

THE ORANJE GROVE

Oranje Commercial Janitorial Newsletter

Nº3, Spring/Summer 2021

5 simple steps to make your office sparkle this spring

Get your business on track for success with a partner who values you



Birds are chirping, flowers are in bloom and your business can use a makeover.

Spring cleaning doesn't apply to just homes anymore. Here are five simple steps to freshen things up at your office:

1. Organize your inbox

Use the springtime to purge your inbox. Do one of the 4D's when you review your email: DO IT, meaning address the email if it can be completed in two minutes or less, DELETE IT, DELEGATE IT to another person to address, or DEFER IT until a later date when you can focus your attention on properly addressing .

2. Tidy up your website

Take the time to scour outdated

content, logos or links. Make sure all things line up with your current brand.

3. Dust off your business plan

Businesses constantly develop and change. Set aside time to reflect on the past year and ask yourself what changes you made to your business. Do changes need to be made to your plan to reflect your new year objectives?

4. Freshen up your marketing strategy

Research new market trends, invest in social media, revisit your brand or analyze last year's data. Know what your competitors are saying and make sure your brand is up to date.

5. Declutter your space

It's time for a "deep" spring cleaning. Particularly if many of your employees are returning after home-officing. This may seem like a daunting task but help is on the way!

As your valued partner, Oranje personnel will help you deep clean your offices ensuring that they not only sparkle, but are safe as well. Spring cleaning your workspaces will make you and your employees feel reenergized and organized

Meet Dulce Acosta

Dulce Acosta recently relocated from Alaska to join the Oranje team as the new Human Resources Manager.

Why did you decide to leave Alaska?

I am from Phoenix, and my family is here. So, my husband and I decided to bring our 14 month little girl back so she could spend time with her cousins and grandma. She is the only granddaughter!

What do you like to do when you are not working? I like going to the gym with my husband. It's our time to relax & enjoy time together!



The Power of Empowerment - Joshua Woodworth,

Through our mission statement of creating lasting partnerships with the people we serve, we are not only speaking of our customers, but also our employees. One key element to having strong partnerships with our employees is by empowering them to make a difference by allowing them the autonomy to excel under the proper supervision and management. This is accomplished by continuously sharing our vision and purpose of why we are here, by trusting our employees and providing them with the tools to succeed. These tools not only consist of standard cleaning equipment and supplies, but feedback through our inspections and our open and honest communications. This includes, taking their recommendations and putting them into action. Empowerment is Powerful and by empowering our staff we have found that accountability and retention increases, customer satisfaction improves, and employee confidence is gained.



The importance of inspecting what is expected

Keeping promises to our associates and the customers they serve



Cleaning inspections should never be looked at as a burden. In fact, regular inspections of your facilities are the key to identifying your concerns or those of the cleaning associates. The best associates want to understand the expectations of their supervisors, as well as the expectations of their customers. This will ensure they are performing well, allowing a long-term partnership to grow.

At Oranje our supervisors are expected to conduct inspections every 1-2 weeks depending on the needs of the customer. Utilizing an application called SWEPT, our supervisors can input exactly what should be cleaned, when it

should be cleaned, and how it should be cleaned, with product specifications. The SWEPT application updates in real-time with results of the inspections as well as follow-up steps required to address any issues. The data captured in the SWEPT application can also be shared with you, our customer, to ensure we are delivering the professional cleaning service you expect.

Inspections are a valuable touch-point that can identify underlying issues that otherwise might go unresolved. For example, if a carpeted area in your facility is not being spot-cleaned properly, our supervisors can ask why? Perhaps the right tools or products are running low, or perhaps there is a scheduling issue. Perhaps additional training is needed.

Regular inspections are a commitment that we make to you, our customer to ensure that any problems are rectified promptly and good work can be rewarded. Inspections offer the opportunity for regular dialog between our associates and customers, ultimately leading to happier cleaners. Happy cleaners mean happy customers. This is just part of creating a culture in which we genuinely care.

ORANJE REWARDS

Let your referrals be the “spring” board to savings

It's as easy as 1, 2, 3...

- (1) If you know of a business that needs cleaning, let us know, make a warm introduction, and be sure to tell the prospect why you like doing business with Oranje.**
- (2) We will take it from there and provide the referral with a quote for cleaning services based on their scope of work.**
- (3) If the prospect chooses to do business with Oranje, we will take 5% of their monthly contract value and reward you with a rebate on your invoice each month.**

There are no limits on the number of rewards you can receive, so keep those referrals coming!

Start earning \$\$\$ today by calling Annemarie Boeckman, Director of Sales at p: 602-931-0834

Launching Soon!

Oranje is proud to announce our new and improved website, launching in March!. Making it easy for you and prospective new customers to learn about Oranje Commercial Janitorial, the services we provide, updates on the industry, special promotions or to request a quote for service.

**Check out our new pad:
<http://www.oranje.us>**



Handling Cash and Cakes are all in a days work

The most amazing spring sweets from a sweet person

Lemon-Lime Poundcake

Shanda Ferris works in our Accounts Payable department and when she is not at work, she loves to bake amazing desserts. She is truly talented, creating professional quality cakes.

Ingredients:

1.5 cups butter, softened

3 cups sugar

5 large eggs

2 tablespoon lemon zest

1 teaspoon vanilla extract

1 teaspoon lemon extract

3 cups all-purpose flour

1 cup lemon-lime soft drink

(such as 7_up or Sprite)

Shortening

Lemon Lime Glaze



Directions:

Step 1

Preheat Oven to 350 degrees. Beat butter at medium speed until creamy. Gradually add sugar. Continue to beat for another 3 to 5 minutes or until light and fluffy. Add eggs 1 at a time and mixing until just blended after each addition. Stir in zest and extracts.

Step 2

Add flour to butter mixture alternately with lemon-lime soft drink, beginning and ending with flour mixutre. Beat at low speed until just blended after each addition. Pour batter into a shortening greased and floured 10-inch bunt pan.

Step 3

Bake at 350 degrees for 1 hour to 1 hour and 15 minutes or until a wooden pick inserted to the center comes out clean. Cool in pan on wire rack for 10 minutes. Remove cake from pan to wire rack.

Step 4

Spoon Lemon-Lime Glaze over warm or room temperature cake. Top with Candies Lemons or lime rid twists, if desired.

***TIP - Wrap cake with aluminum foil after 45 minutes to prevent excess browning.

For **Lemon-Lime Glaze**, whisk together 2 cups powdered sugar, 2 teaspoons lemon zest, 1 and a half tablespoons fresh lemon juice and 1 tablespoon fresh lime juice. For thinner glaze, mix in an additional 1 tablespoon fresh lemon juice.

Did you Know?

Oranje Commercial Janitorial can offer you more than just your day to day cleaning services. Call us or visit us online at [www.https://www.oranje.us](https://www.oranje.us) for a quote for any of these specialized or one-time cleaning services:

- Chair cleaning
- Carpet extraction
- Emergency clean-up
- Pressure washing surfaces
- Floor strip and wax
- Floor scrub and re-coat
- Electrostatic disinfection
- Construction clean-up
- Move-out



Celebrate National Cleaning Week

March 28th-April 2nd

According to *National Day Calendar.com*, National Cleaning Week shows up just in time for fair weather! Besides getting a clean home (or business), it's a week that can produce improved moods, decreased stress levels, and increased creativity.

Observe National Cleaning Week at your business by thanking those that clean your spaces, like custodians or housekeepers on the front-line!

Use [#NationalCleaningWeek](#) and [#CleaningWeek](#) to follow and share how you plan to observe the week.



Meet Melissa Crowe, our amazing customer from



Melissa Crowe is Assistant Vice President at Desert Financial Credit Union.

How long have you been working at Desert Financial? I've been working at Desert Financial for 13 years. I started here as a manager in Facilities and Business Continuity.

What do you do for fun in your spare time? While fitness is a big part of my life, it's not necessarily what I enjoy the most. I really love to spend time shopping with my teenage daughter. She's hilarious and impersonates me perfectly.

What is your favorite Meal? My favorite meal is actually from a food truck. I love jerk chicken, red beans and rice, and plantains from Island Boyz Jerk Spot.

Where has been your most favorite place to vacation and why? My getaway place is Jackson Hole, Wyoming. The Grand Tetons are so beautiful with a ton of fun, outdoor activities, shopping, and restaurants.

Melissa's FUN FACT Something a lot of people don't know about me is that I am an Air Force Veteran. I served 12 years between active duty and Reserve time.



Dear JC ~

Our Director of Operations answers your questions



Dear JC, We have a company that cleans our facility, including restrooms, on a nightly basis, but they get re-soiled and look so dingy so quickly. What do you recommend to keep them looking cleaner and fresher longer?

Dear Silvia J.- The biggest factor appears to be the heavy foot traffic that is entering your restrooms on a daily basis. My first recommendation would be to review your current scope of work. Quite possibly this could be a simple fix in terms of having a day porter on-site to assist with refreshing and spot cleaning as needed throughout the day. I also strongly recommend a periodic deep cleaning by way of a Kaivac machine in between your regular cleanings. This machine is essentially a pressure washer with a recovery system that can tackle your toughest cleaning challenges and limiting any cross contamination. This machine will thoroughly clean your fixtures, floors, partitions, tiled walls and more.

Call us to schedule a demo, or to get a quote. Our technicians are well-trained and ready to get those restrooms spic and span!

-JC Reyes, Director of Operations



Thank you, Aurbra "Bo" Baker for your years of service at Oranje

Bo works as an external porter at the Phoenix Marriott Papago Buttes Resort.

How long have you been working at Oranje?

I have been working with the Oranje team for 9 years!

What do you like to do when you are not at work?

I like fishing, cooking up delicious barbecue and talking about my faith in Jesus. I attend Bible study every weekend.



Contact Us:

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