

Vince Wood

Heads to the Libraries

One-Man Operation Awarded Large Contract

by Allison Hester

Second time is a charm for Vince Wood of Alert Power Washing in Diamond Bar, California.

After losing a bid for a large contract five years ago by literal pennies on the dollar – two pennies to be exact – he was awarded the Orange County contract earlier this month, which will more than double his annual income.

The project requires cleaning the county's libraries – all 33 of them – some monthly, some quarterly. The largest part of the contract requires cleaning the sidewalks and entryways, removing “gum, stains, spills, residue, streaks and dirt,” as well as external windows, all of which “is not a problem” for Wood.

He said he learned about the contract through BidSync.com, and almost decided to retract his bid, “but got too busy.” It's a good thing, too.

Wood, who has been in the pressure washing industry since 2005, is a one-man business, and hopes to stay that way once the contract begins. “I'm holding off on buying new equipment or hiring more staff,” he explains. “Once I get in, get used to the properties and get a system down, I will have a better feel for what the contract will require and if I need to make adjustments.”

Wood also stressed that he's not afraid of long hours or hard work. Prior to starting Alert, Vince worked as a tow truck driver, in the transporting of heavy construction equipment, in installing metal beam guardrails on California's interstates, and as a golf cart mechanic. He has found that these past jobs – particularly the mechanic role – have helped him

run his business, as he is able to make equipment repairs on the spot.

While the new workload will be heavy – with all jobs having to be done on the weekends – Wood said that at least the libraries are in one central location.

Until now, he has been cleaning in five states: California, Arizona, Oregon, Nevada and Washington.

The new contract, that will equate to an estimated \$110,000 annually, “depending on how accurate the county's measurements are,” is renewable for five years, making the contract worth over half a million dollars.

Wood plans to retain contracts with his current cleaning clients despite the new deal, and has his eyes – and bids – on other large government contracts. If those come through, he said he will have to hire help. “And that opens up a whole new world,” he added.

Work on the new contract is scheduled to begin July 1.

