

Rising Above the Competition and Winning Contracts With a GS-42 Compliant Green Cleaning Program

The Wilburn Company, Inc. (TWC), a family-run business established in 1998, has enjoyed rapid growth over the past 10 years, having expanded from servicing one million square feet of commercial property to a current portfolio that includes a combined 7.5 million square feet of commercial and government space. TWC's growth and continuing success is largely the result of its ability to compete for and win government contracts that increasingly include compliancy requirements with green cleaning standards such as Green Seal™ GS-42 or Cleaning Industry Management Standard (CIMS) certification.

TWC recognized early on that in order to compete for business, today's facility services companies must have green cleaning programs in place. Completing the Building Wellness Certification Training program in the winter of 2008 has enabled TWC to fulfill green cleaning contract requirements and help its customers achieve LEED-EB certification. As a result of its ability rise above the competition, the company recently helped the prime bidder on a large government contract win because its GS-42 compliant program proved to be the key differentiator.

In addition to providing the tools and best practices necessary to establish a successful green cleaning program, Building Wellness Certification Training also helped the TWC staff understand the implications of the procedures and products it uses, both for the environment and the business of cleaning. Today, TWC's ability to meet green cleaning contract requirements is paying dividends for its staff and its customers.

“Most government contracts for facility services now require a Green Seal compliant cleaning program. The bottom line is that if you don't qualify, then you won't win.”

Jimmy Wilburn
President,
The Wilburn Company, Inc.



*The
Wilburn Company, Inc.*