

AMENITY FUTURE – THE ISSUES

4 October 2011

Contracts

- **The Economy**
- **Size – cut backs**
- **Value – price**
- **Timing**
- **Costs**
 - **Fuel**
 - **Labour**
 - **Equipment**
- **Alternatives**

AMENITY FUTURE – THE ISSUES

4 October 2011

Downtime

- **Late starts**
- **Last minute**
- **Early finish**
- **Winter**
- **Need for qualified staff**

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Regulation SUD

- **Certification**
- **3 year renewal**
- **CPD**
- **Handling & storage**
- **Integrated approaches**
- **Product approval**
- **Minimisation of use**

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Water

- **WFD**
- **Monitoring**
- **Glyphosate**
- **Residuals**
- **Environment overall**

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Amenity Forum

- **Identity, coverage, communication**
- **Policing**

AMENITY FUTURE – WHAT TO DO

**“The going gets tough,
the tough get going”**

**Weeds grow every year
Core business will continue but differently**

**No spray
= cost**

- **Infra structure**
- **Unsightly**
- **Damage/repair**
- **Litigation**
- **Public perception**

AMENITY FUTURE – WHAT TO DO

**Plan
with
clients**

- **Photos/visits**
- **Budgeting**
- **Prioritise – best return**
- **Relationships**

AMENITY FUTURE – WHAT TO DO

**Plan
Integrated
approaches**

- ? Do sweeping
- ? Do more hand work
 - Casual labour
 - Pull weeds?
 - Strim

AMENITY FUTURE – WHAT TO DO

Spread costs

- No overtime/annualised hours
- Downtime work
 - Gritting
 - Trees – pruning, planting
 - Delivery – Christmas, internet, Jan-sales
 - Maintenance
 - Other Council jobs

AMENITY FUTURE – WHAT TO DO

Regulation

- Use to our advantage
 - Certification
 - 3 year renewal
 - CPD
 - No Grandfather rights
 - Storage & handling

AMENITY FUTURE – WHAT TO DO

Best Practice

- Quality – but different
- Use Amenity Assured
- Show superior skills
 - Demonstration
 - Open Day(s)
 - Range of services
 - Skills
 - Quality of work
 - Equipment
 - Treatment options
 - How not to

HERBERT AUSTIN BUSINESS MAXIM

**Where are we now?
Where do we want to be?
How do we get there?**

**“Tell them about us”
We are the solution**