



Window Cleaning

Negative Effects from Skipping Window Cleaning Cycles

During 2009, we have been hearing some of our clients ask questions about skipping an exterior window cleaning cycle. The question posed is usually something like this: "We need to cut back on our budget this year, and we are concerned about what might happen to our windows if we skip an exterior window cleaning cycle."

Our answer, consistent over the last 23 years, is that "It's very possible that stains will develop on the glass surfaces if you do so." We recognize that when we respond this way some of our clients may think we are reacting selfishly and that we are concerned about our loss of business more than the ill effects the skipped service may cause. The reality, however, is that window cleaning is truly a preventative maintenance plan to keep the windows clear of dirt and contaminants, especially when the building façade contains precast concrete or other stone materials. We have seen over and over again where stains have developed so intrusively that building owners were forced to restore the windows with a very expensive stain removal project that cost anywhere from 5 to 20 times as much as a regular maintenance window cleaning. These stains, if not removed, make the windows look filthy even after they have been washed, often resulting in tenant complaints. This happens because a stain has built up and the optical clarity of the window pane has been marred. This phenomenon seems to always follow when a building has had regularly scheduled maintenance cleanings skipped.

One way to visualize this is to imagine cleaning the outside of your car, which is a polished surface similar to a window pane. If you were to clean your car only once or twice per year, it is likely that the paint surface would deteriorate, and a regular car wash would likely not make it look clean. In all likelihood it would need to be compounded and polished again, which might restore the original luster, but not at a drive-through car wash. Rather, you would need to get it detailed by hand, and it would likely cost between 5 and 20 times as much. Similarly, your building's windows are also exposed to some nasty contaminants that will mar the glass surface if not removed regularly.

We have always urged our clients to not only consider keeping their buildings looking their best, but to take into account the long-term negative effects and cost of allowing the windows to become stained. We believe it is our responsibility at Valcourt to educate our clients about such long-term effects.

branchNEWS

Darron Fadden has joined the New Jersey Window Cleaning Branch as the second Business Development Manager. In his new role, Darron will be complementing the existing management and sales team as the branch continues its growth in the central and southern markets of New Jersey. He reports to Senior Business Development Manager John Schiavello. Before joining Valcourt, Darron worked with the Cintas Corporation as a Direct Sales Market Manager. With more than four years of business-to-business sales experience, he has a proven track record of successfully forging long-term relationships with clients that promote quality service. Darron earned President's Club status for eight quarters with Cintas.



Matt Haga has joined the Virginia Window Cleaning Branch as Business Relations Manager. Matt began his career with Valcourt in 2007 as a Manager of Compliance Programs in the DC/Baltimore branch. He reports to General Manager Jeff Bradley and works out of the Richmond office, where he will be responsible for managing many facets of Valcourt's client business in the Hampton Roads and Richmond markets.



clientNEWS

Valcourt Building Service's Washington/Baltimore Window Cleaning Branch has been selected as the window cleaning services provider for Nationals Park, the home of the Washington Nationals baseball team.

The ballpark serves as a catalyst and cornerstone of a new mixed-use Capitol Riverfront in southeast D.C. The exterior façade of the stadium features an innovative design of steel, glass, and precast concrete to create a facility that uniquely reflects the architecture of the nation's capital. Nationals Park is the first major stadium in the United States to be accredited as a Leadership in Energy and Environmental Design (LEED) structure. It also exceeded the goal of being a certified green building and received the United States Green Building Council's Silver status. Valcourt is proud to partner with the Washington Nationals and add this premier location to its growing list of properties served in the metropolitan D.C. area.

