

# Put some pull in your plow

BY CURT HARLER

**T**he two-plow concept — that two plows are better than one — is catching on in some heavy snow markets.

Charlie Nemeth, owner of Nemeth Landscaping, Johnstown, PA, got into snow removal to service his landscaping accounts.

"I was cutting my snow removal time in half, especially on

driveways," Nemeth says of using two plows. "I can back in to clear a driveway after my competitor has already started on an adjacent drive and finish my drive before he's half done with his."

Tom Kuhn, owner of Collision Experts, Clifton Park, NY, has been snowplowing residen-

tial areas for a decade. "I was tired of turning around, back-dragging, and waiting on cars to get out of the way," he says. He tried out a Snowman back plow on a Dodge 2500 and was able to cut his snow removal time by five hours per snowfall.

Back plows, also called pull plows, work best when an operator has a lot of driveways on the route. Some operators combine a front and a back blade on parking lot jobs, allowing them to operate in both directions like a ferry boat.

Kuhn says there's a safety factor involved, too. "It's more dangerous to back into the street," he notes.

## Sell plowing like insurance

Charging by the job is a good way to go broke in the snowplowing business.

Most contractors require either a flat contract price for snowplowing or a minimum guarantee against a contract.

That way, whether it snows twice a season or twice a week, the plow contractor gets paid. Since it's imperative to have equipment serviced and ready, and to have workers on hand, it's only fair that the plow man be treated like a fireman on call.

Sell plowing services like insurance. The customer buys a contract. If it snows, the plowing service's coverage kicks into effect. If it doesn't snow, the coverage and protection are still there but there's no refund for a light winter.

## CATERPILLAR ▲

309/675-1000

WARREN, MI

[www.cat.com](http://www.cat.com)

■ Three Cat snow blower attachment models

■ SR 17 intake width of 67 in.; SR 18, 73 in.; SR 21, 85 in.

■ Throwing distances from 30 to 40 ft.

Circle #256

## Service tips

What should a plow service do now to get ready for this winter? Greg Daniels, President of Daniels Plow, East Dundee, IL, offers the following tips:

- ▶ Get equipment up and running
- ▶ Be prepared for anything
- ▶ Follow the weather
- ▶ Inform clients that someone will be first served and someone will be last
- ▶ Change the order of plowing so one customer isn't always last (or first)
- ▶ Give clients a cell phone

number so they can contact a driver if they're off their drive in a ditch

- ▶ Plan to start work at 2 a.m. or 4 a.m., depending on weather

▶ After a three-inch snowfall, all customers' properties should be finished in eight hours; a big snow may take 24 hours or more to clear



## MASSEY FERGUSON

262/284-8669

DULUTH, GA

[www.masseyferguson.com](http://www.masseyferguson.com)

[agcocorp.com](http://agcocorp.com)

- 42-in. two-stage snowthrower fits Massey 2600 lawn tractor
- 42-, 46-in. single-stage snowthrower offered for 2600
- 36-, 42-in single-stage unit for the 2500 tractors
- Soft-sided snow cab available for all models.

Circle #257

## AGCO ALLIS

262/284-8669

PORT WASHINGTON, WI

[www.agcolawn.com](http://www.agcolawn.com)

- Snowthrower mounts to front of any Agco tractor
- 42-, 46-in single-stage units or 47-in. 2-stage
- Add vinyl soft snow cab with shatterproof, non-fogging Lexan windows
- 42- or 60-in. snow blades also available

Circle #258

## THOMAS EQUIPMENT ▲

866/238-6844

MARS HILL, ME

[www.thomasloaders.com](http://www.thomasloaders.com)

- Hydraulically driven snow blowers for skid-steer loaders



- Size, performance requirements vary with loaders' hydraulic pump capacity
  - Blowers range from 55- to 85-in. cut width
- Circle #259

## BOBCAT

701/241-8740

WEST FARGO, ND

[www.bobcat.com](http://www.bobcat.com)

- Spreader attachment for skid-steers, track loaders, pickups
  - 10-in. spreader wheel
  - Spreads sand, salt 4-40 ft.
  - 5.75 cu. ft. hopper of high-density polymer
- Circle #260

## BOSS SNOWPLOW ▲

906/774-8000

IRON MOUNTAIN, MI

[www.bossplow.com](http://www.bossplow.com)

- New plow light package puts lights up front
  - Increases visibility 2.5 times normal
  - High-Intensity Discharge option gives six times output
  - White light for night use
  - Antiglare shields
- Circle #261

## FISHER ENGINEERING

207/594-4446

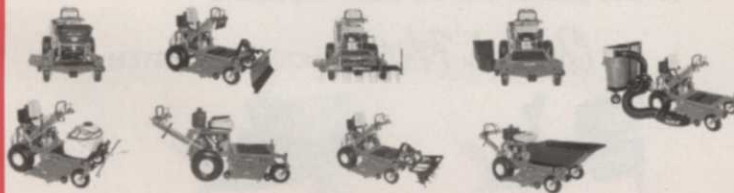
ROCKLAND, ME

[www.fisherplows.com](http://www.fisherplows.com)

# Convertible Mowers



Offered with the following attachments:



*Walk the Hill with the Convertible mower. For steep hills, roadside ditches and low limb trees. The Convertible can be utilized as a hydro walk behind. Then as easy as flipping a lever, the Convertible transforms into a rugged dependable "L" so you can Ride the Distance!*

*New Foot Assist Deck Lift*

### Distributors:

New England States	Beta Power Products	508-393-1924
PA-NJ-DE	Canns Bilco	800-811-0285
VA-WV-MD-NC	UTEKO	888-368-8326
TX-OK-	Kretchmar	580-395-2606
NY	Stiefvater Distributor	315-853-5581
KS-MO- S.IL	AES	800-843-3546
GA-SC-AL-FL	Southeast Equipment	800-241-4384
TN	Southern Lawn	877-204-6873
LA-NE	Scott-Hourigan Co.	402-362-7711

*Distributor inquiries welcome for open areas.*

Rich Mfg., Inc. • P.O. Box 145 • Thorntown, Indiana 46071  
[www.convertiblemower.com](http://www.convertiblemower.com) • 765-436-2744

Circle 120





- Plow attaches to truck with Minute-Mount 2
  - Built-in handle disengages both connecting pins simultaneously
  - Lower gear flared for easy drive-in alignment
- Circle #262

**DOW CHEMICAL ▲**

800/447-4369

LUDINGTON, MI

[www.dow.com](http://www.dow.com)

- Two commercial de-icers for walks, drives, parking areas
- Peladow is 90% calcium chloride
- Available in bags to bulk rail

- No dress precautions are needed during normal use
  - Combotherm contains calcium and potassium, and is 70% calcium chloride
  - Has colorant to mark application, speed of melting
- Circle #263

**CURTIS PLOWS**

800/343-7676

WORCESTER, MA

[www.curtiscab.com](http://www.curtiscab.com)

- Snow-Pro Hitch-and-Run system is 4-ft. wide
- Hide-away hydraulics with no belts, pulleys under hood

- Pinless snap-lock system to pickup hitch
  - All power, controls, lights integrated into plug harness
- Circle #264

**DANIELS PULL PLOW**

800/386-2932

BARRINGTON, IL

[www.danielsplows.com](http://www.danielsplows.com)

- Double-wing folding snow plows in 12- to 24-ft. widths
- Made of 10-gauge steel

- One unit both pushes and stacks snow
  - Fold-back wing design
  - Quick disconnect available
- Circle #265

**WIKCO INDUSTRIES**

402/464-2070

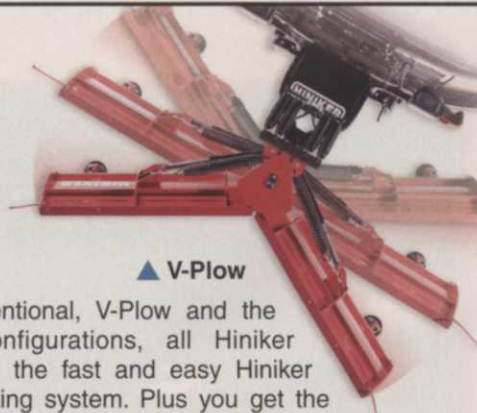
LINCOLN, NB

[www.wikco.biz](http://www.wikco.biz)

- Full line of twin stage, rear 3-pt. hitch pto snow blowers
- Model 6200 is 62-in. wide requires 25-35 hp
- 7400 is 74-in. wide, requires 30-45 hp
- Both models have 14-in. augers

# H I N I K E R P L O W S

*Professional Snow and Ice Control*



▲ V-Plow



Available in conventional, V-Plow and the NEW C-Plow configurations, all Hiniker snowplows feature the fast and easy Hiniker Quick Hitch Mounting system. Plus you get the rugged construction and high-performance design that commercial plowers need!

◀ C-Plow

Dramatically increase backdrag performance with the revolutionary Hiniker C-Plow. Go from forward to reverse position with the touch of a button!

*Quick Hitch* MOUNTING SYSTEM



**FAST • SIMPLE • RELIABLE**



**HINIKER COMPANY**

Mankato, MN

1-800-433-5620 • FAX 1-507-625-5883

[www.hiniker.com](http://www.hiniker.com)





- Cut height is 26 in.
  - Number 50 auger drive chain on both models
  - High-efficiency 22-in., three-paddle fan with cupped blade
- Circle #266

**SNO-WAY INTERNATIONAL ▲**  
800/662-1453

HARTFORD, WI  
[www.snowway.com](http://www.snowway.com)

- V-plows up to 110 hp
  - 99- and 109-in. widths
  - 28-in. blade height
  - Multi-position wings scoop to V and intermediate positions
- Circle #267

**SNOWMAN SNOWPLOW**  
888/766-6267

BLOOMFIELD, IA  
[www.snowmanplows.com](http://www.snowmanplows.com)

- Model RS heavy duty commercial plow
- High Lift reaches over drifts,



- eliminates scooping
- 23-in. tall blade in 7- or 8-ft. widths
  - Four trip springs, standard box wings
- Circle #268

**JOHN DEERE**  
800/537-8233  
RESEARCH TRIANGLE PK, NC  
[www.deere.com](http://www.deere.com)

- Two-stage design features

- auger, high-speed blower
  - Chute rotates 90 degrees each side
  - Attaches to Deere 4100 4WD compacts
  - Optional drift knives cut through snow banks with ease
- Circle #269

**WESTERN PRODUCTS**  
414/354-2310

MILWAUKEE, WI  
[www.westernplows.com](http://www.westernplows.com)

- V-box spreaders mount on pickup, dump or platform trucks
  - Available in 7-, 8- and 10-ft. body lengths
  - Stainless steel or powder-coated steel
  - 10-hp Tecumseh, 11-hp Honda or hydraulic motors
- Circle #270

**EARTHWAY PRODUCTS**  
800/678-0671

BRISTOL, IN  
[www.earthway.com](http://www.earthway.com)

- Spreads up to 100 lbs. of salt
  - Model 2170 or 2170T spreaders have 3350-cu. in. capacity
  - Optional three-sided salt deflector kit
  - 13-in. diameter tires on rustproof rims
  - Height-adjustable three-position handles
- Circle #272

**ERSKINE ATTACHMENTS**  
218/687-4045

- ERSKINE, MN
- Seven front-mounted, pto-driven snow blowers
  - 54- to 108-in. wide
  - All have standard Qwik-A-



- Tach system
  - Trouble-free chute rotation
  - Fit 18- to 150-hp tractors
- Circle #273

**THE GRASSHOPPER COMPANY**  
620/345-8621

MOUNDRIDGE, KS  
[www.grasshoppermower.com](http://www.grasshoppermower.com)

- Rotary Brooms clear up to eight in. of snow
- Fixed angle 48- and 60-in. models
- 60-in bidirectional has hydraulic lift

- PTO-driven rotary brooms for all front mount zero-turns
- Circle #274

**HERD SEEDER ▲**  
574/753-6311

LOGANSPORT, IN  
[www.herdseeder.com](http://www.herdseeder.com)

- GT-77 spreader mounts on four-wheel ATVs
  - Stainless steel pivot plate centers spread pattern regardless of material density
  - Larger models work with tractor pto or pickup trucks
  - Low-draw motor
- Circle #271

ADVERTISEMENT

## Free Report Reveals... How To Double Your Income In Six Months Or Less!

WICHITA, KS - Are you frustrated by the amount of money you're making? Would you like to keep more of every dollar you bring in - and increase your bottom line profits?

If so, a free report has just been released that reveals 15 key strategies any landscaper or lawn care service can use to immediately - and easily - rip the lid off their income!

Here is what you'll discover in this startling 32-page report:

- The simple 'trick' you can use to beat "lowest price" competition - and boost your profits on every job (p. 21).
- How to find, recruit and keep good quality help (Yes! those 'dream employees' are out there - you just need the proper System

- to attract them! p. 19).
- How to handle that sudden "flood" of business - without losing your mind! Discover how to put your business on "auto-pilot" and finally have a life again!
- The "dirty little secret" top-earning landscapers know that allows them to charge the highest prices in town with little or NO resistance! (P. 17)
- The insider's way to attract the most loyal customers - and why you should think about focusing your business on this ONE profitable 'niche'.

This eye-opening report is sure to "shake up" our industry - it explodes many of the most common business 'myths' we've been fed for years. Here is how to get your free copy. Just call:

**800-291-4501**

**For A 24 Hr. Free Recorded Message and Report!**

Call NOW!

© 2003 RPC, Inc.



**MARUYAMA US** ▲  
**253/735-7368**  
 AUBURN, WA  
[www.maruyama-us.com](http://www.maruyama-us.com)

- MD155DX handles ice melt applications
- 40.2cc Kawasaki Engine
- Weighs 24.3 lbs.
- Transported by backpack

- Evenly covers ice melt over walks, parking lots, steps, street
  - Even, controlled spray saves time
- Circle #277

# READING PLATFORM BODIES

● Quality and durability  
 ● from

● **START...**



TO **FINISH.**

No matter which configuration you choose, all platform bodies feature traditional Reading quality for optimum durability and protection. What makes Reading bodies so tough? It all starts with a rugged understructure. Add to that the protection of Lectro-Life® immersion priming and powder coated platform sides, and you've got a winning combination.



Stake Body



Platform-Toolbox combination



Landscape Body



Contractor Body



Redi-Dek™

EXPECT MORE. CHOOSE READING.

**Reading**

**800-458-2226**  
[www.readingbody.com](http://www.readingbody.com)

**ARIENS**  
**800/678-5443**

BRILLION, WI  
[www.arienscorp.com](http://www.arienscorp.com)

- 1024 Professional Sno-Thro blower
  - Features 12-in., three-blade impeller system
  - Serrated augers cut snow and ice to clear two-ft. path
- Circle #275

**HONDA**  
**800/426-7701**

ALPHARETTA, GA  
[www.hondapower-equipment.com](http://www.hondapower-equipment.com)

- HS928WAS snow blower powered by Honda 8.9 hp OHV engine
  - Electric start, self-propelled wheel drive
  - 28-in. width, 20-in. clearing height
  - 210-degree adjustable discharge chute
- Circle #276

**JRCO, INC.**  
**800/966-8442**

MINNEAPOLIS, MN  
[www.jrcoinc.com](http://www.jrcoinc.com)

- Zero-turn for light snow
  - V-Broom sweeper wings adjust with two clevis pins
  - Clear 60-in. path or angle wings for narrower areas
  - Three rows of 8-in. polypropylene bristles
- Circle #278

**KASCO MANUFACTURING**  
**317/398-7973**

SHELBYVILLE, IN  
[info@kascomfg.com](mailto:info@kascomfg.com)

- Front-mounted, spring trip blades
- Skid shoes standard
- Reversible/replaceable cutting edges
- Mountings for most late-model tractors

Circle 122





available

- Loader and skid-steer models for 60-, 72-, 90-in. widths

Circle #279

**▲ TRYNEX INTERNATIONAL**

**800/725-8377**

WARREN, MI

- New VeePro-6000 V-box is designed to spread salt, sand
- Heavy-duty polyethylene hopper
- Twin 12-volt DC direct drive motor power
- Spreads 5-35 ft.
- Cab-mounted controller

Circle #285

**KOYKER MANUFACTURING**

**800/456-1107**

LENNOX, SD

[www.koykermfg.com](http://www.koykermfg.com)

- Snowblade for Raptor UV
- Attaches to base unit to handle moderate snow
- Use with optional tire choices

Circle #280

**LAND PRIDE**

**888/987-7433**

SALINA, KS

[www.landpride.com](http://www.landpride.com)

- Rear blades, 05 through 35 Series, fit compact tractors
- Available in 48- to 96-in. widths
- Optional skid shoes, side plates for grading, blading snow
- Also available: 40, 45, 55 Series rear blades up to 120 in. wide.

Circle #281

**SHINDAIWA**

**503/692-3070**

TUALATIN, OR

[www.shindaiwa.com](http://www.shindaiwa.com)

- Power Broom alternative to snow blower
  - PB230, PB270 have sweep width of 22 in.
  - Units clear powdery snow up to 3 in. deep
- Circle #283

**NEED A DECK  
THE SIZE OF  
AN AIRCRAFT  
CARRIER?**

**NO  
PROBLEM**

A range of heavy-duty deck sizes – up to 72" – is just one of the many options you can choose from on your Yazoo/Kees mower. Featuring an engine with up to 34 HP, zero turning radius, built-in comfort, and much more, every Yazoo/Kees is built to last. Need a mower to help your productivity take off? No problem! Yazoo/Kees.

**YAZOO/KEES**

Contact your local YAZOO/KEES dealer  
or call 1-877-368-TURF  
[www.yazookees.com](http://www.yazookees.com)

Circle 123