



READER QUIZ

FOR IMMEDIATE RELEASE
MEDIA CONTACT: ROBERT KRAVITZ
773-525-3021
RKRAVITZ@RCN.COM

Take the Powr-Flite Floorcare Bidding and Estimating Quiz

Fort Worth, TX - July 21, 2009 - Bidding and estimating floorcare charges have always been a challenge for seasoned as well as rookie facility service providers (FSPs).

There is no "right price" for stripping and refinishing a floor, nor are there universally-accepted industry standards or averages.

However, there are some general guidelines that can help FSPs determine their costs and appropriate charges.

The following quiz (with answers below) has been prepared by Powr-Flite, a leading manufacturer of hard surface cleaning equipment, and is designed to address some of these charge-related issues.

1. Profits are better on smaller floorcare jobs.

True

False

2. One-time jobs are charged the same as repeat work.

True

False

3. The best way to estimate charges for floorcare is to first determine your costs.

True

False

4. When selecting floorcare equipment, select machines with a larger cleaning path in order to increase worker productivity and performance.

True

False

5. A ride-on machine is faster than a walk-behind machine.

True

False

6. When giving a “ballpark” estimate over the phone, always give a low *and* a high bid.

True

False

7. If you bid too low, you must stick by your estimate.

True

False

Answers:

1. False. Generally the smaller the job, the higher the overhead because such things as clean up and set-up times are all fixed no matter the size of the job.
2. False. Usually, one-time jobs are charged at a higher rate than work performed two or more time per year.
3. True. All costs- time, labor, and supplies - should be calculated first and then base the bid price on your desired profit margin.
4. False. The machine should fit the size of the area to be cleaned. Too large or too small a machine can add time to the job and

- lower profits.
5. True in most cases.
 6. False. And this is a trick question. It is best to meet with the customer and avoid ballpark estimates.
 7. True and false. For large jobs, you may have no choice but to discuss the problem with the customer; for small jobs, compete the job and chalk it up to experience.

About Powr-Flite

Established more than 40 years ago, Powr-Flite manufactures a full line of floor-care equipment and carpet extractors for the professional cleaning industry. Based in Fort Worth, TX, the company has over 20 patented designs and its products are recognized throughout the world for their innovation, durability, quality and performance. Their products are marketed directly to end-use customers as well as through distributors throughout the North America, Europe and the Far East.

Contact Information:

“Rob” Robert Godlewski

Vice President of Marketing

Tacony Corporation

r.godlewski@tacony.com

800.880.2913 x137

3101 Wichita Court

Fort Worth, TX 76140