



# Survivor

By: Dr. Pete

**Always be positioned to survive. Be ready for any eventuality.**

**In both life and in business.**

Jack was an outdoorsman. Not quite like the “Survivor guy” on TV that cooks up scorpions over an open fire to eat for dinner, but damn close. If Jack was ever caught out in the deep woods, alone in a storm, cold and wet, he would realize one basic truth. He would say to himself “I deserve this for not being prepared. He would be so embarrassed by his lack of planning he wouldn’t even try the cell phone for a signal. If he couldn’t get himself out, then he didn’t deserve to get out. No forest rangers coming to the rescue for Jack. To Jack’s way of thinking it would be like taking a corporate bail-out. Instead of money he would be placing his rescuers life’s in danger because of his mistakes. It’s unacceptable on any level. Better to let nature take its course, the woodland critters and the buzzards would clean up the mess, circle of life stuff. Should someone that makes bad decisions pay the consequences? To Jack the answer isn’t just yes, the answer is his credo, his lifestyle. Fierce independence is his way of life.

What can a mobile washer learn from Jack? Plenty. When the storms of your business hit you, be prepared. I bring this up now for a very important reason. Our economy has been down the tubes for a while. Everyone that supplies our parts are running lean and mean with extremely low inventories. From the biggest pump companies on through the supply chain parts are going on backorder. Parts that you would never believe could run out are running out.

So it is more important than ever to think ahead and stock the crucial spare parts that you need to stay in business. This has always seemed like a simple decision to me. Let’s say today you plan to make \$500.00 dollars washing trucks, or buses, or houses, whatever. When you start washing, your chemical injector, or unloader, or trigger gun fails. If you are prepared you suffer a few minutes delay until you put on a spare part. If you don’t have any backup you lose \$500.00 that day, and perhaps lose a customer for good to the guy who plans ahead and doesn’t disappoint their customer. Happens all the time, because of a part that is worth a few dollars. Here is a list of parts that will cause you to kick yourself for not having spares. Let’s start from the nozzle and work our way back.