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The Performance Reporter

JANITORIAL ♦ FACILITIES ♦ LABOR ♦ GROUNDS ♦ SPACE PLANNING ♦ BUILD OUTS

What's Inside This Issue?

- Save 50% - 85% on your lighting bill!
- Find that pesky leak.
- The \$100 Newsletter Quiz.
- Cleaning Tip – Carpet Stain Removal
- Are you ready for another Flu Season?



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Technology Alert! LED Lights Save Big



From flashlights, to TV sets and even Christmas lights, LED (which stands for Light Emitting Diode) technology has recently taken center stage. By now most of us have heard about the benefits and savings associated with LED lights, so it's no wonder why it's emerging as the latest and greatest best technology for all things illuminated. And just as we were done patting ourselves on the back for converting to energy efficient fluorescents, along comes LED

to... pardon the pun, shine a new light on the subject. What most don't know is that LED lights are now available for most commercial building applications as well. That's right, whether you are running T12, T8 or other fluorescents such as 4 pin or "U" bulbs, LED lighting has a comparable retro-fit or new construction application for you.

So why bother? Well here's the scoop. LED lights are 85% more

efficient than incandescent lights, and 50% more efficient than fluorescents. That's right! You stand to save from 85% to 50% on your current electricity bill for lighting. And with the rising energy costs, that's nothing to sneeze at. Ready for more good news? LED lights last up to 5-6 times longer than fluorescents; typically 50,000 hours. So that means less time spent changing bulbs,

Continued on last page

Where's That Pesky Leak Coming From?

Building owners, tenants, managers and contractors know there is nothing more frustrating than persistent, hidden water leaks. From the high utility costs to the damage the leak causes and the destruction that takes place to find the leak, the time-consuming and messy process keeps everyone asking, "Where's the leak coming from?" Behind walls, under foundations, in and around pools, on roofs and underground; leaks continue to waste water and money until properly addressed.

So how do you find hidden leaks? Of course, fixing a

dripping pipe is a common and routine repair. However, leaks that are not visible require a different kind of toolset to solve correctly. In the northeast, we now have the answer: American Leak Detection.

Founded in 1974, American Leak Detection now has a new corporate location in New Haven, CT. The company locates the source and origin of the leak by using proprietary methodology and technology, including sonar, infrared and acoustic devices. This means their technicians are able to find the source of a leak without destruction -- no ripping

open walls, tearing up the ground and causing the typical damage that is seen when a leak is being chased without the proper tools.

The next time you suspect a hidden water leak and need to know "Where's the leak coming from," American Leak Detection services is at the ready to provide the answer. For more information on, including drain line health and facility hygiene, visit us at www.AmericanLeakDetection.com.

Alison Buckley

Performance Recognizes its Employees!



Mr. Jonathan Londono
(center) holding a check for \$250

Performance would like to congratulate Jonathan Londono!

Jonathan has worked as a day porter at the Church St. Court house since Performance began providing services there. Jonathan has weathered through a very difficult contract start-up, and subsequent challenges like the influx of activity during the "Pettit trial." He has been complimented as being very polite and

cooperative; he has put his hours in before during and after regular shift hours and has an excellent attendance record. As Jonathan says "I only miss work when I'm sick"!

Jonathan recently took on additional responsibilities as supervisor of the new Covidian floors at Long wharf Maritime center, which was a challenging 200,000 square feet for a very important tenant for the customer. He is now a

full time employee with great future with Performance. We depend upon him and enjoy working with him. His supervisors recommended him and I agree. Jonathan Londono is the Performance Environmental Services employee recognized for the third quarter of 2010.

Congratulations Jonathan!

Cleaning Tips!

Carpet Stains?

"Baby wipes are miracle-workers on carpet stains, from motor oil to blood, they remove almost anything!"



580 Cottage Grove Rd
Bloomfield, CT

Message from the President

The cover of the November edition of Forbes Magazine is titled "The Best Small Companies in America". Can you believe that I actually looked inside the magazine to see if Performance was listed? Of course we were not but I sure feel like we deserve to be and maybe even can be. Along with the change of ownership I've witnessed my staff demonstrating a whole

new enthusiasm and PRIDE in our company. They have taken ownership. We are in a service industry and I personally cannot handle every aspect of this companies' business. Without the many employees and especially the long term members of Performance this company would not have the same personality that it currently has.

I recently went though our

payroll records and out of 587 current employees there were 143 with over five years of service, five with 20 plus years to their credit and dozens in between. I was proud and amazed to know so many individuals who are working night after night, taking great pride in their work and in their company.

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Watch Us Grow! New Business Activity

Performance Environmental Services is happy to announce that it continues to expand thanks to the hard work of its sales, operations and administration personnel.

Recent new business activity includes...

Janitorial services for over 28 TD Bank locations in MA and CT.

Ongoing tenant space build-out projects for office buildings in Downtown Hartford.

Janitorial services for a multi-tenant building in Bloomfield, CT

Janitorial services for the Fairfield and Norwalk courthouses in CT.

Temporary labor for leaf raking in the town of North Haven, CT

Janitorial services for the Chelsea Groton Bank Portfolio (over 14 locations)

Performance Environmental Services, LLC

BRANCH OFFICE LOCATIONS

New Haven, CT

South Windsor, CT

East Providence, RI

Springfield, MA

Toll Free 1-800-899-3597



We're on the Web!

See us at:

www.performancesvc.com

\$100 Newsletter Quiz

Try your hand at a short Industry Related quiz for a chance to win a \$100 Visa gift card.

Guaranteed Winner Each Issue!

Find it online at:

www.performancesvc.com/quiz



LED Lights Save Big (continued from p. 1)

less time trying to match the "color" of a burnt out bulb to the rest of the room, and obviously less money spent on bulbs themselves. Here's some more LED benefits:

- Instant on, no flicker
- True light, non yellow
- Dimmable and no heat
- No mercury or gasses
- Low cost, long life

So why not look into the benefits of LED lighting for your facility? Major retail chains, major sporting venues, and major commercial properties alike are all reaping the rewards- and **saving millions** on lighting over the course of the LED lifespan. **50% savings on average.**

LED lights can also be used in outdoor applications in place of high pressure sodium and the like. Retrofits are quick and easy, and the savings are enormous. More info on LED lights can be found under the links section on our website.

www.performancesvc.com

Message from the President (continued from p. 2)

All of this is rewarding to me but more important; it translates into better service to the customer. I can assure all that we here at Performance are taking great pride in our new found freedom and ownership. Every account is a welcome

opportunity to show who we are. Every customer is treated as an important piece of the Performance puzzle. The opportunity to continue serving our customers is our most valuable reward! It's what we work for. We may not be in Forbes

Magazine but we sure feel like one of "The Best Small Companies"!

*Steven B. Sadler
President*

Are You Ready for Another Flu Season?

Guess what time of year it is, folks? If you said "the approach of flu season," treat yourself to a new pack of cough drops. But don't fret, early reports say there is no reason to think this flu season will be more or less severe than average. Here are some "oldie but goodie" tips along with some information from the Centers for Disease Control to keep you running at peak performance this year.

everyone 6 months and older should get vaccinated, even if they got a seasonal or 2009 H1N1 vaccine last season. The 2010-2011 flu vaccine has been updated. If you DO get the flu, consider one of the antiviral drugs available. Don't forget to also... Cover your nose and mouth with a tissue (or your elbow) when you cough or sneeze. Wash your hands often with soap and water or hand sanitizer. Avoid touching your eyes, nose, and mouth. Try to avoid close contact with sick people. If you or your child

gets sick, limit contact with others as much as possible. Stay home (or keep your child home) for at least 24 hours after fever is gone except to seek medical care or for other necessities. Fever should be gone without the use of a fever-reducing medicine. If an outbreak of flu or another illness occurs, follow public health advice. Routinely clean frequently touched objects and surfaces (doorknobs, keyboards, and phones, etc.). If you begin to feel sick while at work, go home as soon as possible.

Flu activity in the United States is low now, making this an excellent time to get a flu vaccine. This season,

Credits and Sources

LED Lighting Solutions; Centers for Disease Control www.cdc.gov; American Leak Detection www.AmericanLeakDetection.com



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