

Clean Sweep

Brothers prove through hard work —
anything can be accomplished

BY TAMIKA JOHNSON

ALITTLE LIKE DAVID IN DAVID AND GOLIATH, TWIN BROTHERS JAVIER AND Jaime Mendoza have managed to make their small, family owned business, Mendoza Maintenance Group Inc., a professional commercial cleaning service, a major player in Laredo, Texas even as they compete against major statewide and nationwide agencies. How have they managed to stay competitive in the face of such obstacles? Hard work, experience and a commitment to service that can turn any business, regardless of size, into a success no matter who they are competing against.

Started eight years ago as MMG Janitorial Service, Javier and Jaime Mendoza, a couple of 20-year-olds at the time, began going door-to-door offering residential cleaning services to those who answered.

"Previously we worked for our father, who owned a small commercial cleaning service, cleaning offices. After a while we felt we weren't getting the recognition we deserved and thought maybe we could be a success on our own," says Jaime Mendoza, vice president and co-founder of Mendoza Maintenance Group Inc.

And successful they have been. After just two years of being in business they began receiving major commercial contracts and switched to commercial cleaning full time. They currently have 19 employees and two sub-contractors, and in the past year, 30 percent of their 60 submitted proposals for new business have generated new contracts.

"With the exception of one year early in our business, we have experienced tremendous growth each year and are looking forward to expanding in the future," says Mendoza.

And 2006 looks to be a banner year for the young company. This year they plan on expanding statewide and because of a special designation they received from the federal government last year, they will soon be in position to go after national and, more specifically, federal contracts. When asked what is the secret to their success, Mendoza didn't hesitate with his response.

"Service. Customers are referred to us all the time. And that's because of how we treat our clients. Unlike larger agencies that bid on contracts at incredibly low rates and then turn around and deliver second-rate service because of those low bids, we make sure we give our clients the best every time. If we make a mistake we will fix that mistake and offer discounts to cover our error," Mendoza says.

And it's not just their clients they take care of. Mendoza Maintenance Group Inc. is also very involved in their community. They regularly give money to the local community college, donate funds for scholarships and work closely with not-for-profits in the area, supplying them with services they can use in their fundraisers as well as discounts on the services the company offers. Their care for the community has resulted in recognition by several organizations in Laredo as well as being nominated for Who's Who among Business Leaders of America.

"The one thing I want everyone to know is that hard work and determination will get you far and my brother and I are just trying to live up to that ideal," says Mendoza.

From left, Jaime Mendoza, vice president, and Javier Mendoza, president.



FOR MORE INFO

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