



Old dog, new tricks

Cleveland snowfighter Frank Dedon says his ASCA experience exposed him to a world of like-minded professionals.

I used to think I knew a lot about being a snow contractor. I've been working Northeast Ohio snow and ice events since the 1970s.

I know who the professionals are in my market, who the frauds are, and the manner in which we must conduct ourselves to be taken seriously. I believe being a professional snow and ice manager is an honorable business and a necessary service, one I'm proud to have made a career out of.

So I certainly qualify for old-dog status. That's why I was leery when I first heard about the formation of the Accredited Snow Contractors Association. I've never been big on trade

associations, but I was giving them the benefit of the doubt because they were local guys and it was associated with Snow Magazine, a publication I've been a big fan of for years.

My involvement in the ASCA has added to the professionalism that I have always maintained throughout my career and the way I approach the business of snow and ice management. Besides the association's involvement in legislative issues and its initiatives to bring about positive change, the ASCA has exposed me to like-minded constituents looking to improve and develop positive change and who believe in the same values and principals I've built my company, Abraxus Snow and Ice Management, around.

Before I joined, I didn't appreciate the strategic value that comes from fostering relationships with contractors in markets other than my own. When I first joined I was confident I had a lot to offer. However, I never realized how much I could still learn from other

business owners who are facing the same obstacles and challenges but in diverse markets like Boston, Chicago and New York. This is one of the doors my involvement with the ASCA has opened for me, and now I call these fellow business owners not only my colleagues, but also my friends.

Case in point, I recently set up a Facebook account to better communicate and stay connected with these new-found friends and colleagues. So what does that tell you?

So I laugh whenever it's suggested that you can't teach an old dog like me new tricks. I'm proof that you can... just ask my new friends.

Frank Dedon is the founder and president of Abraxus Snow and Ice Management in Cleveland, Ohio. He is also a 2012 Leadership Award recipient.

ASCA-C

October 2012 through April 2013

Able Snow Patrol, Holmes, N.Y., Steve Owens

About Time Snow, Huntington Valley Pa., Teri Meredith, Stephen Summer

Advanced Snow Service Solutions, Hammononton, N.J., Brian Morse

AHW Enterprises, Kenton, Ohio, Jeremy Nelson

Arctic Snow & Ice Control, Frankfort, Ill., Rick Bell

B&R Landscaping, Great Valley, N.Y., Robert Germain

Bill's Landscaping, Enfield, Conn., William Guzie, Nicholas Pizzoferrato, Matthew Hieck

CJ Krantz, Clarence Center, N.Y., Mary McHugh-Clark

Clintar Landscape Management, Millstone, N.J., Dan Murphy

Davey Grounds Management, Kent, Ohio,

Mark Svozil, Greg Myers, Kent Winterhalter, Vito Monteleone, Jeff Kecskes, Jason Bassler, James Gabbard, Robert Klein, Thomas Carson, Russell Rilling, Fred Lykins, Rick Silverberg, John Wright, Greg Boisvert, Beecher Leverage, Pasquale Monteleone Jr., Antonio Palmero, Mike Iatko, Cinde York, Kevin Sharkey

DSG Consulting, Ocean-Port, N.J., George Sosnowski

Eaise Snow Services, Monroebille, N.J., Kevin Eaise

Eastern Land Management, Stamford, Conn., Bruce Moore Jr.

Hietala Lawn Maintenance, Brunswick, Ohio, Gary Hietala, Timothy Hietala, Adam Godfrey

Kujawa Enterprises Inc., Oak Creek, Wis., Pat Healy

Lawn Patrol Inc., Pittsburgh, Pa., Russell Tortoreti

Mahon Property Maintenance, Louisville, Ohio, Adam Mahon

Mainscape, Fishers, Ind., Matt Stender, Jarrod Wilson, Chris Gonzalez, Mike Burr, Tim Bierman, Ryan Elam, Mark Kinkad, Gary Faulk, Ryan Hughes, Jerome Johnson, Josh Slocum

Maple Leaf Associates, Mahopac, N.Y., Edward Geary, Martin Magana, Maria Cassell, Antoinette Lauger, James Miksad

Neave Landscapes, Wappingers Falls, N.Y., Mark Ciccarelli, Corey Bittner, Mario Colantuono, Wade McReynolds, D.L. Johnson, Kristopher Schmidt, Dave Ciotoli, Pedro Morocho, Craig Chatlos, Brian Knapp, Jesse Walker, Matthew Caulfield, Leah Speck

Outback Landscape, Rexburg, Idaho, Tyler Washburn

Perficut Companies,

Des Moines, Iowa, Kory Ballard, Dan Bunkers, Kreg Longnecker, Ryan Nuremberg, Tiffany Vaske, Melinda Charron, Dan Mertes, David Davis, Mike Cook, Douglas Fulton, Matt Boelman, Chuck White, Jeremy Boka, Jamesina McLeod, Josh Obrecht, Shawna Heikens, Jerry Lilly, Lisa Kisting, Chris Cocherell, Jeff Goode, Chris Harding, Bob Ballard, Michael Gaunt, Timothy Huckaby, Casey Buyers, Joshua Hyde

Pleasant View Landscapes, Arnold, Md., Christopher Mohr

Sassy Grass Professional Property Management Care, Stockbridge, Mich., Josh Prsygocki

Senske Lawn & Tree Care, Kennewick, Wash., Tony Fisher

Slome Snow Removal, Wonder Lake, Ill., Brian Slome

Snow Management Services, Denver, Colo., John Alexander, Kimberly Jewel, Bennett Polley, Bob Paulson, Josh Roberts, Eric Secrist, Francisco Guevara, Katherine Rivera, Megyn Stark, Jose Flores, Vicki Townsend, Justin Bush

Southwest Landscape Management, Columbia Station, Ohio, Greg Taylor

Turfscape, Twinsburg, Ohio, Chris White

Urban Lawn Care, Atchison, Kan., Michelle Urban

Weiss Commercial Property Services, Peabody, Mass., Peter Nieman, Stephen Hanson, Elaine Weiss, Paul Weiss, Mike Weiss, Albert Foisy, Robert Brown

Young Contractors, Willow Grove, Pa., Robert Young

Youngs Landscape Management, Mooresville, N.J., Joe Erenreich, Rich Onorato