



The Hopper

The Official Newsletter of the North American Power Sweeping Association

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What's in The Hopper?

- 1 Snow Etiquette
- 2 Partner Member Profile
- 3 Water Quality Responsibility
- 4 NAPSA Recognizes Outstanding Members
- 4 New Members
- 5 NAPSA Opens Sweeper School
- 6 Schwarze Awarded ISO 9001 Certification

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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.

Snow Etiquette

By Karen M. Smith

March may herald the spring equinox and the arrival of warmer weather, but the northern regions stretching along the snow belt won't see more than the occasional taste of spring until April – or even May – is well under way. Also, additional moisture in the marginally warmer air contributes oftentimes to heavy snowfall and ice storms in March. Remember that motorists may not necessarily know or follow common sense guidelines for vehicular safety around snow plows. Operators must watch for drivers who:

- Fail to turn on their headlights and tail lights during snowfall or rain;
- Fail to allow for sufficient clearance when passing a snowplow; and,
- Pass snow plows on the right; and,
- Tailgate behind snow plows.

When snow plow operators shift from public roadways to private parking lots a different sort of savvy comes into play. Therefore, while workers and customer find themselves going stir crazy from cabin fever, it's a good time to review the rules of snow removal.

- Know where the customer wants the snow piled.
- Follow your contract requirements for clean up.
- Keep water drains and catch basins clear.
- Do not pile snow near entrances/exits where they will block motorists' vision of oncoming traffic.
- Shovel sidewalks first, then plow in front of buildings and overhead doors. The parking lot itself comes last.
- Push piled snow away from buildings.

- Do not pile snow near handicapped parking spaces.
- Pile snow downwind to minimize drifting.

As you struggle with the mercurial weather of March, remember that summer is just around the corner and your focus can return to sweeping instead of pushing!

NAPSA NEWS STAFF

President

Peter Phillips

Executive Director

Nancy Terry

Editor/Staff Writer

Karen M. Smith

ADVERTISING/CONTACT

Please inquire at:

North American Power Sweeping Association
P.O. Box 1166
Lebanon, OH 45036
(888) 757-0131
info@powersweeping.org
www.powersweeping.org/contact/

CIRCULATION

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Stewart-Amos Sweeper Co.

By Karen M. Smith

Al Amos began selling rock crushers to local quarries in the 1920s before founding his company in 1938. Over the next 80 years, the company evolved to become one of the most successful suppliers for aggregate crushing and conveying equipment in the mid-Atlantic region. In 1947, Bob Stewart founded a company that distributed machinery used in road building. The companies later merged and became Stewart-Amos Equipment Co.

Today, the company continues to serve the construction, mining, and material handling industries and offers engineering and turnkey projects and conveyor systems to quarries.

Consolidation of the construction machinery manufacturing industry in the late 1980s and early 1990s persuaded the Stewart division to concentrate on specialty items with a focus on durability and ease of use. The company embarked upon a rental program to serve the construction and mining industries, pioneering the rental of sweepers without operators.

"You know how people treat rental cars," Frank Chulick, President of Stewart-Amos Equipment Co. said. "So, you can imagine the treatment rental sweepers get. Therefore, the equipment we rented to customers had to be rugged, simple to operate, and easy to maintain."

In 2004, Stewart-Amos Equipment Co. took those three key criteria to heart and began designing and manufacturing their own sweepers, rather than only renting machines built by other companies.

Stewart-Amos Sweeper Co. builds both mechanical (the Starfire line) and regenerative air (the Galaxy line) sweepers to suit the varied needs of their customers, from construction sites to city streets. Machine design focuses on effective performance and simplicity of operation for all models in both lines, hence the tagline "Effectively Simple."

He continued, "We actually own in our sweepers in our fleet. We use the products that we make. As a result, we know that the enemies of mechanical, hydraulic and electronic systems are dirt, water, heat, and vibration. Street sweeping subjects machines to all four on a constant basis. That means sweepers are high maintenance items."

Chulick chuckled and recalled what someone once told him about street sweepers: "Frank, there are really only two types of sweepers: those that are broken and those that about to be broken."

The company, therefore, relies on the highest quality components and straightforward design that works reliably. The sweepers manufactured by Stewart-Amos Sweeper Equipment Co. have earned a solid reputation for dependable performance and ease of operation.

Most of our sweepers do not require the driver possess a commercial driver's license to operate," Chulick added, alluding to reasons for machines that embody simplicity and ruggedness. He noted that the company does offer operator and technical training.

He described some of the features such as the spring-balanced gutter brooms on their all their sweepers. This mechanism puts the right amount of pressure on the bristles and compensates as the bristles wear down, thus allowing for optimal broom life. Operators do not need to adjust broom pressure.

PartnerMember Profile



Chulick summarizes the company's culture and values in one word: reputation.

"The only way to retain customers is to do the right thing and be known for that," Chulick explained, noting that their reputation is expressed through caring for customers, vendors, and employees. "Culture is not something you are – it's something you do. What we do is care."

Chulick also mentioned his past service on the NAPSA Board of Directors as another aspect of caring for the community that sustains the company. He mentioned the friendships developed with NAPSA members and that his appreciation of being able to call upon them to discuss sweeper operations as well as simply enjoying their fellowship.

"The members of NAPSA are good people, and we like to hang around good people," he stated.

Chulick expressed pride in the tremendous expansion of the company's dealership support network. Their clients – contractors, cities, counties, state departments of transportation, etc. – appreciate that Stewart-Amos builds machines that are rugged, easy to maintain, and simple to operate. More information can be found at their website, www.stewart-amos.com. It's that simple.

Water Quality Responsibility

By Karen M. Smith

Farmers catch a lot of grief for pollution of lakes and rivers, but no one denies that urban stormwater runoff contains a toxic array of pollutants and fine materials. With much of the country either emerging from a rain-laden winter or headed into a waterlogged spring, the threat of increased water pollution rises. That threat affects anyone who eats or drinks water.

What responsibility, if any, does the power sweeping community have in preserving or even enhancing water quality?

Pollutants

Urban stormwater runoff carries heavy metals (e.g., zinc, lead, polycyclic aromatic hydrocarbons) that bind onto sediments. Lawn fertilizer, pet waste, and yard clippings not only contribute decaying solids, but also large amounts of nitrogen and phosphorus which receive the blame for toxic algae blooms. Sediment from fine materials causes clogs and blockages in sewage systems and reduces water depth in retention ponds and drainage basins.

Clean Water Act

The Clean Water Act, last revised in 1987, addresses water quality needs by building upon partnerships between states and the Environmental Protection Agency. Title I of the CWA, enacted in 1990 by both the USA and Canada, focuses on an international agreement to reduce 29 specific toxic pollutants in the Great Lakes and established maximum levels of those pollutants considered safe for humans, wildlife, and aquatic life.

The Cost of Clean Water

In 2008, Kansas State University reported on the cost of removing freshwater pollution by phosphorus and nitrogen from drinking water at \$4.3 billion annually. Consumers and taxpayers foot the bill to clean up waterways, from increases in municipal water bills covering water treatment to purchases of bottled water to decreased property values and reduced income when the seasonal influx of boaters and fishermen doesn't happen. In the KSU report, researchers were quoted as calculating \$44 million spent annually to protect aquatic species from nutrient pollution.

In May 2015, the U.S. Environmental Protection Agency published *A Compilation of Cost Data Associated with the Impacts and Control of Nutrient Pollution*. The report cited persistent algal bloom in an Ohio lake to cost up to \$47 million in lost local tourism revenue over two years. An algal bloom on the Maine coast cost a loss of \$2.5 million in soft shell clam harvests and \$460,000 in mussel harvests. New England waterfront property values declined and average of \$61,000 per home and \$85,000 for Minnesota waterfront properties. Emergency room visits in Florida resulting from adverse health effects of toxic algal blooms cost Sarasota County more than \$130,000. In a 2-year period, Ohio spent more than \$13 million treating drinking water from a lake affected by algal blooms. Restoration costs for the Great Miami Watershed in Ohio for nitrogen and phosphorus exceeded \$2.4 million over three years.

On November 30, 2017, the Denver Post published an exposé

on the cost of weakening a mining company's efforts to weaken Colorado's limits on molybdenum pollution. The article reported that trace amounts of molybdenum already flowed through Denver's tap water and noted that municipal water treatment plants could not remove the toxic chemical. Expanding a single plant to add such capability would cost taxpayers \$480 million to \$600 million.

Power Sweeper Action

Power sweepers, obviously, cannot suction off all the rainwater that absorbs chemical pollutants. However, they can use equipment that removes gravel, sand, silt, clay, and fine lawn clippings which not only create blockages, but also carry toxic chemicals. The Minnesota Department of Transportation notes that removal of coarse sediment (e.g., gravel and sand) leaves fine sediment (e.g., fine sand and silt) to be washed into storm drains and waterways. Therefore, they recommend deployment of high-efficiency machinery that can remove both coarse and fine sediments as the best option.

The cost to clean contaminated water is high. The power sweeping community offers a relatively low cost option to help keep waterways clean by physically removing the contaminants before they can pollute waterways. Contractors who use high-efficiency machinery provide a better value that can be justified to government officials and realized by taxpayers who understand the value proposition between preventive clean-up and after-the-fact remediation.

MEMBERSHIP

NAPSA Recognizes Outstanding Members

NAPSA's annual membership meeting held at the National Pavement Expo in conjunction with the association's annual conference affords a prime opportunity to recognize outstanding members. In 2018, NAPSA honored two people with its highest and most prestigious awards: Mark Carter and Debbie Jacketta.

Lifetime Membership Award

Mark Carter of Peloton Sweeping has been active in the power sweeping community since before NAPSA was chartered in 2000. The original concept for the association emerged in 1979, fostered by Carter who nursed it and served as its most enthusiastic champion and founding member.



His unstinting contribution of time and talent link the association's past and future through participation in governance of the organization, education of members and their employees, and management of critical operations. A recognized pillar of the power sweeping industry, Carter has never failed to uphold the ideals as well as the requirements for membership and 17 years of service on the board of directors.

"I'm not exactly sure where NAPSA would be today had Mr. Carter not exemplified the epitome of a servant leader," said Nancy Terry, Executive Director of NAPSA.

Sweeper of the Year

Fifty years ago, Neil and Bonnie Jacketta build a power sweeping business, Jacketta Sweeping Service, which they ran part-time from their home. The business grew from one ride-on sweeper to an entire fleet. In 1999, Neil passed away and their daughter Debbie purchased the business. Under Debbie's leadership, the company continued to grow, adopting a focus on parking lot sweeping over street and construction sweeping to ensure steady cash flow and better balance. With that balance established, the company is once again turning its attention to the construction and street sweeping market.

Although the company no longer uses the tagline "Honest, Dependable Service," it governs everything they do. Company President Debbie Jacketta takes the honesty part of that tagline seriously by not poaching customers from competitors. Honest, dependable, excellent service, she says, commands a high price and confers a tremendous value her customers appreciate.

Congratulations to Debbie and the Jacketta team.



NAPSA New Members

Greg Heyer

Old Dominion Brush Company
5118 Glen Alden Drive
Richmond, VA 23231
(800) 446-9823
ghey@odbco.com
Bronze Partner

Mark Chamberlain, Jr.

Envirosweep Inc.
P.O. Box 6712
Colorado Springs, CO 80934-6712
(719) 210-1335
mark@envirosweep.net
Contractor Member

Anthony Ross

NDR Facilities
1926 N. Holland-Sylvania Rd.
#15
Toledo, OH 43615
(419) 690-4421
NDRFacilities@yahoo.com
Contractor Member

NAPSA New Certified Sweeping Company

Peloton Sweeping

Mark Carter
Certified February 2018



NAPSA Opens Sweeper School

By Karen M. Smith

NAPSA debuted its brand new Sweeper School in February. Anyone stopping by the NAPSA booth at the 2018 National Pavement Expo could not have failed to notice the promotional materials; but, if you didn't attend, you can see this groundbreaking training for yourself at www.SweeperSchool.com.

Sweeper School offers the power sweeping industry's most comprehensive, professional driver training course available today. The 18-module course combines with 1,000 hours of incident-free sweeper driving and a passing score on an oral exam to qualify for certification as a Certified Sweeper Operator. NAPSA upholds this rigorous standard for driver training as best in the industry.

The modules cover a wide ranges of issues from health to vehicle maintenance to accident reporting to



customer relationship management—basically everything a driver should know to operate as a power sweeping professional. Tuition is an affordable \$90; NAPSA members can request a 50% discount code from the NAPSA

Headquarters.

Impartial, third party certification informs customers that this professional is truly a professional. Participating companies that invest in their drivers' education and training will notice the improvement to their bottom lines through increased operator skill and enhanced customer satisfaction as well as potential insurance savings! Drivers will get the satisfaction of accomplishing a job well done and be recognized with a certificate, CSO patch, and hat pin.

For more information on Sweeper School, visit the website (www.SweeperSchool.com) or contact NAPSA at info@powersweeping.org or 888-757-0130.



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.

<p>D F H E U V D Z K W G Y F D R</p> <p>S N O I T A L U G E R O I E E</p> <p>E N O M D E E T Y A W A N M W</p> <p>D F W I N X N K I C G F E I O</p> <p>I U F G T A T L O N I M G S P</p> <p>E N I I L A I S O R V U O S E</p> <p>S N D O C X R S Y O T Z R I S</p> <p>E M O E U I T T W L V S T O R</p> <p>L C I A F I E R L E A F I N O</p> <p>E K L O C I F N U I E T N S H</p> <p>U L R S A Y Q L T F F P A H Z</p> <p>Q Q C C Y L I N D E R S E C J</p> <p>R S D R A D N A T S V E S R J</p> <p>O S B I E X H A U S T U R B O</p> <p>T Q P M N E G Y X O G S A M R</p>	<p>TIER 4 ENGINES</p> <p>AUXILIARY</p> <p>CATALYST</p> <p>COOLANT</p> <p>CYLINDERS</p> <p>DEF</p> <p>DIAGNOSTICS</p> <p>DIESEL</p> <p>EFFICIENT</p> <p>EMISSIONS</p> <p>ENGINE</p> <p>EXHAUST</p> <p>FILTRATION</p> <p>HORSEPOWER</p> <p>NITROGEN</p> <p>OIL</p> <p>OXYGEN</p> <p>REGULATIONS</p> <p>STANDARDS</p> <p>STROKE</p> <p>SWEeper</p> <p>TORQUE</p> <p>TURBO</p>
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NAPSA

NORTH AMERICAN POWER SWEEPING ASSOCIATION

P.O. Box 1166

Lebanon, OH 45036

Schwarze Awarded ISO 9001 Certification

By Karen M. Smith

Feb. 6, 2018 – Schwarze Industries, Inc. is pleased to announce it has been awarded the ISO 9001:2015 Management System certificate by the SRI Quality System Registrar in Pittsburgh, Pennsylvania.

ISO certification is based on quality management principles including strong customer focus, motivation and implication of top management, the process approach, and continual improvement and review. The goal is to ensure customers receive consistently high-quality products and services. Being ISO certified means customers can have confidence that Schwarze is committed to quality and outstanding customer service.

“We are extremely proud of our team and their efforts to attain

the ISO 9001 certification,” said Howard May, president of Schwarze Industries. “It means that quality is not just a concept, but a reality. Our policies and procedures document that, but our people show it in how they work. ISO 9001 certification reflects our commitment to quality and our commitment to our customers.”

About ISO 9001:2015

ISO 9001:2015 is process-based; certification recognizes organizations that can link business objectives with operating effectiveness.

Companies that achieve management system certification to ISO 9001:2015 demonstrate effective implementation of documentation and records management;

commitment to their customers; establishment of clear policy; proper planning and implementation; proper resource management; efficient process control, measurement, and analysis; and, institutionalized continuous improvement.

About SRI

SRI Quality System Registrar is an ANAB internationally accredited registrar for management systems standards, such as ISO 9001, AS9100, ISO/TS 16949, OHSAS 18001, ISO 13485, ISO 20000-1, ISO 27001, ISO 22000 and environmental management systems standards such as ISO 14001, RC14001, and RCMS. SRI also provides public training for auditing, implementing, and maintaining these standards.