

BUSINESS PROFILE

DeMedio's Building Maintenance, Inc.

DeMedio's Building Maintenance, Inc. (DBMI) started in 1985 in Conshohocken, PA. DBMI, formerly known as Dirt Busters, specializes in cleaning commercial and residential accounts in Montgomery, Chester, Delaware, Berks and Bucks counties.

Joseph DeMedio, President and founder of DeMedio's Building Maintenance, Inc. has been working since the age of 14 as an office cleaner. He was an opportunist at a very young age and worked with many businesses in the Conshohocken area. Joe had the opportunity to start a cleaning service with a friend where at the time they formed a partnership. His friend decided to proceed to a different profession, and Joe then dedicated himself to maintaining the cleaning business. At this time, DBMI was a one-man show until Joe met Susan. Susan was an undergraduate at Temple University and was also an opportunist at a very young age. From that moment, they both worked extremely hard to get the business to



Joseph DeMedio and Susan DeMedio.

where it is today. As a company, we are heavily involved in the community with volunteering and participation in net-working groups. We believe that being involved in the community allows us to better understand people in the area. Currently the next generation, Jayme DeMedio and Jose Gonzalez, are learning the tricks of the trade to eventually take over the legacy and hard work that Joseph and Susan DeMedio put into getting DeMedio's Building Maintenance, Inc. to where it is today.

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Jayme DeMedio and Jose Gonzalez.

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DeMedio's Building Maintenance, Inc.

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What we offer our customers are shampooing of carpeted areas, stripping, sealing and waxing of non-carpeted areas, disinfecting processes in our cleaning procedures, full commercial and office cleaning, complete floor care (carpet, tile, hardwood, cement), upholstery care, green cleaning, deep sanitizing and enhanced cleaning, light construction/modification clean-ups, and peace of mind with knowing your office spaces are thoroughly cleaned and taken care of.

Having a clean office keeps your staff safer and healthier. We are fully insured with Worker's Compensation, Business Liability Insurance, Bonded, and vehicle insurance. No job is too small or large. Whether your space is 500 square feet or 50,000 square feet, the DeMedios can keep it clean whether it is business offices, property managers, light industrial firms, software and hi-tech companies, churches or places of worship, community centers, non-profits, medical and dental offices, warehousing and logistics, retail stores, and financial institutions. We can accommodate any business with a cleaning service package. We can discuss what your needs are to give your office the best appearance possible for your

clients. We can clean on an as needed basis to seven days a week.

You assume your office cleaners will clean your office, right? You also really want a cleaning company that you can trust. You want to know that even though you aren't right there, the cleaners are treating your workspace with the respect it deserves. You want to know that they are giving an honest day's work for an honest day's pay. We know that not everyone is cut out for cleaning. As the saying goes, "It's a dirty job, but somebody's gotta do it!" It is a dirty job, but it is a job we love. We find true satisfaction in restoring "dirty" spaces to their former shine. When was the last time you walked into your office and said "WOW!?" Some people think of cleaning as a "necessary evil," a chore that MUST be done. We do it because we love it! We relish the challenge to return a dirty space to its like-new condition. We thrive on the "WOW!" reactions our work gets from our customers. Not everyone is qualified to clean. It takes both aptitude and attitude. When DBMI recruits new team members, we look not just at their skill set and work records, but also at their mental outlook. We conduct background and

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security checks as well. The DeMedio's employees WANT to clean. They enjoy working with their hands and they pride themselves on their ability to restore a space to its clean and fresh appearance.

When someone joins the DeMedio's crew, they receive training and support as well as opportunity and reward. With this combination, the DeMedio's never need to subcontract to others or to recruit day laborers to fulfill its obligations. Clients can rest assured that the DeMedio's crew is reliably trained and dedicated to delivering a freshly cleaned space. We also have specialists available for especially difficult tile, rubber or concrete floor problems, chrome you thought beyond help, or if you end up with a damage/restoration issue.

We believe the best testimonial to our trustworthiness is the many, many accounts that have chosen to work with us for literally decades. That speaks volumes about the care we deliver. Some clients are even on their second generation of family ownership. We take great pride in that. Our crew members have been with us for five to 25 years. No subcontractors either. Our team is just that. Ours. If it has been awhile, then it may be time to call DeMedio's Building Maintenance for a free cleaning assess-

ment and estimate. Before we provide your free estimate, we visit your space and meet you. This is the best way to ensure you get the cleanliness you want. During this visit, we work hard to understand your facility and the type of cleaning services that will best serve you. We ask what's important to you and how you'll judge cleanliness. You'll be able to highlight for us any particular issues we need to address. Once hired, our expert start-up crew takes over. They learn the flow and the needs of your environment and design the cleaning protocol to deliver your results. We then train an assigned crew who will care for your space on an ongoing basis. To make sure all stay on target, we conduct surprise inspections and we check in with you periodically to ensure your satisfaction and keep communications current.

Our clients are our everything. We are focused on "You." You define the work you want done, you pick the contract length, you specify the frequency of our visits, and you tell us what day(s) of the week you want us to come in. We are available at your needs. If you need our suggestions, we will be willing to help You. Call today and experience the DeMedio difference for yourself. You can reach us at 610.454.1450 or visit our website at www.jdemedio.com.

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