

# Thank You Larry Hinckley

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Larry Hinckley has spent his career working to improve the power washing industry. His designs have helped to make power washers safer and more efficient, his articles have been published in many respected journals, and his seminars have become required training in a lot of companies. Larry is never too busy to answer a question or demonstrate a concept. He believes that business is about people and knowledge. “Anyone who intends to be successful in this industry has to keep learning. In business, you never stand still. There’s no treading water.”

Larry’s power washing career started with a casual conversation in 1984. At the time, he was working 18-hour days for a bottling company in Houston. His son-in-law remarked, “I have trouble finding people who are willing to work eight hours a day. I wish I had a person like you.” Larry jokingly responded, “Don’t make any offers you can’t back up!”

One thing led to another, and Larry came to work for Rahsco Manufacturing in August 1984. Soon Larry became recognized for his ability to think on his feet and solve problems quickly.

Over the last 29 years, Larry has been a Field Service Technician, Shop Foreman, Production Manager, Salesman, Purchasing Manager, Senior Technical Advisor, Instructor, Technical Writer, Bulletin board administrator, and General Manager. When asked why he decided to stay, he replied, “It’s a constant challenge. It’s never, ever, boring!”

Larry also gets great satisfaction from helping the industry grow. “When I first came into it, there was nobody you could get information from because there was no Internet, no cell phones. If you were getting ready to do a job and you needed information, the only way you could get that information was to know somebody, call that person and talk to them on the telephone. So, I guess if I do have any great accomplishments, it would be that I have been able to help so many people

through the years.”

## **Larry’s advice:**

1. “Seek education. Do not come in unadvised.

There’s so much information available to you today that you can save yourself a fortune.” And education is not for newcomers only. “You never know so much that you don’t need to learn something else. Anything that is going to add to your bottom line is obviously worth the doing.”

2. “Don’t purchase equipment without knowing what you need for what you are going to do.”

3. “Don’t just choose one thing that you want to do and say that’s all I’m going to do. Diversify. Be flexible. That way if one sector of the industry begins to slow down, you can move very comfortably into another sector.”

Larry is ready for his next chapter. “I’ll soon be 70 and I’m realistic enough to know that no one lives forever. I’d like to do more of the things I enjoy that I have so little time to do now. I’d like to spend time with my family, in my flower beds, in my yard, and cooking. I love to cook! And I am considering writing a book. It would be a technical manual. Somebody needs to compile a reference book.”

Larry plans to remain active on the Internet after his retirement. “I’ve made too many friends out there to just walk away. It’s kind of comforting to share personal experiences with many of those friends. I have people I’ve known for 20 to 25 years. I get to say good morning to them every day and I like that.”

**To Larry:** *You always made time to mentor anyone who sought your help. Your dedication to serving and educating your fellow man has enriched everyone who has had the privilege of knowing you. Your influence will continue to ripple through this industry long into the future. Thank you!*

You can view Michael Hinderliter’s final interview with Larry at <http://www.youtube.com/watch?v=Oplo03Xr2OU&feature=youtu.be>