

Nursery, Ornamental Jobs

(from page W-8)

bagworms are causing the damage. Any training program for servicemen must teach the ornamentals as well as the pests. Actually, knowing the host is usually the easiest way of knowing the pest. Each ornamental species has a collection of a dozen or so common diseases, insect and mite pests, and other problems. Thus, knowing the host makes simple the task of determining the problem, be it animal pest, disease, mechanical, or physiological.

Spraymen must sell the idea of an inspection-and-treatment service on a contract basis to be able to really make a go of the ornamental pest control business. Operators must also have contracts with a considerable number of ornamental owners with similar problems. Then one can afford experts on ornamental pest control as servicemen, can establish routes for treating particular pests at the correct season, and can make best use of time and equipment.

Railway Weed Control

(from page W-7)

analyze all factors in the contract before accepting it. (Maybe the rig can be leased.) This is big business, but it can bring big headaches as well as big profits!

Railroads have been known to engage CAs to apply materials using the railway's own equipment. If such an opportunity presents itself, it's a good way to get experience.

Local yard and siding jobs offer another relatively safe means to edge into the market. Less chemicals, smaller equipment, and fewer men are necessary for these projects; consequently there is less risk (of course, there's also less profit).

Since so much of this large-scale business is let out on bid, it behooves every operator to have bull's-eye accuracy in cost analysis. A very low bid might get the contract, but fail to show any monetary gains.

Astute CAs who want some railroad business must also familiarize themselves with the labyrinthine purchasing procedures the railroads use. America's freight handlers grew into industrial

giants long before "systems analysis" and "efficiency experts" came around, and sometimes the old methods still persist.

In short, there is no doubt that CAs are presently making money spraying weeds along thousands of miles of tracks. Since contractors account for nearly half the total weed and brush control done each year, opportunities for profit and service abound. But as with any industrial enterprise of such magnitude, the business must be approached carefully, after great analysis and preparation.

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