



WINTER 2026 / 2027 • METRO DETROIT

COMMERCIAL SNOW & ICE MANAGEMENT

Capital Landscapes runs snow and ice as its own division: our own fleet, our own salt supply, our own dispatch, and a written record of every visit. One contractor covers plowing, salting, pre-treatment, sidewalks and snow hauling — so nobody is left waiting on a subcontractor at three in the morning.

40+

VEHICLES

Plow trucks, salt trucks and support units in the winter fleet.

2,000

TONS OF SALT

Bulk salt stored dry under our own covered dome.

24/7

OPERATIONS

Centralized dispatch monitors conditions through the event.

IN THIS PACKET

01 The company

Who we are, what we cover, and how we are insured.

02 The operation

How a storm night runs and what lands in your inbox after.

03 Your estimate

What we need from you, and what happens next.

WHY WE STOPPED BY

We are introducing ourselves before the season starts, not after a bad night. Leave this with whoever handles the property and we will follow up.

ALL WE ARE ASKING FOR

Twenty minutes to walk your lot and put a number in writing.



Free snow estimate — no obligation.

Fully insured; certificate of insurance on request.

Michael Klein
COMMERCIAL SNOW SALES

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HOW A STORM NIGHT ACTUALLY RUNS.

Dispatch watches the forecast, not the phone. We pay for our own private weather service staffed by licensed meteorologists, so decisions come from a forecast written for our routes rather than a phone app.

BEFORE	DURING	CLEAN-UP	AFTER
Prep & site setup Pre-season site visit, staking of curbs, islands and hydrants, crew training, routes assigned and equipment staged.	Plow & monitor Routes run on trigger depth, then re-checked while snow keeps falling.	Walks & salt Sidewalks, entries and stairs cleared and de-iced before your doors open.	Records on file Service logs and photos are kept and filed digitally. Need an event's records? Request them and we pull the file.



Our own salt, under roof. 2,000 tons of bulk salt stored dry on our yard — supply does not depend on a distributor mid-storm.



Walks are not an afterthought. Dedicated sidewalk crews and units handle entries, stairs and pedestrian paths.

INCLUDED WITH EVERY COMMERCIAL ACCOUNT

- ✓ **GPS-tracked vehicles** — service times are facts, not claims.
- ✓ **Centralized 24/7 dispatch** — one number, one accountable team.
- ✓ **Private weather service** — forecasts from licensed meteorologists.
- ✓ **Snow hauling & stacking** — well equipped for it; hauling billed as needed.
- ✓ **Photo documentation** — uploaded with time and GPS location.
- ✓ **Full insurance** — certificate on request, named as required.
- ✓ **Pre-season site walk** — staking and a plan before the first storm.
- ✓ **10+ years in business** — family owned, locally operated.



A WALK OF THE LOT. A WRITTEN NUMBER. **NO OBLIGATION.**

You do not have to change contractors to get a price. Most properties we serve started with a second number on file — and used it when the first contractor stopped answering.

01

We walk the property

Twenty minutes on site. We measure the lot, note the walks, entries, stacking room and problem corners. We prefer to walk it with you, but that is not required.

02

You get it in writing

A written scope and price — per event, seasonal, or both, so you can compare like for like.

03

Sign early — or call us late

Signing before the season lets us stake, route and stage for your site. Already under contract? Call anyway if they fail — last winter we picked up 28 properties whose contractor did not show or ran out of salt.

WHAT WE NEED TO PRICE IT

Property address — plus any additional sites.

Insurance requirements — limits, named entities.

Hours cleared by — open time, shift changes.

Trigger depth — yours, or we recommend one.

Sidewalks in scope — entries, stairs, paths.

Who signs — owner, manager or facilities.

MATERIALS & EQUIPMENT

We invest in current equipment, materials and methods and match them to the property — bulk rock salt from our own covered dome, and **liquid brine capability** for when pavement temperature and timing call for it. What a site gets is written into its scope, so you know the plan before the first storm.



REQUEST YOUR ESTIMATE

**Scan the code, or call the rep
who left this packet.**

Plowing · Salting · Sidewalks · Snow hauling

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