

Ontario Chamber of Commerce
April Business of the Month
AP Enterprises
485 Rt. 104

Clearing A Path For Others To Follow



(Pictured l to r: Steve, Sean, and Kenny)

Sean Fico, President of AP Enterprises, started AP Enterprises property services in 1990 with only one snow plow truck. At that time Fico was told that he would never make a dime in the snow plowing business. Fico took that statement as a challenge and has built a successful business from a start in part time residential snow plowing.

Property services at AP Enterprises also include: asphalt, asphalt sealing, concrete, catch basins, landscaping, building repairs, pressure washing, and anything concerned with exterior maintenance.

There is a very large range of tasks. One day they could be putting up a stop sign for a client and the next day they could be paving or sealing for them. Some of AP Enterprises clients include Wegmans, Wal-Mart, Lowes, and Home Depot, plus other national companies.

AP Enterprises now has over 50 pieces of equipment including 31 wheel front end loaders. A wheel loader is a type of tractor used to move mounds of earth or snow from one place to another with four wheels and a square bucket typically attached to the front. On the front of that square bucket you will often see a huge Pro Tech snow pusher.

Salting is also a part of the business. The salt is pre-purchased from New York salt mines. There is always 3,000 tons of salt on hand. AP Enterprise will always have enough salt to meet their needs even if there are salt shortages.

Plowing snow is very demanding on equipment and people. "Let's face it, when most people do not want to be out in the stormy weather conditions that's our prime time. We are out in the worst elements. Our customers want their property clean no matter what the weather conditions are. Most of our contracts have what is called "clean lot policy", which means black asphalt at all times. To meet these demands AP Enterprises has a maintenance and cosmetic reconditioning program second to none. We do all kinds of maintenance from simple preventative measures to complete rebuilding of engines and transmissions. The salt is very corrosive and takes its toll on the vehicles. Fico says we have a full time painter and full time mechanics along with a 24 hour service vehicle and a fleet support vehicle. Even with several spare vehicles, there is no room for down time. We are constantly updating the equipment to ensure its reliability. There are so many pieces to keep up that the employees are busy all year round. As soon as it stops snowing we start working on the equipment for the next season. During the winter AP Enterprises employs 45 to 50 people.

Fico prides himself on customer service. When my customers call they get me, they want answers from someone that can resolve any issues and have the authority to make answers stick.

Congratulations to AP Enterprises as Business of the Month for April.

Ontario Chamber of Commerce is pleased to salute this Ontario Business as the "**Business of the Month.**" The customized "**Business of the Month**" announcement sign is posted at their business. They are also featured in the WAYNE COUNTY MAIL, and the WEBSTER-ONTARIO PENNSAVER.

