



# THE SNOW MILLIONAIRE MASTERY *Intensive*

## PRODUCTION SYSTEMS MODULE

### Capacity Boards

So let's dig in to the nitty-gritty of capacity boards

We have learned from the introduction that Capacity Boards are one of the simplest ways to know what the capacity of your company's labor, equipment, tools, and material are.

Before the snow season even starts Capacity Boards help keep the Sales Department from selling too many contracts and promising something that that the company will not be able to deliver.



And before the Snow Season starts the Production Department will be prepared for the work that will come through its doors.

Later in this module we will see and learn that these boards will also help you throughout the snow season with how much snow work can be done in any given event.

### The types of capacity boards:

There are Five Main Capacity Boards:

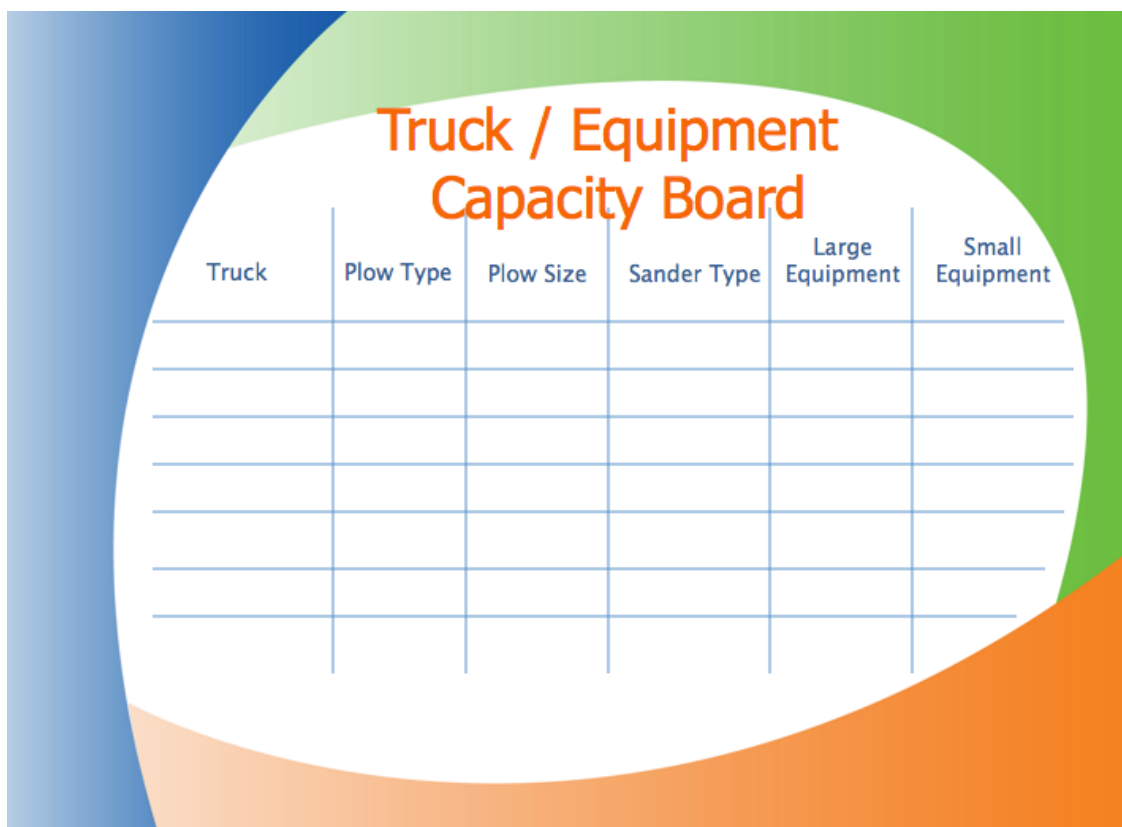
- Truck Boards – The number of trucks, types of plows, and type of ice control equipment the company has for a snow event.
- Subcontractor Boards – The subcontractor workforce that will be part of your team. This also has the number of men, trucks, plows, ice control equipment, and equipment of each company.
- Labor Boards – The production men and women and their qualifications: driver, snow plower, snow shoveler, large equipment operator, etc.
- Material Boards - The number of containers, the type of ice-control materials: sand, bulk salt, bag salt, and liquids.
- Site Boards – The site, the square footage lot, the square footage walks, Plow hours needed, Shovel hours needed / number of men.



The Site Boards are divided into two separate sections: The Area Service Boards and the Route Boards.

I know that there are a lot of boards but don't worry. You're about to receive all our systems and templates so you can simply plug them into your company and away you go.

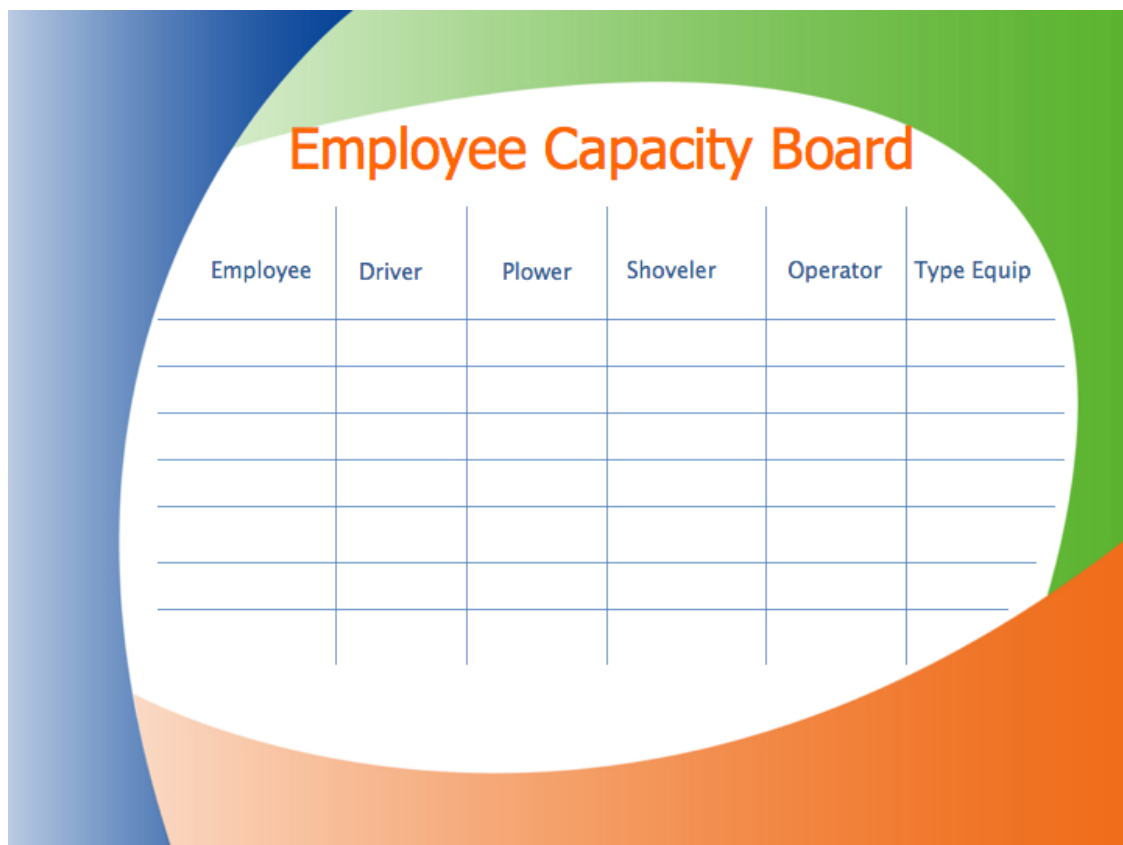
So we'll take one board at a time and then show you how the system, templates, and flows happens.



### Truck / Equipment Capacity Board

Truck	Plow Type	Plow Size	Sander Type	Large Equipment	Small Equipment

The **Truck / Equipment Capacity Board** give the Production Department what it can produce with the number of trucks, types of plows, large equipment, and smaller equipment. When production knows what they can produce then the Sales Department can safely sell the right amount... knowing exactly what the maximum amount is and acting accordingly.



**Employee Capacity Board**

Employee	Driver	Plower	Shoveler	Operator	Type Equip

The **Employee Capacity Board** again helps the Production Department know what work it can produce from the point of view of employee capacity. The company needs to know which employee can drive, which employee can plow, can manage, or which employee can operate large



pay-loaders. This knowledge will guide sales and production on the work they CAN perform as well as how much they can perform.

**Subcontractor Capacity Board**

Company	No. Trucks	Plow Size	Sander Type	Equipment	No. of Men

If your company uses **Subcontractors** in any way, then knowing the capacity of their labor and equipment will give production and sales an idea of how much and what type of work they can produce and sell.

## Materials Capacity Board

Material	Location	Salt Tons	Sand Tons	Sand / Salt Tons	Ice Control Bags

**Material Capacity Boards** are the last boards that help know the type of ice control and the amounts of ice control materials that your company has in stock or at another location. Each site, with the lot and sidewalk measurements, has a rough estimate of material it will need per event. The company knows what materials it has as well as how much it needs at any time during a snow season.



## How to use capacity boards with a snow business

Capacity Boards are created either electronically or physically. A spreadsheet would be one way of creating the capacity boards and another is using white boards on the production room wall.

I happen to be partial to large erasable 8 x 4 white boards that can be screwed to the walls of the production room. I like to see the whole picture of my capacities, my site work, my routes, as well as maps of the zones. A command room for the pre, during, and post planning of the season and of the planning of each snow event.

The Capacity Boards are created preseason and before the start of the sales process. They guide the company by allowing you to know how much work can be produced. This gives the sales department a cap... a maximum amount of work that it can sell.

This reduces a lot of headaches because now you know exactly what you can produce and what you can sell. It also gives you an idea of where your production bottlenecks are and where you need to increase capacity in order to grow your company beyond its current size.