

## Operational Efficiency Audit Program

**Is There Money Burning In Your Yard? On your Job Sites?**

**Where there is smoke? There is FIRE!...**



Because there is money burning in your yard every morning and every night. Time is being wasted on your Job Sites.

**Why? "Non-billable time"**. This waste can burn-up your company's **profits**.

You know – job briefings, directions, equipment repair, paperwork, fueling, loading, unloading, truck washing, equipment maintenance, material pick-up, job execution, blade changing...

### The question is:

- How much non-billable time is occurring **(burning)** in your company?
- Are your operations running as efficiently as possible?"
- Can efficiency be improved and result in improved profits? ...**More Cash Flow**

**Non-billable hours can run 10-20% of your labor cost, burning \$1000s.**

### So, What are you going to do about it?

- Contact Fred Haskett for an Operational Efficiency Audit that will uncover these inefficiencies and put the cash in your pocket.
- Many TrueWinds clients have increased their net profits between 1-5%, that's **HUGE!**
- We'll give you a written report identifying the inefficiencies with recommendations to immediately start your savings.

### We Observe and Review:

- The morning yard dispatch (25+ check points)
- Dispatching methods
- Proper job routing
- Job sequencing (10+ check points)
- Fueling
- Tools-Equipment-Vehicle use, care and storage
- Payroll tracking
- Paperwork & flow
- Scheduling methods
- Evening yard return (12+ check points)

## We Assist in:

- Identification of Waste and In-Efficiency in the System.
- Creation of an Action Plan to Improve Operations and Increase Profitability

## How the Operational Efficiency Audit Program Works:



## Two - Day On-Site Visit:

- **Conduct on-site review** of AM / PM Mobilization Process.
- Visit to two to four crews on Job Sites: Ex: Weekly Service Crews, Detail Service Crews, Enhancement Crews, Specialty Crews such as Turf, Tree, and Irrigation.
- **Conduct meetings with key players:** Ex. AM's, Op's Mgrs. Crew Leaders, Etc.
- **Observe and Physically Review examples of:**

Dispatching methods	Proper job routing
Job sequencing	Fueling process
Payroll tracking	Paperwork & flow
Scheduling methods	Material Handling methods
Tools-equipment-vehicle use, care and storage	
- **Write up a Comprehensive Report** with Findings, and Recommendations.
- **Submit to Report to Ownership** and Review via a Conference Call.
- **Create Action Plan** with Metrics, Champions, and timelines
- **Follow-Up** 1 Hour Review Call @ 30 Days / 60 Days / 90 Days

## Other Custom Programs and Options:



### The Leaders' Peer Group Program

Building a support network of trusted and unbiased advisors on your own can be a seemingly impossible task. However, other business owners in your situation have the same sense of isolation and can offer support.

This is where The Leaders' Peer Group can benefit you.

It is a peer group, a collection of similar business people, who meet on a regular basis to help each other deal with their burning issues and support each other to improve their business practices and performance while helping each other to become the Leaders that each has always wanted to be.

### The One to One Coaching / Consulting Program

With Fred, you will have a Coach with actual hands-on experience in the landscape business working with you. You will have a "sounding board", someone you can talk to, bounce ideas and plans off of, or share your dreams. And someone to make those "hard decisions" you will have someone who knows you, your company and your situation so the right decisions are made.



### Specific Topic On-Site Visits

These can be scheduled for Fred to spend time face to face in the field or facility to work on specifically identified areas, projects or programs/systems.

Such as:

- \* Operational Efficiency Audits
- \* QC Quality Control Training
- \* Strategic Planning Meetings
- \* Budget Development Meetings
- \* Training Meetings
- \* *...To name a few.*

### Specific Topic Virtual Meetings:

These can be scheduled for Fred to spend time with you and your team to work on specifically identified areas, projects or programs/systems. Such as:

- \* SWOT Analysis Meetings
- \* Sales Training Meetings
- \* Financial Training Meetings
- \* PEST Analysis Meetings
- \* Operational Training Meetings
- \* *...To name a few.*



## Contact Fred Haskett to learn more...



**E-Mail [fred@truewindsconsulting.com](mailto:fred@truewindsconsulting.com)**  
**Phone (619) 665-7854**

A goal oriented Senior Leader, Fred Haskett is a 47 year Green Industry veteran who has professional leadership experience as an owner in small and mid-sized operations and as a senior executive in large companies.

Since 1990 Fred has had the opportunity to work as a senior leader with some of the most outstanding organizations in the Green Industry, The Brickman Group, / The Valley Crest Companies, / U S Lawns

Fred's experience has covered a broad range including:

- Founded, developed and sold a 4.5 million dollar plus lawncare business.
- Managed multi-branch, multi-state, multi-million dollar, lawncare, landscape and arbor care operations.
- Senior Leader in the largest landscape management franchise system
- Fred has managed the sales and production of over \$207 million landscape services, \$80 million in lawn care and tree care services, \$24 million in vegetation management services, and \$12 million in pest control services..

He brings tremendous experience in operations, finances, sales, marketing and franchising.

Fred is a Landscape Industry Certified Manager (NALP), Certified Arborist (ISA), Certified TurfGrass Professional (PLCAA), and in 2006 was named an NALP Trailblazer by his peers.

***Call him...***

***...He will help you Chart Your Course to Success***