

CLIPPINGS

News for the BEST CPs in the Country

2013
[spring]

Dear Contractor Partner,

Our spring edition of the Clippings is devoted to recognizing DENTCO's Snow CPs of the Year.

We are pleased to announce the 2013 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.

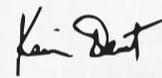
As a token of our appreciation, each company will receive a

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




**Letter From
Kevin Dent**



2013 Snow & Ice Management Contractor Partners of the Year!

Hardy Farms & Landscaping



Ken Ashley (right) and Alan Hardy (left) with Sassy the boss dog!

Alan Hardy, owner of Hardy Farms & Landscaping, of Gaylord, Michigan, has 20 years of experience handling the snow of this Northern Michigan Snow Belt region. Born and raised in Gaylord, he started out with two push mowers and a pickup truck, which

over time grew into a landscaping, trucking, tree spading/removal business. During the winter season, commercial and residential snow removal/plowing became a large part of his winter work. Alan gives a big thank you to his girlfriend and office manager Dondi, along with his long time helper Ken Ashley for their dedication. He works to satisfy his customers in an honest and dependable way and appreciates the DENTCO staff for a great working relationship. Thank you and congratulations to Hardy Farms & Landscaping!

Southern Services Co, LLC



Owner, Rafael Curutchet

Rafael Curutchet and his wife, Mercedes Errecart, founded Southern Services Co, LLC in 2004 with one truck. Southern is a landscaping and snow removal company performing services for more than 80 customers, including commercial and residential, in the greater Madison, Wisconsin area.

Business grew based on their reputation. They now have 7 crews in the field and continue to grow their business with current and new customers, year after year. Their goal was for steady growth, retaining customers for years and adding new customers every season. They started working with DENTCO four years ago. DENTCO's Glenn Mattocks boasts, "They are very serious and organized. Their business structure works great." Thank you and congratulations to Southern Services for your Snow CP of the Year award!

Anderson Lawn and Landscape, LLC



Tyler Riss, Snow Manager (left)
Chris Anderson, Owner (right)

Anderson Lawn and Landscape, LLC has demonstrated what it takes to be a DENTCO Snow CP of the Year, adding to their past CP of the Year awards!

Anderson provided on time and professional service to DENTCO's customers during back-to-back blizzards that

delivered record snowfall accumulation. The Anderson team currently provides service to DENTCO in both Kansas and Missouri. DENTCO's Bill McGee is proud to recognize the Anderson team as a 2013 Snow CP of the Year.

Meier's Snowplowing, Inc.



Larry Meier, Owner

Meier's Snowplowing, Inc. is located in Hammond, Indiana. With over twenty years of experience, they provide a comprehensive, year-round array of services. Meier's Snowplowing is a member of the Hammond Chamber of Commerce and the Better Business Bureau, where they support many local charities, particularly youth organizations. DENTCO's Brandon Pinnow is pleased to acknowledge Meier's as Snow CP of the Year. Meier's provides excellent service and great follow-up on paperwork submittal. We look forward to continuing our relationship with Larry Meier and his team!

C & R Landscaping



Rick Francis (left) and his son Chad on (right).

Rodrick Francis started C & R Landscaping in 2004. Rick and his son, Chad (pictured below), started out mowing a

couple of lawns and have grown each year! The family business has expanded to now include over 60 landscaping locations, and of course a few snow removal sites. They are responsible for snow removal in Arcade and Rushford, New York, providing exceptional service and excellent follow-up services. Rick will call in regularly to see how things are going and make sure there are no customer or paperwork issues that need his attention. Rick has inquired about taking on additional locations so he can continue to grow the snow removal side of his business. DENTCO QSM, Brian Pogore, looks forward to helping C & R Landscaping continue to grow. Thank you Rick and Chad, we look forward to many more years of working together! Job well done and congratulations for being a repeat winner!

Princeton Scapes Inc.

Princeton Scapes Inc. is a full service landscaping company headquartered in Sterling, Massachusetts, that offers landscape maintenance, design build and snow removal services. Owner Rud Mason started in 1992 with a pick-up truck and a love for landscaping. Princeton has grown and is proud to service some of the finest properties in central and eastern Massachusetts. Rud credits much of his success to their objective, "We provide peace of mind while caring for clients' properties." Recently, Princeton Scapes Inc. purchased Hester Landscape and Tree, helping them grow to a \$2.5 million dollar company with 25 full-time employees.

H & M Snow Pros, Inc - H & M Landscaping, Inc



H & M Snow Pros, Inc - H & M Landscaping, Inc services the greater Cleveland, Ohio area. H & M has worked with DENTCO for over six years. They started with four sites in northeast Ohio, and now service 21 snow

locations in and around Cleveland, including the famous snow belt area east of Cleveland. H & M employs over 150 employees. At the start of writing this article, H & M has been providing snow and ice services to DENTCO's customers for eleven days straight and counting. This is a tribute to the staff at H & M Snow Pros and Landscaping, Kenny Novak, Lee Wise, Mark Barker, Mike Bilsky, Neil Zalonis, Nick Tinik and Ralph Smith. Thank you for providing exceptional service.

American Specialty Systems, Inc.



Owner, Bob Rauhauser of
American Specialty
Systems, Inc.

American Specialty Systems, Inc. was founded 28 years ago with the sole purpose of offering construction services in a way that no one else was! ASSI offered construction services on a 24 hours, 7 days a week basis to fit their customers' schedule. After 10 years, they began offering facility maintenance services that many of their customers wanted. Three

years ago, they became a DENTCO CP and immediately recognized that DENTCO's customer service objectives and expectations matched their culture and goals. ASSI services the York, Pennsylvania market and surrounding areas. They get out in front of the storm to ensure minimum impact on their customer's businesses. It's that proactive philosophy, along with excellent communication and flawless paperwork, that makes them the Snow CP of the Year for the Pennsylvania area. DENTCO QSM, Josh Edmondson, and the entire DENTCO team thanks ASSI for their incredible service!

Ott Landscaping



Chip Shreckengost, Owner

Chip Shreckengost, owner of Ott Landscaping has been a valued Contractor Partner with DENTCO since 2005, and continues to provide exemplary service. Chip is on board with DENTCO's Customer Focused Support Model and exceeds this expectation on a routine basis. With a total of eleven snow removal contracts, Ott Landscaping has kept customer inquiries to a minimum while staying on top of their necessary paperwork. DENTCO's Shelly Billings congratulates Chip on a job well done and for being a repeat winner!