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How to Hire a Snow & Ice Management Company

Since winter in New England tends to be harsh, hiring a snow and ice management company is an absolute necessity for many. With the difficulties of predicting weather, the risks associated with inclement weather, and its variable nature, the efforts of a reliable snow and ice professional are immensely appreciated. To be sure you are hiring a company you can count on for your winter needs, consider the following information.

The snow removal business is highly regulated and you should be sure that your snow and ice contractor is in compliance with any state or local legislation. Hand in hand with the heavy regulation, the industry is fraught with lawsuits. To protect all involved parties, it is imperative to obtain a signed, written contract detailing the relationship and each party's expectations in explicit terms. Since your snow and ice management vendor is often hired as a partner who will work with your in house staff, it is important to clearly define roles and responsibilities of each team in relation to who performs each part of the snow response plan.

On account of the high probability of liability claims, insurance costs for snow and ice management companies are exorbitant. Though this additional cost does impact pricing for snow removal services, it is a price worth paying to ensure that your con-

tractor has the appropriate coverage.

It is important to remember that the work of a snow professional is difficult and demanding. In addition to working in dangerous, uncomfortable conditions, snow removal operators work long hours, often through the night or extremely early in the morning. Despite these challenges, it is your contractor's goal to serve you as quickly and efficiently as possible. To do this effectively, the professional will employ a variety of differing tools and techniques. A snow professional is educated and experienced to know when to use which tools/techniques.

When choosing a snow and ice management company, it is important to remember that the pricing of services is a difficult task. Though it may seem like an arbitrary creation, a contractor considers a variety of components when estimating the cost for the job. The job's size, location, the equipment that will be used, labor, and weather conditions are all taken into account during the pricing process. Contractors will price their work in a variety of different ways. Some charge an hourly rate for each visit, some charge a flat per season rate, some charge per visit, some per inch of snow fall, and some combine a few of these methods. It is important to take this information and your budgeting needs into consideration when choos-



ing a snow and ice management provider.

In an effort to raise industry standards, the Snow and Ice Management Association (SIMA) offers a Certified Snow Professional (CSP) Program. This program requires both experience and education in the snow and ice field. The certification requires individuals to continually update their training, ensuring that they remain snow professionals up to date on the latest industry standards. When searching for a snow and ice management company, those with CSP trained employees should be at the top of your list.

For more information on hiring qualified snow professionals, contact CampusCare® at 508-668-7490, (toll free) 866-543-4333 or email sales@campuscare.com. The Snow and Ice Management Association can also provide information at www.sima.org.

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