

# Seattle Executives Classification Presentation



*“We Make the Difference”*

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## Who is FMC?

FMC is a Full-Service Property Maintenance Company, offering a wide range of services including Commercial Janitorial & Landscape Maintenance

**What is Janitorial Service?**

**&**

**What do we do?**

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- Daily office and restroom cleaning
- Detail cleaning



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## ■ Floor stripping/refinishing/buffing



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- Commercial Carpet Spotting & Cleaning
- Upholstery Cleaning



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- Window Washing – Single or Multi-Story
- Pressure Washing



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## How Did We Start?

- **Founded in 1986**
- **Started with no employees**
- **Sales & office work during day**
- **Train and clean at night**
- **Windows on Fridays**
- **Slowly built Staff to our current level of 125**



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## Who Are We Now?



- Locally owned & operated
- Employee based – Not a franchise
- Team of Professionals
- Experienced – 21 years serving the greater Seattle business community
- 100% of customers surveyed said they would choose FMC again
- Our reputation depends on our quality & customer satisfaction
- We have **FUN!**

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## Recognized for Quality & Growth



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## Janitorial Supervisory Staff



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## What Makes FMC Different?

- Proven systems that render consistent, quality service
- We heavily focus on supervision
- Hiring and retaining the right people
- Our company attitude, “How may we serve you?”
- Proactive communication
- Stability – Serving our customers since 1986

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## What Do Our Customers Say About FMC?

- “It is a pleasure working with responsible people who take their business to the highest level of service. FMC is able to handle all my needs and at a reasonable cost”

**Paul P. – Continental Mills**



- “The management you have ensures quality work. It appears that you have accountability at each level. Also I like that Kathy personally calls on us so we don’t have to take the time to make a telephone call if there is an issue or we need extra services”

**Liz K. – EMJ Co.**

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## Who Do We Serve?

- Multi-tenant Office Buildings
- Banks & Financial Institutions
- Manufacturing Facilities
- Distribution Centers
- General Office Buildings



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## Who is a Good Lead for Us ?

- Car Dealerships
- Companies moving, relocating
- Companies renovating or expanding



- **ANYONE** upset with their janitorial service!!

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