



The Hopper

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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.

President's Message

By Scott Duscher

As I enter into the position of NAPSA President, I am thrilled to announce that the industry's first power sweeping standard is officially in place. The NAPSA committee leading the effort includes Chairman Dave McCaskill of AccuSweep, Mark Carter of Peloton Sweeping, Jay Presutti of East Coast Industrial Service, Scott Cerosky of World Insurance Agency, Pete Phillips of Clean Sweep, and Gabe Vitale of C & L Sweeping. This committee along with the mentoring of Kevin McBride from the American Snow Contractors Association has accomplished the task of writing the first ever power sweeping standard.

Before being adopted as a nationwide standard, NAPSA first had to be approved as an American National Standard Institute writer (ANSI) – no mean feat. Finally, after two years of focused work by dozens of volunteers and association staff, ANSI approved NAPSA's power sweeping standard on December 17, 2018. This is the first ever standard for the power sweeping industry.

The standard upholds objective minimum criteria for the determination of competence, responsibility, and obligation in power sweeping. The standard's approval will help contractors in defending against litigation and should result in reduced insurance rates. These benefits arise because contractors can now show that

they have met an approved national standard for service and operation instead of relying upon arbitrary interpretations. The standard also has the effect of boosting the professionalism of the industry, which should also net a positive impact on a power sweeping company's bottom line.

NAPSA is currently working on training to the standard with this project completion estimated at April 2019. I am excited to watch as these folks move this project forward.

Another project which has been in process, is the Certified Sweeper Operator training for Construction sweeping. This is in addition to our popular Certified Sweeper Operator training for Parking lot sweeping that we rolled out at NPE 2018. I have had the task of bringing this forward and albeit arduous, it has been very rewarding. This training is even more focused than the parking lot version...if that is even possible! It does focus more in the areas of job site challenges, environmental, milling and troubleshooting. It is quite the training asset even if I do say so myself!

So as I close this first President's Message of my term, I am happy to be moving into this role with all of the positive momentum that has been created and look forward to keeping it going in 2019!

Managing Business During Cold & Flu Season

By Karen M. Smith

As January rolls around, seasonal illness peaks. Unlike counting the days until spring on Groundhog Day, human resources personnel and company managers know that flu season doesn't really have an expiration date. They do know that flu outbreaks have "significant impact on a company's bottom line, particularly in smaller workplaces where illness can spread quickly and incapacitate large portions of a workforce," writes Michelle Graveen.

In January 2017, Melissa Dials reported that 287 Ohioans alone were hospitalized during the first week of that month, an indication of the severity of seasonal illness. Both employers and employees have rights with regard to illness, although the extent of those rights depends upon the state in which the business is located and the employee works. Federal rules governing sick leave apply across all states. Be careful with regard to employee requests for paid time off in case of illness: the Fair Labor Standards Act (FLSA), the Americans with Disability Act (ADA) and the Family Medical Leave Act (FMLA) have differing criteria as to what qualifies as a severe illness and when or if the employer must pay

for hours not worked.

Prepare for the Worst Discourage workplace warriors.

Rather than award figurative badges of honor to employees who come in sick and work despite coughing and sneezing over their coworkers, consider instituting a "go home early" policy to prevent contagion. Establish a policy such that when an employee begins to display flu-like symptoms, he has the option to take his germs home and recuperate. Although having operators offline isn't easy, it may be in your best interest in the long term to have employees stay home for at least 24 hours after the fever breaks.

Train in prevention. Provide employees with information how to prevent infection – or at least not spread it – through simple precautions, such as washing hands with soap and warm water, covering mouths and noses when coughing and sneezing, drinking plenty of fluids, getting sufficient sleep, and so forth. You may also encourage employees to get vaccinated and support that by covering the cost of vaccines or allowing



Photo courtesy of Kelly Sikkema via Unsplash.

employees paid time off to get their flu shots.

Keep surfaces clean. The CDC reports that flu viruses can live up to 48 hours on hard surfaces, so preventing the spread of infection also includes maintaining a clean workplace. Establish a habit of cleaning all surfaces—not just bathrooms—with disinfectants.

Use caution when cleaning. Mixing household cleaners can generate chlorine gas which burns the lungs, throat, and eyes. When chlorine gas meets water it forms hydrochloric acid, an extremely corrosive substance that also causes burns. Also beware of antibacterial cleaners. Overuse of antibiotics leads to resistant, hard-to-kill bacteria. Since the common cold and influenza are caused by viruses, antibiotics don't help anyway. When in doubt, go simple: Use hot water, soap, and a smidgen of bleach. To disinfect dirty dishes, use a dishwasher that reaches temperatures above 167°F, which is hot enough to kill cold and flu viruses.

However, when employees are dropping like flies, how does a manager keep the business running?

(Continued on page 5)



Washing hands with soap and water is an easy and effective way to prevent contagion.

Hidden Hazards: Roadway Pollutants

By Karen M. Smith

Ask any sweeper operator about the pollutants and toxic materials collected and they will respond with a wise nod and a dissertation of the strange and sometimes horrifying materials found in the hopper. The average citizen may recognize that the big, slow, ponderous machines keep their neighborhoods looking tidy, but they seldom realize just how important street sweeping services are to the environmental health of those neighborhoods.

In her blog “Environmental Issues at the Heart of Street Sweeping,” Debbie Jacketta notes that a power sweeper’s job is to keep as much pollutants as possible from infiltrating fragile watersheds. Even non-toxic substances pollute. She mentions a particularly fun and messy event for which her company provides post-festivities cleanup. Her company prepares the parade route ahead of time by covering storm drains with plastic, sweeping the entire route, removing water from gutters and other places where runoff collects.

In 2005, Cheryl Yee’s paper “Road Surface Pollution and Street Sweeping” reported upon a Berkeley study of the effects of not performing street cleaning in an urban environment. The study entailed analysis of samples of road sediments for metal and polyaromatic hydrocarbon pollutant loads. It’s no secret that deposits from vehicles, industry, soils, plants, and other debris on roadways can and do contribute to the deterioration of water quality. The fact of that contribution led to the EPA’s Clean Water Act and the National Pollutant Discharge Elimination System Stormwater Program. Even earlier, the efficacy of street sweeping proved



so definitive that New York City established an administrative branch of service to sweep the city’s streets in 1881. Yee’s research pointed out a disturbing indictment of mechanical brooms: “Concentrations of heavy metals and nutrients are inversely related to the particle diameter, which means the highest concentrations are found in the smallest grain sizes that are not picked up by street sweepers” (p. 4).

A decade later, Steven Calvillo, et. al. published a paper titled “Street Dust: Implications for Stormwater and Air Quality, and Environmental Management Through Street Sweeping.” They cite multiple scientific studies that show “as much as 85% of ambient airborne particulate matter (PM10) exposure to which is associated with several adverse health effects, can arise from accumulated street dust” (p. 73). The authors researched 1,187 journal articles collected from peer reviewed literature and reported that “no published journal articles or government reports have characterized comparative margins of safety and/or relative risk to human health and the environment, in the context of multiple modern street sweeping technologies and strategies for street dust management” (p. 73). The paper by Cavillo et. al. reports upon comparisons of mechanical, vacuum,

and regenerative air sweepers with regard to efficacy in reducing environmental degradation, and notes the advantages and disadvantages of each.

Such studies and papers focus on roadway pollution in warm, dry weather and do not account for the additional burden of those same pollutants combined with snowfall.

For those power sweeping contractors who operate in cold weather regions, those fluffy white snowflakes compound the environmental risks of regular roadway pollution, especially with the addition of salt and salt additives used to deice road surfaces. The South Dakota Department of Water and Natural Resources clearly states, “Snow can function as a significant source of water pollution since it accumulates a variety of contaminants from the atmosphere and roadways.” Most states and municipalities forbid disposal of snow in wetlands or waterways. They require that solids be first removed before snow is dumped onto approved, land-based sites that have little or no potential for direct groundwater contamination. Meltwater must be filtered and directed to detention basins and filter berms to trap sediments, organic solids, and debris.

A blanket of snow conceals the many hazards hidden beneath and within its winter beauty.

The important takeaway here is that studies such as these allow professional power sweepers to market their services utilizing facts. It goes beyond aesthetics and even beyond asset preservation into human health and well being. When asked the question, why do you sweep, these tools are in your arsenal. #WhyWeSweep

Sweep to Success at NPE 2019

By Karen M. Smith

The National Pavement Expo (NPE) celebrates its 30th anniversary at the 2019 event which will be held February 27 through March 1 at Music City Center in Nashville, Tennessee. As they have for years, NAPSA will be there to celebrate with them, and you can visit us at Booth 233 during the show

NAPSA is excited to hold our many sweeper specific events in conjunction with NPE. NAPSA members also receive their members only discounted and free sessions if they register using our members only code. Our 3-day program includes free seminar topics offering valuable business information, such as:

- Hiring Process Strategies to Improve Results and Manage Risk
- 4 Ways to Grow Your Business
- Why You Should Be a “Systems-Driven” Company – and How to Make It Happen

On Thursday, February 28. At 9:30 AM, NAPSA will conduct the Best Practices roundtable discussions. NAPSA members can register for this at a deeply discounted rate. Tables will convene on the following topics:

- How to Market Environmental Benefits of Sweeping
- Technology & Its Impact on Sweeping's Future
- Screening & Testing for Drugs: Liability in the Age of Legal Marijuana
- Assessing Marketing Strategies

- Defense Strategies for Trip & Falls
- Operator Pay Strategies.

At 2:00 PM, the Key Managers Group meets, followed at 3:00 PM by Sweeper Chicks, an information and networking session for women in the industry. Roundtable discussions resume at 4:45 PM and conclude at 5:45 PM. Then the fun begins at 6:30 PM with Sweepers Night Out at the George Jones Bar and Museum. This event is generously sponsored by the following vendors who have admission tickets for the event:

- United Rotary Brush
- Stewart Amos
- Old Dominion Brush
- 1-800-Sweeper
- Nite-Hawk
- Schwarze
- TYMCO
- Elgin Sweepers
- Keystone
- Johnston North America
- World Insurance Associates

On March 1, the NAPSA program focuses on the association and its members. At 8:00 AM, NAPSA will hold its annual membership meeting and breakfast. If you're curious as to what's been going on in the association, this is a must-see session, and you do need to register with NAPSA. At 9:00 AM, keynote speaker Ken Lacroix will deliver a presentation titled “Your Business: Run It Like It



Was ‘For Sale.’” Lacroix is a high-powered and nationally renowned business consultant with TrackPoint Business Advisors. TYMCO sponsors the keynote presentation, so that registration fee is deeply discounted as well!

At 12:15 PM, the NAPSA will hold the Certified Sweeping Company luncheon in recognition and honor of those companies that go the extra mile to ensure their skills and knowledge meet the highest industry standards.

If you haven't attended NPE, then you're missing out—not only on a plethora of industry-related information, but also on the camaraderie and networking such an event affords. Attend to learn, to look at new equipment, to strengthen industry partnerships, and to build new business relationships. Who knows? You might just make a new friend, too. If you have questions on registration for the educational events through NPE or the NAPSA events, contact us at info@powersweeping.org.

New Board Takes Office

As Year 2019 begins, the composition of the NAPSA Board of Directors changes with some terms of service concluding and others beginning. Leaving the executive committee is Sylvia Richards, former Past President. Pete Phillips fills in that vacated slot. The new incoming vice president is Chris Dick.

Contractors leaving the board of directors are Sylvia Richards, Gabe Vitale, Latasha Crenshaw, Rich Katz, and Bradley Ross.

NAPSA welcomes the 2019 Board of Directors:

Executive Committee

Past President - Pete Phillips,
Clean Sweep

President - Scott Duscher,
Agua Trucks

Vice President - Chris Dick,
Katsam Enterprises

Treasurer - Bryan Young,
TYMCO Mfg.

Secretary - Mark Carter,
Peloton Sweeping

Directors (Contractors)

Nikki Kryston, *Property Maintenance Service*

Cole Watts, *More Clean of Texas*

Lee Miller, *Pacific Sweeping*

Loring Dunton, *C & L Sweeping Service*

Matt Andrews, *West Michigan Sweepers*

Chris Griffin, *C & M Parking Lot Sweepers*

David McCaskill, *AccuSweep*

Jay Presutti, *East Coast Sweepers*

Directors

(Associate Members)

Greg Heyer, *Old Dominion Brush*

Jeff Old, *Visual App*

NAPSA is blessed with the valuable time and energy of the members who volunteer to serve on the board of directors and deeply appreciates their gifts of time and talent to lead the association. All board members participate in monthly conference calls and to meet once a year at the National Pavement Expo. The knowledge base and commitment in this group of leaders is an asset from which NAPSA members will surely benefit.

Managing Business During Cold & Flu Season *(From page 2)*

Keep the Business Running

If you don't have a business continuity plan, draw one up now. This logistical plan details how your organization will operate during a period of reduced capacity and recover following an office epidemic. The plan "allows decision to be made along predetermined guidelines" that may enable employers to avoid making embarrassing apologies. Communication within the organization and to clients is necessary to ensure understanding and establish expectations.

Allow employees exhibiting flu-like symptoms or employees who must care for sick children to work remotely to prevent interruption

of business operation. Use web and telephone conferencing to limit face-to-face meetings to prevent the spread of airborne contagions. Think about it: You don't want your employees making your customers sick either. Cancel travel plans: one sick passenger on an airplane can infect everyone. Implementing staggered shifts or alternative work schedules may also help prevent the spread of communicable disease.

Even if not legally obligated, employers are morally obliged to take reasonable precautions to maintain a healthy workplace.



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CIRCULATION

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NAPSA

NORTH AMERICAN POWER SWEEPING ASSOCIATION

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NAPSA Congratulates...

NAPSA New Members

Contractor Members:

Sunny Kanneganti
Mobile Sweep
Brooklyn, MD

Robert Adkins
SnG Commercial Maintenance, Inc.
Gainesville, FL

Angie Helms
Acme Sweeping & Striping
Port Royal, SC

Pam Meitmann
McDonough & Sons, Inc.
Ravensdale, WA



NAPSA New Certified Sweeper Operators

Joshua Harper - *Asphalt Enterprises*
Lorenzo Hastings - *ProSweep*
Lenard Jones - *Prosweep*
David Whitner - *Katsam Enterprises*
Lois Mueller - *Katsam Enterprises*
Eric Park - *Asphalt Enterprises*
Hector Acevedo - *CSS Industries*
Todd Beilby - *CSS Industries*
Chris Simonello - *CSS Industries*
Keith Springfield - *CSS Industries*



NAPSA New and Renewed Certified Sweeping Companies

Sweep Master
Newly Certified: December 2018

CSS Industries, LLC
Recertified: 2012 - 2021

www.SweeperSchool.com