

Finding New Employees Nearly Impossible?

**15 WAYS
TO HELP YOUR
CURRENT TEAM
BE MORE**

PRODUCTIVE

CENTRAL
TURF & IRRIGATION SUPPLY

With unemployment at 12-year lows, finding additional employees is a challenging and even painful process. You can spend hundreds of hours to turn up a handful of applicants, none of whom are as productive and committed as your existing team.

How can you minimize the impact of the labor crunch on your business?

Find new ways to get more work done with the same number of people.

Making investments in productivity enhancers will streamline your operation, cutting out unnecessary and redundant steps. New tools, products and processes will allow you to:

- Focus team members' efforts on customer-pleasing billable tasks.
- Reduce wasted trips, unnecessary steps and waiting time.
- Eliminate or automate boring paperwork tasks

Here are some ideas to implement now:

GROW ON-THE-JOB EFFICIENCY ▼



Equip one person to do the work of two.

Contractors consistently say their best investment for crew productivity is a multi-purpose machine to do the heavy work. The **TORO DINGO** offers the precise mix of performance, maneuverability and attachments to make one laborer dramatically more productive. It accomplishes this by taking out the most back-breaking parts of the task, cutting fatigue. Less fatigue allows the laborer to work continually contentedly. Plus there's less rush and stress. These machines cost less than you think and often a quick payback in labor savings.

2

Adopt new one-step irrigation products.

PRESS-TOGETHER MANIFOLD TEES reduce the labor to build traditional threaded manifolds by up to 70%. Have your crews try some to experience the time saving in gluing or threading. Similarly, **PRESS-FIT COPPER FITTINGS** eliminate the need for a torch, flux and solder. Doing is believing. Try both and experience the difference.



3

Combine applications with fertilizer, weed control and insect control in one.

Move away from billing by the application, and instead bill by the service. New **COMBINATION FERTILIZER AND CONTROL PRODUCTS** allow you to apply multiple treatments in just one application. Combined with **SLOW-RELEASE FERTILIZER** products, you can make fewer applications, which means fewer trips and less labor. Consider this strategy with every property you service.

4 Cut hand spraying by using pre-emergent in both turf and planting beds.

While many lawn care experts have experienced the benefits of pre-emergent in turf areas, studies show it's still underutilized as a weed control tool, particularly in planting beds. Applying **PRE-EMERGENT IN PLANTING BEDS** can dramatically reduce hours of hand spraying by crews in season. Get this applied now to maximize your savings this season.



5 Use plant growth regulators. Reduce maintenance frequency in less critical areas with growth regulators.

Reduce mowing or pruning labor without sacrificing appearance or client satisfaction. A quick application of **PLANT GROWTH REGULATOR** can eliminate days of additional labor. This new technology is definitely "cutting edge". Ask us how you can benefit.

6 Cut site visits for irrigation controller adjustments.

Implement **WIFI-BASED IRRIGATION CONTROLLERS** to reduce the number of visits to make schedule adjustments. Studies show that site visits to adjust controllers are one of the most labor in-efficient tasks, due to the large amount of drive time required to complete what is often a 2-minute task.



7 Dramatically grow applicator efficiency.

RIDE-ON SPREADER/SPRAYERS have revolutionized the turf application business. Achieve a 30-40% productivity gain over traditional walk-behind spreaders or truck-mounted spray rigs. One applicator can do properties of all types and sizes more quickly, simplifying routing and dramatically increasing application efficiency. They are an essential and valuable tool for your arsenal.



8 Install drip irrigation faster. Securing drip tubing in place often means installing hundreds of u-shaped staples.

Cut that labor by 90% with a tubing staple installation tool. **STAPLE-EASE**. No bending or knee pads required; operates from a standing position. Works great for landscape fabrics and erosion control netting too.



STREAMLINE OPERATIONS ▼

9 Cut manual paperwork in the field. Reduce billing steps. Get paid for all of the work you do.

Implementing landscape-industry **BUSINESS MANAGEMENT SOFTWARE** can help you eliminate all of the hassles of manual paperwork, allowing your business to run smoothly. There are several low-cost and easy-to-use options that turn a standard smart phone into a time clock, work order routing and invoicing tool. Often the biggest benefit is getting paid for the work that normally never gets recorded on job tickets or time cards. Because these systems track crews by the minute, you can bill for all of the time.

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The biggest benefit is a higher closing rate on the irrigation work you quote, because the presentation is more thorough and engaging for your customer.

centers and hardware stores can be a big distraction for work crews. That's why we stock common job site essentials like duct tape, safety supplies, tools, cleanup supplies, batteries and more. Save hours of laborer time standing in line at big box stores. If we don't have what you need frequently, let your store manager know so we can get it in stock.

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regular schedule so that we're always bringing you what you need and so we stock plenty of your favorite items. Let's collaborate on a process so material availability is never a worry for you.

13

details. View and print invoices for easy re-billing to clients. Track job costs. Automate bill payments. Track rewards. Be productive anytime, anyplace.

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answers to your professional pump design, installation and troubleshooting needs across irrigation, dewatering and fountain projects of all sizes. Give us a call to get smart advice.

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CENTRAL IS YOUR “GO TO” TEAM FOR LARGE PROJECT SUPPORT.

■ ● We can help you with material take-offs, project costing, bid submittals and much more. Get rewarded for your large job prowess. Our certified designers can guide you to the right solutions that will maximize your profitability on large projects.

