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“...**BOBCAT** HAS THE BEST SKID-STEERS ON THE MARKET, AND WE DID OUR RESEARCH.”

(L to R) Ryan Seifried, president, Jeff Parke, vice president of A.I.M. and Joe Palfy, sales specialist for Bobcat of Toronto/Oaken Equipment.

A.I.M. (Aerodrome International Maintenance Inc.) has specialized in aviation snow removal services since Craig Seifried and William Pontes started the company in 2003. Ryan Seifried and Jeff Parke started working at A.I.M. in 2006. Through their hard work and dedication, they took control of the company in 2015; Ryan became president, and Jeff became vice president. They take great pride in their team and operations and continue to grow the company organically.

In 2014, the company started branching out into vegetation management, highway/municipal work (spraying, cutting, and removing invasive phragmites), land clearing, and light construction. A company prior to 2014 only had two employees and now has 20 full-time and 150 on standby during the winter. They have contracts at both Toronto Pearson Airport and Billy Bishop. During a storm, they need over 100 people on a 24-hour shift at a time, necessitating a substantial presence on the ground. “And we just have a small portion at the airport,” stated Jeff Parke.

A.I.M. had been renting Bobcat S660 and S62 compact skid-steers from Bobcat of Toronto/Oaken Equipment for several years before deciding to purchase a couple of skid-steers. “Any time we needed them, they were on the ground the same day. We have always had great service from them. Customer service is huge for us. Ryan and I always answer the phone for our customers. If our customers need something done, we will make it happen. They have the same values at Bobcat of Toronto.”

When Ryan and Jeff were asked why they chose the two Bobcat S64 compact skid-steers, their reply was, “We think they are the best skid-steers on the market, and we did our research. We love Bobcat’s counterweight at the back and their visibility. If you were to take the bucket of the skid-steers and do the same with other brands, you would truly notice how well-balanced Bobcat machines are over the competitors especially. We also appreciate the serviceability of Bobcat machines, especially the belly pans not having steel lines. That was a huge selling feature for us. Let’s face

it: For every machine, you will have to replace hydraulic lines, but with Bobcat machines, you can get theirs anywhere. You can order parts online, and you get the right ones the first time. Our mechanics like to work on Bobcat machines. We also really like the keyless start. Bobcat machines may not be the cheapest, but they are worth the price. You get what you pay for. We can’t afford ANY downtime.” They will be using the two new Bobcat machines for snow removal.

Joe Palfy, our sales specialist at Bobcat of Toronto/Oaken Equipment, always goes above and beyond to answer our calls. He has been great. We have no complaints. We actually feel bad. He has had to work really hard for us, yet he always has a smile on his face. We wouldn’t hesitate to recommend Joe Palfy, Bobcat of Toronto/Oaken Equipment, and Bobcat skid-steers.

Thanks, Ryan and Jeff.