

# THE BRANDT SNOW WING – NO COMPROMISES

By: Ryan Holota

When you design a universal attachment, compromises must be made. Those compromises ultimately add up to an attachment that works, but not as well as it could.



Brandt Snow Wing attacks a four foot snow bank with ease near Crystal Springs, SK.



Brandt Snow Wing ready to go to work with the Deere 872GP Motor Grader.



Brandt Snow Wing ditching a mountain road near Terrace, BC.

“Everything we build is designed exclusively for John Deere equipment,” says Jay Varjassy, Sales Manager for Brandt Equipment Solutions. “To put it simply, we do that to give John Deere equipment an edge in the industry.”

When Brandt Equipment Solutions takes on the development of a new product, they often start by looking at the compromises that other companies have made. Snow wings from other manufacturers have some common problems, according to Nick Kohlman, Engineering Manager.

“One of the biggest things that we came across was a tradeoff in functionality versus visibility. Current mastless designs simply do not get the vertical lift that many of our customers require. Other manufacturers were limited to 28-32” of lift with mastless designs. If you needed 38” of lift, you had to go to a masted version. But the mast is a problem, because it impairs your visibility on the road, which means you may need to go slower and have an increased risk of damaging your machine or property. They also prevent you from using the passenger side door, which can be a safety issue. So

one of our key goals when undertaking the snow wing was to achieve a full 38” of lift without using a mast.”

Other criteria for the design included excellent snow throwing distance and the ability to cut down deep enough into the ditch to keep snow clear and prevent it from blowing back onto the road. Keeping the design as simple as possible to reduce complexity and ease of installation was a top priority. As if that wasn’t enough, the finished product had to be priced competitively with other snow wings on the market.



**Saskatchewan’s Premium Supplier:**  
 Asphalt Rejuvenators • Road Stabilization Products  
 Reclamation Products • Surface Treatment Products  
 Road Mix Products • Dust Suppressants  
 De-icing Chemicals

Phone: 306-934-1500 • Fax: 306-934-2052  
 806 50<sup>th</sup> Street East, Saskatoon, Saskatchewan, S7K 0X6



Brandt Snow Wing creates windrows in a field around Birch Hills, SK.

## Thinking About The Operator

“Often, manufacturers think about the job that needs to be done, and not about the people who are actually doing the work. We tried to keep the operator in mind as much as possible when we designed the snow wing.” Kevin McGill, Operations Manager explains, “We gave our operators the option of using a rapid response mechanical float on the wing, or on locking that out and having a fixed blade. While operators of other equipment are typically limited to lower gears while plowing, our customers have told us they will run in road gear without a problem.”

“Another place where we thought about the operator was in storage. Because our snow wing was designed specifically for John Deere equipment, we were able to ensure that when the blade is raised into the transport position that the entire unit will still fit inside a standard overhead door.”

2011-12 is the third season of production for the Brandt Snow Wing. Brandt sold more than three times their target in the first year of production and was more than 60% above forecasts last year. Typically, these attachments are sold with a brand new “G” series motor grader, although they are available for stand alone sale to customers who already own a “G” Series. “We feel that the snow wing has contributed to the sales of the “G” series motor grader, which is exactly why we designed it - to create a competitive advantage in the marketplace for our dealers,” says Varjassy. Brandt also manufactures other accessories for their motor graders such as a front attachment with lift group and fixed or angled blades, in hydraulic or manual configuration.

Brandt snow wings are in use across North America, from the rocky mountains of Colorado to the prairies of southern Saskatchewan. Most of the users of the


snow wing are traditional government institutions such as highway crews, though it has also been embraced in the forestry and oil sectors where private companies need to construct and maintain access into areas not served by government infrastructure. Many of those customers are the hardest users of the product as they face the most extreme conditions, especially in terms of weather. These extreme conditions offer another advantage to Brandt.

Operating within western Canada, Brandt has designed all of their equipment to operate in our extreme weather conditions. Plowing at 40 or 50 below is a cliché to many of North America’s motor grader operators, but in western Canada most operators are guaranteed to work at those temperatures for at least a few days per year. Being able to design for and test in those conditions results in a product that outperforms at all temperatures.





# Top grade precision.



Topcon 3D-MC Machine Control – available from Brandt Positioning Technology Division – allows you to complete even the most complex surface grading faster and with more precision than ever before. Every Topcon 3D-MC system includes upgradable Topcon components, and an easy-to-use operator interface. It also has the ability to nearly eliminate grade stakes – significantly increasing jobsite productivity. By integrating the pinpoint accuracy of the rapidly expanding Brandtnet GNSS RTK network – and Topcon’s innovative line of lasers – unmatched productivity and material control has never been easier. **That’s powerful value, delivered.**

For more information about Brandt Positioning Technology or our Topcon product line, visit [www.brandtnet.com](http://www.brandtnet.com) or call 1-877-291-7503.

## Rebates!

Brandt is celebrating \$1 billion in annual revenue and we’re thanking our customers by offering special rebates throughout 2012. Visit [thanksabillion.ca](http://thanksabillion.ca) for details.

*Thanks a Billion!*

Visit [www.brandttractor.com](http://www.brandttractor.com) for more information on our products and financing options.

