260.00                  | 78,546.32              | 1,442.74               | 1,256.68               | 0.216            | 8.00                                  | 25.00                           | 10.00                                     | 35.00                                | 10                   |
| Giant Janitorial           | 12 |                    | 25,000.00                | no bid              |                     | 25,000.00                  |                    | 30,000.00                    | 60.00                 | 3,000.00                 | 100.00             | 1,200.00                  | 84,200.00              | 1,675.00               | 1,500.00               | no bid           | 35.00                                 | 20.00                           | 20.00                                     | 16.95                                | 5                    |
| Sterling Cleaning          | 12 | 1,732.00           | 20,784.00                | 70.00               | 2,625.00            | 31,500.00                  | 2,625.00           | 31,500.00                    | 22.50                 | 1,170.00                 | 30.00              | 360.00                    | 85,314.00              | 1,750.00               | 1,500.00               | 0.79             | 5.00                                  | 8.00                            | 2.50                                      | 16.00                                | 5                    |
| Road Runr                  | 12 | 2,000.00           | 24,000.00                | 92.30               | 2,400.00            | 28,800.00                  | 2,675.00           | 32,100.00                    | 45.15                 | 2,399.80                 | 70.00              | 840.00                    | 88,139.80              | 1,400.00               | 1,200.00               | 0.56             | 3.75                                  | 7.50                            | 3.75                                      | 21.50                                | 20                   |
| Crystal Bright Janitorial  | 12 | 1,987.50           | 23,850.00                | blank               | 2,187.50            | 26,250.00                  | 2,620.83           | 31,449.96                    | 82.22                 | 4,275.44                 | 228.38             | 2,740.56                  | 88,565.96              | no bid                 | no bid                 | no bid           | no bid                                | no bid                          | no bid                                    | no bid                               | no bid               |
| Tedesco Building Serv.     | 12 | 1,925.00           | 23,100.00                | 95.00               | 2,408.00            | 28,896.00                  | 2,609.00           | 31,308.00                    | 90.00                 | 4,660.00                 | 150.00             | 1,800.00                  | 89,784.00              | 1,613.00               | 1,382.00               | 0.90             | 2.00                                  | 3.00                            | 1.75                                      | 14.75                                | 12000%               |
| Master Maintenance Corp.   | 12 | 2,020.00           | 24,240.00                | 75.00               | 2,475.00            | 29,700.00                  | 2,740.00           | 32,880.00                    | 40.38                 | 2,099.76                 | 75.00              | 900.00                    | 89,819.76              | 1,890.00               | 1,620.00               | 0.90             | 8.00                                  | 15.00                           | 5.00                                      | 17.50                                | 15                   |
| Commercial Maintenance     | 12 | 1,738.48           | 20,861.76                | 80.86               | 2,600.00            | 31,200.00                  | 2,650.00           | 31,800.00                    | 167.00                | 8,684.00                 | 48.00              | 576.00                    | 93,121.76              | 1,950.00               | 1,671.43               | 0.72             | 10.00                                 | 12.50                           | 7.00                                      | 12.36                                | 10                   |
| Anago of Metro Detroit     | 12 | 1,754.00           | 21,048.00                | 80.00               | 2,946.00            | 35,352.00                  | 3,028.00           | 36,336.00                    | 60.00                 | 3,120.00                 | 100.00             | 1,200.00                  | 97,056.00              | 1,964.00               | 1,682.00               | 0.15             | 2.00                                  | 3.00                            | 1.35                                      | 13.50                                | 15                   |
| Dunn-Rite Maintenance      | 12 | 2,000.00           | 24,000.00                | 100.00              | 2,350.00            | 28,200.00                  | 2,500.00           | 30,000.00                    | 300.00                | 15,600.00                | 100.00             | 1,200.00                  | 99,000.00              | 1,500.00               | 1,500.00               | 0.99             | 7.00                                  | 5.00                            | 5.00                                      | 20.00                                | 10                   |
| Corporate Cleaning         | 12 | 2,144.00           | 25,728.00                | 90.00               | 2,144.00            | 25,728.00                  | 2,615.00           | 31,380.00                    | 325.00                | 16,900.00                | 50.00              | 600.00                    | 100,336.00             | 1,414.00               | 1,208.00               | 0.09             | 0.08                                  | 0.08                            | 0.06                                      | 18.00                                | 20                   |
| Bull Enterprises           | 12 | 2,646.00           | 31,752.00                | 80.00/day           | 2,745.00            | 32,940.00                  | 3,019.50           | 36,234.00                    | 75.00                 | 3,900.00                 | 100.00             | 1,200.00                  | 106,026.00             | 2,196.00               | 1,800.00               | 0.90             | 7.00                                  | 7.00                            | 7.00                                      | 20.00                                | 0                    |
| Premium Services           | 12 | 2,003.66           | 24,043.92                | 92.48               | 3,708.62            | 44,503.44                  | 3,487.58           | 41,850.96                    | 64.53                 | 3,355.44                 | 92.40              | 1,108.80                  | 114,862.56             | 2,596.92               | 2,250.56               | 0.765            | 5.50                                  | N/A                             | 2.50                                      | 16.25                                | 5                    |
| Michigan Building Cleaning | 12 | 2,850.00           | 34,200.00                | 170.00              | 3,423.00            | 41,076.00                  | 3,191.15           | 38,293.80                    | 45.00                 | 2,340.00                 | 40.00              | 480.00                    | 116,389.80             | 1,792.50               | 1,592.50               | 0.20             | 5.00                                  | 2.00                            | 3.00                                      | 15.00                                | 5                    |
| American Cleaning Co.      | 12 | 2,599.00           | 31,188.00                | 130.00              | 3,855.00            | 46,260.00                  | 4,132.00           | 49,584.00                    | 56.25                 | 2,925.00                 | 255.00             | 3,060.00                  | 133,017.00             | 1,999.99               | 1,928.57               | 0.21             | 1.99                                  | 1.45                            | 0.99                                      | 10.00                                | 11                   |
| CSM Services               | 12 | 2,666.67           | 32,000.04                | 112.00              | 4,166.67            | 50,000.04                  | 3,847.92           | 46,175.04                    | 110.00                | 5,720.00                 | 27.68              | 332.16                    | 134,227.28             | 2,548.00               | 2,184.00               | 0.20/sq ft       | 5.00                                  | 10.00                           | 5.00                                      | 15.00                                | 20                   |
| Hi-Tec Building Services   | 12 | 3,150.00           | 37,800.00                | 15.95/hr            | 5,250.00            | 63,000.00                  | 3,450.00           | 41,400.00                    | 52.00                 | 2,704.00                 | 75.00              | 900.00                    | 145,604.00             | 3,500.00               | 3,350.00               | 0.30             | 7.00                                  | 7.00                            | 4.00                                      | 15.95                                | 7                    |
| Jani-King                  | 12 | 3,829.37           | 45,952.44                | 176.88              | 4,768.51            | 57,222.12                  | 5,780.93           | 69,371.16                    | 76.20                 | 3,962.40                 | 90.22              | 1,082.64                  | 177,590.76             | 3,219.54               | 2,761.72               | 0.15             | 15.00                                 | 10.00                           | 8.00                                      | 18.00                                | 7.5                  |
| Distinctive Styles         | 12 | 8,000.00           | 96,000.00                | 720.00              | 9,000.00            | 108,000.00                 | 11,000.00          | 132,000.00                   | 735.00                | 38,220.00                | 525.00             | 6,300.00                  | 380,520.00             | 7,035.00               | 6,245.00               | 14.40            | 7.00                                  | 14.00                           | 7.00                                      | 52.00                                | 0                    |