



**JLS** Landscape & Snow  
Removal Experts  
Est. 1975

# THE JLS SNOW ZONE

The latest news on Snow & Ice Management from the experts at JLS.

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## Pushing For Development

Earlier this year top management from JLS attended the 11th Annual Snow & Ice Symposium held by SIMA in Buffalo, NY. The Snow and Ice Management Association, SIMA, represents over a thousand snow and ice professionals in North America. The JLS team learned about new removal products in the ever growing industry and was able to attend many educational seminars geared toward improving efficiency and safety on job sites. The information gained from SIMA will advance and support the ethical, efficient, and environmentally sound snow and ice management values at JLS. Through SIMA, JLS has been able to develop better training programs, enhance service standards, and improve record-keeping methods. JLS will continue to keep up-to-date with the newest and best information and products in the snow and ice industry, thus passing the benefit of this knowledge to our customers.

## Recap On Ice

Some may be wondering what the difference is between De-icing and Anti-icing. De-icing is the reactive application of ice control products to driving or walking surfaces, to melt existing ice and/or snow. Anti-icing is the proactive application to driving or walking surfaces prior to a snow or ice storm. The most common materials used are sand, salt, or a sand/salt mix. Sand, technically is not a de-icing material, since it cannot melt snow or ice, although sand can provide some amount of traction. Sodium chloride, or rock salt, is the most common used in today's industry, but not effective in all conditions. Only a knowledgeable snow and ice contractor will know when and how to apply the right amount of material to create a safe environment for your property. Sand/salt mixes are effective in adding traction and de-icing. Other effective products include calcium chloride, magnesium chloride, and potassium chloride. A prepared and responsible contractor will have purchased a large amount of de-icing or anti-icing material before the season begins. This requires an up-front investment by the contractor, so in a way, it is like having snow and ice insurance. With all the many products on the market, it is best to contact a professional to determine your specific needs.

## What To Look For In A Snow Service Provider...

- Commitment to service and quality
- Willingness to sign a contract that defines the desired level of service
- Active members of a trade association that keeps them abreast of the ever-changing industry
- Maintains accurate records regarding snow removal services, including work logs, pictures, and more
- Current with payroll taxes, overhead and reinvesting into their business
- Responsibly maintains specific insurance for their snow removal operations
- Keeps their equipment operable and purchases necessary products to maintain their accounts and grow their business
- Continuously becomes more knowledgeable on the most current snow removal processes and products

