



# President's Message

## An Ever Changing World

In our busy lives we need to always notice the world changing around us. We all get so caught up in the moment that we sometimes lose sight of the big picture. In this rapidly changing world in which we live it is keep up or be lost.

Our company, Berghorst & Son, Inc. went through some tough times again this past year. We lost a key employee of 10 years. It is extremely difficult to replace such experience. Then a partner of 30 plus years retired due to poor health. In a company as small as ours the loss of two such valuable individuals creates tremendous change. Even though it will be difficult to replace them we will continue and even improve the company.

Movers also have to deal with new rules and regulations put forth by governmental agencies. Insurance and labor issues are also large factors in the operation of our businesses. These and other issues are why companies and associations must not only keep up with continual changes but also seek trends favorable to the structural moving industry. If we don't we will either be out of business or certainly be less profitable.

Change comes also with our children growing up in the business or even with the hiring of a new employee. Listen to what they think. Consider the new ideas they may propose. Let your company grow from implementing their new ideas rather than suppressing them. After doing things the same way for years we sometimes become blind to new ideas. Can you remember when you were young and you made suggestions to your dad or the boss? If your business is to thrive and continue under the next generation you must not only teach but also be taught.

We can't live or work forever. Your children and employees need to learn, to grow and be allowed to make mistakes while you can still help them. You can't be a dictator and expect your business to go on after you are no longer there. I am so thankful my dad has allowed me to make mistakes and to grow in the business while he has been there to help me.

Like an owner, IASM is striving to assist our membership grow and prosper. It is done with educational opportunities that change yearly. Committees are addressing issues in the ever-changing workplace. The Board's hiring Brymer & Associates, LLC has been extremely positive for the association. With Gene's management expertise and direction the Board is continually considering and implementing new and different ways to keep up with the changes happening around us which, in turn, assists member companies individually and the industry as a whole.

One change I would like to see as president is more input from you, the member. Take the time to call or e-mail Gene, me, or any member of the board with your thoughts, ideas or recommendations. We're looking for positive ideas that will benefit our association. This is how we can continue to change and improve. Don't complain unless you are willing to contribute for the betterment of us all. God Bless.



David Vant Hul