



## LIST OF ICE DAM REMOVAL COST FACTORS

The factors that determine ice dam removal cost and pricing

### ICE DAM REMOVAL PRICING

Generally speaking, you can expect to pay somewhere between \$300 to \$600 per hour for ice dam removal with steam. As much as you may not want to hear this, with over 25 years of experience behind us, we can tell you that the primary driver for ice dam pricing is classic supply and demand. Every market will have a different demand for ice dam removal and a different supply of qualified contractors to perform that work. (See Econ101 from your freshman year for further details). Back to the word "qualified". There are dozens of companies in the Twin Cities market right now who are using ice picks and hammers and axes to remove ice dams. They normally charge less per hour than ice dam steaming contractors. There are also scores of competitors using high temperature pressure washers and calling them steamers (hint: 2 of the top 3 Google results in Minnesota). Yikes. In the Minneapolis market we profit by following the work of the aforementioned "professionals" by repairing the damage they've done each winter with pics and pressure washers. It's hurts to pay for ice dam removal. It's extra painful to pay for repairing the damage left behind by losers.



### ICE DAM REMOVAL SPEED

There are many factors that go into determining how long an ice dam takes to remove.

#### List of Ice Dam Removal Cost Variables:

1. Roof height (Higher = More difficult)
2. Roof pitch (Steeper = More difficult)
3. Snow load (More snow = More time)
4. Site protection time (Property under the work area needs to be protected to prevent damage from falling ice and snow)
5. Ice dam thickness (Thicker = More time)
6. Ice dam depth (The further it has grown up the roof, the longer removal takes)
7. Outdoor temps (Colder = More difficult)
8. Ethics (Lower ethics = More time spent)

### TO CHUNK OR NOT TO CHUNK...

There is a big difference between ice dam removal COST and ice dam removal PRICING. Pricing is what one typically pays per hour for the work to be performed. Cost relates to how long it takes to do the job. In our list of the 8 factors that determine ice dam removal cost, #8 is the most important. That's what the photos in this case study are meant to illustrate. Ethical ice dam removal guys do it like shown and they use steam, not high temperature pressure washers. It's called 'chunking'. The idea is simple. Use the steamer to cut the ice dam into chunks that can be picked up and thrown off the roof. Cutting ice is the part of the job that takes the longest. Add to cutting time, add to the job cost. The alternative is to use the steamer-or pressure washer if you're totally smarmy-to methodically melt away ALL of the ice from the roof, one square inch at a time. As shown here, one only needs to actually melt about 5-10% of the ice in order to remove the ice dam. Make slots and undercut. It's that simple. What the less ethical players do is also simple. Melt all of the ice, milk the clock and watch the dollars add up.



Having two members to the crew is not only important to safety, it is essential for efficiency. One guy cuts and one guy throws the ice chunks.