

Rising Waters / Southern Sprinkler's story - how I started a landscaping company

by Jim Bost

The only way to ensure a healthy, vibrant lawn and landscape is to water it. It makes sense to install an automatic sprinkler system.

Because I used to teach turf grass management and ornamental plants at the University level for many years, I felt that I could offer customers a better quality product, with better installation procedures while still giving customers personal attention, at a more fair and reasonable price than existing companies.

So, in 1990, I decided to team up with my grandson, Jason Cecil, to build a family business in landscape construction. Since there weren't many qualified sprinkler companies out there, we took it upon ourselves to learn how to install systems for our customers.

In the beginning we were primarily doing service work but we became pretty good and the direction of our business started to change.

Service is the foundation upon which we have built our company. Having full time service technicians on call, allows us to stay on top of the systems that we install, as well as service the substandard systems installed by other contractors. We ensure reliable and efficient performance year after year by properly servicing our customers.

Because we were getting so many requests for irrigation systems we decided to focus on being the best sprinkler company in the Charlotte, North Carolina and Rock Hill, South Carolina area. In 1998, we renamed our company **Southern Sprinkler** and have been committed to providing our customers a quality product with unequalled service. And for those who had systems installed by others, we started to offer service repair on all models. Growth in the Charlotte and surrounding areas has created a need for water conservation. Proper installation procedures are essential to water conservation so that

there is plenty of water for every one to have a green yard. What helps us do quality work is the fact that we use the best materials with the best installation procedures. More by using our own company crews, skilled and trained installers, we know how efficient your system will run and how beautiful the grass will be before we even start. One of our managers inspects the work of our crews on every job. The manager will make necessary adjustments and show our clients how to use their new system. In Rising Waters / **Southern Sprinkler** we like to spend a little bit more time with our clients showing them exactly what is out there and what they get for their money. All of our new installations are backed by our exclusive one year installation and labor warranty.

Our company, **Rising Waters / Southern Sprinkler**, is not a profit center for us. It's just another way to help our customers to get what they want and deserve for their home and family.