

JULY Newsletter

FS Commercial Landscape, Inc.

Written By: *G. John Wood - President*

July 15th, 2011

"A Mans Got to Know His Limitations"

Clint Eastwood / Dirty Harry



This mantra comes to mind at least once a week when making executive decisions for our landscaping business. Especially when planning how much or how little work to take on. Deciding what type of work you will take on is also important. Our staff is trained to do a wide variety of specialized tasks. They need to know exactly how to do it in order to provide the best service efficiently, cost effectively, and with the best results.



We Hope You Had a Wonderful 4th!

SAFETY

Safety meetings are held once every two weeks so our customers and our personnel work in an environment that is safe for all. Training classes are held every other Saturday for 3-4 hours.

I am proud to say that FS has one of the best safety records in the state of California for the landscape industry. Some of the work for instance, tree trimming, grading with heavy equipment, cutting slopes with riding mowers, clearing acreage with tractors and bush hogs, baiting for squirrels or spraying insects to name a few.

One of the keys to safety success is using proper safety equipment. Ear plugs, safety glasses, gloves, proper sun protection, extra water and safety kits.



You can't tell someone to hurry up when they're 100' up in the air on ropes or a lift truck. There are too many things to watch for.

We have an experience modification rate of 73% which makes us 27% better than the average landscape company. We are also charged 23% less for our insurance than the average company.

The only thing commercial that we prefer not to do is installation from start to finish. We have done a fair share but only for special clients, and when the timing is right so these jobs don't distract us from our well oiled machine of landscape maintenance and tree trimming.

Several of us spend a significant amount of time taking college level seminars to update ourselves on new projects such as satellite controllers w/ weather stations, new pesticide products, tree evaluation techniques, restrictions and laws.

Since I know the subject has been a little dry this month, so I'd like to spice it up a little bit by offering you two new coupons to save you money!

**The 1st coupon is \$100 off any Tree Trimming project that is \$500 or more. The 2nd is for \$100 toward New Annual Flowers on any New Maintenance Contract we start with you by January 1st, 2012



See Attached Coupons

\$100 OFF

**OFFER EXPIRES
Jan 1st, 2012**

\$100 Worth of New Annual Flowers
on any New Maintenance Contract we start with you by January 1st, 2012.

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Thank you
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