ESS Clean, Inc.

Insider

VOLUME 14, ISSUE 2 JULY, 2010

New Business

The great service provided by our ESS Clean Team deserves the credit for our continued growth. In the past quarter, we have added the following customers.

Chesterbrook Academy (Kays Dr.) Normal, IL

1st Farm Credit – Normal, IL

Central Illinois Bank – Decatur, IL

Coldwell Banker/ Devonshire Commercial – Decatur, IL

Credit Union 1 – Tuscola, IL

Mahomet Library – Mahomet, IL

Head Start – Urbana, IL

Carle Clinic – Effingham, IL

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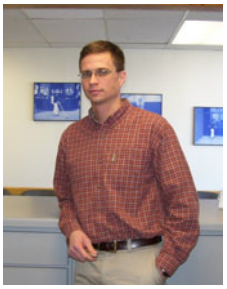
Points from the President

I am a Failure!



The other day at a meeting, I was having a discussion with a long-time friend about raising funds for the Rotary Foundation. The Rotary Foundation is one of my very favorite charitable organizations. I am passionate about the Foundation because they have done so much to cure and care for the suffering and promote peace around the world.

Anyway, as we were talking, my friend suggested that the best way to raise funds is to ask people to increase their giving from last year by 10%. I disagreed (in a nice way). I felt we needed to set a big goal, and work together toward the goal as a team. My friend said "What if we don't reach our goal……it will be a failure!" That got me thinking about what a huge failure I have been because of all the goals I have failed to reach.

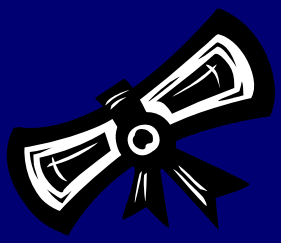
- In 1995 we started a business with a goal of making a profit within 2 years. Unfortunately, it took 3 years to make a profit.
- 1n 1998 I decided to run my first marathon. I set a goal of completing the marathon in 3 hours, 15 minutes. My result was 3 hours, 23 minutes (8 minutes short of my goal.)
- In 2003, our Rotary Club set a goal of raising $45,000 to provide training and equipment for wheelchair athletes in Ghana. We were only able to raise $41,000. We bought racing wheelchairs for 8 Ghanaian athletes and two of them went on to compete in the 2004 Paralympic Games
- In 2008, I ran the Indianapolis Marathon with a goal of 3 hours, 10 minutes. I was unable to make my goal……I finished 3 seconds short.
- Last year we set a goal of building a kitchen for Restoration Urban Ministries to be completed by the end of 2009. We finished the kitchen, however, it took 3 months longer than anticipated.
- ESS set a goal for 2009 to grow revenues by 15%. Unfortunately, we only grew 10% (in the midst of a recession.)
- In April, I ran the Boston Marathon with a goal of 3 hours, 15 minutes. I finished in 3 hours, 27 minutes…….12 minutes short of my goal.

Respectfully, I must disagree with my friend. I think failing is a prerequisite for winning, and you will never fail if you don't set goals.

"Success is the ability to go from one failure to another with no loss of enthusiasm."

Sir Winston Churchill

Paul



Good News!

Scholarship Recipients

An independent committee has determined the scholarship recipients for 2010—11 school year. The following individuals are children and/or employees of ESS Clean, Inc.

Congratulations to Robert Flinn, Ashley Runck, Jennifer Janssen & Michael Williams.

Paul Taylor, President and founder of ESS Clean, Inc., was featured in the spring magazine, "Contracting Profits," a leading magazine for the industry. The article can be read in its entirety on the website: www.essclean.com

Click on News and the link will take you to the article.

Mark your calendar! December 5, 2010

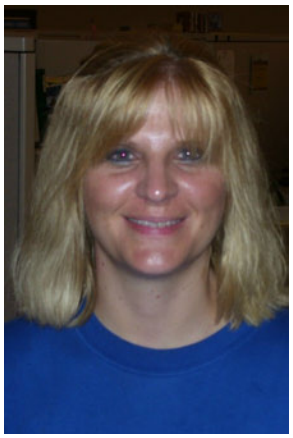
Plans are underway for the annual holiday party. The safety winner will be drawn, for the cruise and week off, plus other awards and prizes. Make sure you get your answers in to the office, from your monthly safety newsletter!

"The great service provided by our ESS Clean Team deserves the credit for our continued growth."

Team Members of the Month 2010

Carla Valdes
April
Busey—Main
Site Supervisor

William Schroeder
May
Ameren—Champaign
Tri-Star
AC Humko



Tiffany Coleman
June
Ameren—Pawnee

We're on Facebook!

ESS Clean, Inc. recently joined facebook as a way to connect with our employees and our customers. Visit our page by searching ESS Clean on facebook. Our page is viewable by the public – even if you don't have a facebook account! If you do have a facebook account – "like" our page to receive our updates in your news feed.

For our employees, our facebook page will keep you updated on what is going on in our company. Connect with other ESS employees, participate in discussions, and win prizes in new ways with our incentive programs!

For our customers, our facebook page will serve as a communication tool. Get to know "us" as a company, leave a review, or join in on the conversation.

ESS Clean, Inc. reserves the right to monitor comments, posts and discussions on our facebook page. Inappropriate content will be removed.

Safety Week 2010

"Think safe... Work safe... Be safe!"

Due the enormous success of our first ever safety week in 2009, we will be hosting the week-long event once again. Safety Week 2010 will take place from **August 27 – September 3**. Mark your calendars now and get ready to focus on safety. Everyone can expect to be visited at their job sites during the event. So make sure that you are ready.

Tips for brushing up on safety:

- Make sure that you are familiar with all of ESS Cleans' safety rules.
- Look at your closet(s) and make sure that you are following all safety rules, and that your bottles are labeled correctly.
- Can you give me at least three tips for staying safe while working during hot weather?
- Do you know what the term "Ergonomics" means?
- What is personal protective equipment and when should you use it?

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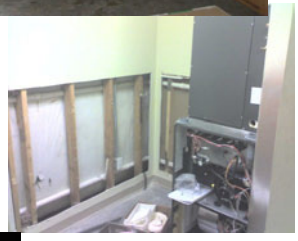
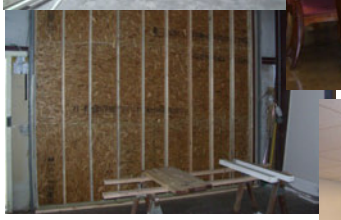
Core Values Of ESS Clean, Inc.

- **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

The Restoration Urban Ministries kitchen was a community service project tackled by the ESS Management Team, Mahomet Lutheran Church along with contributions from business community. The paperwork and motivation began in 2009, but construction started in January 2010. Below are some of the pictures during the process, including the finished product at the open house on April 25, 2010.