

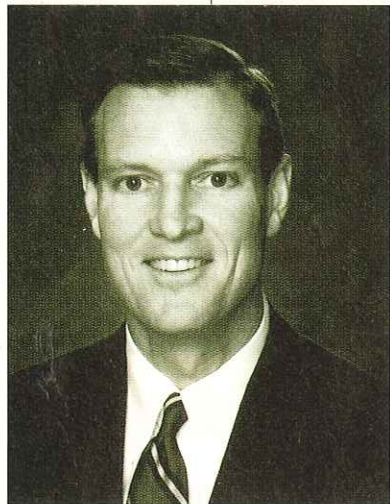
Services Sweep

Contracting News, Views & Comments

ST. LOUIS, MO

Murch Named Entrepreneur of the Year

Timothy M. Murch, CBSE, was named Entrepreneur of the Year in a *St. Louis Business Journal* story this summer. "I knew I always wanted to do something on my own and be in control of my own destiny," the *Journal* story quotes Murch, president of Mitch Murch's Maintenance and Management Company based in St. Louis Mo.



Timothy M. Murch, CBSE

Murch started the business with his father, Mitch Murch, CBSE, 22 years ago while the younger Murch was still a junior in college.

In the *Journal* article, Murch credited BSCAI as an integral part of his success in the business. "My continuous involvement in the association, along with key members of our management team, has allowed us to...network and share information," Murch said. "This has been our company's reason for our success as we can model what is working best for others."

As much as Murch has gotten from his relationship with BSCAI, the association has similarly benefited from his participation. Tim Murch served on the BSCAI Board from 1987-1990 and again from 1992-1995. He also served as co-

chair of the 1996 Annual Convention & Trade Show and served for 11 years on the Insurance and Safety Council, 3 years on the Bidding and Estimating Committee, 5 years on the CEO Seminar Committee, 3 years on the Certification/Registration Board, and 2 years on the Strategic Planning Committee, 1 year on the Executive Committee, and 1 year on the Awards Committee.

The Mitch Murch Maintenance Management Company started with just 100 employees. Today the company employs 1,700 people and retains 300 subcontractors who service more than 200

accounts in 350 buildings. The company is

currently one of the largest building service firms in the competitive St. Louis market and has plans to expand into neighboring Kentucky and Tennessee.

PHILADELPHIA, PA

SEIU Organizes Suburban Philadelphia Janitors

Janitors working in suburban Philadelphia office buildings signed their first contracts with Service Employees International Union Local 36 this summer according to reports in the *Philadelphia Inquirer*. The contracts established compensation rates in line

with city janitors who earn approximately \$12 per hour plus benefits for full-time employees. Suburban janitors, who primarily work, have averaged between \$5.75 and \$8 per hour. The new contract will raise the wage to a minimum of \$8 in January 2002 and \$9 by 2004 when the contract expires.

The contracts are between SEIU members and American Building Maintenance Inc., One Source Inc., Inicco Service Co., Arthur Jackson Co., and HGO Services. An estimated 25% or 1,000 suburban Philadelphia janitors are expected to sign contracts by year's end.

THE FACT IS...

In response to the question "Where do contractors clean?"

Office Buildings 44.6%

Private Homes 16.5%

Retail Stores 12.1%

Healthcare Fac. 10.6%

Industrial Plants 8.9%

Educational Inst. 3.8%

Source: *The US Commercial & Residential Cleaning Services Industry, May 2001* published by Marketdata Enterprises, Inc.