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'Honesty and transparency in every situation.'

David Rivers | Team Clean Inc.

Philadelphia Business Journal



Jeff Fusco

David Rivers keeps things spick-and-span at Team Clean's offices at the Navy Yard. Behind him, the USS John F. Kennedy.

PERSONAL INFORMATION

Name: David Rivers.

Title: CEO.

Company, city: **Team Clean Inc.**, Philadelphia.

Type of company: Janitorial services..

Number of employees: 600.

Revenue in last fiscal year: \$16 million.

Recent project: **Cheyney University** campus and facilities.

Education: Cheyney University, BS in education/science (1967); **University of Pennsylvania**, The Wharton School, MBA (1971).

First job: Textile chemist at DuPont, where I learned a great deal about safety in the workplace.

Little-known fact about you: I would have loved to be a politician. I ran for state representative twice in the early 1970s, and the second time I lost by only 160 votes.

Home: West Conshohocken.

BUSINESS PHILOSOPHY

Essential business philosophy: Honesty and transparency in every situation.

Best way to keep a competitive edge: Continue to provide customers with real value.

Yardstick of success: I would like to take this company to \$55 million in sales.

Goal yet to be achieved: Identifying an eventual successor.

JUDGMENT CALLS

Best decision: Hiring our vice president/general counsel Joanne Wright.

Worst decision: Not making the investment sooner in hiring talented people for our team.

Toughest decision: Walking away from a major account.

Mentor: My late father, Clarence Rivers, for his courage, patience, calmness, his love of family, his life and his hard work. At one time he was working four jobs; when he was 79 he was still working two jobs. He took care of his wife and his family all their lives and all his life.

TRUE CONFESSIONS

Word that best describes you: Competitive.

Like best about your job: Being instrumental in making this a financially solid firm and putting the right technology in place to run this business.

Like least about your job: The paperwork is unbelievable.

The most important lesson you've learned: To always be truly, genuinely respectful for people at all levels.

Life motto: The more you do, the more you make (not just financially).

Greatest fear: Not being able to work or be productive.

Person most interested in meeting: Theodore Roosevelt — I recently read a biography, and some of the things he did were so far reaching, he was a transitional and transformative person.

Company you respect most and why: DuPont in the late 1960s — that's where I was indoctrinated in safety in the workplace. My first day there, a security guard at the gate looked at me in my car and noticed I didn't have a safety belt. The company installed them in my car for free. I worked in a lab, where we all wore protective

facemasks, gloves, aprons, ear protection — I've tried to put all those principles into place for our employees.

First choice for a new career: Pastor.

Greatest extravagance: Watches.

ET CETERA

Award/honor most proud of: My MBA from Wharton, which was a big achievement for an African American in 1971.

Most influential book: "Mornings on Horseback" by David McCullough (a biography of Theodore Roosevelt); "The World is Flat" by Thomas Friedman; "Primal Leadership" by Daniel Goldman, et al.; and "The Age of Turbulence" by Alan Greenspan.

Favorite movies: "The Godfather: Part II" and "The Empire Strikes Back."

Favorite restaurant: I don't really have a favorite right now.

Favorite vacation spot: Puerto Rico.

Favorite room in the house and why: The lower level of our house, where I have my books, art and a widescreen TV.

Favorite way to spend free time: Hanging out with my wife, Donna Allie.

Car you drive: 2008 Acura RL.

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