

# Best Management Practices for Road Salt

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1: Salt Institute

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1

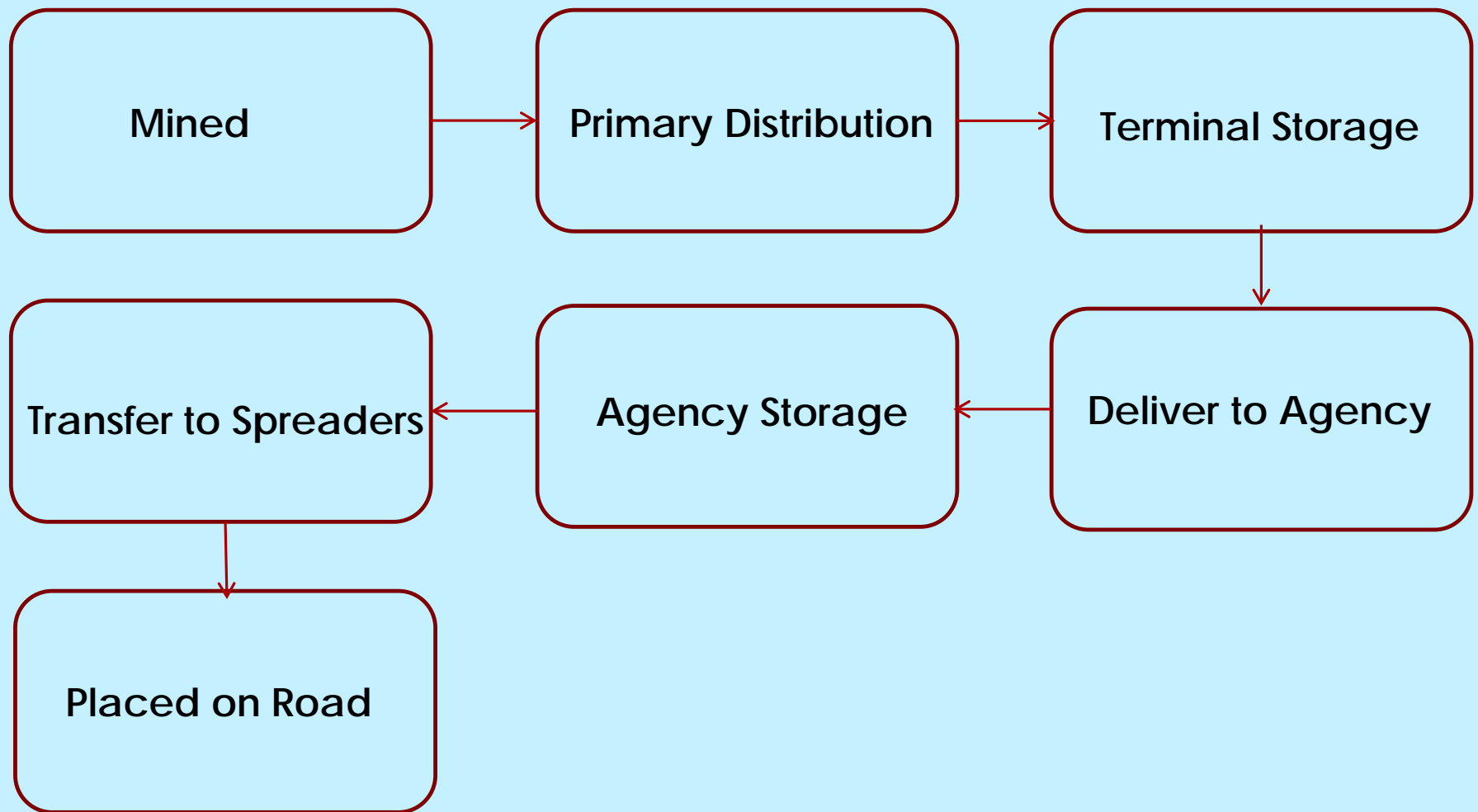
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- What was the goal of the study?
- What was discovered?
- Conclusions and the guide

# Map of the Talk

- Determine best management practices for all stages of the “road salt lifecycle” pertinent to highway agencies.
- Create a handbook that presents those BMPs in an accessible and effective manner
- Provide a report detailing the processes by which the BMPs were identified and the handbook created

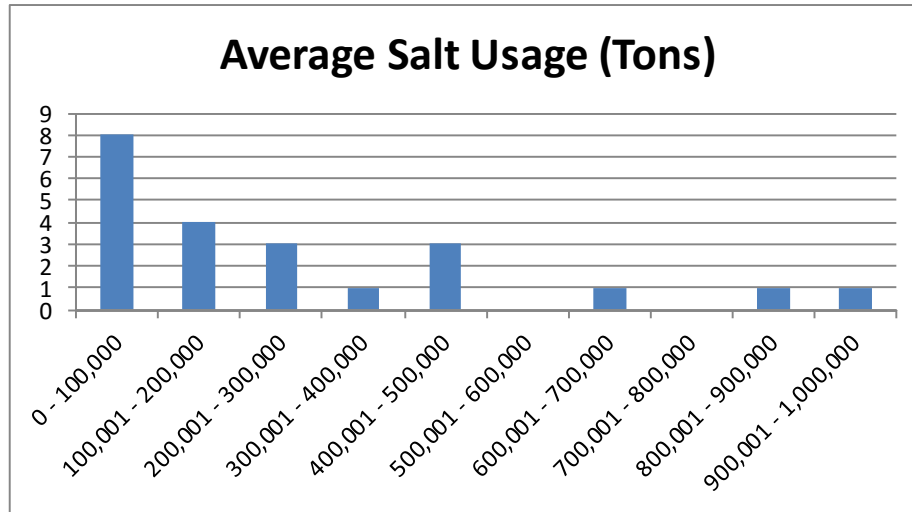
# Study Goals



# The Road Salt Lifecycle

Agencies Interviewed		
Virginia Department of Transportation (DOT)	New Hampshire DOT	New York DOT
Montana DOT	Wyoming DOT	Nebraska Department of Roads
Missouri DOT	Oregon DOT	Michigan DOT
South Dakota DOT	Maine DOT	Louisiana DOT
Illinois DOT	Kansas DOT	Minnesota DOT
Colorado DOT	New Jersey DOT	Utah DOT
Wisconsin DOT	Kentucky DOT	Ohio DOT
North Dakota DOT	Iowa DOT	City of Toronto
City of Farmington Hills Michigan		

- Driven by State (or other agency) bidding processes
- Data collected by phone interviews
- Interesting findings



## Contract Lengths

- 56% had one year contracts that could be renewed for up to a total of 5 years
- 20% had one year contracts not renewable
- 24% had contract lengths between 3 and 5 years, with options to extend further

- 36% had no limits on the quantity of salt that had to be provided
- 64% had ranges to be supplied
  - 70% to 150%
  - 50% - 120%
  - 90% - 110%
- One agency had recently tightened limits (from 70 – 110 to 80 – 110) and saw an average price drop in response of 3.37% per ton

# Quantity Limits

## Delivery Time Frames

- Required delivery between 2 and 15 business days from placing of order
- During normal working hours unless by prior arrangement
- Penalties for late delivery although not always assessed
- Flexibility and relationships are key

## Storage Capacity Issues

- Range of capacities from 20% to 150%
- 44% can store 100% of average annual salt usage
- 40% can store less than 100% (between 20% and 80% in responses)
- Even if you can store 100+% may not be in right place
- But, having storage for 100+% greatly reduces issues with delivery in winter weather



- More storage is better because then there are fewer issues with in-winter delivery and it makes the quantity required less variable
- The tighter the limits on the quantities to be supplied, the lower the price is likely to be
- Anything that eases the delivery process (longer delivery time frames, more delivery pre-season) will likely reduce price

# Procurement BMPs

- The BMPs are fairly well known already (cf. Salt Institute Safe and Sustainable Storage Handbook)
- While the handbook will reiterate those well tested practices, it will also highlight some newer practices

# Salt Storage

10

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- Shared Facilities
- Yard and storage building layouts
- Need for liquid storage
- Unique storage facilities
- Regional Storage (emergency storage)

# Newer Issues



## A shared facility in the UK



12



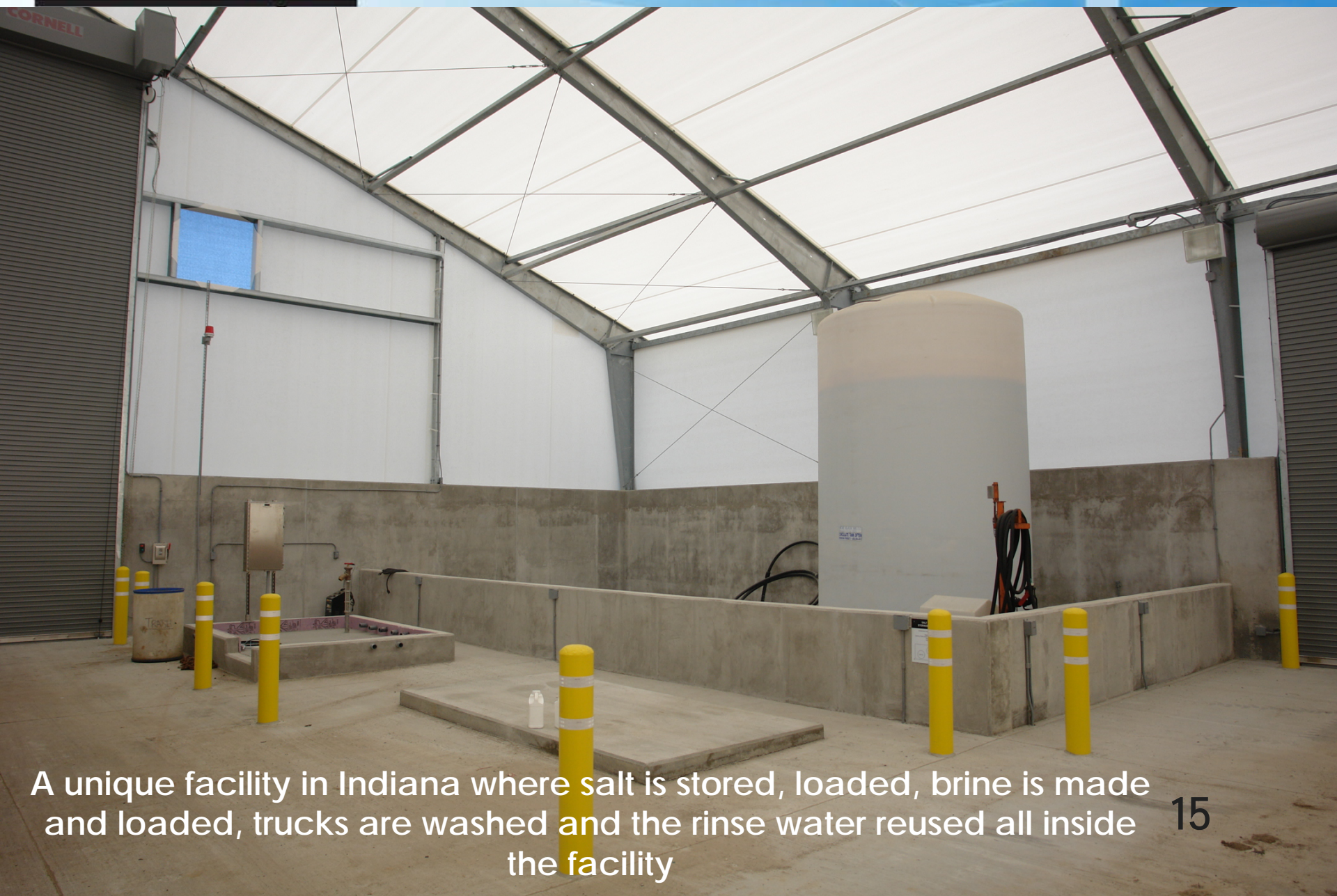
One of the best examples of a shared site, with a great yard layout and the facility is optimized with multi access points, conveyor loading, treating material while loading, brine making and liquid storage.



A regional storage facility in Iowa that stores emergency supplies  
of material



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A unique facility in Indiana where salt is stored, loaded, brine is made and loaded, trucks are washed and the rinse water reused all inside the facility

15

- Again, most information is well known
- Goal is to collect it into one place
- Eleven different areas identified

# Application BMPs

16

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- You can save up to the following percentages of salt (compared to a standard deicing strategy) by using the following practices
  - Pre-wetting – 30%
  - Anti-icing – 75%
  - Varying application rates to account for pavement temperature, storm type, and cycle time – 50%
  - Calibrating your equipment – unknown but can be big!

# How to Save Salt

17

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- Measure what you put down and where you put it
- Hold your organization accountable for the salt it uses (measure it and make sure it is in keeping with what you should have used)
- Use liquids where appropriate – and have a process to determine whether or not their use is appropriate
- Quit using salt when it gets too cold – and define what is too cold for your operations
- Get the best possible forecast you can
- Base your operations off your levels of service, and measure whether you have achieved them relentlessly
- Appropriate and effective training

## Other BMPs

- In times of emergencies what can be done?
- Declarations of disasters
- Recovery of funds



# EMAC and FEMA

19

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- The report and guide compile best practices in one place.
- The guide is designed to be 21 stand alone documents for quick reference
- While identified as a best practice, all agencies may not be able to adopt these methods based on budget, procurement policies and political decisions.
- While identified as a best practice, not every practice will result in lower costs in every situation.
- These best practices can and should be applicable to all agencies, not only State agencies

# Conclusions

20

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# Now – on to the Guide