

2nd Annual New Hampshire Salt Symposium

Windham, NH ~ October 21, 2015



Agenda

8:00 Registration & Vendor Exhibits

8:30 **Introductions:** *Patrick Santoso, Axiomatic, LLC*

8:35 **Opening Remarks:** *Ted Diers, NH Department of Environmental Services*

Winter 2014-2015 Recap: Revisit the snow and temperature records broken this past winter and hear an update on the NHDES salt applicator certification program.

9:00 Panel Presentation and Discussion

State of the Salt Supply: Many contractors ran into salt supply issues again this past winter. Participants will examine how salt suppliers and contractors can work together to reduce the likelihood of another salt shortage.

* *John Crooks, Johns Landscaping of Madbury, NH*

* *Robert Taylor, Green Magic Landscaping and Excavation, LLC*

* *William Creighton, Granite State Minerals Inc.*

* *Caleb Dobbins, NH Department of Transportation*

9:45 **Break:** Networking, Vendor Exhibits and Refreshments

10:00 Table Discussion

Debrief of Winter 2014-2015: This session will include discussion on what salt related equipment and weather issues were encountered this past year and how everyone dealt with these challenges.

10:45 **Break:** Networking, Vendor Exhibits and Refreshments

11:15 **Keynote Address:** *Phill Sexton, Snow and Ice Management Association*

Sustainable Snow: Where Does Sustainability Fit in the Snow Management Business and Why? Phill provides a big picture view of sustainability issues and solutions through the lens of the snow & ice management industry throughout North America.

12:00 Lunch

Vendor 3 Minute Lighting Sessions

1:00 Outdoor/Indoor Demonstrations and Presentations

Concurrent sessions - pick two of the following three ½ hour sessions:

** **Brine Making and Liquid Application:** *Todd Hansen, Nashua Sand and Gravel*

Todd will provide hands-on demonstrations with brine making equipment and brine application on the parking lot.





**** Porous Pavement Winter Maintenance:** *Justin Gamester, Piscataqua Landscaping & Tree Service and Heidi (Borchers) Lemay, Hoyle, Tanner & Associates, Inc.* Justin will discuss some of the porous pavement winter maintenance realities while Heidi will provide highlights of her UNH student research on traditional rock salt and why liquid organic chloride and non-chloride deicers may be better options.

**** Spreader Fine Tuning:** *Eric Brand, P&L Landscaping.* Eric will discuss fine tuning gas powered spreaders and how to convert gas powered spreaders to run on electric motors to help reduce excess salt use and reduce material costs.

2:00 Break: Networking, Vendor and Exhibits

2:15 Presentation: *Thomas Brothers, Liberty Mutual Insurance*

Risk Management in Snow Plowing Relationships: Tom joins us again this year to offer the insurance perspective on best practice strategies employed by snow plowing contractors and their clients to prevent, manage and allocate financing for premise slips and falls and other potential liabilities.

2:45 Moderated Group Discussion: *Patrick Santoso, Axiomatic, LLC*

Some winter maintenance hot topics will be briefly covered by the moderator and then opened up to the room for comments. The topics include:

- * Dealing with seasonal hiring issues and employee training
- * Anti-icing vs pre-wetting – why are we not pre-wetting?
- * Proposed Salt Applicator Certification fees

3:15 Salt Shaker Awards:

Salt of the Earth Award: For the winter property management professional who best exemplifies a workingman's approach to salt reduction.

Shaken Not Stirred Award: For the James Bond of salt reduction, exemplifying a fearless, confident approach to salt reduction.

Salt-n-Peppa Award: For the winter property management professional exemplifying the best blend of stakeholders in the salt reduction stew.

3:30 Vendor Raffles and Vendor Exhibits



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Speaker Biographies

Eric Brand, *President, P&L Landscaping*

Eric has been the owner and operator of P&L Landscaping out of Merrimack, NH for 26 years and was designated as a Certified Snow Professional by SIMA in 2009, one of the top 75 Snow Contractors from Snow Magazine 2009, and received the “Salt of the Earth” award at the 2014 NH Salt Symposium.

Thomas Brothers, *Technical Consultant, Liberty Mutual Insurance*

With over 20 years of experience, Thomas specializes in commercial liability risk control for Liberty Mutual Insurance working on snow plowing and other contractor relationships, commercial property leases, contract management and contractual risk transfer, premise liability and incident response.

William Creighton, *President, Granite Minerals, Inc.*

Bill is intimately involved in the supply chain of the de-icing industry including but not limited to sourcing, marine transport and logistics, and bid work. For over 50 years Granite State Minerals has provided cost effective de-icing solutions helping keep roads safe during inclement weather.

John Crooks, *Owner, John's Landscaping of Madbury, NH*

Celebrating 17 years in business, John is a NH Certified Landscape Professional, NH Natural Resource Steward, NH Landscape Associations Current President, and a Certified Salt Applicator – Master.

Ted Diers, *Watershed Management Bureau Administrator, NH Department of Environmental Services*

Ted previously served as manager of the NH Coastal Program. Over the past 18 years, he has focused his work on state and federal ocean policy, salt marsh and river restoration projects, assisting in revisions of state regulations, and facilitating numerous planning efforts.

Caleb Dobbins, *State Highway Maintenance Engineer, NH Department of Transportation*

Caleb has been the State Highway Maintenance Engineer for the New Hampshire Department of Transportation (NHDOT) since 2006 and has been with the NHDOT since 1989.

Justin Gamester, *Vice President, Piscataqua Landscaping & Tree Service*

Justin began working at Piscataqua Landscaping during the summer while attending UNH's Business School in 1999, working his way up to the Vice President position and currently is serving on the SIMA Board of Directors.

Todd Hansen, *Owner, Nashua Sand & Gravel*

An advocate for road salt reduction, in 2014 Todd constructed what is believe to be the first salt brine production facility in New Hampshire open to the general public, contractors, and government agencies.



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Heidi (Borchers) Lemay, *Civil Engineer, Hoyle, Tanner & Associates, Inc.*

Heidi is a design engineer working on municipal water, wastewater, and stormwater projects for Hoyle Tanner & Associates. Her Master's thesis at the University of New Hampshire Stormwater Center was focused on finding effective ways to deicing porous asphalt using alternative, as well as reduced chloride deicers.

Patrick Santoso, *Principal, Axiomatic, LLC*

Patrick is a principal at Axiomatic in Portsmouth, New Hampshire. Patrick provides consulting services ranging from snow and ice management, property tax administration, and software development for state and local government agencies as well as Fortune 200 companies. He has been involved in all aspects of salt reduction in New Hampshire since 2008, and has taught the UNH T² Center Green Snow Pro Training program since its inception.

Phill Sexton, *Chief Knowledge Officer & Director of Outreach, Snow and Ice Management Association*

Phill has enjoyed an active career in the Green and Snow Industries for over 25 years and currently serves as Director of Outreach and Chief Knowledge Officer for the Snow & Ice Management Association (SIMA), and is the Founding Principle & Managing Director for WIT Companies.

Bob Taylor, *Owner and Operator, Green Magic Landscaping & Excavation, LLC*

Bob has been a career firefighter/EMT for the town of Windham N.H and also has 30 years of snow removal experience, and has been the owner and operator of Green Magic Landscaping & Excavating LLC since 2004.



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Vendors

All Tables are Shown on Map on Reverse

Henderson Products

Todd Stritzel

(563) 929-0247

tstritzel@hendersonproducts.com

Table #5

Metal Pless

Paul Vanderzon

(819) 362-2221

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Table #5

Nashua Sand and Gravel

Todd Hansen

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Table #6

Safe Surfaces NH

Rick Govoni

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Table #1

SiteOne Landscape Supply

Bill Dixon

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Table #9

LandCare Associates

Scott Walker

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Table #8

Milton CAT

Bethany Courchene

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Table #2

Northeast Turf & Irrigation

James Moreau

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Table #10

Sensible Spreader Technologies

Andrew Jaccoma

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Table #3

SnowEx / Diesel Works

Pam Buckley

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Table #7



