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Washing Hits New Heights **With Hino**



Some of you observant types who frequent the Southern motorway in Auckland might have noticed an interesting billboard. No, not the Tui one - the one which suggests washing one's building is a smart thing to do.

The billboard belongs to Building Wash Services, a reasonably new company owned by Simon Green and if you haven't seen it, chances are your windows need washing!

And while you're getting your car washed, think about this – which is worth more, your car or your building? Then follow it up with, why aren't you looking after your biggest asset, which would be, of course, your building?

Commercial building washing is done for the same reasons you might wash your house. Now, house washing is relatively simple; guy turns up in a ute with a wand, a water-blaster and maybe some foamy stuff, which is all well and good for a house.

But when it comes to commercial buildings, well, you have to go to new heights for sure, and that's when you call Simon.

You see, Simon considered a house washing franchise, but then thought "hang on, my background is in commercial real estate, so why don't I apply my knowledge of that industry and see what comes out in the wash?"

A bit more than soap and suds it would seem. In 2010 Building Wash Services was up and running, washing its first buildings and starting to build a sparkling clean reputation.

BWS uses a combination of bio-degradable citrus-based cleaner and occasionally, some seriously hot water (up to 100 degrees) to keep buildings looking sharp and sparkly. This goes

a long way towards presenting the right company image for visitors to your premises and serves to protect it as well.

What it costs to have your building washed every year, is a fraction of what it could cost to replace guttering and repaint because the building has been neglected over time. Smart landlords are incorporating building washing into their leases. Smart tenants – who don't want to get caught with building repair costs – are also investing in what BWS has to offer.

The philosophy behind Building Wash Services is to be the best in the business of building washing. In fact, washing buildings is all the company does, but at the same time, Simon ensures his people add value to the service.

We'll let Simon take you through what his company offers in value added service when you call for a quote (which you'll do straight after reading this, right?) but in the meantime, we'll tell you a bit about the tools of his trade.

To get two or three stories high, one needs either very long arms or a cherrypicker, and Simon opted for the latter as it was easier on his shirt sleeves.

Then how to get the cherrypicker to the buildings one agreed to wash? Put 'em on a truck. This is fairly obvious stuff, but what kind of truck?

As far as Simon was concerned, it had to be reliable, this was the critical element. If the truck proved to be affordable; was easy to drive and required little in the way of servicing; so much the better.

Which truck fitted the bill? A Hino – a Hino 300 to be precise, based on recommendations from family. And Simon is well pleased he went with popular opinion.

- ◆ Real-time visibility of your fleet
- ◆ Ability to claim back RUC off road rebates (Transport)
- ◆ Replay daily movements
- ◆ Unlimited two way messaging with the vehicle
- ◆ Historical reporting
- ◆ Driver ID login
- ◆ Maintenance scheduling
- ◆ GPS navigation





"All my working life has been about professionalism and relationship building," explains Simon. "When I spoke to Bill Lauchlan at Hino, his commitment to me as a customer was immediately obvious and the level of service has been nothing shy of outstanding."

It was Bill who arranged to have Simons cab chassis sent to Levin to have the cherrypicker mounted by Snorkel EWP Ltd and then brought back to Auckland and sent off to Peter Maxwell of Auckland Truck Spray for the paintwork.

As BWS business grew, some expansion was needed which meant another truck and once again, Bill was there to make sure Simon had his second 300 Series ready to go as soon as cashflow allowed.

"In the 12 months we've had the trucks, we've had no issues with them at all," says Simon, obviously pleased with the level of service and quality of the product from Hino. "When it was time for the second truck, there were no questions asked. We didn't even consider other brands. It's Hino for us, all the way."

All told, it would seem Hino has made a clean sweep as far as Building Wash Services is concerned. I guess it's high fives for Hino, about three stories high in fact!

Oh, and should you be considering taking BWS up on a cleaning contract, you'll find Simon on the end of the BWS www.buildingwashing.co.nz website.



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Monitor (Transport):

- ◆ Fuel consumption - per trip and average fuel economy
- ◆ Oil pressure
- ◆ Idling - warm-up idle time and excessive idle

- ◆ Braking - excessive braking, number of brake applications, braking distance
- ◆ Speed - maximum speed, speeding, average trip speed
- ◆ RPM - excessive RPM, maximum RPM
- ◆ Water temperature