



Cut The Crap – Get The Job Done.

“what gets measured becomes important”

Dave Adams, 1981

Back in my food processing days I worked for a man by the name of Dave Adams. Dave was a tough but fair boss. Many people didn't care for Dave because of his abrasive and direct behavior but, those were the same characteristics that I admired in him and as a result, I liked working for him.

Always pragmatic and analytical in his thought process he would tell us that we worked for the shareholders and we were expected to deliver results. There was only one reason for being in business and that reason was – PROFIT. Making money is king and if you are making your numbers – great, if not, clean out your desk and get ready for a career adjustment because it's coming.

As supervisors and managers we have a unique opportunity to judge everything we do. We can use our intellectual yardstick to ascertain if what we are currently doing contributes towards the profits of the company. If they are, keep right on doing it. If they aren't get rid of these practices before the company gets rid of you.

If you review everything you do, you will find what Dave found. Twenty per cent of what we do is pertinent to profits and eighty per cent is “FLUFF”. As supervisors and managers it is time for us to prioritize. In this time of political correctness, it is time to **cut the crap** and dedicate your managerial efforts to the bottom line. Products and / or services that are on spec, on time, on budget are not options – they are facts of profitability. Having a clear focus, a vision, dedication and courage to make it happen is what separates the sharp leaders from the rest of the field.

Like good old Dave would say; no profitability – no business, no business – no job; no job – no money; no money – no food on the table, no car, no home, no holidays”

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