

PUSHING THOUGHTS



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To appreciate the beauty of a snowflake
it is necessary to stand out in the cold—
Aristotle
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Where creative ideas meet interactivity! Melcher Studios: An interactive agency

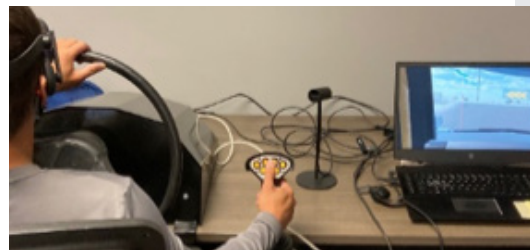
Today's most popular VR applications involve taking total control of a user's senses (sight and hearing, particularly) to create a totally immersive experience that places the user in a fully virtual environment that feels realistic. For training, it could be used to safely simulate any number of hazardous or stressful conditions and monitor the way we respond to them.

Imagine with me...a box arrives at your office with a steering wheel, joystick, laptop and headset. In moments it is up and running and you select your equipment (truck, tractor, loader etc.). Operators are tasked with various snow clearing scenarios and sites from small bank parking lots to big box store lots. There are parked cars in the lots, fire hydrants to avoid piling in front of, curb lines to expose. Practice the efficient way to plow a lot or roadway without stepping into the truck or wearing down any equipment. No more plowing sand around the yard trying to simulate snow. A complete training system including objectives, weather changes and

priority areas allow for extensive flexibility. Maybe insurance companies will notice the reduced risk and premiums can come down. Check out Melcher Studios online for more info at www.melcher.ca

DID YOU KNOW?

In the 1950s, a cinematographer named Morton Heilig envisioned a theater experience that would stimulate all senses. In 1960, he built a prototype of this vision called the Sensorama. It had a stereoscopic display, fans, odor emitters, stereo speakers, and a moving chair. Ivan Sutherland invented the first virtual reality and augmented reality head-mounted display (HMD) in 1968.



June 16th, Joseph an Associate Contractor in Saskatoon got to demo the VR road plowing.

A WORD FROM THE BOARDROOM

Sourcing and Securing New and Existing Work - A Constant Gamble

Savings, savings, savings, is what we continue to hear yet everything we do is going up.

Are we submitting a competitive price while being conscious about increased client demands, liability insurance increases, staffing and equipment shortages? Many conversations are had with subcontractor partners about challenges we are all facing when moving into any new contract.

Is mother nature going to be nice to us or throw us a curveball?

Do we say yes to that new piece of equipment? Did we secure the correct amount of de-icing product to last the entire season? Do we have the appropriate staff to get us through the season?

Real issues we all face every day, praying we have made the correct decisions. None of this is possible without you our valued service partners. You are the boots on the ground, the people up at all hours of the night making sure each and every property we service is ready for the day. Thank you for all of your hard work and looking forward to a smooth winter season.

Jason Gill, Director of Strategic Sourcing

BENEFITS OF VR DRIVER TRAINING

- Decreases chances of accidents, reducing costs and liability.
- Helps build driver muscle memory in a controlled environment.
- Offers training and testing to continually improve and maintain proper driver skills.
- Reduces costs on equipment and vehicle maintenance through proper training of vehicle usage.
- Offers training in a variety of different weather conditions, locations, and times.
- VR retention rate up-to 70-80% compared to classroom 30-40% and interactive e-learning at 50-60%

Interview with Steve Wheatcroft on the status of *Snow Dumps* in Canada

Steve Wheatcroft is an entrepreneur with many years of experience starting and growing new companies and initiatives. He currently serves as CEO of ULS, Urban Life Solutions, a large landscape design, construction and maintenance company that specializes in snow and ice management and is currently expanding across Canada. He is also the co-founder of Spectrum Equipment, which provides end-to-end equipment management solutions, including sales and rentals of heavy equipment and snow attachments. Steve was the leading force in the creation of the Western Canadian Snow & Ice Management Summit, a regional snow-specific show that includes education, networking, and equipment expo. Check out Spectrum Equipment at www.spectrumequipment.ca



Where is the industry currently at regarding snow dumps and the thinking around these moving forward?

Snow dumps, or snow farms as they are called in some places, continue to be an area of concern. Most cities provide snow dumps, however there is a growing concern regarding the environmental impact and how snow storage should be managed. More time, energy, and costs are being put into setting up snow dumps that are more environmentally responsible. If you have ever been to a snow dump in June, you will see that these really are DUMPS. Once snow has melted there is a substantial amount of garbage left behind and worse yet polluted water runoff containing hydrocarbons and chlorides. Although common sense would say that these pollutants would enter the water shed anyway, it is the high concentration from site specific locations that is most controversial. This is leading to municipalities across Canada and the US looking at more responsible handling of snow storage at snow dump locations.

In past years, Calgary for example has had no snow dumps available for contractors. Crews would typically source farmland or the like on the outskirts of town. Is this still the case in Calgary and are there other large cities this is an issue?

The City of Calgary decided to remove snow storage and dumping facilities for snow contractors and the public. This was done mainly as a way to decrease the overall winter snow removal budget costs to the City. The thinking was that the cost should be borne by the property owners, and it

was their responsibility to cover the burden of removing snow from their sites. This has caused a black market for snow dumps and illegal dumping of snow in and around the Calgary area. My thinking is that the City will have to revisit this soon as their thinking may change, or there will be a partnership of some type to provide these services under a private contractor joint venture. Other cities have started to charge for the use of snow dumps, but to my knowledge there are few, if any, other major cities that have been as aggressive as Calgary in the shutting down of snow dumping and snow storage facilities.

How many snow dumps are utilizing snow melting equipment and has there been much studying on the cost between piling and melting?

The use of snow melters at snow dumps is only useful for two major reasons: 1. to enable snow dumps to operate off smaller footprints of land. In Boston for instance, they are running snow melters downtown so that they can run a full-blown snow dump on 1 acre of land where land value is through the roof. 2. to enable the site to be better managed by cleaning up garbage while melting in mid-season, and the release of water into the system throughout winter instead of a mass release of water during spring runoff.

The cost of melters is more efficient when travel times to snow dumps increase. You need to consider several factors before deciding on the cost comparison of melting to stacking. There are also some contract specific factors that can justify the need for snow melters.



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In the future I feel that most snow dumps will be changed over to snow management facilities

Can you give us a brief description of the efforts taken to ensure the environment and soil in and around a snow dump site are managed responsibly?

I have toured several very well thought out and operated snow management facilities. When they are managed properly and are constructed properly, I like to remove the term SNOW DUMP and replace it with snow management facility. This is since it is truly managed, not piled and forgotten about. These sites usually have engineered thought put into them to cover off; traffic flow, ground sealing, garbage collection, chloride settling ponds, and storm water management. In the future I feel that most snow dumps will be changed over to snow management facilities as cities and municipalities move towards more responsible management of this infrastructure piece.

LANDSCAPE DISRUPTORS

Landscape Disruptors is a news network designed to keep landscapers up to date on everything from industry trends, technology, marketing and business. Each episode showcases top performers in the lawn, landscape and snow industry. Sign up for the Newsletter or listen to podcasts at landscapedisruptors.com



LIQUID ANTI-ICE A crash course on Calcium Chloride

Harsh North American winters call for the best anti-icing and de-icing solutions, keeping roads clear and drivers and pedestrians safe. But these solutions don't need to be harsh on vehicles, infrastructure or the environment.

Proactive liquid anti-icing is a well-established practice that requires fewer chlorides and abrasives (such as sand and gravel) to achieve safe roads efficiently and responsibly. Reduced chlorides and lower application rates, combined with the presence of an organic inhibitor, all add up to less opportunity for vehicle corrosion, environmental impact and infrastructure interaction, reducing the risk of concrete/asphalt damage.

Liquid anti-icers reduce ice formation and prevent bonding between ice and pavement, allowing for easier plowing and snow removal. This reduces the scraping of roads and the wear caused by abrasives and plows. It also leads to reduced plow maintenance costs and a smaller carbon footprint for maintenance vehicles—since plowing is required less frequently. Liquids stay on the road more effectively than solid materials, and liquids act as an adhesive for salt and sand/gravel, keeping it on the roadways where it increases friction and effectiveness as needed.

Depending on the duration and intensity of a snow event, snow buildup may still occur. In those cases, plowing—another element of a complete winter road management plan—may still be required, and is much easier to do on treated roads. In instances of unexpected precipitation, or other situations where pre-treatment is impractical, pre-wet sand and salt are good alternatives. Given the wide range of winter weather conditions in most Canadian cities, no single road management solution is always ideal.

When it comes to highway safety, studies show that calcium chloride/salt mixtures achieve bare pavement faster than salt alone at temperatures near -1°C (30°F) in 85% of applications, easing traffic and reducing accidents. Calcium chloride increases the effectiveness of salt, therefore reducing the number of applications necessary during storms and the cost of labour, equipment and materials. Calcium chloride also freeze-proofs abrasives to help them embed in ice and snow, which means that less material is lost to spreader bounce and scattering by vehicle traffic.

Find more information about Calcium Chloride at tigercalcium.com

WINTER IS COMING!



As we move into the Fall Season, we remind our crews to start planning for the end of landscape season and the prep work for the winter season. The grass may not be growing but many tasks are still to be completed including but not limited to Leaf Cleanup & Irrigation Blowouts.

Pre-Season Site Inspections should be completed in October to identify obstacles and damages before snow season. Prep work on Snowplows, Sanders, Trucks and Equipment, sourcing of Liquid Brines, Salts or Sand stockpiles should be taking place.

LFX SNOW PATROL adds Liquid Brine to the tool bag

During the winter of 2020-21, the decision to jump into liquids was made. LFX SNOW PATROL, our eastern division, focused efforts in one concentrated geographical zone that was close to HQ and spent a lot of time and effort training and educating staff and clients alike.

Equipment purchased included a VSI Brine Maker, a VSI Legacy 1600 spray rig, 3 VSI Legacy spray rigs for pickup trucks, 2 VSI Genesis 110 spray rigs for UTV's & multiple storage tanks. LFX received multiple compliments from clients and had neighbors and other contractors all asking "What is Landscape Effects doing now?" This year LFX will use the same strategy for 4 other zones with the anticipation of being full brine by next winter.

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It is not often that you get to offer your clients a win, win, win situation and that is what brine is for us
—Jarred McKinlay, Director of Maintenance & Snow Removal (LFX East)

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INNOVATION AT WORK

Find out what industry experts are working on and what we think is worth sharing.

PROSITE AUDIT *Pavement. Landscaping Snow. Property managers*



PROSITEAUDIT

ProSite Audit is a cloud-based inspection & inventory tool allowing anyone to quickly identify, describe, and share real-time facility conditions. Using a web-enabled device you can complete professional audits by marking an issue's location, noting the severity, attach pictures, add comments like measurements and so much more. Visit www.prositeaudit.com for details.

GREENZIE

Commercial autonomous mowing



GREENZIE

This software adds robotics to your existing commercial zero turn mowers using standard robotic sensors, while still allowing standard "manual" operation. Greenzie has deployment in 5 states so far and booking 2022 deployments. Map the boundary by mowing it like you would normally, then get off the mower, set the direction of the stripes and let the mower handle the striping while you edge or weed. Visit www.greenzie.com

BILSET

Outdoor cleaning equipment

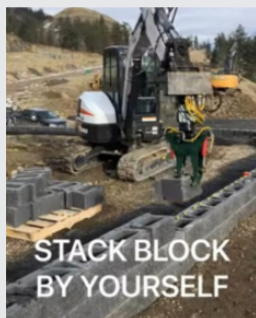


Remove litter faster and easier directly into garbage bags, saving time, money and frustrations. With a wheeled frame and 2 stroke engine, the 120 Bilset Vacuum Litter Collector cost effectively picks up paper, glass, cigarette butts, pop cans and so much more. Visit www.bilset.in for more info. Have you seen a system in North America like this? *Let us know!*

<\$1200 US
+ freight

VERSA-LIFT BLOCK GRAPPLE

Taking the "man" out of manual labour



STACK BLOCK
BY YOURSELF

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Designed and built by a Retaining Wall Contractor for Block Wall Contractors. Save time stacking block with *The Savior* to allow your team to keep moving forward while *The Savior* does the stacking. The Savior lifts models of popular manufacturers blocks such as Basalite, Techo-Block, Expocrete, Barkman, cinder blocks and highway barrier sound walls. Get more info and watch great videos at www.versaliftblockgrapple.com

CTS

GPS vehicle tracking/Fleet management



CTS is committed in assisting companies to reduce operational cost and manage mobile and fixed assets more efficiently. Our industry leading 5 second updates provide you with the most accurate information about your fleet. With GeoFencing you can create areas and assign vehicles to a specified GeoArea. To learn more, visit www.canadiantrackingsolutions.com

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I always thought a yard was three feet, then I started mowing the lawn—C.E. Cowman



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