

# SES's Five Keys to Higher Profitability

## 1. The bid/proposal/work order

- a. Accurate.
- b. Detailed and broken down by segment with proper heights.
- c. Critical contact info including address, customer contact info, gate codes.
- d. Job Notes including job site conditions, special instructions and requirements of job.

**A accurate well detailed bid is single most important key to increasing your Spray foam profitability.** A poor bid will create additional work for everyone in your office, lead to scheduling issues, frustrated crews, poor moral, mistrust, frustrated customers, poor performance, increased labor, increased material cost, lower margins and lower profitability.

**Please reach out to your SES representative to come in and work with your team on creating bids to open the door to higher margins.**

## 2. Inventory Management

- a. Material s properly stored in temperature controlled room.
- b. Trucks are equipped with temperature control to protect material over night & Job sites.
- c. Proper rotation of inventory.
- d. Dedicated material pour up area with dedicated personal with a standard process.

**Protecting your material from the elements is critical to maximizing your earning potential.** Failure to properly store your material in your warehouse or trucks will lead to work delays, loss of production, increased cycle teams, scheduling issues, poor product performance, lower yield, increased labor cost, increased material cost, lower margins and lower profitability.

**Please reach out to your SES representative on the best solutions to challenges of properly protecting your material in your climate zone.**

## 3. Equipment maintenance schedule

- a. Routine (base on run hours) generator maintenance
- b. Weekly scheduled routine proportioner maintenance
- c. Daily equipment inspections
- d. End of the day close out ensuring the equipment is ready to go in the morning

**A routine maintenance schedule will not only dramatically reduce unexpected costly breakdowns but, maximum your potential earnings as well.** Failure to maintain you equipment will result in poor equipment performance, untimely breakdowns, higher repair cost, work stoppage, loss of production, frustrated crews, frustrated customers, scheduling issues, reduced product performance, lower yield, increased labor cost, increased material cost, lower margins and lower profitability.

**Please reach out to your SES representative for more information on creating a custom tailored maintenance schedule.**

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## 4. Prepared to work

- a. All required safety necessities
- b. All the required additional tools
- c. All additional materials need to to complete work
- d. Needed additional equipment to properly spray in the elements

**Daily check sheets that ensure your spray foam crews are properly equipped to safely take on the day is the final key to ensuring profitably.** Allowing a crew to leave your branch unprepared will lead to work delays, loss of production, increased cycle teams, scheduling issues, poor product performance, lower yield, increased labor cost, increased material cost, lower margins and lower profitability.

**Please reach out to your SES representative to create processes to ensure every crew is ready to work when they leave your branch.**

## 5. The right stuff

- a. A sprayer that demands a properly detailed work order
- b. A sprayer that ensures materials are kept within proper temperature ranges
- c. A sprayer that follows a disciplined equipment maintenance schedule
- d. A sprayer that ensures they are equipped for the task before leaving the branch

**A sprayer that demands and practices these four steps will always outperform the fastest top guns in the industry that do not and will always maximize your profitability!**

**Combine these five key steps with SES technology and support to open the door to higher earnings and profitability.**

