

# SNOW & ICE MANAGEMENT

## 350,000+ Snow Services Covering nearly 20,000+ Properties

**Across the Nation. Promptly. Reliably.** EMCOR Facilities Services (EFS) has one of the biggest nationwide snow networks in the country. When the winter season arrives, EFS is there to help manage customer snow and ice needs.

### For EFS, a typical season includes:

- 350,000+ snow services
- 20,000+ properties
- 900,000+ service calls managed through our centralized service centers

## Why EFS?

- Unrivaled know-how, commitment, and planning
- More visibility, control, and budget predictability
- Consolidated services under a single program
- Cost savings—thanks to national buying power
- Reduced risk exposure and liability
- Weather tracking
- Customized programs
- Bulk salt buying—reduced rate for vendors
- Compliance with all local regulations
- No disruption of site operations
- One invoice, not several
- 24/7/365 Customer Solutions Centers



Whether self-performing work or managing a network of subcontractors, EFS helps ensure customer sites are promptly and reliably tended. We work hard to offer customers serious cost savings, and greater visibility (and predictability) of their snow and ice management spend.

### **Knowledge. Expertise. Understanding. We are Snow Professionals.**

EFS does much more than manage snow plowing subcontractors. We study the mechanics of snow. Our certified snow professionals consider factors such as: how snow melts, the consequences of freezing, and the effects that moving (and removing) snow and ice has on waterways, roadways, parking lots, and other important infrastructure components.

### **Truly Customized Service Plans.**

Every facility—and every site—has different needs. At EFS, every service plan we create is tailored to each customer's specific requirements. We're looking for partnerships—not transactions. So we walk customer sites, learn their pain points, and respond to their needs attentively, efficiently, and cost-effectively.

### **Services**

- Snow plowing
- Hand shoveling
- Snow hauling
- Ice management

### **Flexible Pricing**

- Event pricing
- Push pricing
- Fixed seasonal rate

### **EFS Customers Can Focus More Time on Their Business.**

EFS can manage licensed vendors and equipment selection, as well as scheduling, dispatching, and work orders for our customers. When completed, EFS sends customers just one invoice. As a result, our customers have more time to focus on what they do best—run their businesses.

### **Eco-friendly Solutions.**

Our green commitment is tested and proven at customer sites across the U.S. Where appropriate (pet stores, lush landscaping, etc.), we offer more earth-friendly, less corrosive de-icers, chemicals, and materials.

## ● EFS Procures 300+ Tons of Salt During Shortage.

**Problem:** The 2014 snow season was rugged, often dangerous, and, in hindsight, historical. During the season, many businesses were without power, often left in darkness and without plowed parking lots or with dangerous icy build-ups.

**Solution:** EFS leveraged our experienced supplier network in the North to ensure they had the heavy equipment and salt needed facilitate solutions for customers in the South. We mobilized suppliers from New York and Ohio to successfully support more than 100 customer sites in North Carolina, South Carolina, Virginia, and Georgia.

By anticipating salt shortages, EFS used its buying power to procure 300+ tons of bulk salt from as far as 700 miles away. We also facilitated direct delivery to EFS subcontractors for EFS customers, even when it was unavailable to all other contractors. **By utilizing the financial stability of our parent company, EMCOR Group, Inc., we were able to arrange advantageous financial arrangements with suppliers to further facilitate cooperation and make these steps possible.**

# We Know Facilities Inside and Out