

August 31, 2023

Chuck Walker
Ashland City TN Fire Department - Station 1
402 N. Main St.
Ashland City, TN 37015

Chuck,

I would like to thank you for the opportunity to provide you with our customized quotation for your cleaning needs. After thoroughly measuring the facility, listening carefully to your requirements *and* with our professional knowledge of the industry, I hope you will find the attached cleaning program both detailed and inclusive.

You will find that our services are carried out consistently and, above all, with the highest standards of quality and safety in mind. All our services stress personal attention and supervision from our dedicated and certified franchise owners. As an additional feature, you will also receive the benefit of our formal customer service program – wherein our building specialists will regularly analyze your facility in person to ensure our quality standards are being firmly upheld.

We sincerely hope that you will give us the chance to prove ourselves to you. We know that with our unique combination of ***extremely competitive pricing*** and a robust emphasis on ***quality and reliability***, we will be able to deliver exactly what we promise.

OUR COMMITMENT TO YOU

-A smooth, headache free start-up.

**-You can always rely on any job we undertake being done on time,
on budget, and to the very highest standard, with great consistency.**

The cleaning program that was tailored specifically for you is on the following pages. If after reading it, you should have any questions or need to make any final adjustments, please feel free to call or email. Otherwise, all we need to get started is your signature.

Best Regards,

John Stoll
Sales Consultant

Cleaning for the Environment

Environmental leadership is one of Stratus Building Solutions' strategic business objectives. Responsibly cleaning for our customers' health and the environment is a crucial part of Stratus Building Solutions' Environmental Leadership Program.

- Stratus exclusively uses Green Seal Certified products
- Exclusive use of microfiber cloths reduces chemical usage by 50%
- Allergen micro filtered vacuums makes your facility virtually allergy-free

Stratus is committed to maintaining our environmental leadership in everything we do, from conservation to cleaning and recycling. We believe strongly that good environmental practice makes good business sense.



Stratus Green Clean

STRATUS LABEL CHEMICALS

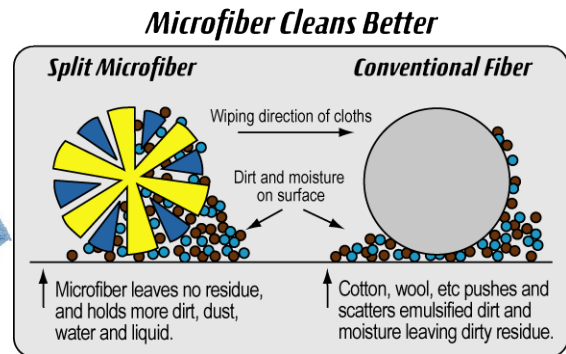


These products are included free of charge!

- ❖ Improve customer satisfaction
- ❖ Improve productivity
- ❖ Meet and exceed state standards for V.O.C. compliance
- ❖ Improve the indoor air quality and quality of the indoor “built environment”
- ❖ Reduce environmental & health risks associated with cleaning products



Microfiber Green Cleaning For Health



WHAT MAKES MICROFIBER GREEN

- Contributes to better indoor air quality with superior dust and dirt containment
- Source reduction—use less water and chemicals
- Lasts longer than conventional products



Pro-Team Green Cleaning For Health



The combination of Micro filters and Micro-Tex filters removes hair, pollen, dust, molds, and most bacteria particles down to 1 micron at **98.1% efficiency**



Professionalism and Quality

Is vital to achieve our ambitiously high standards
 and meticulous attention to detail...

Stratus insists on –

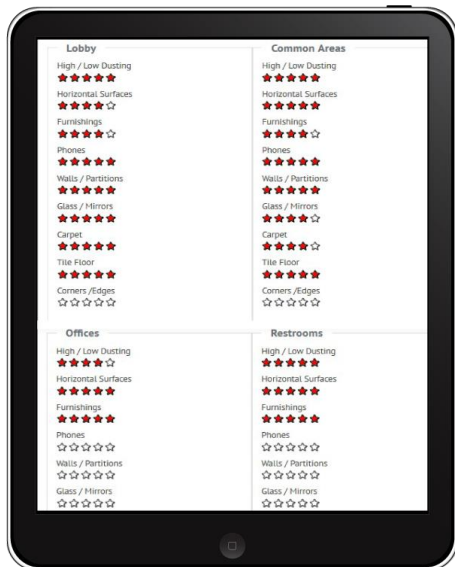
- Professionally trained staff
- Fully supervised work
- Consistent quality audits
- Close teamwork between operatives, regional office, and you
- Uniformed staff
- ID badges carried by all staff



Reliability

Is imperative to achieve our 100% customer
 satisfaction pledge

- Prompt service
- Fully trained and experienced staff
- Ample resources to tackle each job



GENERAL CLEANING:

Offices, Entrances, Lounge, Training Room, Hallways, Common Areas

****STRATUS JANITORS WILL NOT MOVE PAPERS ON DESKTOPS OR MOVE AND REPLACE FILES, BOOKS, FILE CONTAINERS OR FILE FOLDERS DURING THE CLEANING PROCESS****

- ✓ **Every Clean** - Dust horizontal surfaces - desk, credenza, counter, and file cabinet tops
- ✓ **Every Clean** - Spot clean horizontal surfaces for removal of coffee rings and spillage
- ✓ **Every Clean** - Entrance doors and internal glass partitions cleaned of fingerprints and smudges
- ✓ **Every Clean** – Clean, sanitize, and polish drinking fountains
- ✓ **Every Clean** - Empty all wastepaper receptacles (including exterior trashcans adjacent to entrances)
- ✓ **Every Clean** - Disinfect all telephone receivers and dust phone bases
- ✓ **Every Clean** - Disinfect light switches, light switch plate covers and door handles
- ✓ **Every Clean** - Walls cleaned of fingerprints and smudges around doors and light switches
- ✓ **As Needed** – Maintain janitors' closet in accordance with this cleaning schedule
- ✓ **As Needed** - Replace waste receptacle liners
- ✓ **1x / Month** - High dusting – air vents, tops of doors, door frames, ceiling corners, wall mounted TVs
- ✓ **1x / Month** - Low dusting – front and sides of desks, legs of chairs, tables, and chair bases
- ✓ **1x / Month** - Furniture – vacuum fabric and wipe down other surfaces to remove dust and lint

NOTES:

- Weekly cleaning in upper-level bedrooms will be limited to floor cleaning only
- Does not include cleaning the slide

FLOOR CARE:

- ✓ **Every Clean** - Vacuum, sweep or dust mop all hard surface floors
- ✓ **Every Clean** - Vacuum carpeted floor mats
- ✓ **Every Clean** - Thoroughly mop all hard surface floors
- ✓ **Every Clean** – STAIRWAY: clean steps/landings, disinfect handrails
- ✓ **Every Clean** – ELEVATOR: clean floors, disinfect control panels, wipe doors/walls
- ✓ **1x / Month** - Detail vacuum edges and corners along walls and partitions
- ✓ **1x / Month** - Dust all baseboards and clean entrance thresholds

RESTROOMS:

- ✓ **Every Clean** - Clean and disinfect counter tops, wash basins, toilets, toilet seats, and urinals
- ✓ **Every Clean** - Clean and disinfect all dispensers, fixtures, and mirrors
- ✓ **Every Clean** - Empty trash receptacles
- ✓ **Every Clean** - Empty sanitary napkin receptacle and disinfect
- ✓ **Every Clean** - Spot clean partitions and tile walls
- ✓ **Every Clean** - Restock hand soap, paper products and soap from customer stock
- ✓ **Every Clean** - Disinfect partition handles, door handles, and light switches
- ✓ **Every Clean** - Clean and sanitize outsides of dispensers and trash receptacles
- ✓ **Every Clean** - Polish all dispensers, fixtures, and mirrors
- ✓ **Every Clean** - Replenish all soap and lotion dispensers
- ✓ **Every Clean** - Sweep and thoroughly mop floor with germicidal solution
- ✓ **Every Clean** - High dust – tops of partitions, air vents, mirror frames, and tops of doors
- ✓ **Every Clean** - Clean and disinfect restroom partitions and walls around toilets and urinals
- ✓ **Every Clean** - Clean and disinfect shower stalls
- ✓ **1x / Quarter** – Machine or brush scrub ceramic tile flooring in restrooms and shower stalls

BREAK AREAS:

Kitchens, Lunchrooms, Coffee Areas

- ✓ **Every Clean** - Counters and tabletops cleaned with approved disinfectant
- ✓ **Every Clean** - Fronts of counters and chairs cleaned
- ✓ **Every Clean** - Sinks cleaned with approved disinfectant
- ✓ **Every Clean** - Outside and top of refrigerator wiped down
- ✓ **Every Clean** – Inside and outside of microwave cleaned
- ✓ **Every Clean** - Trash removed
- ✓ **Every Clean** - Sink thoroughly scoured using liquid cleanser
- ✓ **1x / Month** - Table bases and chair legs cleaned
- ✓ **As Needed** - Coffee machines turned off

Additional Services... ... & Specialties

If you have a special need, we will make every effort to accommodate you

- Carpet / upholstery cleaning (\$200 minimum)
- Partition fabric cleaning
- Hard floor cleaning
 - **Stripping and waxing (\$300 minimum)
 - **Mop on or spray buffing (\$200 minimum)
- Window cleaning
- Spring Cleans
- Construction cleanup
- Janitorial supplies
- Restroom supplies
 - **We can order your consumable supplies and bill them as a separate item on your monthly invoice

It is strongly recommended that a customized floor care program be implemented, including carpet care and hard floor care services, to maintain the appearance of your floors and prevent the need for premature replacement of floor coverings.

All estimates for floor care services are based on current labor and supply costs. It is assumed that all heavy articles will be removed by customer prior to commencement of floor care service and replaced by customer following completion of service.

Service Agreement

This Agreement, dated **August 31, 2023** is made between Stratus Building Solutions ("STRATUS") and **Ashland City TN Fire Department - Station 1** ("CLIENT"). Both STRATUS and CLIENT agree that STRATUS will begin service on _____, 20__ under the following terms and conditions.

1. CLIENT agrees to contract STRATUS to perform cleaning services according to the attached cleaning schedule. This agreement is for twelve consecutive months without interruption. Contract will commence on the latter of the dates between the one designated on the signature page and the actual date services begin.
2. This Agreement is obtained by STRATUS for the business benefit of a STRATUS Franchisee who hereby agrees to comply with the terms and conditions of this Agreement. The Franchisee selected to service this CLIENT will be introduced prior to the start date of service.
3. The STRATUS Franchisee has successfully completed the STRATUS training program and carries all required certifications and insurance. The insurance carried by the Franchisee names the CLIENT as additionally insured.
4. Six nationally recognized holidays have been taken into consideration during the calculation of this proposal. These include New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day. If work is performed on these days, additional charges may apply.
5. STRATUS will invoice CLIENT on the first day of each month, and CLIENT agrees to pay STRATUS the amount that is due and owed under the terms of this contract by the 10th of the month. Late payments will incur service and finance charges applicable by state and federal law. In the event of default on payment, CLIENT agrees to pay STRATUS' costs for collection and/or attorney fees. Any account past due 60 days or more will trigger an automatic freeze in service until account is brought current.
6. This agreement may be terminated for non-performance only. CLIENT must give STRATUS written notice, specifying in detail the nature of any defect in performance. STRATUS shall have seven (7) days to cure specified defects. If the specified defects have not been cured at the end of the seventh (7) day, CLIENT shall notify STRATUS in writing of failure to cure, and the agreement shall terminate thirty (30) days from date of said notice. All written notices must be timely and via certified mail.
7. CLIENT agrees to verbally notify STRATUS of any non-performance issues, in detail, prior to written notification.
8. CLIENT agrees that during the term of this agreement and within one (1) year after termination of this agreement, CLIENT will not employ directly or indirectly any employees, agent representatives, or franchisees of STRATUS.
9. This agreement is for a term of one (1) year, and shall automatically renew on the anniversary date, with the same terms and conditions, unless either party shall give written notice of termination at least sixty (60) days, but no more than ninety (90) days prior to said anniversary date.
10. After the first anniversary of the contract, the price of the contract may be increased commensurately with any federal or state mandated minimum wage increase. The STRATUS franchisee and regional office will notify CLIENT of any increase at least 30 days prior to said increase.

Client Initial: _____ **Date:** _____

Our Agreement - Current Service

Both Stratus and Ashland City TN Fire Department - Station 1 agree to all terms, conditions, cleaning schedule and pricing as outlined in this agreement. Stratus will provide all the necessary cleaning chemicals and equipment. Client will provide all paper products, hand soap and replacement liners for trash receptacles.

Service provided: **ONE** Time Per Week – M Tue Wed Th Fri Sat Sun (circle)

Monthly Janitorial Billing: **\$ 950 ** / month**

****Note/Payment Option: This pricing includes a 3% discount for payments received by check or ACH. All other forms of payments such as credit cards will be billed at an additional 3% per month.**

Service Address: 402 N. Main St.
Ashland City, TN 37015

Ashland City TN Fire Department - Station 1

Authorized Signer: _____
(Print Name)

Signature: _____

Title: _____

Date: _____

Approximate Start Date: _____

STRATUS

Sales Representative: John Stoll

Signature: _____

Title: Sales Consultant

Date: _____

This proposal assumes that if it is granted, all parties will work together to maintain a mutually agreeable cleaning solution. We reserve the right to withdraw this proposal if it is not accepted within 30 days.