On the Record

BUSINESS IT COULD HAPPEN

Wouldn't it be fantastic if

BY RON HALL / Editor in Chief

- ■ those of us in the snow business got two to three inches of fluff every third day the rest of winter, or at least until spring starts when the landscape/lawn service cash begins rolling in again. (No snow on Sundays, of course.)
- . . . all of our workers spoke fluent English and had valid driver's licenses.
- . . . pest insects, weeds and diseases never developed resistance to the products we use. (Hhmm, what would this say about evolution?)
- . . . every general contractor stayed on schedule and dealt with their subs honorably, including promptly paying them for work performed.
- . . . customers recognized the effort and dedication it takes for landscape/lawn company employees to gain industry certification.
- . . . our legislators displayed more common sense and less politics on the immigration issue, meaning passing measures to secure our borders and instituting workable temporary guest workers programs.
- . . . these same lawmakers put up the necessary, money, manpower and technology in place to make this happen, not only on our borders but at the overburdened administrative centers where guest workers are vetted and their applications processed.
- . . . our biggest business competitor was also a good friend.
- . . . every employee showed up for work on time every day. And none of them ever showed up hung over.
- . . . more of us got involved with programs, such as Project Evergreens GreenCare for Troop, Extreme Makeover and Habitat for Humanity.
- . . . we dramatically reduced the number of power equipment operator injuries and fatalities.

- . . . contracts were written in plain English and were easier to understand.
- . . . we could spend every weekend reuniting, recreating and relaxing with family and friends, even during May and June.
- . . . destructive hurricanes avoided Florida, the rest of the East and the Gulf Coast again this season.
- . . . there weren't so many different taxes to pay. And they weren't so high.
- . . . when disagreements arise, we would arbitrate first and litigate when all else failed.
- . . . customers followed our plant care instructions, especially irrigation.
- . . . mower blades never needed sharpening and vehicle tires never went flat.
- . . . we didn't have to worry so much about somebody trying to rip off our trimmers, skid-steer loaders and service vehicles.
- . . . every chemical applicator followed product label instructions and kept their application equipment clean and properly calibrated.

. . . newcomers to this industry participated in industry associations, starting at the

local or regional level.

. . . if we had gotten into this business 10 years ago and knew what we know now.

Until next time.

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Wouldn't it be great if our biggest competitor was also a good friend?