

# SNOW REMOVAL

## Only the tough and smart make dollars in this chilly second cousin to landscape management.

■ Snow removal will beat you up. Punish your equipment. Pound your employees. And, if you're not careful, damage property, including landscapes.

Sure, it's a tough job, but, hey, somebody's gotta do it. Okay, that's a horrible reason for any landscape business person to offer professional snow removal. (Who, after all, looks forward to getting yanked from a warm bed to wrestle with a frozen truck for a pre-dawn bout with sleet?)

The only reason to provide snow removal is to make money.

Is it unreasonable to expect a profit from something as necessary and difficult as pushing, blowing or, sometimes even, trucking snow from clients' properties?

Making money from snow removal is making money the old fashioned way. You earn-n-n-n it!

That's assuming that you price the service thoughtfully, that your equipment and employees are dependable and rugged, and that the snow accommodates you. Believe it or not, sometimes all these things happen, just like you drew it up on your business plan.

Or you might offer snow services because you have no choice. To keep profitable landscape clients such as office parks, apartments and condos, you must take care of these properties in the winter, too. Or, you have several key employees that you want to keep year round. Even so, don't ever lose sight of the fact that you're in business to make a profit. That includes the "off season" too.

Some professional snow removers charge "per push," some "per month," some "per season," some anyway they can.

Each way of billing clients has good and bad points but, generally, contractors that establish long-term relationships with clients and charge "per season" (with some type of contingency payment in the event of a blizzard, etc.) can more accurately predict income. Clients know in advance what they'll be paying too.

So you already know how tough it is to rust out employees at unpredictable hours, about the extra maintenance your trucks and loaders are going to require. How about your liability?

What happens if one of your trucks damages a client's landscape? What about the possibility of a lawsuit because someone claims they fell on a sidewalk or in a parking lot you're contracted to keep clear? Better check that you're properly insured for snow removal.

One last thought from the real snow removal pros—buy the toughest, most dependable equipment and accessories you can afford. You won't regret it.

—Ron Hall

## Blades, blowers, throwers, SPREADERS, sweepers

**Ariens** tractors and riding mowing systems have many attachments, including 42" and 54" front blades, a two-stage Sno-Thro, a Sno-Cab, and a front loader.

Other options:

- chains;
- slicer bars and wheel weights.

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**Bolens** Snow throwers come in four models, from the 130 lb., 4 hp Model 4021 to the 295 lb., 10 hp Model 1026. All feature solid state ignition, a bronze worm gear and zone recall starting. The largest two models also come with hand warmers and a limited-slip differential.

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**Boss Products** offers a complete line of snow plows, both straight blades and blades that are hinged in the middle so they can be used as V-blades to cut through drifts or inverted V-blades to carry snow across a parking lot. The Boss also offers Rapid-Tach, the truck-to-plow quick hitch, and several different salt and sand spreaders for pickups, flatbed or dump trucks.



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The **Cushman** Front Line rotary mower can be fitted with optional snow removal attachments including a 50"-wide Hansen Snowblower (electric chute control), a 54"-wide snow

blade (spring trip, hydraulic lift, replaceable skid shoes), a cab enclosure (windshield, electric wiper), a 60"-wide polypropylene brush, a heater/defroster, and a headlight set.

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**Deere & Company's** array of snow removal equipment is extensive with blades, snow blower, snow thrower, and brush attachments available for practically every John Deere tractor (including lawn & garden tractors) and its front mowers, too. Tractor enclosures, loaders, and eight different walk-behind snow blowers add to Deere's winter equipment offerings. Deere's two 8- and 10-hp snow blower models have worm-gear drive, adjustable locking differential and cutting widths to 32".

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**Excel** extolls the superior maneuverability of its Excel Hustler out-front rotary mower. Attachments include a dozer blade, a V-blade, rotary broom and heavy-duty snow thrower. Tire chains, wheel weights and rear weight kits are also available. For operator comfort and safety, the Excel Hustler offers ROP structures and cab enclosures.

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**Frink** manufactures snow plows, wings, spreaders and truck bodies. Its Super Trac Revers-A-Cast Trailblazer plow fits on a pickup. Its 9-foot-long moldboard can be reversed 30 degrees left and right. Polymer moldboard repels ice and snow, and is corrosion resistant.

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**Gravelly's** snow removal equipment includes 40" and 48" two-stage snow blowers, a 44" power brush, and a 48" snow dozer blade. These attachments are available for the Gravelly Professional-G Series riding tractors.

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**Polaris** ATVs (all-terrain vehicles) can be fitted with optional 48" or 60" snow plow blades. Polaris ATVs have no gears but are equipped with the Polaris Variable Transmission which matches torque or speed to the job.

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**Simplicity Manufacturing's** attachments for its lawn & garden tractors include a 42" snow blade, a 36" snow thrower, a snow cab, tire chains and wheel weights. Also, Simplicity offers five different, 8- and 10-hp, walk-behind snow throwers,



including 28"-clearing Model 870 and the 32"-clearing 1080. Both these models feature Power Boost that allows the operator to work at maximum power at all times.

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**Snapper's** Model 10303 is a full-size, two-stage snowthrower that clears 30" wide in one pass. Like all Snapper models, this unit's multi-directional chute moves snow where you want it. This model has a 10 hp engine. Six-speed, on-the-go shifting lets you gear down for the heavy stuff.

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**Steiner Turf** offers 48" and 60" Power Angle Blades, 49"-wide, two-stage snow blower, and 54-inch wide rotary sweeper as attachments to its line of 2- and 4-wheel drive turf tractors. The attachments can be installed and removed in two minutes or less.



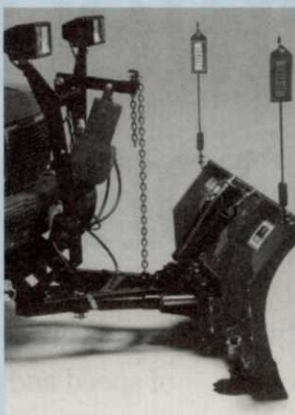
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**Thomas** skid steers can be fitted with a "quick-tach," hydraulically powered, two-stage snow blower or, for lighter snows, a 72" angle broom.

**Circle No. 312 on Reader Inquiry Card**

The **Toro Company** offers a full line of walk-behind snow throwers. Its Power Shift 38570 has an 8-hp B&S engine, and like several Toro models, comes with adjustable traction wheels that allow more weight to be put on the auger. Accessory kits include: light, chain, drift breaker, 110V electric start, cab, 30" grader blade and skids.

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**Western Products' UniMount** System allows quick and easy removal of a Western Snowplow from the front of a truck. Four pins and two electrical plugs are all that's needed to attach or remove the UniMount System. Western's hopper-type sand and salt spreader is a self-contained material spreader for ice control on driveways, roads, parking lots and sidewalks. Mounts easily on pickup, dump or platform trucks.

**Circle No. 314 on Reader Inquiry Card**

**York Rakes** now offers a line of rotary brooms. The YB32 mounts to a standard 3-pt. hitch tractor and requires a PTO running at 540 RPM. A hydraulically driven 3-pt. hitch model is also available. The Model TFB328 mounts to a trucks' snow plow hitch frame and is powered by a hydraulic motor hooked to the truck's hydraulic system.

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