



# NewsLetter

September 9, 2022



As Red season is in full gear still, we wanted to take the time to say thank you guys for your hard work and dedication. Pushing through on these busy, hot days isn't always easy but you guys keep doing it and rocking through these installations. We appreciate all your hard work!

It is super important that we still take the time to complete walk arounds before and after installation. This can help you catch scrap material in the yard or something on the gutters that was missed.

**\*\*Stay tuned for updated attendance, overtime and holiday policies coming from Joe.**

## Atta Boys from August



- Stanley & Michael - Oien Job
- Cruz, Kadin, & Blake - Bay Meadows Golf
- Bryce, Matt, & Gordon - Powell Job
- Bryce & Matt - Willert job
- Anthony & Billy - Neuman job
- Mark & Gordon - Poole Job



## Reminders:

- Please clock out when you leave the shop and are headed to your first job!
- If any changes from the workorder are made by you OR the homeowner, call the office to let someone know AND put it in the WIB. There is a "Change to Order" section just for this!
- Service Crew - Take pictures before AND after of the repairs needed/made. Please upload them to Drive!

## Birthday/Work Anniversaries

9/1 -Happy Birthday Roger!

9/9 -Happy Birthday Mitch!

9/13 - Thank you for 5 years of service  
Heather!

9/19 - Thank you for 3 years of service  
Michael!

9/28 - Thank you for your year of  
service Cruz!

*Thank  
you!*

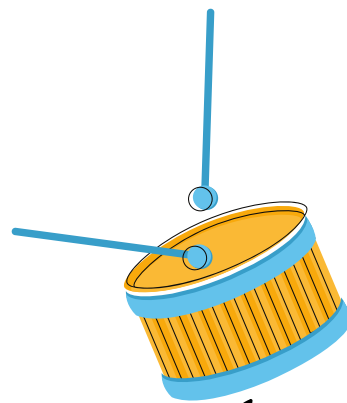
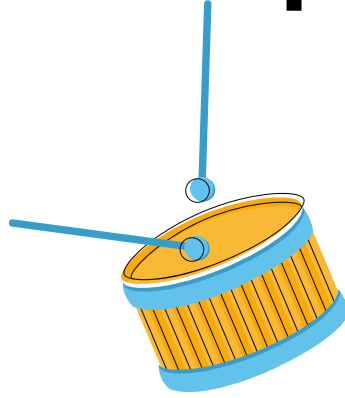
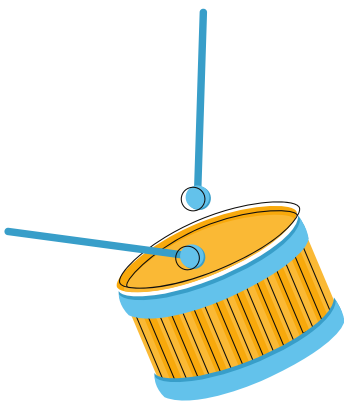




# **Safety Meetings**

We will be resuming safety meetings this month.

**This months topic will be....**



## **Trailer Safety!**

Meeting will in the

morning of 9/16 at 7am



Keeping you guys safe and healthy is always our first focus. These meetings are to help bring awareness to things that may be glanced over.





# Gutter Do and Don'ts



**Be aware of your surroundings and where you are placing downspouts!**

**Be aware of sprinkler systems!**



**Be sure not to block gates!**

Some of our recent service calls are for things that could have been avoidable with a simple call to the office/estimator and talk with the home owner to discuss options. If you see something weird - call us!



**Add end caps when installing armour guard!**

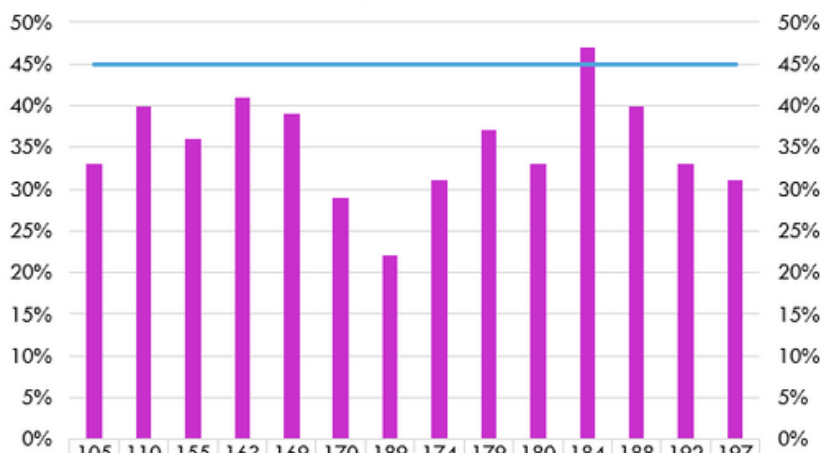




# Let's Talk Numbers

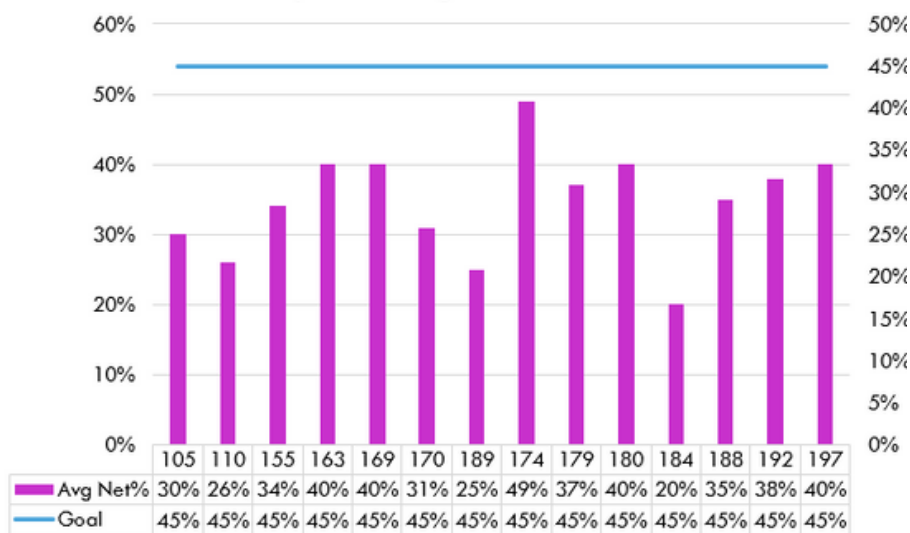


March 2022 Avg Net % & Goal

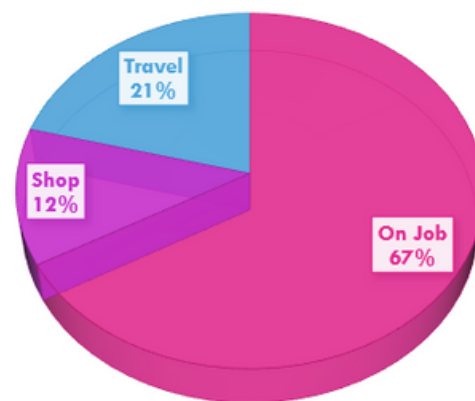


**As a reminder:**  
Our numbers and reports shown here are gathered using your WIBs. If you WIB is not accurate - your numbers won't be either!

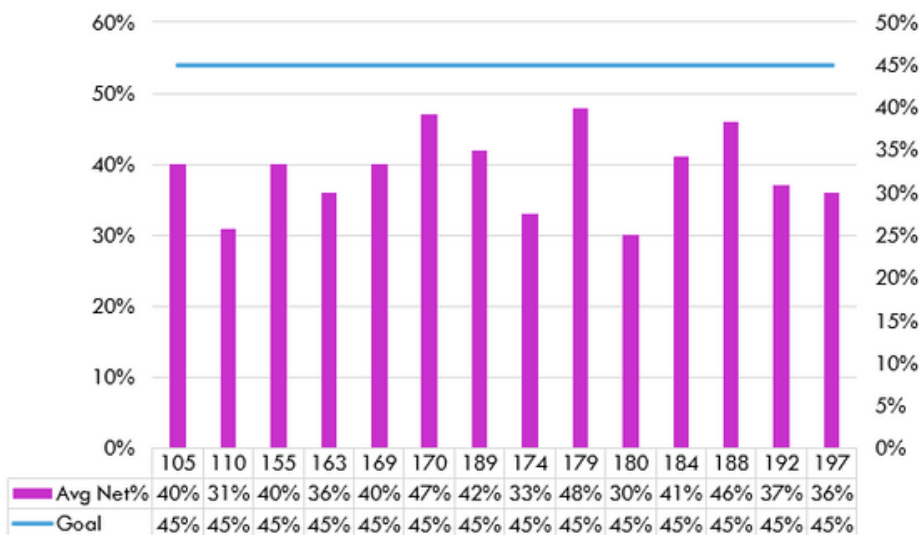
April 2022 Avg Net % & Goal



HOUR BREAKDOWN MARCH 2022 - MAY 2022



May 2022 Avg Net % & Goal



**Clocking in and out of T-Sheets is also very important as this is monitored and used as well!**

### March 2022

Installer	# of Jobs	# over 45% Net	Percent over 45%
105	9	5	56%
110	14	5	36%
155	19	7	37%
163	24	11	46%
169	28	13	46%
170	30	8	27%
189	16	3	19%
174	19	6	32%
179	33	12	36%
180	25	8	32%
184	11	6	55%
188	42	19	45%
192	16	4	25%
197	30	14	47%

### April 2022

Installer	# of Jobs	# over 45% Net	Percent over 45%
105	13	4	31%
110	19	5	26%
155	25	10	40%
163	31	15	48%
169	13	4	31%
170	45	17	38%
189	34	8	24%
174	36	25	69%
179	25	12	48%
180	36	20	56%
184	17	5	29%
188	54	23	43%
192	35	16	46%
197	47	24	51%

### May 2022

Installer	# of Jobs	# over 45% Net	Percent over 45%
105	19	10	53%
110	24	8	33%
155	20	10	50%
163	31	11	35%
169	19	11	58%
170	31	16	52%
189	12	7	58%
174	29	9	31%
179	29	18	62%
180	10	5	50%
184	21	11	52%
188	35	20	57%
192	40	13	33%
197	35	10	29%

Are these numbers important?  
**yes!** BUT these numbers get less important as some locations are requiring multiple service calls. Making sure gutters are installed accurately and walk arounds are completed are necessary to try to slow the amount of service calls we are having to do. Most of the service calls we are doing are warranted expenses - meaning we are not making any sort of profit - but are actually losing profit.



Every time someone in the office has to call inquiring about a job - it gets marked as "no" as the wib was not completed. Lets try to lower this number as much as possible!

### WIB Completion (March - May 2022)

