

# Snow Scrapers and Blowers

Québec City, Québec



This is a story of the domino effect of a great idea. With the boom in hot-dip galvanized trailers over the last decade, the galvanizer is always on the lookout to leverage that success into other road related products. Cotech, a leading agricultural equipment manufacturer with a large line of snow removal machinery, wanted to explore the increasingly well-known benefits of hot-dip galvanizing for its line of snow handling equipment.

Working hand-in-hand with market development and technical personnel, the design of its popular line of adjustable scrapers was modified substantially to minimize the cost of galvanizing as well as maximize the potential benefits.

The first client of these galvanized scrapers, a snow removal contractor called DSH, was so impressed and excited he asked his supplier of snow blowers, Pronovost, the leader in the Canadian market for high-quality snow blowing machinery, for galvanized blowers as well.

The galvanizer repeated the process of redesign with Pronovost, and the first fully galvanized snow blowers soon followed. Now DSH has a fleet of both blowers and scrapers fully protected against the very corrosive salt-laced roadways all snow removal equipment must operate in. DSH pointed out the benefits: long life, no unsightly rust marks, abrasion resistance and no corrosion related maintenance as reasons for utilizing hot-dip galvanizing.

The dominos continued to fall with several other fabricator's contractors now also offering hot-dip galvanized snow equipment, and many end-use contractors are requesting the same attractive cost saving benefits for their fleets DSH already enjoys. Thanks to local exposure and upcoming trade shows, hot-dip galvanizing could soon be the norm rather than the exception in this new market! ■



## Galvanizer

Galvanisation Quebec  
Corbec Inc. - Quebec City

## Fabricator

Gotech & Machinerie Pronovost

## Engineers

Christian Champagne, Machinerie Pronovost  
Etienne Coté, Cotech

## Owners

Simon Hamel, Déneigement DSH

## Original Equipment Manufacturing