

# Storm is big business for snow removal firms

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While some Long Islanders may have been dreading the latest snowstorm, companies in the business of removing snow were excited and busy preparing Tuesday.

Robert Tamburello, owner of Bohemia-based Fine Design Landscaping, said, "Everybody else is getting ready to go home, and we're getting ready to go out."

Tamburello said crews for his 25 trucks were loading salt and greasing trucks and checking plows and sanders Tuesday.

"We want volume," he said. "We want two feet of snow," noting that some of his commercial clients pay by the inch for removing the white stuff.

Ilana Lent, director of operations at Woodmere-based Dart Seasonal Products Inc., which manufactures snow and ice removal products, said, so far "this has been a booming season. This year we got a nice early start with that big storm we had" Dec. 26.

Dart, which also sells shovels and ice choppers, provides products to major retailers, small hardware stores and municipalities.

Joe Densieski, owner of Riverhead-based Nu Green Landscaping, said he's been plowing snow since he was old enough to have a driver's license. And in his experience, "the first storm always gets everybody by surprise. Now people are preparing a little bit earlier."

Densieski said that before the first flakes fall, workers visit sites to map out where plowed snow can be placed and check for any obstacles to remove.

Both he and Lent said a growing number of Long Islanders has been seeking environmentally friendly snow removal products.

Densieski has been selling a product called Magic Salt, which is advertised as releasing fewer

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chlorides into the environment, for four seasons. "This year I've already reached my total sales of last year. That's before this storm is going to happen."

Lent said Dart's Keep It Green Snow and Ice Melter has been popular. "It's pet-friendly," she said.