

Q&A WITH THE EXPERT
SIDEWALK SNOW AND ICE CONTROL



Q&A WITH MARK KLOSSNER

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1 Why do sidewalks pose such a challenge to today's contractors?

A: You can break it down to time and money. You know, recent studies show that contractors can spend more than 30% of their operating expenses just on managing sidewalks. So we asked our customers, and one of the biggest pain points in their operations is the shovelers they rely on. We hear time and time again about the number of people who call off or are no shows, which hurts any contractor's efficiency and productivity, especially small business owners who have more to lose than some of the bigger fleets. That's why mechanizing is a growing trend and a smart option to increase response times while reducing the need for shovelers who may or may not answer their phone.



2 What materials are best for sidewalks?

A: Having a full range of materials that work together at your disposal helps contractors get more done. By using pretreatment and deicing solutions, granular materials and a quality plow, contractors can work smarter and maximize productivity.

3 What is the best product solution for managing sidewalks?

A: There's no one right answer when it comes to clearing any surface. Every account is different and so are the challenges. Clearing a sidewalk or a driveway can be much different than clearing the entrance to a hospital. The different angles, longer surface areas, amount of foot traffic and landscaping all impact

what type of solution will work best.

There are many options for contractors to consider, so we at BOSS created solutions ready to clear footpaths, cycleways and sidewalks: Snowplows and spreader systems for ATV and UTV vehicles. Precision drop spreaders to eliminate and reduce damage to green space. Rubber cutting edges for sensitive surface areas and, of course, the Snowrator®. We even offer shovel solutions and walk-behind spreaders to give a boost to any contractor's arsenal.

4 What are some of the benefits of using mechanized sidewalk solutions for both snow and ice?

A: The biggest is speed. These days, contractors face a lot of competition, and

the crews who can respond the quickest and get the job done the right the fastest have a clear advantage in earning more of a profit. Most contractors want to hire quality people, but those workers can be few and far between. Again, that's why a mechanized solution is such an asset. Contractors can reduce labor and crew sizes, save time and customize the way they work for different accounts. An investment in a mechanized solution like a Snowrator can quickly pay for itself in the first season of use—making operations more efficient—and more profitable.

Contractors should not be spending up to or more than 30% of their operating costs on sidewalks alone. So finding ways to be more effective and efficient should be something on every contractor's mind.

KEEP 'EM

OPEN

THE RESULTS ARE CLEAR

THE BOSS SNOWRATOR® IS A MANEUVERABLE, MULTI-TASKING TIME AND LABOR SAVER FOR SNOW AND ICE SIDEWALK SOLUTIONS.

TIME SAVER
Brine, Spread and Plow at the same time to maximize on-the-job productivity and profitability.

LABOR SAVER
Snowrator® Quickly Deploys to plow and deice surface areas—effectively reducing the need for shovelers.

SNOWRATOR® 20" tall poly skin blade | LED work lights | Anti-icing and deicing capabilities

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