



We have tried this \$&%# and it Does Not Work!

Wait - What Did You Say?

- ➢ If you use Liquid's, you will save \$\$\$ and faster results
- > If you use Liquid's you use less salt, you will do less damage to the infrastructure
- If you use Liquid's & less salt, you will do less damage to your equipment
- Use less salt with Liquid's & it is better for the environment





CALIBRATION

- Calibration will result in consistent applications of materials
- Training of Team members, everyone on the same page – visual applications
- "Buy-In" is essential for accurate training / tests / learning
- Accurate data for comparing materials

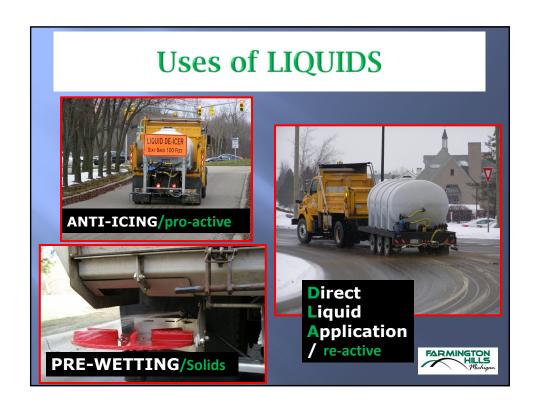


Liquids



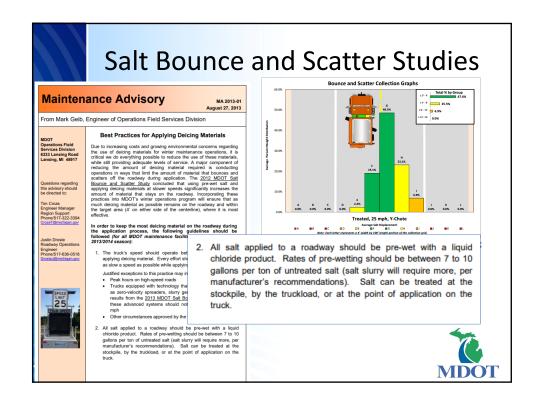


























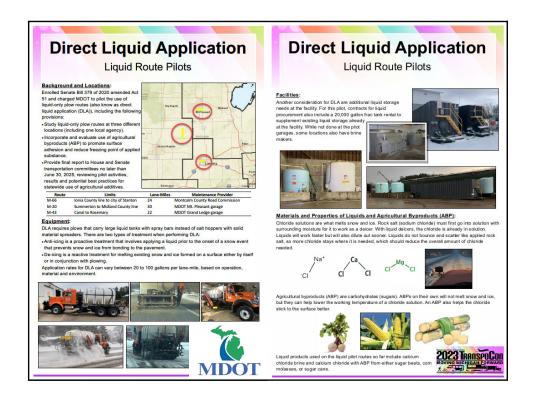
DLA- Direct Liquid Application

- Use on Freezing Fog, light snow events
- Use when pavement temps are 20 deg. and rising
- Completed entire routes with DLA
- Water main breaks, with blends
- Use less granular, liquid already in de-icing mode
- Consider route completion and cycle time
- Always pre-wet your granular (Pump Output)









MDOT Direct Liquid Pilots

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Route	<u>Limits</u>	Lane-Miles	Maintenance Provider
M-66	Ionia County line to City of Stanton	24	Montcalm County Road Commission
M-20	Summerton to Midland County line	30	MDOT Mt. Pleasant Garage
M-43	Canal to Rosemary	22	MDOT Grand Ledge Garage

- · Legislative Mandated Pilot
 - Liquid only plow routes...aka Direct Liquid application (DLA)
 - Evaluate Agricultural Byproduct (ABP)
 Additives (inc liquid sugar beet ABP)
 - Pilot in at least three (3) test locations
 - Include at least one (1) local road agency
 - MDOT to provide report by June 2025
- Two or Three Winters so far (2 more left).
- Keep same Level of Service at Salt Routes



MDOT Direct Liquid Pilots

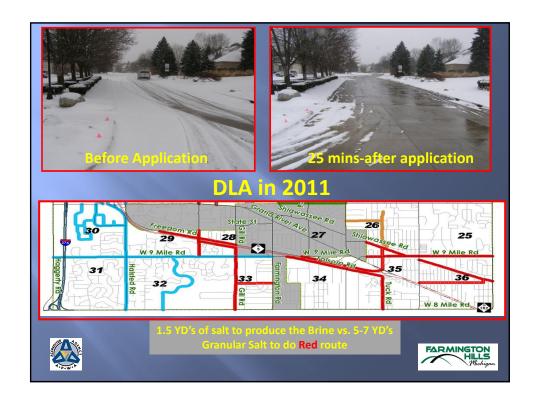
- Liquids Used:
 - (FY23: 290K gal; FY22: 282K gal FY21: 69K gal)
 - Calcium Chloride Mineral Well Brine (MWB)
 - Calcium Chloride with ABP

(ABP: Sugar Beet, Corn, or Sugar Cane based

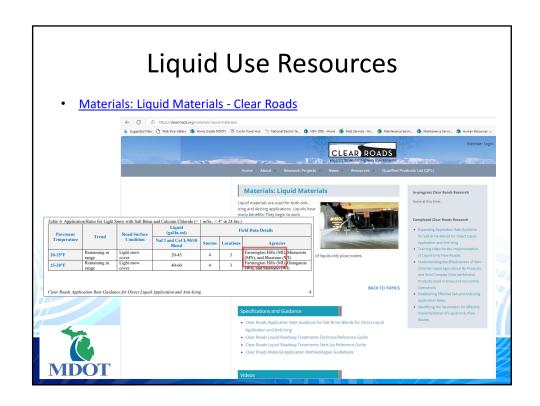


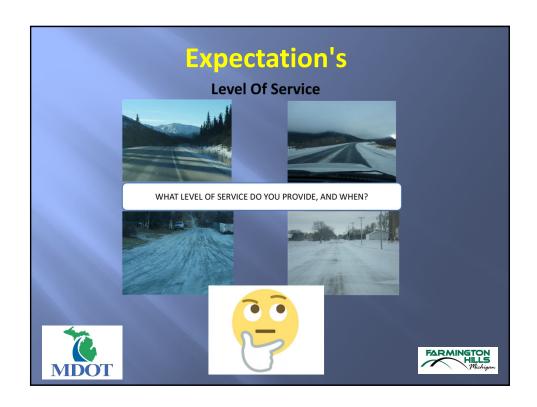
- Observations to Date:
 - Liquids work fast, but not as long
 - · LOS can be met with DLA
 - ABP liquids best for anti-ice and colder temps
 - Success with blending MWB with ABP liquid
 - Higher rates needed in cold temps and nighttime
 - Liquids more expensive than Salt (ABP especially)





























Farmington Hills, MI-Lessons Learned

- Walk before you run Shared Services / Vendors
- Careful of over promising clear roads 24/7 Expectations
- Staff #1 resource Train, Train, Train, Empower, Buy In
- Network don't reinvent the wheel, attend webinars, conf's
- You will fail Learn from your tests & pilot programs
- Brine is the most forgiving- if starting a program or blending. When used with organics can help environment.
- Brine is a cost-effective way to start with liquids
- Communicate and take the time to tour other municipalities



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BRINE/BEET IN OUR PROGRAM

- Reduced annual granular salt use (40% 50%)
- Prior to 2006 used straight calcium (Wixom,MI)
- High year before liquid = over 9,000 tons/yr.
- 2013 snow-mageddon only 6,400 tons used
- Avg. annual use about 5,000 tons
- Production of 100,000 gallons of brine in 2007 to current up to 200,000 + gallons depending on weather & Shared Services....
- 2007 Beet \$3.07 a gallon / 2020 average \$1.65
- Keep in mind most Brine 85-80% –Beet mixes 15-20%



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