

# Indiana Case study

*Unlocking the potential of granular material  
with older equipment*



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**PURDUE**  
UNIVERSITY  
SCHOOL OF CIVIL ENGINEERING

This Presentation was originally presented at the  
APWA 2014 North American Snow Conference  
Additional presenters and major contributors

Ed Ward

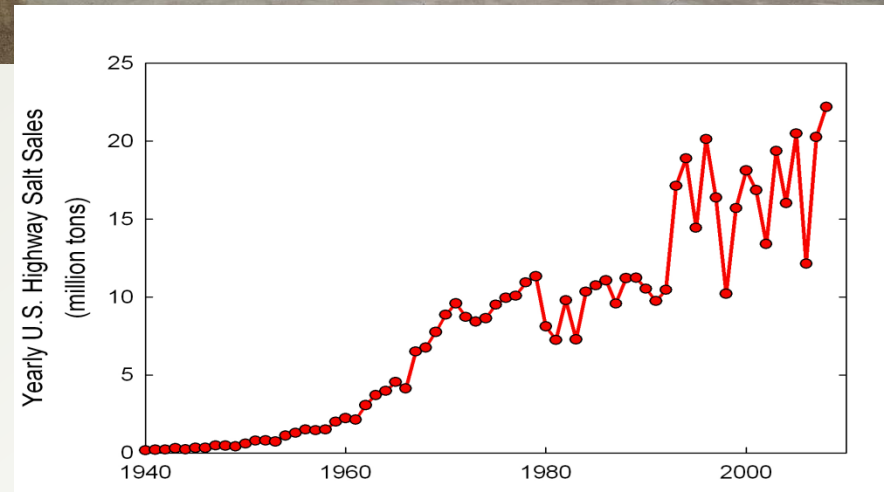
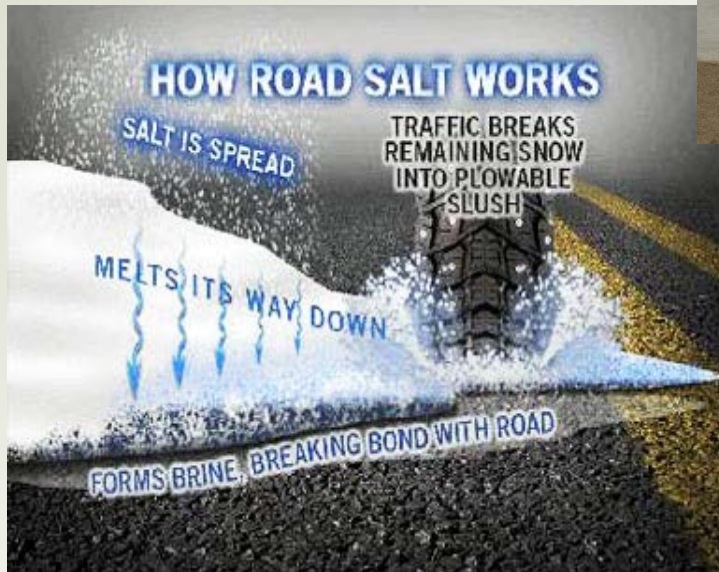
Highway Supervisor, Tippecanoe County

Rod Waltman

Road Solutions Inc.

# Road Salt Management

## “Waste Not – Want Not”



# Road Salt Management

## Improper Application

- Applying too much salt, beyond 400lbs per lane mile.
- Applying untreated salt when pavement temperatures are  $<10^{\circ}$ .
- Did you know the pavement temperature?
- Applying too little salt, melt and refreeze. (salt/sand mix)



# ***Road Salt Management***

## **Bounce and scatter**

- Traveling too fast when spreading - above 25mph.
- Spinner set too high.
- Curb to curb mentality.
- Drivers need to see the spread pattern in their mirrors at night.



# ***Road Salt Management***

## **Equipment Issues**

- Salt carrying capacity, spillage.
- Salt does not need to be applied to the entire roadway, sand does.
- Salt should be applied toward the center of the road or top of the crown, traffic and other factors will carry it to the edges.
- Was the spinner assembly designed for sand application not salt?

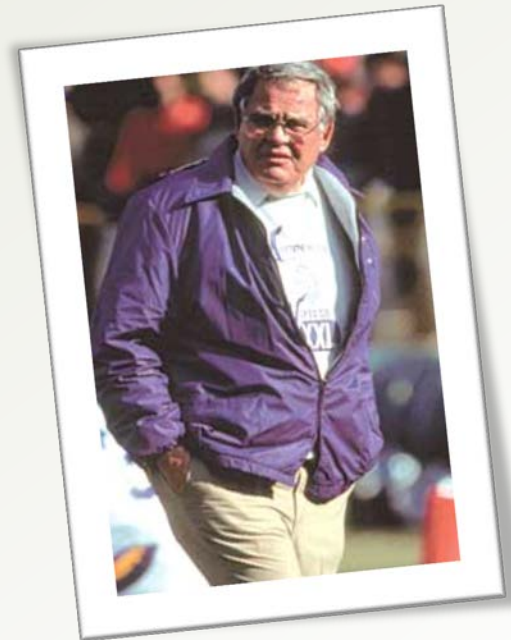


# Lessons Learned

*“The definition of insanity is doing the same thing year after year and expecting different results*

**Fred Zamberletti**

**Athletic Trainer Minnesota Vikings  
(1961 – Present)**



# The mission: Use salt to provide SAFE & DEPENDABLE Transportation During Winter



But Not One Pound More!



# ***Road Salt Management***

## ***The Assessment of Current Methods.***

***Inventory and Assessment of all deicing equipment.***

***Calibration of all deicing equipment.***

***Identifying proper application rates.***

***Minimizing the “bounce and scatter” effect.***

***Accounting of amounts, locations and performance of deicers used.***

## ***The Mix of Fixes.***

***Calibration of all deicing equipment.***

***Calibration of spreading patterns.***

***Improving deicing equipment – ground speed controls.***

***Adding Liquid anti-icing and Pre-wetting to the toolbox***

***Improved deicing chemicals***

***Training of management and staff on methods to manage chloride usage.***



# Deicing Equipment

*1950's – 1980's*

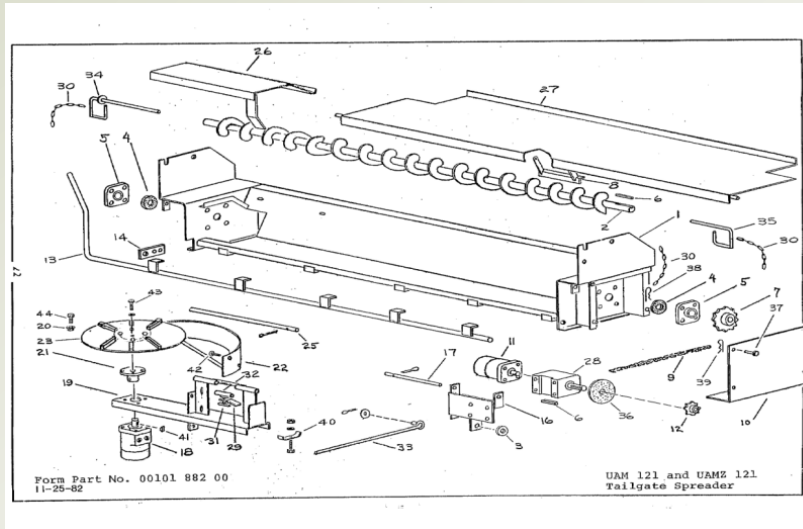
- *Chain driven off the rear wheel.*
- *Dropped material directly behind vehicle.*
- *Material dispensed relative to the speed of the vehicle.*



# Deicing Equipment

## 1980's

- Advent of hydraulic driven, hydraulic controlled spreader units.
- Allowed operators to dispense more material.
- Speed of truck no longer a factor.



# Deicing Equipment

**1980's – 1990's**

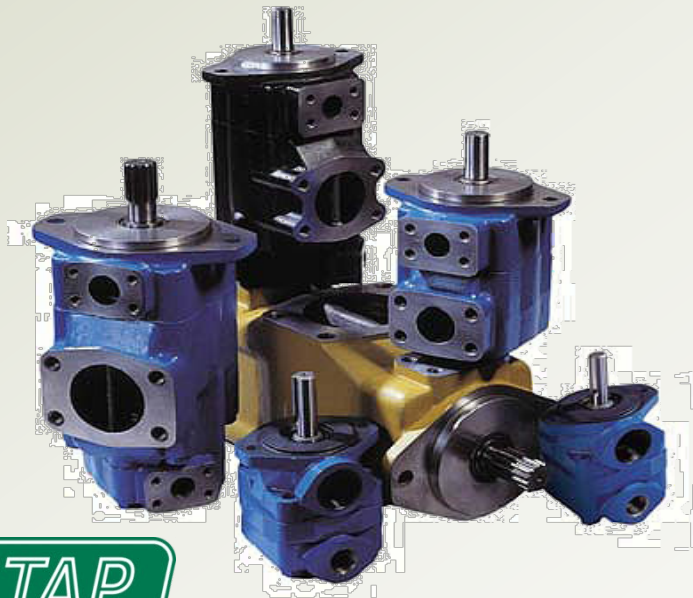
- *The hydraulic components used allowed for maximum application rates.*
- *Combined with the introduction of the auger application rates of 6500+ lbs per lane mile can be achieved.*



# Deicing Equipment

## *Late 1990's - Today*

- *Introduction of load sensing hydraulic systems and electronic spreader controls.*
- *Ground speed sensors allowed for consistent application rates.*
- *Can set min / max application rates.*
- *Can store salt usage data.*

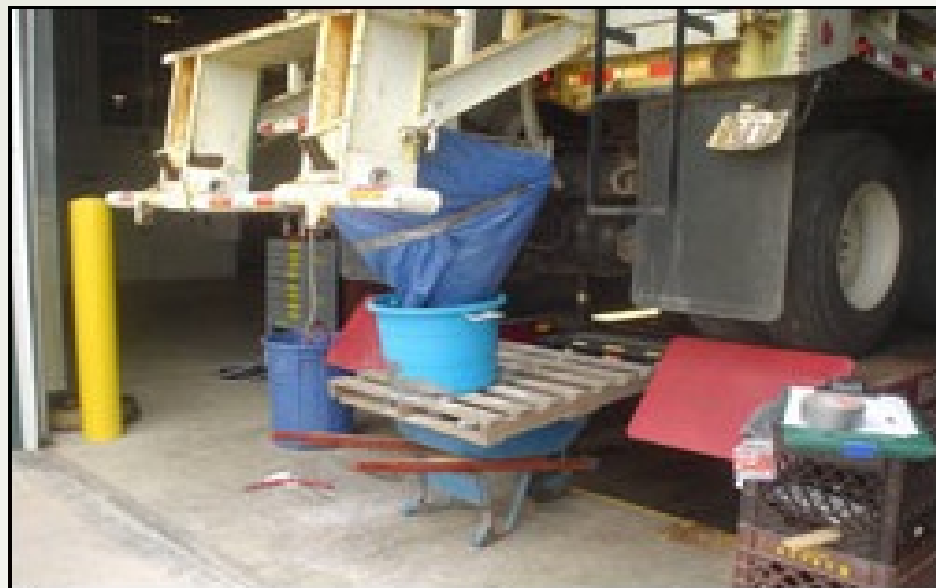


# Calibration

*Calibration has been around for a very long time, used by the farming industry for it's funnel spreaders to determine fertilizer rates.*

*Requires no special tools.*

- *Bucket or tarp.*
- *Bathroom scale.*
- *Masking tape.*
- *Tape Measure.*
- *Calculator*
- *Salt calibration chart (LTAP & Salt Institute)*



# Calibration

*There are several benefits to performing annual salt spreader calibration.*

- *Financial benefit of reduced salt usage, accurate budgeting and ordering.*
- *Allows for older units with high salt usage to be identified and either repaired or replaced.*
- *Can be used as a performance measure for truck hydraulic systems and electronic controls.*
- *Measurement of chlorides used within an area or snow route.*
- *Provides a baseline for determining cost of service and level of service.*



# ***Calibration Of Newer Equipment***

***Calibration should be performed annually on both tailgate and v-box type spreaders.***

***Calibration should be performed annually on all open loop or closed loop electronically controlled systems to set valve NO/NC positions.***

***(This may have to be performed when vehicle encounters power failure or CPU is reset).***

***Smaller pick-up size electronic powered units should be annually calibrated and can be set by adding a resistor or potentiometer to power circuit.***

***Liquid deicer applicators should also be calibrated according to mfg instructions.***



| Calibration Chart                                                       |  |  |  |  |  |  |                  |  |  |  |  |  |
|-------------------------------------------------------------------------|--|--|--|--|--|--|------------------|--|--|--|--|--|
| Agency: <b>The Perfect Truck in a Perfect World (3:1 Salt and Sand)</b> |  |  |  |  |  |  |                  |  |  |  |  |  |
| Location:                                                               |  |  |  |  |  |  |                  |  |  |  |  |  |
| Truck Number: 00                                                        |  |  |  |  |  |  | Spreader Number: |  |  |  |  |  |
| Date:                                                                   |  |  |  |  |  |  | By:              |  |  |  |  |  |
| Hopper Gate Opening (Inches):                                           |  |  |  |  |  |  |                  |  |  |  |  |  |

\* This weight remains constant

3:1 Salt to Sand Ratio

1200lbs per lane mile application rate

| Calibration Chart                                                                             |                    |                                    |                         |                            |               |               |                  |               |               |               |               |               |
|-----------------------------------------------------------------------------------------------|--------------------|------------------------------------|-------------------------|----------------------------|---------------|---------------|------------------|---------------|---------------|---------------|---------------|---------------|
| Agency: <b>The Real Truck in the Real World (3:1 Salt and Sand) Tippecanoe County Indiana</b> |                    |                                    |                         |                            |               |               |                  |               |               |               |               |               |
| Location:                                                                                     |                    |                                    |                         |                            |               |               |                  |               |               |               |               |               |
| Truck Number: 33                                                                              |                    |                                    |                         |                            |               |               | Spreader Number: |               |               |               |               |               |
| Date:                                                                                         |                    |                                    |                         |                            |               |               | By:              |               |               |               |               |               |
| Hopper Gate Opening (Inches):                      1.5                                        |                    |                                    |                         | Pounds Discharged Per Mile |               |               |                  |               |               |               |               |               |
|                                                                                               | A                  | B                                  | C                       | Minutes to Travel One Mile |               |               |                  |               |               |               |               |               |
| Control Setting                                                                               | Shaft RPM (Loaded) | Discharge Per Revolution (Pounds)* | Discharge Rate (lb/min) | 5 mph x 12.00              | 10 mph x 6.00 | 15 mph x 4.00 | 20 mph x 3.00    | 25 mph x 2.40 | 30 mph x 2.00 | 35 mph x 1.71 | 40 mph x 1.50 | 45 mph x 1.33 |
| 1                                                                                             | 11                 | 18                                 | 189                     | 2268                       | 1134          | 756           | 567              | 454           | 378           | 323           | 284           | 251           |
| 2                                                                                             | 12                 | 18                                 | 216                     | 2592                       | 1296          | 864           | 648              | 518           | 432           | 369           | 324           | 287           |
| 3                                                                                             | 14                 | 18                                 | 243                     | 2916                       | 1458          | 972           | 729              | 583           | 486           | 416           | 365           | 323           |
| 4                                                                                             | 14                 | 18                                 | 252                     | 3024                       | 1512          | 1008          | 756              | 605           | 504           | 431           | 378           | 335           |
| 5                                                                                             | 15                 | 18                                 | 270                     | 3240                       | 1620          | 1080          | 810              | 648           | 540           | 462           | 405           | 359           |
| 6                                                                                             | 16                 | 18                                 | 279                     | 3348                       | 1674          | 1116          | 837              | 670           | 558           | 477           | 419           | 371           |
| 7                                                                                             | 16                 | 18                                 | 288                     | 3456                       | 1728          | 1152          | 864              | 691           | 576           | 492           | 432           | 383           |
| 8                                                                                             | 16                 | 18                                 | 288                     | 3456                       | 1728          | 1152          | 864              | 691           | 576           | 492           | 432           | 383           |
| 9                                                                                             | 17                 | 18                                 | 297                     | 3564                       | 1782          | 1188          | 891              | 713           | 594           | 508           | 446           | 395           |
| 10                                                                                            | 17                 | 18                                 | 306                     | 3672                       | 1836          | 1224          | 918              | 734           | 612           | 523           | 459           | 407           |

\* This weight remains constant

3:1 Salt to Sand Ratio

1200lbs per lane mile application rate

| Calibration Chart              |                    |                                    |                         |                            |               |               |                  |               |               |               |               |               |
|--------------------------------|--------------------|------------------------------------|-------------------------|----------------------------|---------------|---------------|------------------|---------------|---------------|---------------|---------------|---------------|
| Agency:      Tippecanoe County |                    |                                    |                         |                            |               |               |                  |               |               |               |               |               |
| Location:                      |                    |                                    |                         |                            |               |               |                  |               |               |               |               |               |
| Truck Number: 17               |                    |                                    |                         |                            |               |               | Spreader Number: |               |               |               |               |               |
| Date:                          |                    |                                    |                         |                            |               |               | By:              |               |               |               |               |               |
| Hopper Gate Opening (Inches):  |                    |                                    |                         | Pounds Discharged Per Mile |               |               |                  |               |               |               |               |               |
|                                | A                  | B                                  | C                       | Minutes to Travel One Mile |               |               |                  |               |               |               |               |               |
| Control Setting                | Shaft RPM (Loaded) | Discharge Per Revolution (Pounds)* | Discharge Rate (lb/min) | 5 mph x 12.00              | 10 mph x 6.00 | 15 mph x 4.00 | 20 mph x 3.00    | 25 mph x 2.40 | 30 mph x 2.00 | 35 mph x 1.71 | 40 mph x 1.50 | 45 mph x 1.33 |
| 1                              | 3                  | 19                                 | 57                      | 684                        | 342           | 228           | 171              | 137           | 114           | 97            | 86            | 76            |
| 2                              | 17                 | 19                                 | 323                     | 3876                       | 1938          | 1292          | 969              | 775           | 646           | 552           | 485           | 430           |
| 3                              | 44                 | 19                                 | 836                     | 10032                      | 5016          | 3344          | 2508             | 2006          | 1672          | 1430          | 1254          | 1112          |
| 4                              | 73                 | 19                                 | 1387                    | 16644                      | 8322          | 5548          | 4161             | 3329          | 2774          | 2372          | 2081          | 1845          |
| 5                              | 98                 | 19                                 | 1862                    | 22344                      | 11172         | 7448          | 5586             | 4469          | 3724          | 3184          | 2793          | 2476          |
| 6                              |                    |                                    | 0                       | 0                          | 0             | 0             | 0                | 0             | 0             | 0             | 0             | 0             |
| 7                              |                    |                                    | 0                       | 0                          | 0             | 0             | 0                | 0             | 0             | 0             | 0             | 0             |
| 8                              |                    |                                    | 0                       | 0                          | 0             | 0             | 0                | 0             | 0             | 0             | 0             | 0             |
| 9                              |                    |                                    | 0                       | 0                          | 0             | 0             | 0                | 0             | 0             | 0             | 0             | 0             |
| 10                             |                    |                                    | 0                       | 0                          | 0             | 0             | 0                | 0             | 0             | 0             | 0             | 0             |

\* This weight remains constant

# ***Application Rates***

## ***How Much is Enough***

***(300# - 400# per lane mile for straight salt is a good starting point).***

### **Application Rates**

- ***These will vary depending on the temperature and volume of precipitation.***
- ***Type of pavements.***
- ***Truck Speed***

### **Level of Service:**

- ***Traffic volumes and peak traffic times should be considered.***
- ***Intersections, curves, subdivisions will have varying rates.***
- ***Urban roads vs. Rural road.***

### **Severity of Winter:**

***Northern Indiana can expect more freeze / thaw cycles and can have a higher average snowfall total.***



## Deicing Application Rate Guidelines

**24' of pavement (typical two-lane road)**

These rates are not fixed values, but rather the middle of a range to be selected and adjusted by an agency according to its local conditions and experience.

| Pavement Temp. (°F) and Trend ( ↑↓ ) | Weather Condition     | Maintenance Actions                           | Pounds per two-lane mile                    |                                               |                 |                                    |
|--------------------------------------|-----------------------|-----------------------------------------------|---------------------------------------------|-----------------------------------------------|-----------------|------------------------------------|
|                                      |                       |                                               | Salt Prewetted / Pretreated with Salt Brine | Salt Prewetted / Pretreated with Other Blends | Dry Salt*       | Winter Sand (abrasives)            |
| > 30°    ↑                           | Snow                  | Plow, treat intersections only                | 80                                          | 70                                            | 100*            | Not recommended                    |
|                                      | Freezing Rain         | Apply Chemical                                | 80 - 160                                    | 70 - 140                                      | 100 - 200*      | Not recommended                    |
| 30°    ↓                             | Snow                  | Plow and apply chemical                       | 80 - 160                                    | 70 - 140                                      | 100 - 200*      | Not recommended                    |
|                                      | Freezing Rain         | Apply Chemical                                | 150 - 200                                   | 130 - 180                                     | 180 - 240*      | Not recommended                    |
| 25° - 30°    ↑                       | Snow                  | Plow and apply chemical                       | 120 - 160                                   | 100 - 140                                     | 150 - 200*      | Not recommended                    |
|                                      | Freezing Rain         | Apply Chemical                                | 150 - 200                                   | 130 - 180                                     | 180 - 240*      | Not recommended                    |
| 25° - 30°    ↓                       | Snow                  | Plow and apply chemical                       | 120 - 160                                   | 100 - 140                                     | 150 - 200*      | Not recommended                    |
|                                      | Freezing Rain         | Apply Chemical                                | 160 - 240                                   | 140 - 210                                     | 200 - 300*      | 400                                |
| 20° - 25°    ↑                       | Snow or Freezing Rain | Plow and apply chemical                       | 160 - 240                                   | 140 - 210                                     | 200 - 300*      | 400                                |
| 20° - 25°    ↓                       | Snow                  | Plow and apply chemical                       | 200 - 280                                   | 175 - 250                                     | 250 - 350*      | Not recommended                    |
|                                      | Freezing Rain         | Apply Chemical                                | 240 - 320                                   | 210 - 280                                     | 300 - 400*      | 400                                |
| 15° - 20°    ↑                       | Snow                  | Plow and apply chemical                       | 200 - 280                                   | 175 - 250                                     | 250 - 350*      | Not recommended                    |
|                                      | Freezing Rain         | Apply Chemical                                | 240 - 320                                   | 210 - 280                                     | 300 - 400*      | 400                                |
| 15° - 20°    ↓                       | Snow or Freezing Rain | Plow and apply chemical                       | 240 - 320                                   | 210 - 280                                     | 300 - 400*      | 500 for freezing rain              |
| 0° - 15°    ↑↓                       | Snow                  | Plow, treat with blends, sand hazardous areas | Not recommended                             | 300 - 400                                     | Not recommended | 500 - 750 spot treatment as needed |
| < 0°                                 | Snow                  | Plow, treat with blends, sand hazardous areas | Not recommended                             | 400 - 600**                                   | Not recommended | 500 - 750 spot treatment as needed |

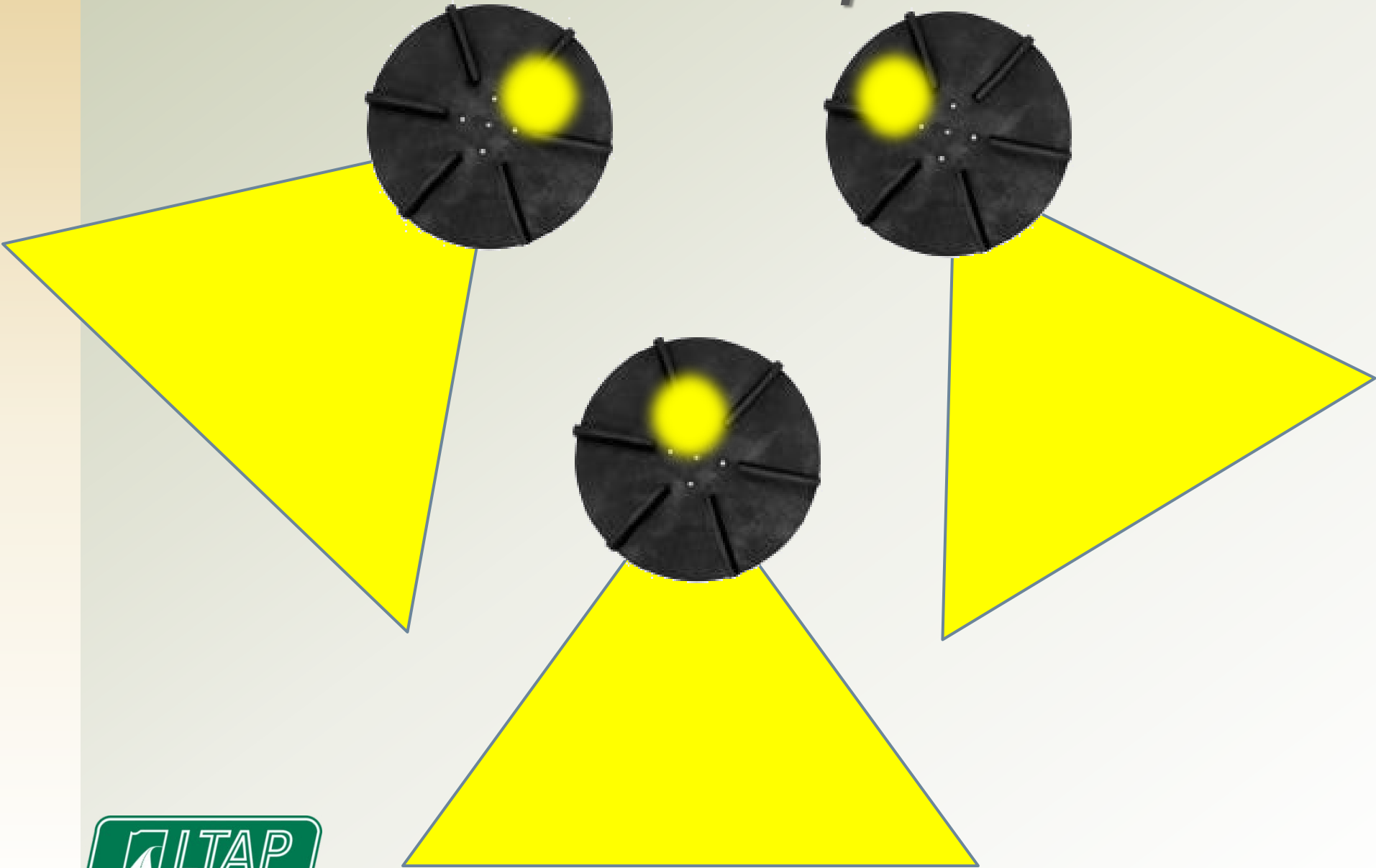
\* Dry salt is not recommended. It is likely to blow off the road before it melts ice.

\*\* A blend of 6 - 8 gal/ton MgCl<sub>2</sub> or CaCl<sub>2</sub> added to NaCl can melt ice as low as -10°.

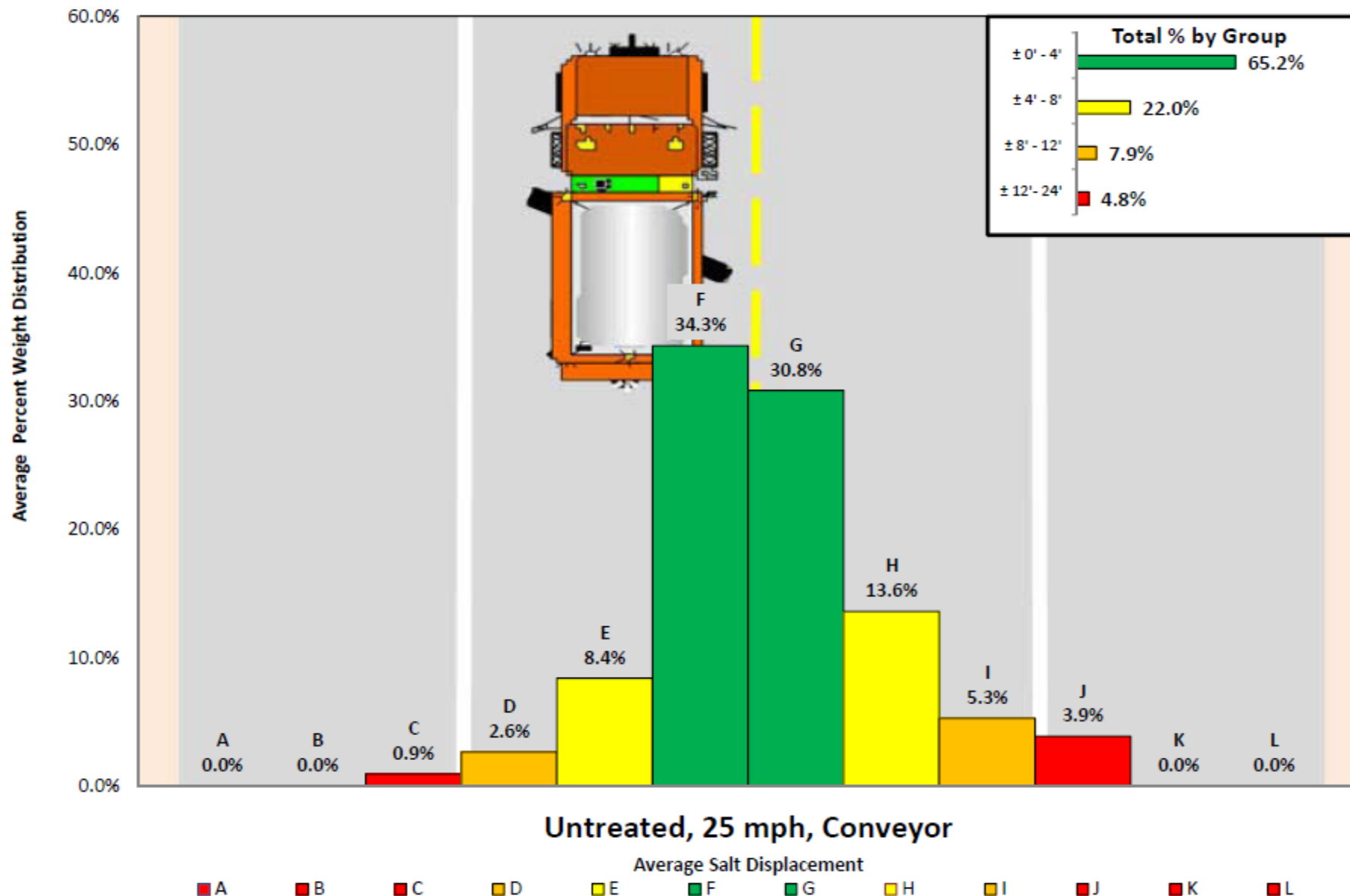
# Spinner Calibration



# ***Spinner Calibration***

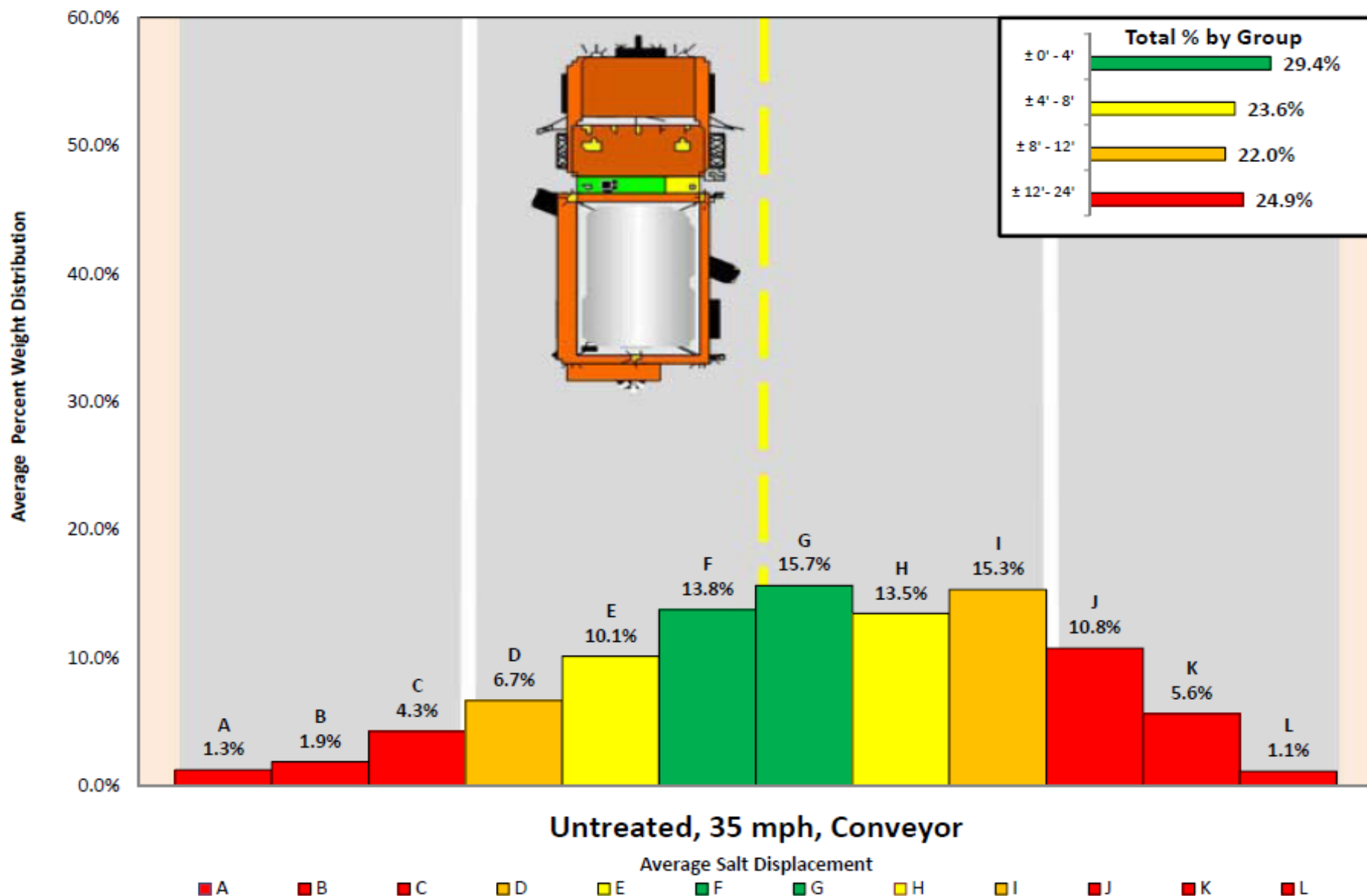


# Bounce and Scatter Collection Graphs



Note: Each letter represents a 4' width by 100' length portion of the collection grid.

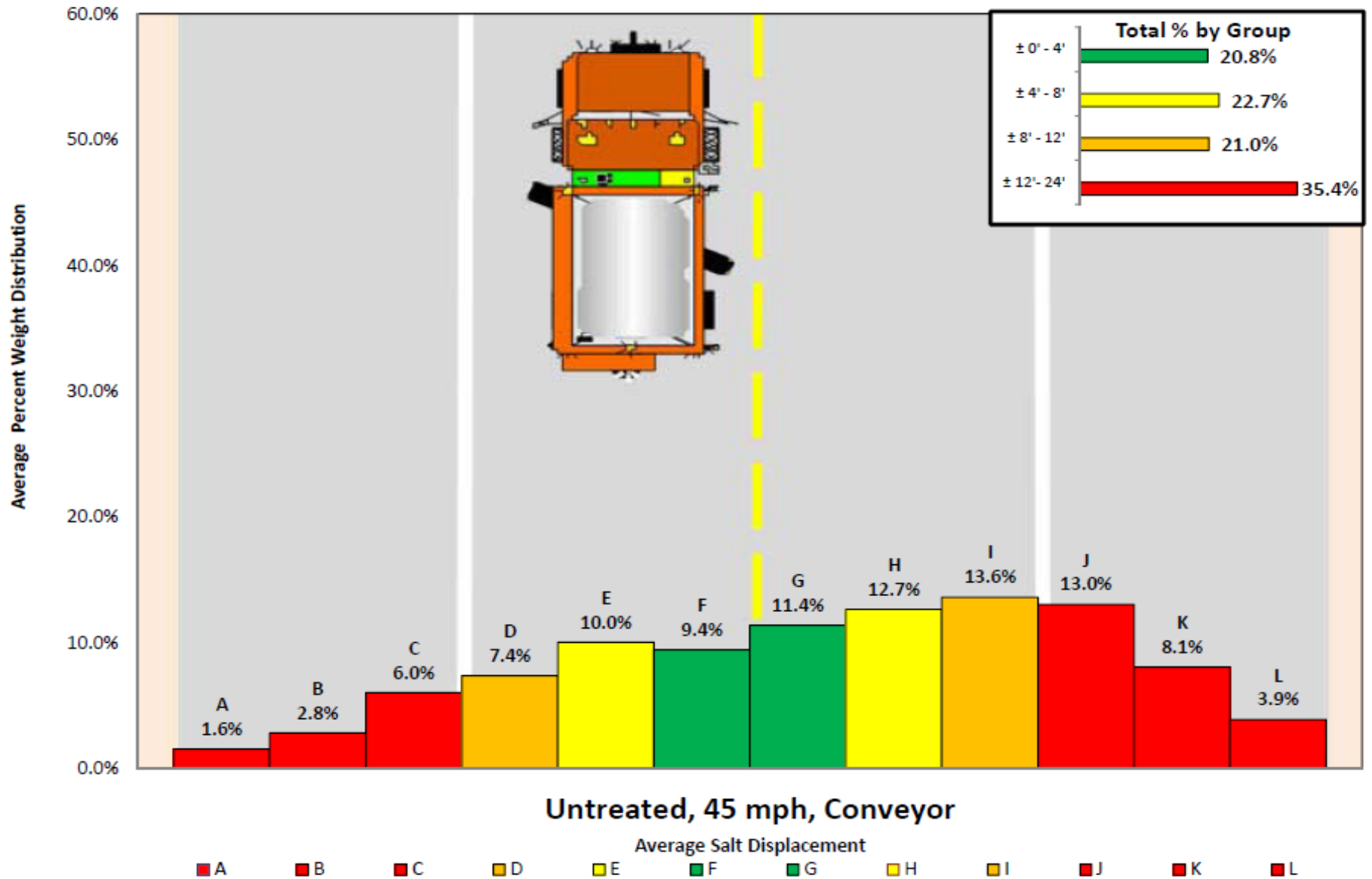
# Bounce and Scatter Collection Graphs



Untreated, 35 mph, Conveyor

Average Salt Displacement  
Note: Each letter represents a 4' width by 100' length portion of the collection grid.

## Bounce and Scatter Collection Graphs



Note: Each letter represents a 4' width by 100' length portion of the collection grid.

# Case Study - Tippecanoe County

## Project Goals:

- *To reduce or eliminate sand from the mix of deicers.*
- *To reduce winter weather related crashes.*
- *To identify and implement cost saving measures related to materials, personnel and equipment.*



# Case Study - Tippecanoe County

## Mix of Fixes:

- ✓ Calibration of all plow equipment.

### Mechanical Staff

- ✓ Training of drivers and maintenance staff.

### LTAP

- ✓ Training of administrative staff.

### APWA

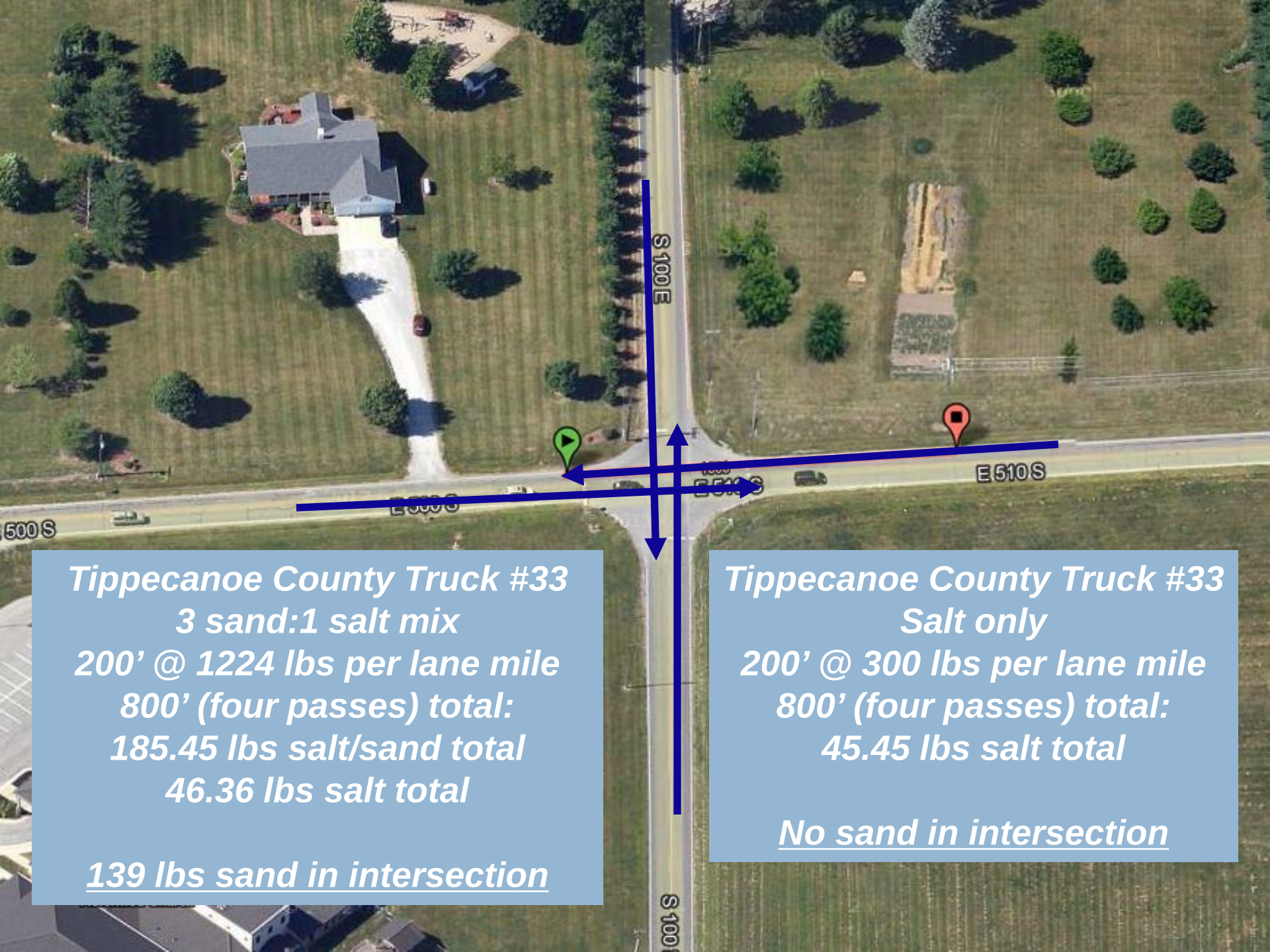
- ✓ Implement good accounting practices to measure results.

### Office Staff

- ✓ Meet with vendors and winter materials suppliers for

- Salt
- Sand
- Beet juice





**Tippecanoe County Truck #33**

**3 sand:1 salt mix**

**200' @ 1224 lbs per lane mile**

**800' (four passes) total:**

**185.45 lbs salt/sand total**

**46.36 lbs salt total**

**139 lbs sand in intersection**

**Tippecanoe County Truck #33**

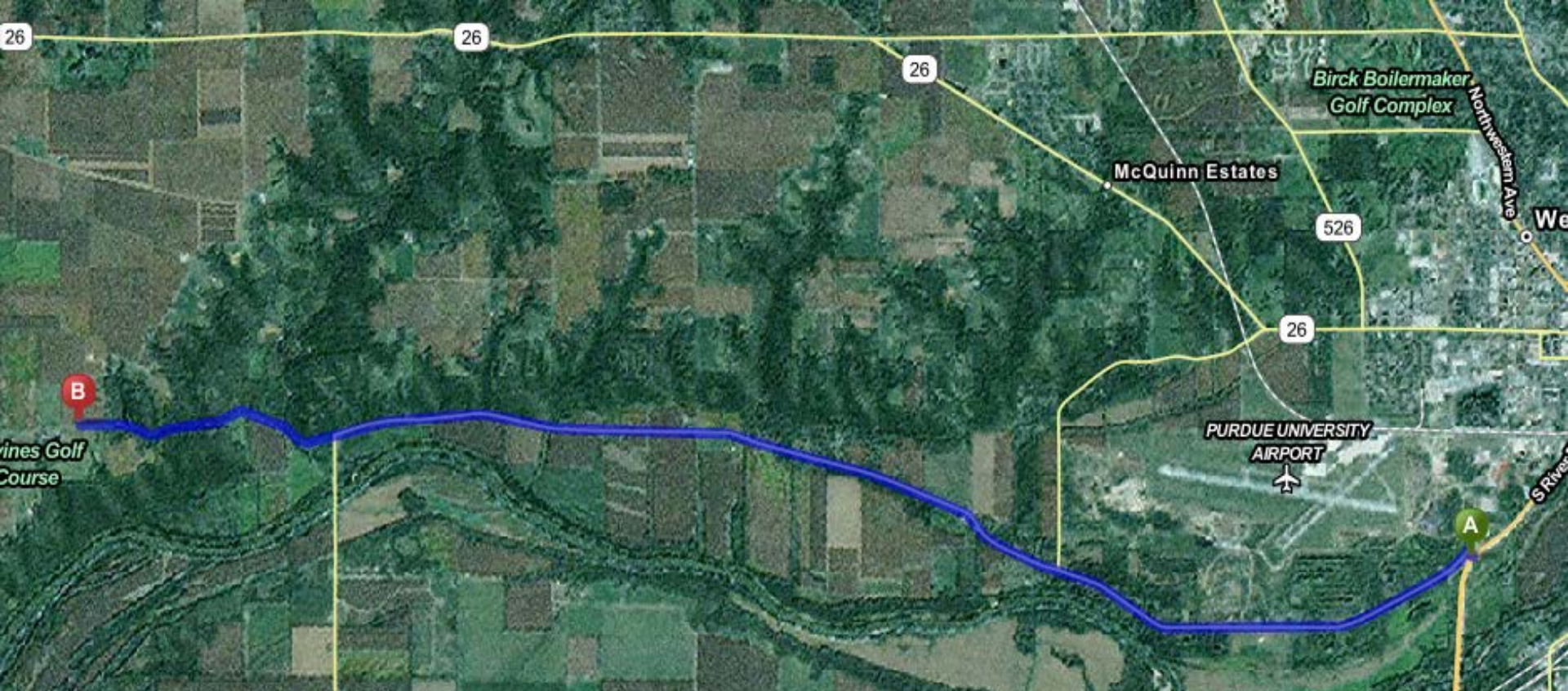
**Salt only**

**200' @ 300 lbs per lane mile**

**800' (four passes) total:**

**45.45 lbs salt total**

**No sand in intersection**



### ***Tippecanoe County Truck #33***

***3 Sand: 1 Salt Mix***

***8 miles @ 1224 lbs per lane mile  
= 9,792 lbs salt/sand mix per lane  
= 19,584 lbs salt/sand total  
= 6,528 lbs salt total***

***The single axle truck is empty!***

### ***Tippecanoe County Truck #33*** ***Salt Only Mix***

***8 miles @ 300 lbs per lane mile  
= 2,400 lbs salt per lane mile  
= 4,800 lbs salt total***

***The single axle truck is 3/4 full!***

# Environmental Impact

- *Reduction or elimination of sand or slag on roadway or drainage structures.*
- *Calibration and accurate recordkeeping can identified faulty equipment and chloride “hot spots”.*
- *Plan to add newer equipment and methods that will provide more accurate management of chloride usage.*
- *Reduced volume of spring sweepings for transport and disposal.*
- *Fewer Fines reduces sweeping dust.*

| Ice Sand (Tons) |          |
|-----------------|----------|
| 2009            | 9,865.26 |
| 2010            | 7,388.00 |
| 2011            | 5,850.65 |
| 2012            | 1,801.48 |
| 2013            | 916.45   |



# Financial Impact

- *Reduced or eliminated cost of sand/slag.*
- *Trucks stay on route longer, more productive.*
- *Reduce sweeping cost.*
- *Fuel savings.*
- *Equipment Wear.*
- *Identified wasteful equipment.*
- *Accurate accounting of chloride usage by route, area or township.*

| Ice Sand Cost |          |
|---------------|----------|
| 2009          | \$59,192 |
| 2010          | \$44,328 |
| 2011          | \$35,104 |
| 2012          | \$10,809 |
| 2013          | \$5,499  |



# Financial Impact

| Ice Control Sand<br>(tons) |          |
|----------------------------|----------|
| 2009                       | 9,865.26 |
| 2010                       | 7,388.00 |
| 2011                       | 5,850.65 |
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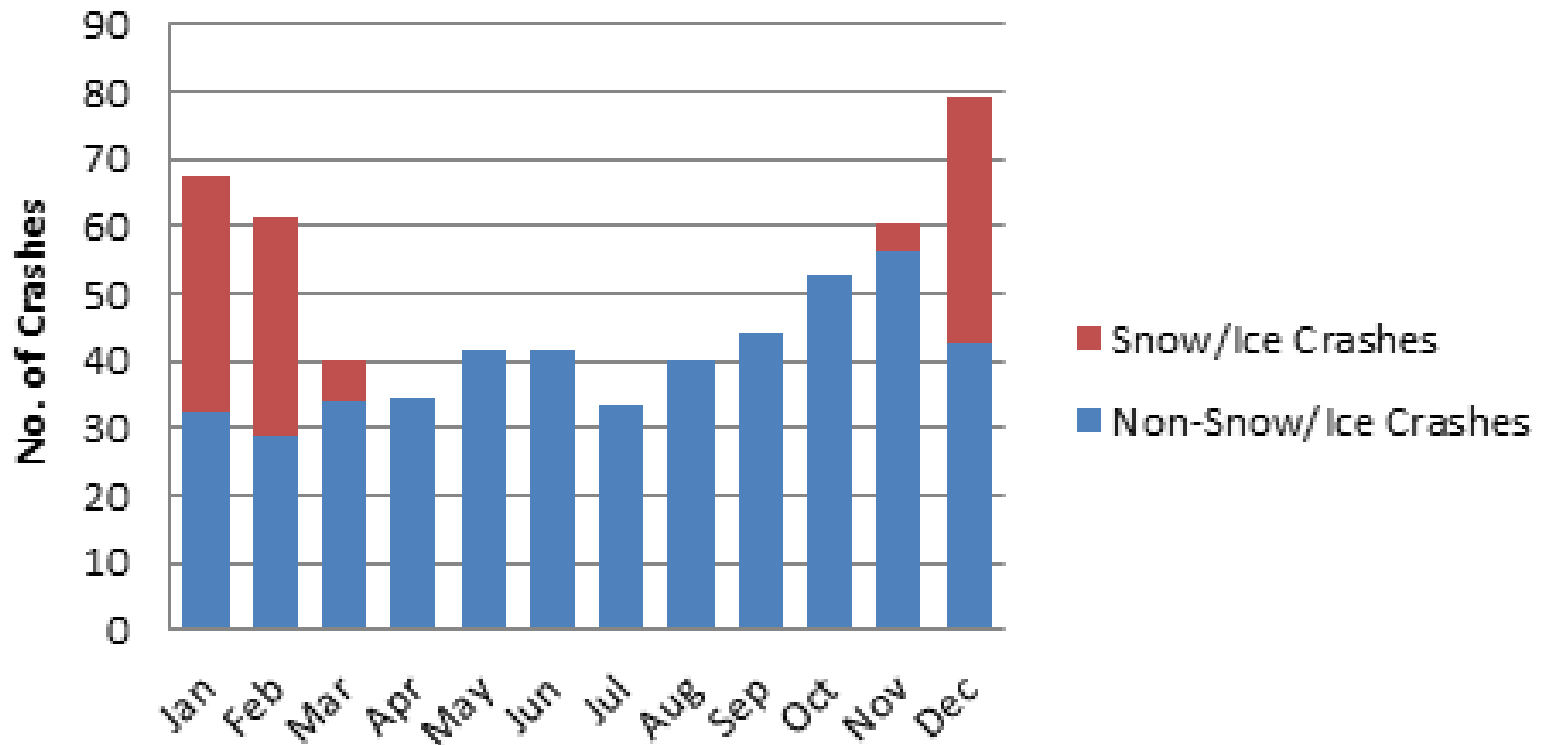
| Salt Totals (Tons) |          |
|--------------------|----------|
| 2009               | 2,009.61 |
| 2010               | 1,897.27 |
| 2011               | 1,439.71 |
| 2012               | 2,003.49 |
| 2013               |          |

| Total Winter<br>OT Hours (Dec – Mar) |           |
|--------------------------------------|-----------|
| 2009                                 | 4,131.10  |
| 2010                                 | 4,321.34  |
| 2011                                 | 2,830.70  |
| 2012                                 | 1,820.75  |
| 2013                                 | 896.25    |
|                                      | 14,000.14 |

# Level of Service (L.O.S.)

## Average Crashes per Month

*Tippecanoe County (2008-2013)*



**631 snow/ice crashes (from 1/1/08-5/31/13),  
which account for 20% of the total crashes in  
Tippecanoe County.**

# ***Level of Service (L.O.S.)***

- *Not spreading less salt – just less waste*
- *Roads are treated quicker.*
- *Routes have a better response time.*
- *Less bonding of ice to pavement.*
- *In most cases, more chloride per application.*
- *Curves, intersections and hills are serviced faster, and are clearer longer.*
- *Less bonding in subs, able to reach bare pavement quicker.*
- *Less damage to equipment.*
- *Fewer breakdowns.*



# ***Telling Our Story***

## ***Development Timeline***

- Spring 2010** Agency trip to APWA North American Snow Conference Omaha, NE
- Fall 2010** Began Ice Bite™ pile treatment trial program with 1500 tons (3:1 sand/salt)
- Fall 2010** Began annual calibration training for crew with LTAP and Road Solutions
- 2011-2014** Continued training and expanded pile treatment to entire salt/sand mix inventory of 3:1 sand/salt
- Fall 2013** Add brine production and distribution
- 2013-2014** Ice Bite S™ blend anti icing trial period

# Telling Our Story

## *Development Timeline*

### •2015 and beyond

- Modify equipment to eliminate sand – performance of deicing chemicals improves
- Further expand anti icing program
- Further develop deicing/anti-icing materials



# ***Telling Our Story***



***Road Solutions, Inc.***

# Conclusions

- *Older equipment is holding back gains in salt efficiency.*
- *Calibration of salt spreading equipment is a low cost, easy to use solution.*
- *Spinner calibration and adjustment will reduce loss of material to “bounce and scatter” and reduce waste.*
- *Adding a liquid anti-icing and pre-wetting component to your program is important.*
- *We are NOT reducing salt – We ARE reducing waste!*

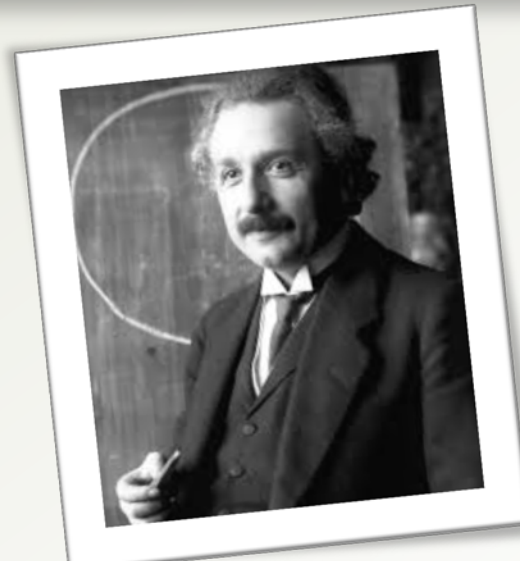
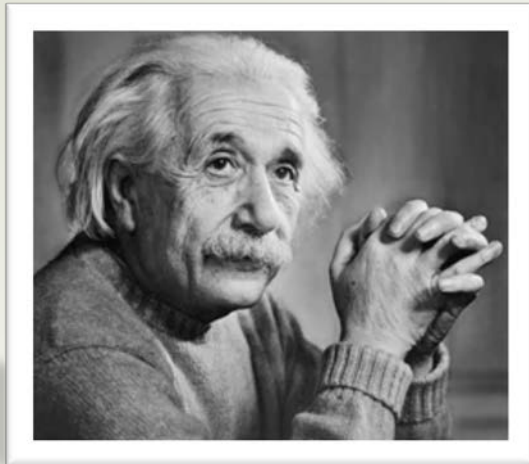


# ***Lessons Learned***

*Wise old saying:*

*A person who never made a mistake never tried anything new*

*Albert Einstein*



# ***Acknowledgments***

- Ed Ward, Highway Supervisor Tippecanoe County.
- Rod Waltman Road Solutions Inc.
- Ammanuel A Kebede, Undergraduate Assistant Purdue University.
- Mark Cornwell, Sustainable Salting Solutions..
- MDOT Salt Bounce and Scatter Study. Nov 2012
- Old Farmer's Almanac 2015
- APWA North American Snow Conference

# Questions ?

