

Citing a 25 per cent company growth, Pat McClure and HLH Systems had a good year in 2005, and 2006 is off to a great start.

HLH Systems is a Dublin based cleaning consulting company where Pat is president and husband, Harry, is chief executive officer. HLH primarily serves the central Ohio area; however, the company has clients in Cincinnati and Dayton, and quite possibly will be assisting customers in other states.

“We are expecting considerable growth this year, and we are positioning ourselves to move forward,” said Pat, who became a member of the Central Ohio IFMA Chapter two years ago after looking at several organizations associated with facilities construction and management.



Pat said, “To date, we have been able to save our clients enough to cover the cost of our services and realize a substantial savings for them within the first year of working with us. Our customers have experienced cost savings up to 28 percent per square foot, HLH Systems offers a wide spectrum of services and is able to provide a greater impact on companies with at least 500,000 square feet of cleaning space.”

The process usually starts with an audit of the client’s facility to determine specific problems or needs.

“We inspect the facility to determine the quality of cleaning being provided. We evaluate the cleaning products and equipment. We also analyze the cleaning budget to see if it is in line with what the industry is paying for similar work.

“Once the audit is complete, we make recommendations on the best type of products and equipment, maintenance schedules, and how the cleaning methods might be improved. Our recommendations are to assist the client in reducing the budget while acquiring efficient and effective maintenance,” she said.

While the company does not provide actual maintenance of facilities, it does make recommendations for custodial services. HLH can provide a monitoring service for the continuance of quality cleaning by staff or contractors. A client also may utilize HLH to create specifications, prepare a request for quotation, and evaluate the rate quotes.

Pat said, “Our specs are very detailed so that clients have knowledge of projected labor and material cost prior to bidding, and we can even assist with enforcing the provisions of the contract if requested

“We pride ourselves on obtaining as much industry information as possible to provide our clients with the most current information. We strive to keep them informed of the

best industry practices available. That's why it was important for us to choose an organization (IFMA) whose mission parallels HLH's," she said.

Pat's vast experience in technology and communications comes from several years' association with such companies as Mpower Communications, Ameritech, Western Electric, and Ohio Bell.

She also was a business and industry instructor at Columbus State Community College where she taught computer and communications courses. She holds a bachelor of science degree in business management from Franklin University and a master's degree from Central Michigan University.

The McClures reside in Dublin and are the parents of three adult children and one grandchild, Kyla, 9. Like any family-owned business, HLH is pretty much a full-time job: "Yes, it takes a lot of time...24/7. If you are not doing it, you are thinking about it," Pat said.

When time does permit, the McClures find their way to a golf course. "Harry plays, and I am learning to play. I am also learning to swim laps, and we are involved in church activities and other volunteering."