

Estimates for Cleaning Services

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Introduction

Fairy Dust Cleaning & Care Services (FDCS) took over cleaning the public conveniences and the library from AIS Contract Cleaners Ltd (AIS) on 28th October 2024. Hence, it is time to evaluate the costs and ensure the council is getting 'value for money'.

Several cleaning companies were approached for estimates. Only two have responded – FDCS and AIS.

The basic requirements are:

Library - Cleaning 1 hour on Thursday evening and 1/2 hour on Saturday or Sunday evening.

Toilets - Cleaning 1 hour each day except on Sundays and Bank Holidays.

The table 1 below show the estimates received and table 2 show a like for like comparison.

Summary

FDCS costs are lower than AIS, however, AIS costs include cleaning products that FDCS invoice separately. Both invoice separately for toilet rolls and handwash.

AIS do not work weekends and charge for bank holidays although these are not worked.

On a like for like basis AIS looks 30% to 40% more expensive than FDCS, however, they have access to more staff who are experienced.

We have had several complaints from the librarian about the quality of cleaning from FDCS, however it should be noted that this was also the case when AIS were cleaning the library previously.

Table 1 - estimates received

	FDCS	AIS	Notes:
Hourly rate	£23.00	£32.00	AIS: All supplies needed to complete the task are included in the price.
VAT Registered	No	Yes	
Cover for weekends	Yes	No	
Toilets - Number of days/ year	306	260	AIS do not work weekends
Toilet costs - estimated cost (excluding VAT)	£7,038.00	£8,320.00	AIS: Bank holidays are not worked but still charged in.
Library - Number of days/ year	78	104	AIS - 2 days per week. FDCS - 1.5 days per week.
Library Cost - estimated cost (excluding VAT)	£1,794.00	£3,328.00	
Total Annual Labour Costs	£8,832.00	£11,648.00	AIS is 30% more expensive than FCS but includes cleaning products and 1/2 day extra in Library.

NOTES:

1. AIS do not work weekends.
2. AIS: Bank holidays are not worked but still charged in.
3. AIS costs include cleaning products.
4. Cost of toilet rolls and handwash to be added to both.

Table 2 - Like for Like costs

	FDCS	AIS	Notes:
Hourly rate	£23.00	£32.00	AIS: All supplies needed to complete the task are included in the price.
VAT Registered	No	Yes	
Cover for weekends	Yes	No	
Toilets - Number of days/ year	252	260	Assume both don't work weekends
Toilet costs - estimated cost (excluding VAT)	£5,796.00	£8,320.00	AIS: Bank holidays are not worked but still charged in.
Library - Number of days/ year	78	78	Assume both work 1 1/2 days per week
Library Cost - estimated cost (excluding VAT)	£1,794.00	£2,496.00	
Total Annual Labour Costs	£7,590.00	£10,816.00	AIS is 40% more expensive than FCS but includes cleaning products.

Notes:

1. FDCS cleaning days for toilets for weekdays only for comparison with AIS.
2. AIS Library cleaning days for the library showing as 1 ½ days the same as FDCS.