

2ND ANNUAL NEW HAMPSHIRE SALT SYMPOSIUM

The State of Salt Reduction



OCTOBER
21, 2015

WINTER 2014-2015: A RETROSPECTIVE



Source: Rich Beauchesne/Seacoastonline

33 Inches of Snow Most for Nashua Since 1888

Nashua received the most amount of snow in the state during the Blizzard of 2015.

Nashua, NH

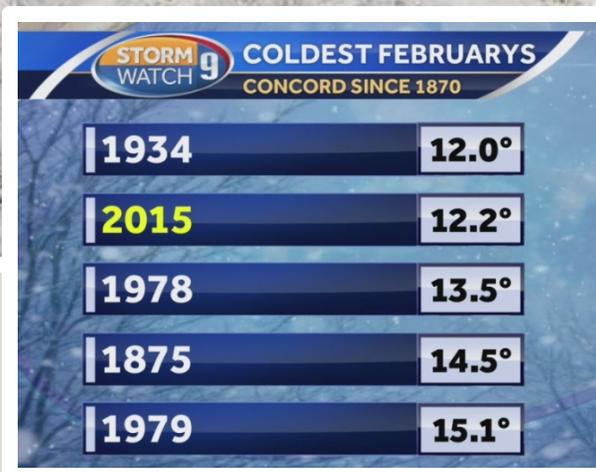
By JASON CLAFFEY (Patch Staff)

© January 28, 2015 | P



Source: Nashua Patch

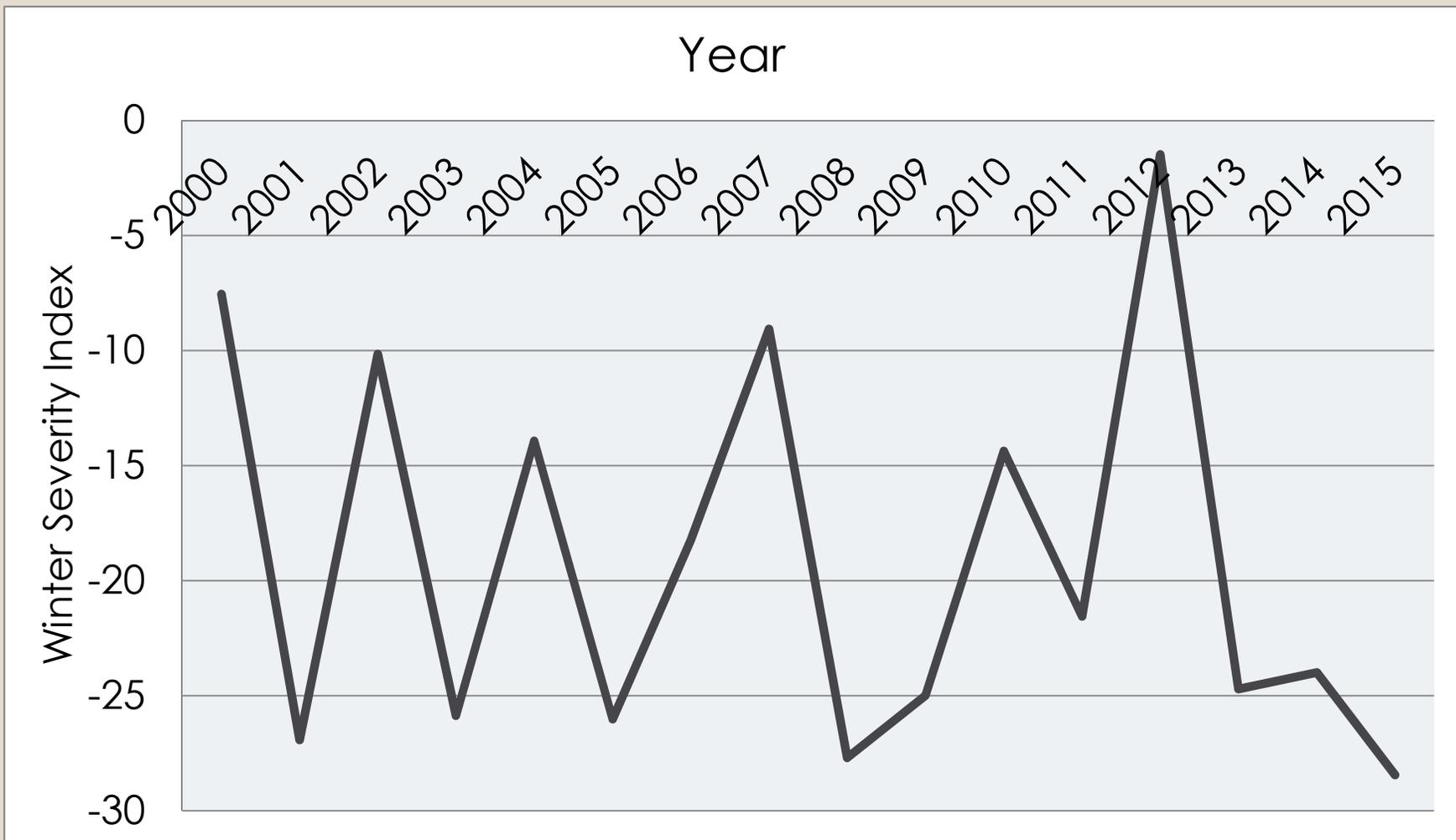
WINTER TOTALS



- Nashua 61"
- Concord 71"

Sources: WMUR; Rich
Beauchesne/Seacoastonline

WINTER SEVERITY INDEX



SEPARATED AT BIRTH?



WHY SALT MATTERS ...



Dead trees &
plants



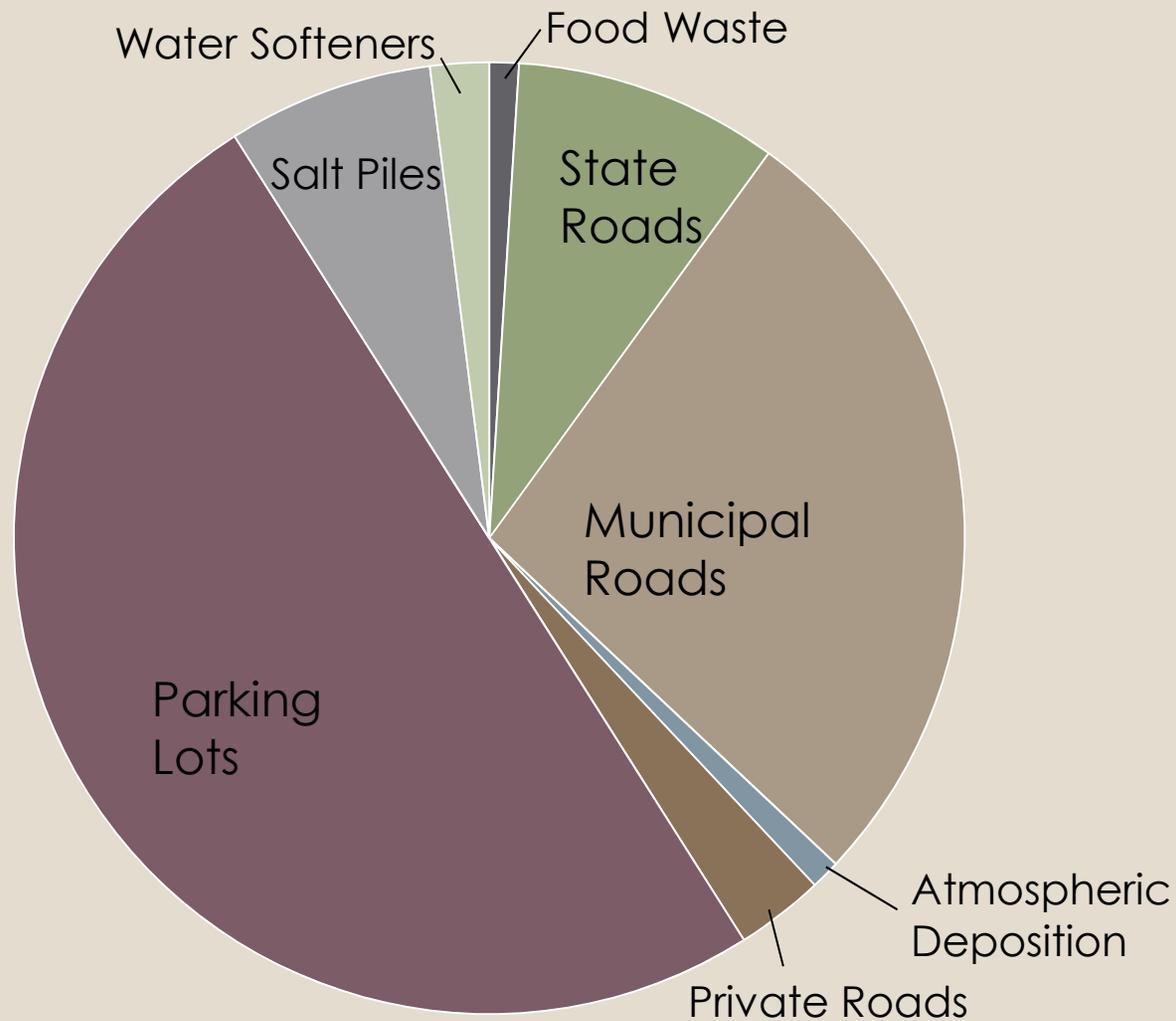
Toxic for fish



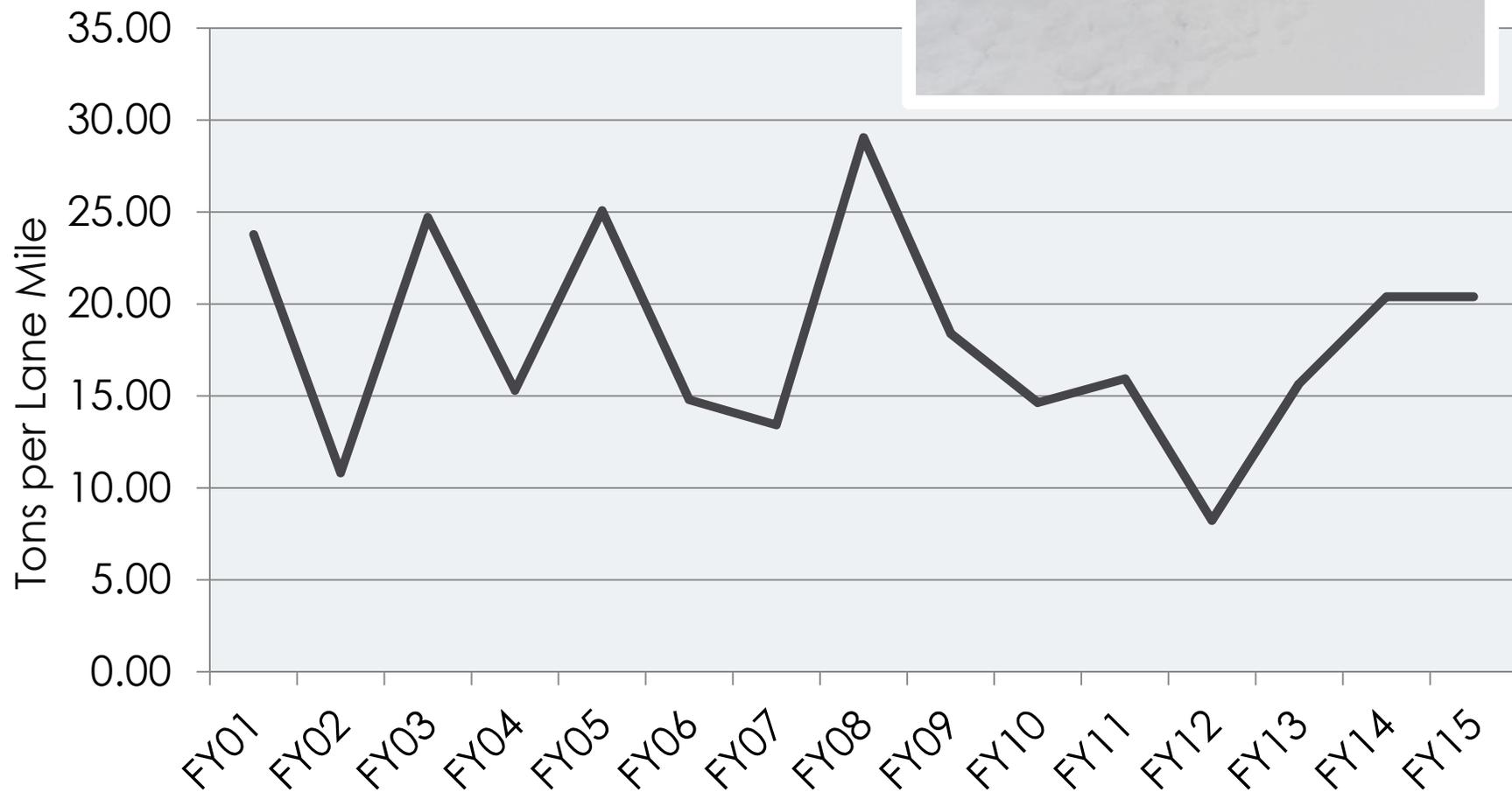
Expansion of I-93
limited

- 41 Salt contaminated streams
- Residential well replacements
- 4 pollution clean up plans
- Other potential limits to development
- Requirements in EPA permits

WHERE DOES THE SALT COME FROM?



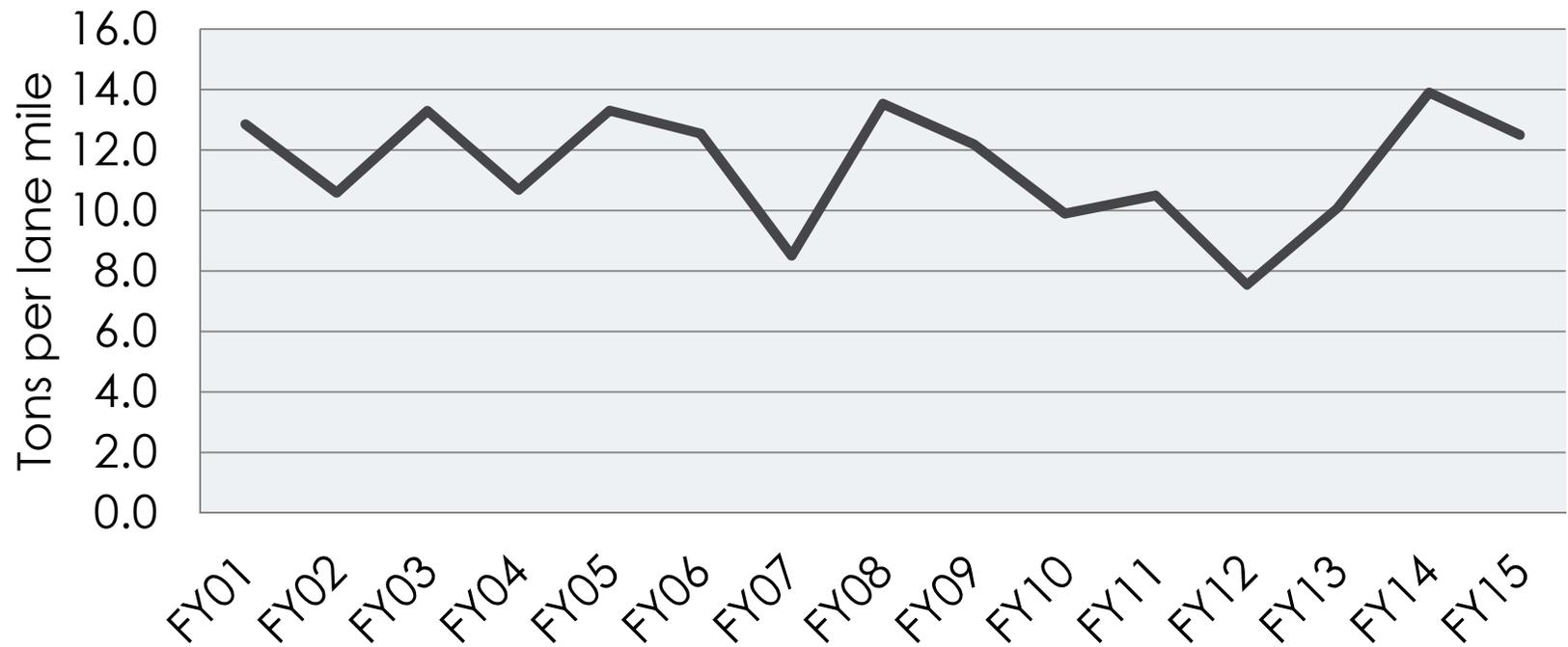
Salt Usage DOT



Salt Usage Municipal



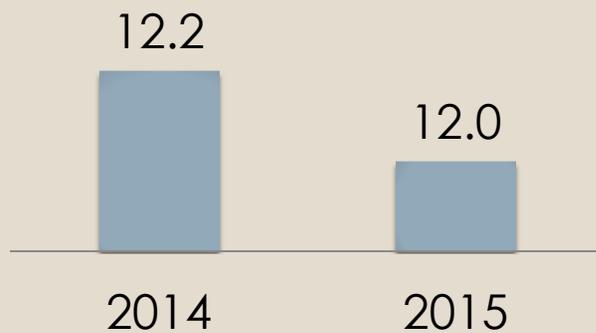
Municipal Salt Usage



SALT USAGE PRIVATE SECTOR

Online Salt Accounting System

■ Tons/acre





PROGRAM UPDATE



SALT APPLICATOR CERTIFICATION PROGRAM

- Improve efficiency
- Reduce costs
- Maintain public safety
- Track usage/documentation
- Improve environmental quality

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DON'T WAIT
Clock's Ticking

If you have suffered an injury from a slip and fall accident, you may be able to get a cash settlement for your medical bills, lost income and pain and suffering, among other losses. Our experienced slip and fall lawyers charge no fee unless you receive a settlement or award. Please contact us toll free 24/7 or online for a free (no obligation) case evaluation.



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Do You Have a Slip and Fall Case?

LIABILITY

WP2

- Green SnowPro is a certification
- Leads to liability protection
- Based on ski-area protections



Slide 16

WP2

Changed GreenSno Pro, to Green SnowPro

Woodbrey, Patrick, 10/16/2015

SALT APPLICATORS BY THE NUMBERS ...

- 472 total certificates issued
- 299 current
- 165 failed to renew
- 140 + new applicators in 2015

GREEN SNOWPRO FEATURED

NEW HAMPSHIRE CERTIFICATION OFFERS LIABILITY PROTECTION

Due to rising concentrations of chloride in New Hampshire waters, the University of New Hampshire's Technology Transfer Center began offering the Green SnowPro training program in 2010 to help reduce the amount of salt applied to roads and parking lots.

The half-day training course combines classroom instruction and fieldwork that focuses on efficient and environmentally friendly winter maintenance practices. Topics include calibration, anti-icing, brine making, pre-wetting, application rates, effective plowing techniques, recordkeeping, environmental impacts, and emerging technologies.

Taking it a step further, the New Hampshire legislature passed legislation in 2013 that would provide incentive for snow professionals to complete the SnowPro training and become certified under the Department of Environmental Services (DES). Beginning in November 2013, commercial salt applicators certified by DES — and property owners or managers who hire them — are granted liability protection against damages arising from snow and ice conditions under RSA 508:22.

To qualify for the liability protection, contractors must:

- ▶ Successfully pass the SnowPro exam.
- ▶ Apply annually for certification (no cost).
- ▶ Complete a two-hour refresher course every two years. SIMA's Advanced Snow Management courses (Core Principles, Plowing Operations, Sidewalk Operations, and Ice Management) have been designated as approved refresher training courses.
- ▶ Report annual salt use to the state. Companies must also track per-storm data, including site visits, target application rates, weather conditions, and use of recommended best practices. The state offers a free salt accounting system website for recordkeeping.

Patrick Woodbrey, salt reduction coordinator for the DES, says more than 600 contractors have taken the training and currently more than 350 have been certified. He notes that it's too soon to quantify the certification program's success since DES only has one season's data available.

The Green SnowPro training website offers more details on the programs as well as various free resources, including application rate and calibration worksheets, best management practices, and winter maintenance manuals. Learn more at www12.unh.edu/green-snowpro-training-and-certification. ☺



WORTH ITS SALT



"I've been able to come up with averages and have created applicator checklists for each account that gives them direction on the type of treatment and amount of product to be used."

Continued from page 17
strategy comes, he says, when considering variables like subzero temperatures, levels of service expectations, and the salt supply challenges that have wreaked havoc on the industry the past few years. The company's stockpile dwindled in February when its vendors reduced their available supply.

"We're now keeping much better records than we did in the past and are trying to fine-tune material usage on each site. I've been able to come up with averages and have created applicator checklists for each account that gives them direction on the type of treatment and amount of product to be used," he says. "If they're using more or less, right away that's a red flag. It all comes down to training and proper equipment use."

Another change DuBreuil implemented over the past two to three years to help the company meet its reduction goals and keep sites cleaner was to begin using primarily treated salt instead of the market's preferred sand-

Continued on page 20

Gerry Dubreuil & Belknap Landscape

April issue of Snow Business Magazine



Hot Topics Revolutionary War battlefield threatened • Granville restaurant closes • Adirondack census figures • Farnle

Take a hike

Workshop on demographic trends in the Adirondacks

Bi-partisan bill by Kirsten Gillibrand, Rand Paul and Booker on medical mariju

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Lake George Salt Summit

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September 29, 2015 12:26 am • By Amanda May Metzger

(0) Comments

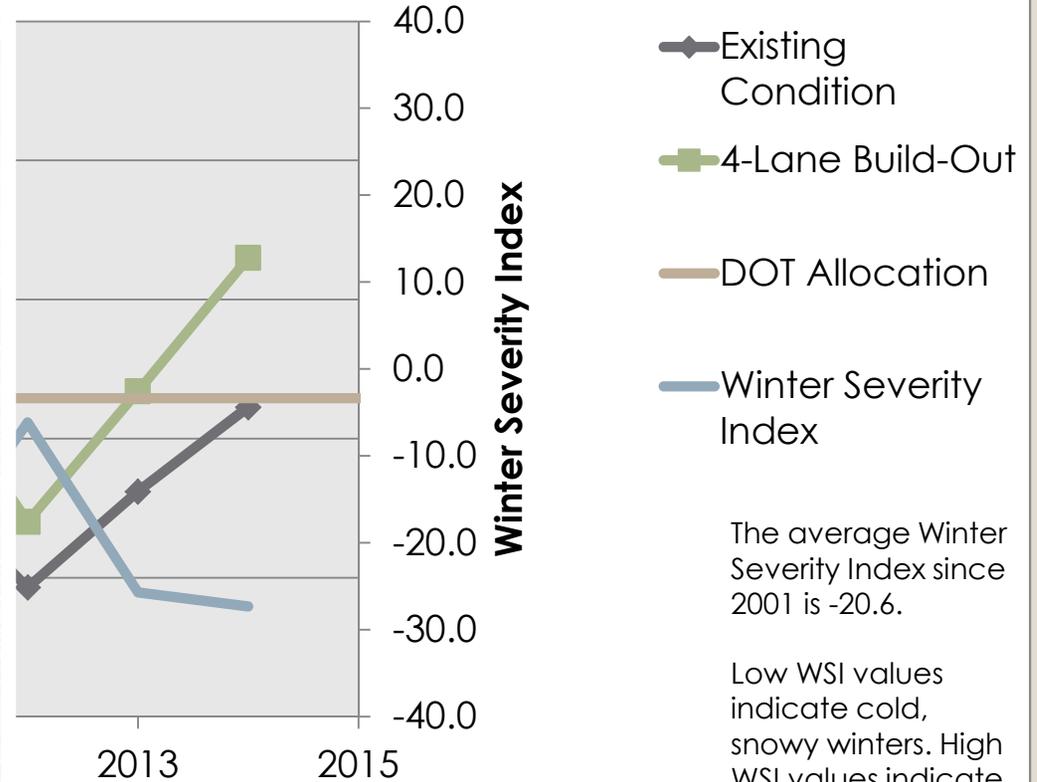
There was a great mix of technical info and policy ideas shared at the first Lake George Salt Summit on Monday.

I learned a lot about the basic chlorides -- sodium chloride, calcium chloride and magnesium chloride, and the difference between anti-icing and de-icing. Anti-icing is applying a compound, like a salt brine, to the pavement before a snow event to prevent the ice-pavement bonding and de-icing would be after in an attempt to break that bond. Proactive anti-icing can drop the costs of treatment

IS IT WORKING?



**Brook Watershed
Projected Salt Use on State Roads**



The average Winter Severity Index since 2001 is -20.6.

Low WSI values indicate cold, snowy winters. High WSI values indicate mild winters.

UPCOMING ISSUES

- Program funding
- 5 years since the original sessions
- Refresher opportunities – SIMA, UNH, Salt Symposium
- Accounting – for your own sake
- Suggestions?



355-

355- Rotary at Summit of Salmon R. Hill