

February

Equipment: Heavy Equipment Use
 Salting & Deicing: Application Best Practices
 Operations: Using Consultants
 Insurance & Liability: Healthcare
 Trucks: Under the Hood
 Supplement: Cost of Doing Business Report
Closing Date: January 20, 2010
Materials Due: January 25, 2010

May

Equipment: Plows
 Salting & Deicing: Storage
 Operations: Client Retention
 Insurance & Liability: General Liability
 Trucks: Post-Season Maintenance
 Supplement: State of the Industry Report
Closing Date: April 20, 2010
Materials Due: April 23, 2010

July/August

Equipment: Pricing Skid-Steer Services
 Salting & Deicing: Estimating & Purchasing
 Operations: Sales & Proposal Writing
 Insurance & Liability: Contract Language
 Trucks: Buying vs. Leasing / Used vs. New
 Supplement: 2010 Buyer's Guide
Closing Date: July 20, 2010
Materials Due: July 23, 2010

September

Equipment: Purchasing vs. Leasing
 Salting & Deicing: Spreaders
 Operations: Routing
 Insurance & Liability: Workers' Comp
 Trucks: Preventative Maintenance
 Supplement: Salt & Deicing Playbook
Closing Date: August 20, 2010
Materials Due: August 24, 2010

November

Equipment: Blowers
 Salting & Deicing: Liquid Deicing
 Operations: Snow Removal Services
 Insurance & Liability: Documentation & Record Keeping
 Trucks: Tires & Chains
Closing Date: October 20, 2010
Materials Due: October 25, 2010

December

Equipment: Attachments
 Salting & Deicing: Customer Service Issues
 Operations: Technology
 Insurance & Liability: Slip & Fall Claims
 Trucks: Combating Corrosion
Closing Date: November 19, 2010
Materials Due: November 24, 2010

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