



A.J. SERVICES

Professional Snow and Ice Control Services

20447 N. Highway 83 Prairie View, IL 60069

Since 1970



It's Fall Meaning You Can Be Sure That Winter Is Not Far Behind

Remember the relief you felt when you thought winter was finally over, then yet another late spring snow hit in April with more snow, not taking into account all the other snow and ice we had all winter, especially in January and February! Chicago's total snowfall accumulation for 20-21 winter season was **48.8 inches**. Normally, the average is 33 inches for the year. Significant snowfall totals arrived in late January and continued to mid-February. With **21.9 inches of snow falling in January 2021 making it the 10th snowiest January on record in Chicago** according to the National Weather Service. **February 2021 was the ninth snowiest February on record. For the month 21.6 inches fell, including a record daily snowfall of 6.1 inches on Feb. 15, Presidents' Day.** Though none of these totals were enough to make the list of the area's **Top 10 historic snowstorms**. The first event was in late November which made it a long winter. There were smaller storms and there were worse ones that produced icing conditions throughout the winter and into early spring because of the cold temperatures we had. Salt shortages were again becoming a major issue at the end winter.

This last summer Northern Illinois has been in a severe drought situation some say the worst in 12 years. With the Dry weather we have had for 7 months will it continue into winter?? It's a roll of the dice what winter will bring' but be assured it is coming. The winter last year created a huge demand for salt which has depleted the stock piles in northern Illinois. To refill those salt piles has become increasing difficult due to the Pandemic, which we all have suffered through these last 18 months. That being said, all businesses including ours are suffering shortages of employees, raw materials for manufacturing, delays in shipping sometime weeks instead of days. As the salt companies can't find enough truckers to deliver their salt supplies, prices are increasing for these deliveries, and yes they are being passed on to the end users. We are paying more to get employees hired to drive plow trucks, and do sidewalk work. We have had to increase our wages to our employees to retain the ones we currently have with hopes this employment situation eases up.

The last winter was just plain ugly for you as well as us. Through it all we are proud to say not one of our customers was unable to access their property during or after snows hit. Deicing operations never stopped and properties were attended to as needed. We feel if nothing else we proved **"when it snows we're there for you."**

Communication Pledge:

At A.J.Services, we believe that communication is one of the keys to our success. Good communication allows us to perform the work to meet or exceed client expectations, and to address concerns before they become problems. When the weather is wintry, our clients can reach us 24 hours per day, so we can dispatch our plow and salt truck operators at any time there is a special need for our services. Most importantly though, our goal is to foster a one-to-one relationship with our clients knowing we can be reached.

Avoid Unprofessional and Costly Shut Downs:

How many days, hours or minutes can your business afford to be closed? **It is estimated if a large warehouse operation shuts down due to snow, it can cost them upwards of \$100,000 a day.** Whether you're a large firm or sole owner of a small business the effect still weighs large upon your business when this happens. This is why so many of our commercial and industrial companies realize it is a very feasible decision for them to partner with a professional service provider such as ours. That's because **A. J. Services Professional Snow and Ice Control** can offer the level of service their business needs and expects because we charge appropriately for the job. One of the biggest problems that occur with a provider who has little experience or capital is when the job is priced incorrectly. Then when the snows hit he is unable to fulfill the services due to his inability to secure enough materials and equipment because of inadequate pricing and funding. Sometimes our cost may be a little more, but our customers know the job will be done professionally and in a timely manner. Targeting such high-end clients, however, means **A.J. Services** is prepared to deliver high-level, 24-hour service with the proper insurance and trained employees.

Storm Tracking and Reporting:

We rely on Continental Weather Service to confirm snowfall amounts for your area. Continental Weather is a private, impartial third party meteorological service that we subscribe to which tracks the storms and supplies us with time lines on when the snow will hit and what type of equipment we will need for the event. We have found that Continental Weather storm reports are more accurate than that of newspaper snow reporting, where accumulation amounts are often estimated or imprecise. Maybe it snowed 3" at O'Hare Airport, but in your area the amounts recorded could be much less. Our customers know that they can rely on accurate billing from A.J Services that is based upon actual measured snow depths in their area. A storm summary of the event is included with all of our invoices.

Lowering Your Exposure to Potential Litigation:

Much of the reason ice control services have become popular is the lessening of liability to the property owners. One study from the University Of North Carolina Highway Safety Research Center revealed that 37 percent of patients admitted to hospitals for pedestrian-related accidents were injured on icy surfaces. When a client signs a contract with A.J. Services they are in essence buying preventative slip and fall insurance (with our standard One Million Dollar Liability Policy) and that's why so many companies are looking for Professional Ice Control Management companies such as A.J. Services in today's litigious society.

We all need to remember:

Snow fighters are not miracle workers. They are dedicated, hardworking human beings who work endless hours and put their will against the forces of nature. Through their determination and skills, most times usually win! The real record of their accomplishment is not the tons of snow removed or the endless miles of pavement kept cleared; the testament of a good snow fighter is the achievement of keeping roadways and parking lots cleared that allow business and industries to function and to allow people to travel safely without undue delay.

Here at A.J. Services that has been our testament and pledge for over 50 years as a Professional Snow Plowing and Ice Control Company. Remember, whether it is plowing snow, applying deicers, or moving and relocating the snow with loaders and trucks, we have the right piece of equipment to fit your needs. Check with some of your neighboring businesses like Engis Corp., K&S Corp, Therm O Web Inc., BCDVideo, all leaders in their field and expect nothing but the best. That is why all of them have over 25-35 years + as satisfied customers of our firm. So if you are tired of not having the services your firm needs during Chicago winters when it snows, then why not give us a call today and see what A.J. Services can do for you!

* Please make sure you look over your new contract, there has been some increases. We have not adjusted our pricing for many years but we can no longer operate if we don't. The last truck we bought this year was \$70,000, and the plow needs to be put on yet for another \$6,000 dollars. With fuel higher, labor, insurance and material all increasing, we hope you understand why we have to do this. I know this Virus has been hard on all of us, we hope your people are weathering this storm. Please call me with any questions you have and we can discuss them.

Decision time is here;

We are nearing the time when a decision on how are you going to handle this years snow operations needs to be made. **Ask yourself; am I satisfied with my current level of service I am receiving? Remember the proverb; "failing to plan is planning to fail."** If you have answered no, or if you just want to possibly explore options, give us a call today. **It is imperative we know who will be under contract in the coming weeks so we may set our pre-ordered salt quantities with our suppliers. In order for this to happen we are requesting to guarantee service for the winter season of 2021-2022 that you return your contract to us as soon as possible. If you have any questions please call me on my mobile (847) 344-4288 so we may meet and discuss your individual needs for this snow season .**

We look forward serving your company again this winter season with all of your snow and ice control needs.

Sincerely,

Anthony J. Stauros

Owner; A.J. Services

Office: (847) 541-3309

Mobile: (847) 344-4288

A.J. Services is a proud member of the following organizations:



A+BBB Rating