

## Key Terms to Know in Commercial Snow & Ice Removal

Communicating effectively with your provider is critical to the success of your snow and ice removal program, and this list of industry key terms will help you understand and speak the language of snow and ice removal more fluently.



<b>Anti-icing:</b>	Applying a chemical to pavement to prevent ice from forming or to make plowing more effective. May be referred to as pre-treating.
<b>Deicing:</b>	Applying a chemical to accumulated ice or snow to help melt and weaken it.
<b>Event:</b>	A meteorological weather system with a defined start and stop time that produces any type or combination of winter precipitation (ice, snow, hail, sleet, freezing rain, etc.).
<b>Pre-wetting:</b>	Applying a liquid deicer to salt as it's spread to enhance melting.
<b>Sanding:</b>	Applying an abrasive (generally sand) to an icy surface, most frequently when temperatures are too low for deicing with salt.
<b>Service Area:</b>	The locations or properties where the snow and ice management services are to be performed.
<b>Scope of Work (SOW):</b>	A document agreed upon with your provider that outlines the criteria, specified service areas and triggers for your snow and ice management program.

**SIMA-certified  
snow  
professional  
(CSP):**

A credential administered by the Snow & Ice Management Association (SIMA) that confirms an individual's snow removal expertise in key areas, including the science of snow and ice operations and management, risk management, sales and estimating, business management and human resources.

**Snow Clearing:**

Moving accumulated snow from your properties' surfaces. May also be referred to as snow plowing or snow pushing.

**Stacking:**

Creating large piles of snow to store or stage temporarily.

**Trigger:**

The agreed-upon number of inches of accumulation at which snow removal is necessitated (specified in your snow and ice removal contract).

## 4 Common Snow and Ice Removal Pricing Models

As you prepare for the coming snow season, make sure you understand the vocabulary of the common pricing models

**Per-occurrence/per-push model:** Once accumulation begins, the provider services your site based on a set trigger as many times as the trigger is met, which is charged on a per-occurrence basis.

**Seasonal model:** Best for areas with higher-than-average snowfall, seasonal service begins from the first day of your snow removal contract for a fixed fee and typically includes plowing, shoveling and deicing.

**Per-event model:** Once accumulation begins, you pay a fee for service until it ends or the weather event ends; the length of time is defined in your contract.

**Time and materials model:** Preferred by larger commercial properties with specialized equipment requirements, this model is customized based on the types of equipment and methods to be used and priced by the hour.