



Letter From Kevin Dent

Dear Contractor Partner,

Our spring edition of the Clippings is devoted to recognizing our snow CPs of the Year. Unfortunately, with the extremely mild winter we've had to date, many areas have not required much service as mother nature's record warm temperatures have continued. I'm still hopeful that March will bring us some winter weather!

We are pleased to announce the 2012 Snow & Ice Management Contractor Partners of the Year!

These fine companies were selected by our Quality Services Team for their exceptional customer service, communication and overall performance.

As a token of our appreciation, each company will receive a plaque and monetary gift acknowledging their hard work.

We thank and congratulate each of you on a job well done! We sincerely thank all of our Snow & Ice Management Contractor Partners for a very successful winter.

I wish the best to all of our Contractor Partners and your companies!

Sincerely,

Kevin Dent

Brought to you by:



SNOW CONTRACTOR PARTNERS OF THE YEAR 2011-2012



Tony Perri Landscaping Co. Inc.

Tony Perri Landscaping Co. Inc. located in Newton MA, was started in 1985 by Tony & Vinnie Perri. They are a small family owned company that prides itself on service and satisfaction. They have been a DENTCO CP since 2007 for landscaping and snow plowing. In 2011 they started upselling Leaf Mold as part of their ongoing organic green program. Tony Perri Landscaping Co. is still growing and is always looking for new ways to keep customers happy. They serve all of Eastern Massachusetts, offering maintenance, design, construction, irrigation and snow removal. Tony Perri looks forward to working as a partner with DENTCO for many more years to come. Thank you Tony & Vinnie for your great service!



Hanover Nursery

Hanover Nursery is DENTCO QSM Josh Edmonson's Snow CP of the Year. This family owned business has operated in their neighborhood of Hanover, PA, for 50 years. This winter has not delivered much snow, but John and his crew are always ready to take care of business. In addition to the six DENTCO locations, Hanover Nursery services many other commercial properties. They also assist PENNDOT to keep some of the local roads clear when the weather is really bad. Not only

does Hanover Nursery do a great job of taking care of customers, but their paperwork is always up to date and correct. Thanks John and team; keep up the good work!



Chad Gibbs Snow, LLC

Chad Gibbs Snow, LLC was started in 1998 and became incorporated in 2003. Chad and his crew are dedicated to providing superior service to over 100 customers including residential and large commercial locations. Their knowledge and experience has earned them the

OUR MISSION:
We deliver superior
Exterior Services
Management and
customer focused
support.

Proud member of

SIMA



**It's Time
For The
2012 SNOW
CP AWARDS!**

2011 Snow Removal CP of the Year Award from DENTCO's QSC Shelly Billings. Chad and his crew have developed a great working relationship with DENTCO since their start in 2009 and have provided exemplary service to our customers. Chad and his crew take great pride in their work and commitment to excellence. Thank you Chad and team!

Charles D. Stahl Sales and Service

Charles Stahl founded Charles D. Stahl Sales and Service almost 30 years ago. What started in 1983 as a small family business has grown into a large operation with two shops, sales and service centers and many full and part-time employees. Charles also has a logging company, which keeps him busy. They are responsible for snow removal for multiple DENTCO customers in the Little Falls, NY area and provide excellent service; always willing to go above and beyond. The family has recently expanded back into the landscaping business, which allows DENTCO to offer additional work to Stahl and assist in growing their business. Congratulations on being a Snow CP of the Year for DENTCO!



Law Lawn Service, Inc.

Law Lawn Service, Inc. was created in the summer of 1995 and was incorporated in the winter of 1999. They are a family owned and operated landscaping and snow removal team working in the greater Detroit area. LLS is a customer focused company working hard on obtaining complete customer satisfaction. Interacting with customers and suppliers on a daily basis is both challenging and rewarding for their family. LLS' motto, "if you cannot do it right and do it safe, don't do it," is a true statement to what they do.



"DENTCO has provided us with a great working relationship since 1997." Congratulations to Law Lawn Service, Inc.

Double J. Construction & Snow Removal

Josh Jeffreys, the owner of Double J. Construction & Snow Removal, recently started providing services for DENTCO, giving prompt and unparalleled customer service. Josh's company was established in 2010, originally providing concrete removal and installation. Josh has since grown and diversified, now providing a range of complementing services including landscaping, lawn service, and fence installation. Josh has demonstrated the ability to not only provide quality service to DENTCO and its customers, but has also shown a commitment to promptly submitting paperwork. Congratulations Josh!



Senske Lawn and Tree Care

DENTCO QSM Bill McGee's Snow CP of the Year is Senske Lawn and Tree Care. Senske, founded in 1947, is a family business with headquarters in Kennewick, WA. They are a full service lawn care company that can handle any service that DENTCO provides for its customers. Senske currently services 26 snow locations for DENTCO in three states in more than ten metro areas. They are ready for any type of snow challenge and are always on time while providing excellent service for every customer. Bill works directly with Tony Fisher who manages all the Senske crews, and his team has demonstrated time and time again what it takes to be the perfect DENTCO CP. Thanks for your great service and submitting your paperwork on time! Congratulations!

Davis Snow & Ice Control, LLC

Davis Snow & Ice Control in Milwaukee, WI, is a family-owned business that maintains commercial and retail properties year round. Owners Brad and Corinne Davis enjoy having a friendly relationship with their clients. "We don't want to have customers that are here one year and gone the next. We want to maintain and grow long-term relationships. We understand that each customer has different dynamics and expectations." Davis Snow & Ice Control has been with DENTCO for almost five years and values the relationship with the DENTCO team. Davis Snow & Ice Control also volunteers for a program called Snow Care for Troops. The program links snowplow contractors to families that have spouses deployed. The contractors take care of the snowplow needs of the family. Brad is a retired member of the Wisconsin National Guard and has had numerous deployments over his 22 years of service. He knows how much help is needed for families when they are left home to care for the family and the household duties by themselves for extended periods of time. "It's a great way to give back to the community and our employees enjoy giving their time to such a great cause." Great job and we tip our hat to Davis Snow & Ice Control!



The Lawn Lady

The Lawn Lady is a full service landscape company located in the beautiful Steamboat Springs area in Colorado. They have been in business for over twenty years offering landscape and snow removal services. The Lawn Lady's service area receives over 400 inches of snow annually yet they always give DENTCO and their customers the highest level of service for snow removal from Oct through May. This CP is a true snow professional and is an important part of our DENTCO CP network.

Their service mission is, "We love what we do and our goal is to provide the best product, service and staff for 100% customer satisfaction." Thank you and congratulations to The Lawn Lady for a job well done!