

Insider

VOLUME 15, ISSUE 1

New Business

ESS has added the following clients over the past quarter

Radiac Abrasives
Salem

Grain Systems, Inc.
Assumption

Weedman
Bloomington

Eagle Wings Manufacturing
Rantoul

Don Moyer Boys & Girls Club
Champaign

West Towne Square
Decatur

Schum Law Office
Champaign

Douglass Center Annex
Champaign

Advocate Bromenn Physician Partners
Bloomington

Quaker Oats
Danville



Inside this Issue

- Points from the President
- New Business
- Promotions
- Safety Week Announced
- Team Members of the Month
- April 1, 2011

Points from the President

The Hard Way

It's hard to do the right thing all the time. After thirteen years of serious running, I've realized something about myself. I don't always like training for a race! There are a couple of prescribed workouts in the marathon training process I really don't like. One is called "Yassos". Yassos are sets of 8-10, 800 meter intervals at fast pace with a 2 minute jog in between. They hurt. By the time the last one comes, my legs burn and I feel like puking. However, I know these will make me faster and help me to know what pace to run during the race.



It's a lot easier to find an excuse to skip Yassos than it is to actually do them. You know, like....."I'm tired", "I've had a busy day", "My foot hurts", "It's too cold, too hot, too windy", "I'm out of town", etc. What I have found is that when I skip the workout, it becomes a lot easier to skip it the next time and the next time. Then I've developed a bad habit, and I am not prepared for the race. When I persist and do the workouts without excuse, no matter the conditions, I perform well.

It's hard to do the right thing all the time.....

Being honest, when a white lie would make life easier - temporarily.

Performing the job right, the first time, with preparation and planning, when rushing through it would make life easier - temporarily.

Taking responsibility for a mistake, when blaming someone else would be easier - temporarily.

Avoiding gossip when joining in is more exciting – that is, until you are the one being talked about.

Doing the right thing makes us stronger and more confident. It makes our work, our relationships and our lives more successful. If we do it enough, it becomes a habit.

"Discipline is doing what you really don't want to do so that you can do what you really want to do"

John Maxwell

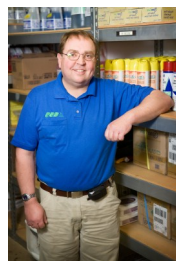
I have done it the wrong way, the easy way, many times and suffered the consequences. I hope and pray I can learn from my mistakes and do better the next time.

Paul

Promotions

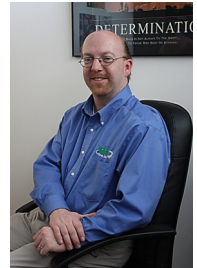
ESS Clean, Inc.

Tony Neal has been promoted to manager of Special Services. Special Services is responsible for floor care, carpet care, construction cleaning, and covering for absences. Tony began working for ESS in 1999, starting out on the floor crew. He then became an Area Manager and decided to transfer to managing the Special Services crew when that job opened. Tony has over 30 years experience in the cleaning industry. He is extremely knowledgeable about floor care and has just completed the IICRC two-day course in carpet care. Tony's main interest outside work is sports. Tony's expertise in all phases of cleaning and his management experience make him a great fit for Special Services. Congratulations Tony!



Bob Odell has been promoted to Area Manager for most of Urbana. His other areas include Sidney, St. Joseph, Tolono, and Tuscola. Bob has worked at ESS Clean for 15 months and was previously Assistant Site Manager at the Urbana High School and Urbana Middle School. He is married with two children and lives in Roberts. He likes gardening, spending time with his family, and University of Illinois sports. Congratulations Bob!

Bob Monteith was recently promoted to Area Manager for the Decatur/Springfield/Pawnee area. This is a newly created position, as this area was previously managed from the Urbana office. Bob began working for ESS Clean eight months ago as Site Supervisor at Cancer Care Specialists in Decatur. He has a background in hospitality management, with a degree in that field from Purdue University. Bob is married with two step children. Away from work, he is active in his church, and pursues interests in astronomy and genealogy. Congratulations, Bob, on your promotion.



Nick Woolcott has recently been promoted to Area Manager for most of the north and west parts of Champaign. He replaces Tony Neal, who was promoted to manager of Special Services. Nick has worked for ESS since the beginning of this year, starting out cleaning at Metritech. Prior to coming to ESS, Nick served in the Marine Corps and then managed an auto service center. Nick is married with two children. His hobbies include outdoor recreation. We wish Nick the best in his new position.



Bits



Safety Week



**Monday,
May 23 –**

**Friday, May
27**

ESS will be dedicating an entire week to workplace safety. During safety week, our entire management team will participate in visiting employees at their job sites to conduct a safety inspection of your closet(s) and

equipment.

Employees will have the opportunity to earn extra entries into our safety jackpot drawing, as well as win special prizes that will be given away during this celebration of keeping our employees safe at work.



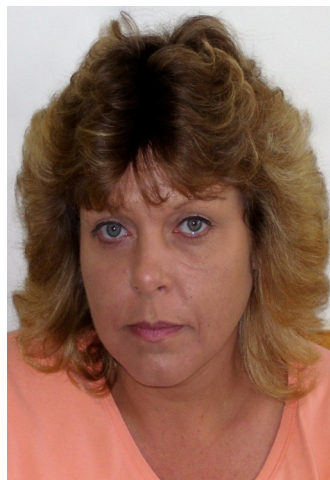
Safety Jackpot

Don't miss out on your opportunity to get entered into the 2011 Safety Jackpot drawing. This year we are giving away a brand new 2010 Kawasaki motorcycle valued at over \$8,000.00! Employees can earn multiple entries into the jackpot drawing by completing the monthly safety activities sent out in the paychecks.

Team Members of the Month 2011



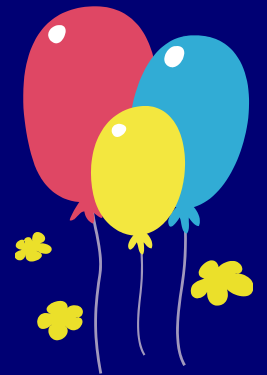
January
Jessica
Youhas
F.E. Moran



February
Kristel
Brandon
AT & T



March
Denver
Miller
*Illinois
American Water*





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Core Values Of ESS Clean, Inc.

- Honesty
- Improve the lives of our team
- Provide the best value
- Always get the job done
- Operate debt free
- Have fun!

We're on the web!
www.ESSclean.com



You never know what will happen in the ESS office, in Urbana, on April 1. All of your employees can report out sick or music can be playing from the ceiling tiles endlessly, but you can bet a buck it is going to be fun! Christmas came April 1, 2011, in the office, of Paul Taylor. Although we have pulled some pretty good pranks on the boss, this one had to be one of the best! His door was

wrapped in Christmas paper, instructing him not to open until Christmas. From ceiling to floor, including the walls, everything screamed Christmas. Paul is such a good sport!! Merry Christmas, oh wait, Happy April Fool's Day!

