



**SNOWFIGHTERS INSTITUTE**  
**GROUNDS MANAGEMENT**  
JUNE 12 – 14, 2017



The time of the “plow jockey” has passed. Today, we are Risk Managers tasked with keeping sites under our control safe for pedestrian and vehicular traffic. What is considered acceptable practice and what should be avoided as we keep sites safe? We all hear about documentation, but how much documentation can we do and is it enough to protect ourselves? What makes for a successful snow response plan for managing snow and/or ice on your site? Understanding what it is we do, how we do it, proper equipment and human resources allocation and attitude all are important – however, sometimes for different reasons. Did you know that rock salt doesn’t melt anything? So, why does it work? How much is enough – and how much is too much? What are the alternatives to salt, and when would we use them? We’ll talk about all of this along with examples of what you should, and should not do in this regard.

What will you walk away with?

- A better understanding of how to streamline your operations
- Ways to keep track of your crews and their work
- Knowledge of how to develop your Snow Response Plan.

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### 2017 SNOW TRAINING FOR GROUNDS MANAGEMENT FACILITATOR



JOHN ALLIN

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#### Monday – June 12, 2017

12:45 PM      Flagship Trolley to pick up group from hotel  
1:15 PM      Welcome to 2017 Snow Training for Grounds Management Event  
1:30 PM      Introductions and review of agenda

- 1:45 PM Why is Training important for Grounds Management?  
Public Safety, period. Because of the potential hazard to employees, visitors, students, faculty and any others arriving on sites, careful planning and preparation must be made to ensure the public safety of all on your grounds.
- 2:30 PM Streamlining  
Operating without a structure is dangerous. Streamlining the processes for your Crews will ensure the primary goal of safety. Great idea, how do we get there? How can you improve the efficiency of your processes? Do you even have a process? How can you eliminate unnecessary steps?
- 3:45 PM Break
- 4:00 PM Snow Equipment  
Continuing the topic of streamlining; What works best in what scenario? What kind of equipment should we be utilizing to get the quickest and safest results? What size unit for what area? We will go over basic equipment as well as technology driven equipment so intelligent decisions can be made going forward.
- 4:30 PM Break for the day  
Picked up for Group Dinner by Flagship Trolley

**Tuesday – June 13, 2017**

- 8:15 AM Flagship Trolley to pick up group from hotel
- 8:30 AM Who's on first? What's on Second? Then who is shoveling?  
Everyone knows what to do right? Many individuals make up the team that produces the work in the field. Are they properly trained in their responsibilities? Who has a say in how things unfold before, during and after an "event". Who are these people, what are their roles and how do we keep them all focused on ensuring the public safety?
- 10:00 AM Break
- 10:15 AM Preparation, Preparation, and Preparation.  
There is no short cut to achievement, success requires thorough preparation. A continuation of our talk about your crews and making sure they're equipped to handle the storms. Does your team know the proper methods of snow removal and snow placement? Do they know the difference between the chemicals, how they work and the best way to utilize them?
- Noon Lunch
- 1:00 PM Methods  
Here we'll take a detailed outlook on the different methods of Deicing and Snow Removal. Is there really more than one way to skin a chicken? Should we purchase a machine for sidewalk clearing or should we just buy more shovels? Do you know the science behind how and when salt and other chemicals really start to work?
- 2:15 PM Track your Crews

Now that you have a plan in place and know who is responsible for what, how do you keep track of what's going on? Is it important to know when and where the sidewalk was shoveled? If there was product used? How much was used? Why is it significant to keep these records? Should we be taking pictures? Is there technology out there to make it easier for our crew and their record keeping?

3:30 PM

Break

3:45 PM

Oh My God! We're getting pounded out here – how do we cope?

Following the prepared plan can take some intestinal fortitude in the face of such adversity. To that end, we must ensure we have a blizzard contingency plan in place. Pulling the trigger to implement the plan takes guts as well as planning. We'll put together what is necessary to have such a plan – and when to “make it happen”.

4:30 PM

Break for the day. Flagship Trolley to take group back to hotel.  
Dinner this evening is on your own.

### Wednesday - June 14, 2017

8:15 AM

Flagship Trolley to pick up group from hotel

8:30 AM

Snow Response Plan

He who has no plan, shall surely fail.

Now that you have all the details in place, it's time to make the plan.

What's your declaration, your mission statement for your facility? Your number one goal should be to ensure that all campus roads remain passable for emergency vehicles throughout any given snow event.

Break down your facility into smaller sections; Parking lots, Sidewalks and Roadways. How and when does your crew get notified? What are the priority areas?

10:15 AM

Break

10:45 AM

ISO

Let's talk ISO. Do you know what ISO 9001 and SN 9001 means for you in the snow removal business? Do you know what documentation you need to become ISO 9001 Certified? Did you know that being ISO Certified may help you in a timely and costly slip and fall case and in some cases even save you money with your insurance premiums? Tammy Johnson will talk ISO to you and ease your mind. She will teach you the basics of what you need to know and answer any of your ISO questions.

12:00 PM

Lunch

1:00 PM

No shows, dispatching snafu's, equipment breakdowns

What's an Operations Manager to do to keep all the balls in the air and keep the campus safe? We'll also discuss the pros-and-cons of different strategies for keeping sites safe for pedestrian and vehicular traffic.

3:00 PM

Break for the day.

**Notes:**

Snowfighters Institute will supply transportation with Hansen’s Errand Service to the Erie Airport at no charge to the attendees. Transportation to the Cleveland-Pittsburgh-Buffalo Airports can be provided at a nominal charge. Please Debbie call if you need further assistance at 814-455-1991 or [debbie@snowfightersinstitute.com](mailto:debbie@snowfightersinstitute.com). Your itinerary should be sent to [debbie@snowfightersinstitute.com](mailto:debbie@snowfightersinstitute.com) to allow for proper planning of transportation to and from the airport.

**Included in registration fees:**

- Group Lunch on Tuesday and Wednesday
- Group Dinner on Monday
- All handout materials
- Transportation from and to Erie Airport as/if needed
- Transportation to and from hotel to Snowfighters Institute

Hotel reservations must be made by, May 21, 2017, to guarantee discounted rate. Call TownePlace Suites at 814-866-7100. Be sure to mention Snowfighters Institute to get into the room block at \$99.00 a night. You have your choice of a Studio King, Studio Queen or a Double Queen. Should you need a Two Bedroom Suite, please contact Snowfighters Institute for assistance. To make your reservations please click her to [book your group rate for Grounds Management](#).

**Thursday Night Dinner Options**

There are many restaurants close to the hotel or across the street by the Millcreek Mall including but not limited to:

