



# The Hopper

The Official Newsletter of the North American Power Sweeping Association

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## NAPSA Partners

- |        |                           |
|--------|---------------------------|
| Gold   | Schwarze Industries       |
|        | TYMCO, Inc.               |
|        | Elgin Sweeper Company     |
|        | Johnston North America    |
| Silver | Nite-Hawk Sweepers        |
|        | Visual App                |
| Bronze | Crum & Forster            |
|        | United Rotary Brush Corp. |
|        | Stewart-Amos Sweeper Co.  |
|        | 1-800-SWEEPER             |

## Call for Content

THE HOPPER, the official newsletter for NAPSA, warmly welcomes article ideas, content, and photos submitted by members. Don't be shy. This is **your** newsletter. Send content, high-resolution pictures, and ideas to the attention of the editor at [info@powersweeping.org](mailto:info@powersweeping.org).

## Snow Removal Challenges

Karen M. Smith

Power sweeping contractors in snow belt of the United States, as well as those in areas not frequently affected by snow, have added winter snow removal to their repertoire of services when inclement weather prohibits sweeping of streets and parking lots. The fees earned by snow removal in a winter with particularly heavy snowfall can more than offset the added expense of staff hours, equipment, and chemicals. Snow removal makes roadways and parking lots safer for pedestrians and motorists and yet increases liability risk substantially for the sweeper. Slip and fall litigation is probably the primary reason that insurance rates for power sweepers have skyrocketed.

Third party companies often hire power sweepers for pavement and surface maintenance but along with this contract comes some pretty hefty clauses which place the sweeper directly in the middle of a liability loop. Don't agree to the clauses, negotiation them out of the contract if you can or seriously think about whether this contract is right for you.



Should someone fall in a location your company maintained, and whether or not a contractor fails to execute snow removal duty to an acceptable standard, the contractor may potentially be held accountable. This is the reason that the American Snow Contractors Association (ASCA) has developed a snow and ice removal standard, which can be downloaded from their website (<http://www.ascaonline.org/page/ansi-standards/>). This standard should be reviewed and followed when performing snow and ice removal.

Grounds Maintenance<sup>1</sup> advocates manual removal of snow as the most cost-effective method for clearing the fluffy white stuff. If you live in an area where snowfall is measured in inches and not feet, this may work. Chemical means of snow removal, particularly when used to melt ice, have limitations and can result in damage to the surfaces to which they're applied, so

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## *Snow Removal Challenges continued from page 1*

this is obviously not a good option. Contractors should discuss options for melting snow and ice from paved surfaces and ensure that grounds managers understand the ramifications and limitations of each.

Municipalities face distinct challenges regarding snow removal, not the least of which is where to dump all that dirty snow? Cities located on the shores of oceans, lakes, and rivers must resist the temptation to dump truckloads of snow into waterways and damaging delicate ecosystems with pollutants. My Route Online describes Boston's solution in 2015: The city "created a massive snow pile, known as a 'snow farm.'" The decision, while coming under as a lesser of evils, proved the correct one. When the snow melted, it left behind a 40-ton pile of trash.

Environmental concerns rank right up there with safety. With toxic

algae blooms in lakes and dying rivers, it behooves snow removal contractors to propose ecologically sustainable methods for removing snow and finding a place to dump all that snow. Be creative before necessity forces invention. Ensure equipment is functional and in good repair and that drivers know the proper operation of snow removal equipment. Periodic shortages in salt, sand, and other chemicals also require forethought. Tactics may include locking in purchases (and purchase prices) of abrasives and chemicals, stockpiling salt and sand, figuring out compensation alternatives for overtime hours, and possibly securing financing for anticipated increases in fuel and equipment costs. For your own good, take a look at the standard for snow and ice removal. NAPSA is currently working to finalize a power sweeping standard as

well. Once completed, both of these standards will go a long way in the defense of slip and fall claims.

<> Walker, Don. "Snow Removal Challenges and Solutions" published August 2000 in Grounds Maintenance: [http://grounds-mag.com/snow\\_ice/2000\\_august\\_removal/](http://grounds-mag.com/snow_ice/2000_august_removal/).

<> "Snow Removal Winter 2015-16: What's the Plan?" published November 9, 2015, by My Route Online: <https://www.myrouteonline.com/blog/snow-removal-winter-2015-16-whats-the-plan>

## Heyer Promoted

Please join in congratulating Greg Heyer on his promotion to President of Old Dominion Brush Company Inc. effective December 4, 2017.

Greg joined Schwarze Industries in March of 2012 as Vice President of Sales, Marketing, Customer Service, & Product Management. Greg has been instrumental in the growth of Schwarze.

"His initiatives to rebrand Schwarze products, improve customer support, develop the dealer network, foster product innovation, and strengthen dealer relationships, were key to driving Schwarze's performance over the past several years." states Howard May, Presi-

dent Schwarze Industries, Inc.

Prior to joining Schwarze Industries, Greg held several positions of increased responsibility at Heil Trailer, Jacobsen, and Maytag Corporation. Greg earned an MBA from Southern California University, has an undergraduate degree in Human Resources, and holds a Six Sigma Green Belt. Greg will bring a strong strategic vision, a commitment

to organizational development, and a relentless focus on taking care of customers and the ODB team members.

Greg will report to Howard May. Please extend your congratulations and support to Greg in his new role.



## NAPSA NEWS STAFF

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## CIRCULATION

As of February 1, 2017, members of the North American Power Sweeping Association may receive THE HOPPER as a part of their paid membership. THE HOPPER is an official publication of the North American Power Sweeping Association and is published bi-monthly.

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# President's Corner

## Will I see you at the big show?

It's finally time for National Pavement Expo, and I just can't wait for the "really big shew," as our friend Ed Sullivan would say. This event is the biggest training track for power sweepers all year. NAPSA has been working hard, and not only do we have a *great* training track (see below), *but also* we are launching our Certified Sweeper Operator program *and* we will be sharing information on our Power Sweeping Standard that we are developing. I can't begin to tell you everything here, so register for NPE and come and see. As a NAPSA member, you get free and discounted events of nearly \$500 so be sure to register as a NAPSA member!

Together we can accomplish more, but this year we have really gone above and beyond in creating value for NAPSA. As a result, our membership is on the increase! We value each and every member and know that we can continue creating more value into the future.

In case you're going to NPE or even if you're not, below is the sweepers training track that we will offer. This is one of the best ever, so take a look and make sure you're participating:

### Wednesday, February 7:

- 1:00 – 2:30 PM (A02) Risk Management and Error Recovery Tools to Protect Your Company
- 3:00 – 4:30 PM (A07) Succession Planning Success: How to Develop Your Strategy
- 6:00 – 7:00 PM NAPSA Membership Meeting and Reception
- 7:00 – 10:00 PM Sweepers CASINO Night Out! Big Fun and networking!

### Thursday, February 8

- 8:00 – 9:30 AM (B14) Sweeper Maintenance for Reliability and Performance
- 9:30 – 12:30 PM (W7) Best Practices for Sweepers: *This is where we get what you want to see! Your suggestions drive these round tables*

*year after year. Don't miss it!*

- > Improving Sweeping Through Technology
- > Sweeper Maintenance Tips
- > Marketing and Environmental Compliance
- > Adding Your First Manager: Tips, Tricks and Traps
- > Standard Operating Procedures
- > Structuring Sweeping Companies at all Levels
- 2:00 – 3:00 PM Sweeping Key Managers Group
- 3:00 – 4:00 PM Sweeping Chicks
- 4:45 – 5:45 PM Sweepers Round Table

### Friday, February 9

- 9:00 – 12:00 PM (W10) Navigate & Differentiate to Accelerate your Business in 2018
- 12:15 – 2:00 PM Certified Sweeping Company Luncheon. *Visit [www.PowersSweeping.org](http://www.PowersSweeping.org) and take a look at our CSC program. CSC companies are some of the top producers in our industry and there is a reason!*

So, what it all comes down to is that you *need* to be in Cleveland in February. No, unless you love the cold, the weather may not be optimal; *but*, if you are coming to learn how to improve the bottom line of your business *and* have a great time networking, be there. In order to get your three free and two discounted sessions, you must register as a NAPSA member. Registrations for Sweepers Night Out and the Certified Sweeping Company Luncheon are separate and can be found on the NAPSA website at [www.PowerSweeping.org](http://www.PowerSweeping.org). NPE registration is at [www.nationalpavementexpo.com](http://www.nationalpavementexpo.com).

Contact the NAPSA office for assistance or information with registration for any of these events at 888-757-0130.

*Peter Phillips*  
Clean Sweep

# 1-800-SWEEPER 6<sup>th</sup> Annual Sweeper Summit

**December 5, 2017, Toledo, Ohio:** 1-800-SWEEPER, a nationwide service network of independently owned power sweeping companies, hosted the 6<sup>th</sup> annual Sweeper Summit 2017 from November 8-10, 2017 in San Antonio, Texas. This annual conference is designed for managers and CEOs in the power sweeping to focus on networking and business growth. ([www.sweepersummit.com](http://www.sweepersummit.com))

This year's event assembled approximately 120 member partners and 20 manufacturing vendors. Hands-on equipment exhibits were new to the 2017 Sweeper Summit. The Sweeper Summit enables industry managers and CEOs in the power sweeping field to receive training in benchmarking and best practices and to engage with vendors about the latest equipment and technologies.

Keynote Speaker Mike Pierce captivated his audience with a message on how to develop companies and employees. He used business experiences and personal experiences in polar expeditions and marathons to outline practical ways CEOs and managers can recruit and retain quality employees.

Next year's Sweeper Summit event will be held November 7 – 9, 2018, at the Las Vegas Hilton. For advance notice of the event schedule, contact 1-800-SWEEPER Marketing Director Carolyn Bell by email ([cbell@1800sweeper.com](mailto:cbell@1800sweeper.com)) or visit the website, [www.SweeperSummit.com](http://www.SweeperSummit.com).



# MEMBERSHIP

# Update

## New Members

NAPSA warmly welcomes the following new members who joined in November of 2017.

### Michiana Power Sweep

Kevin Wynn  
P.O. Box 6364  
South Bend, IN 46660  
(844) 347-9337  
kevin@michianapowersweep.com

### Power Sweep Services, LLC

David Powell  
41398 Rue Maison  
Ponchatoula, LA 70454  
(985) 320-8155  
powersweep78@yahoo.com



## Certified Sweeping Companies

Congratulation to the following companies on successfully accomplishing CSC certification in November 2017:

### Commercial Property Maintenance

Windell Brant  
*Certified since 2005*

### Agua Trucks, Inc.

Scott Duscher  
*Certified since 2014*

## Partner Member Profile

## Nite-Hawk Sweepers

*By Karen M. Smith*

A longstanding member in the power sweeping community, Nite-Hawk Sweepers focuses exclusively on the design and manufacture of single-engine hydraulic sweepers. The company was founded in the late 1970s by Jack Rogers under the name Jack Rogers Inc. and received a patent for his hydraulic sweeper design in 1985. Brad Morris and Tracy Day purchased the exclusive rights to that patent in 1993. Morris and Day sold the company to Alamo Group in 2006, a move that combined the assets and expertise of a large corporation with the personal service and attention to detail of a small company.

Day emphasized the advantages of his company's products: fuel efficiency, the longest warranty in the market, the lowest cost of operation, and their innovative hydraulic power system. He expressed particular pride in NiteHawk Sweepers' customer support, which encompasses more than operator training and machine maintenance--although they do that, too.

"From operational to human resources to financial recordkeeping,

*Continued next page*

## NAPSA Launches CSO at NPE 2018

*By Karen M. Smith*

Although still in beta testing, NAPSA will launch its highly anticipated, new **Certified Sweeper Operator** program at the National Pavement Expo. The convention will be held in Cleveland, Ohio from February 7 through 10, 2018.

NAPSA has a full roster of educational seminars scheduled and encourages member companies to invest in continuing education. Several of the events are free to NAPSA members.

Because all work and no play makes Jack a dull boy, or so the saying goes, NAPSA has also planned a cocktail reception and a new **CASINO Night Out** on February 7th, which will be held at the Westin

Downtown Cleveland. The generous support of our sponsors makes events like this possible. It's not too late to add your support! NAPSA is still accepting sponsorships. Don't forget to visit the **NAPSA exhibit booth** (#1338) where you can pick up your CASINO Night Out tickets.

Events include the NAPSA annual membership meeting and cocktail reception, informative seminars, the popular "Best Practices" session, special group meetings for managers and women in the industry, a round table discussion, a special keynote address by Gerry O'Brien of What Big Brands Know (sponsored by TYMCO), and the Certified Sweeping Company luncheon.





Some of the many at the NiteHawk Sweepers team.

to asset valuation to business development to selling used equipment, we strive to help our customers grow and thrive,” he stated. Like their customers, many of which are family-owned businesses, he stated, “At heart, we’re a small business with the financial stability and expertise to help other small businesses. We

try to offer strategies for growth and long term success.”

NiteHawk maintains that personal touch, extending that helpfulness and caring attitude toward their employees.

“We strive to create an atmosphere where people enjoy working and being here,” Day explained.

Their employees come from diverse backgrounds: the common qualities among them are passion and creativity. Their supportive attitude extends beyond job training and career development: NiteHawk Sweepers demonstrates a strong sense of social responsibility, establishing itself as a model for other companies and organizations regardless of industry. Whether the company itself supports a community organization or charity or whether the employees themselves volunteer to help their communities, NiteHawk Sweepers offers wholehearted support.

“I want to see people be successful. We want to see people do well,” Day stated. “We value the opportunity to help people.”

That “pass it forward” action extends to the power sweeping community and NAPSA. NiteHawk Sweepers promotes the industry in the oft-recited belief that a rising tide lifts all boats.

Of course, being a corporate entity, NiteHawk Sweepers must turn a profit in order to continue their good work. The company, like many, focuses those efforts on producing premium products and then improving upon them through innovation and creativity. Like all things NiteHawk, the innovations occurred internally as well as externally, resulting in improvements from engineering design to the production floor to the new products hitting the streets today.

Those innovative improvements take form in the Osprey II and Raptor II. Day joked about the lack of creativity in naming their new power sweepers and emphasized that the machines are all new with increased performance, larger hoppers, distinct fan designs, and advanced controls.

For more information on NiteHawk Sweepers, call them at (800) 448-9364 or send a message to [info@nitehawksweepers.com](mailto:info@nitehawksweepers.com).



## WORD SEARCH

The Schwarze Word Search is a word game that consists of the letters of words placed in a grid. The objective of this puzzle is to find and mark all the words hidden inside the box. The words may be placed from left to right or right to left, either horizontally, vertically, or diagonally.

H R O R Z P R V H N X U M D S  
V E G X E V E G O J D F X E T  
J T P V P H H O S R M P C D R  
E S M Z H E C S D R T R L Y E  
W I U L Y V T S I A O E D K E  
K W Z Z R O A O U F N O X K T  
X T J J R M P P E V O R J L M  
T E F M T W D L K G R H O N A  
O T A V A L A N C H E A O T X  
O M P T J G O C C T D O F H P  
B B S S Y V R E E K S J P B E  
T F A R D P U Q I N O R E A D  
T E M P E S T N O R D R P Y N  
D R L Y F T G M O Q G N X A Z  
P B T U S M O H U V X D Q H P

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UPDRAFT  
VORTEX  
GALEFORCE  
STORM  
TORNADO  
ZEPHYR  
TWISTER  
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## NAPSA Thanks the Sponsors of the 2018 Sweepers Night Out!

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Stewart Amos

1-800-SWEEPER

Nite-Hawk Sweepers

Schwarze Industries

Elgin Sweeper Company

Keystone Plastics Inc.

Crum & Forester

TYMCO

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## TYMCO Offers Hands-on Technical Training

Performance of a street sweeper not only depends on how well it is built, but on how well it is maintained and operated. That's why, for over 30 years, TYMCO has offered a comprehensive, 2-day, hands-on maintenance "Service School" for its customers at no charge.

TYMCO invented the regenerative air system in the 1960s, and today continues to manufacture regenerative air sweepers exclusively. TYMCO feels customers will realize better performance and a lower cost of ownership when service technicians and operators have a complete understanding of how the sweeper works. Even though regenerative air sweepers have fewer moving parts than mechanical broom and traditional vacuum sweepers, there are still a few important maintenance

items to keep a regenerative air sweeper operating at maximum performance, including:

- Regular cleaning
- Performing engine preventative maintenance services
- Maintaining seals
- Adjusting and maintaining the pick-up head
- Adjusting and maintaining gutter brooms.

At the TYMCO Service School, attendees learn how to properly clean a sweeper, inspect sweeper components, inspect and replace blower wheel components, and adjust and replace pick-up hydraulic, gutter groom, water system, and electrical components. The Service School curricula also reviews troubleshooting and maintaining hydraulic, gut-

ter broom, water system, and electrical components, as well as utilizing the TYMCO BlueLogic® Control System, which is the TYMCO electronic control and on-board diagnostic system. The class is designed for both operators and mechanics who sweep in all applications, including streets, industrial, airport, construction, and seasonal such as leaf season or spring cleanup. TYMCO also offers an additional half-day course for customers with DST (dustless sweeping technology) models.

Classes allow for 15 to 20 students to ensure more hands-on time during the course. TYMCO Service School is held in Waco, TX at the company's manufacturing facility. Lunch and hotel transportation are provided. Go to [www.tymco.com](http://www.tymco.com) for information and class registration.