

VSI

bv **BOSS** SNOWPLOW

Jordan Smith

Snow Contractor

Liquid Enthusiast

Entrepreneur

Snow Industry Friend



Problem:

Contractors need to get parking lots to a safe surface, **quickly**. In order to achieve fast results, salt is **drastically overapplied**.

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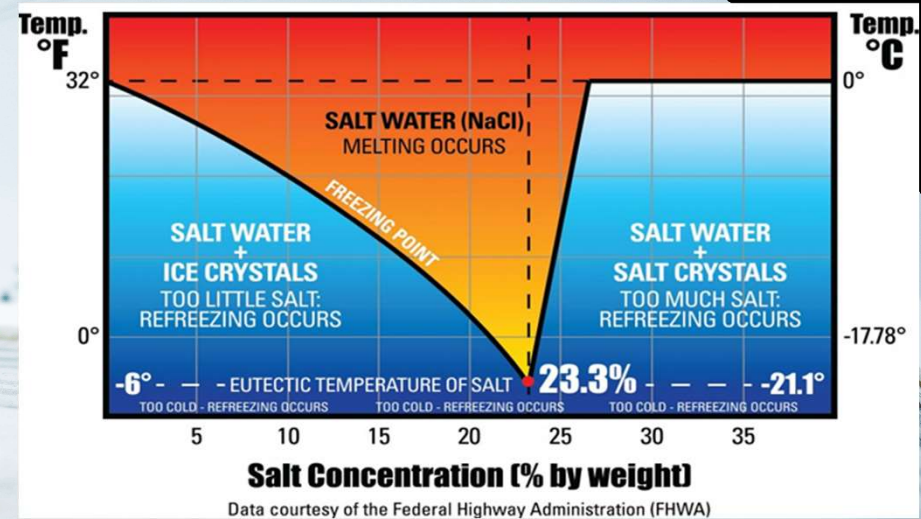
Solution:

To speed up results of a safe surface, **skip the phase change** of rock salt to brine. Applying brine directly to the pavement allows the **appropriate amount** of salt to be used.



Science and Uses of Liquids

- Eutectic point of salt brine
- Endothermic and exothermic reactions
- Bond prevention
- Stability in solution for storage
- Dilution concerns





Materials Savings



30% - 35%

Pre-Treatment

- Prevent bonding
- Better mechanical scrape

35%

Pre-Wet Salt

- Less bounce and scatter
- Immediate results

Up to 70%


Direct Application

- Remove residual
- Wide range based on conditions

Additives

- How they work
- Benefits- corrosion reduction, tackifier
- What to look for
- What we like and what we don't
- Ratios to blend
- Lowered freeze point (-30°F)





**Liquids
are
NOT...**

Magic


Rock salt turns into brine. Won't overcome poor mechanical removal.

Best for ALL Weather Events

Rain, sleet, mixed precipitation can be a challenge.

The S Minds

Method
the past
updated
advance
Embrace



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The Same Mindset

Methods used in
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Embrace change.

C Inve

CapEx is
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The Same Mindset


Methods used in the past must be updated for advancements. Embrace change.

Cheap Investment

CapEx is higher than salt spreaders. More planning may be involved.

Failure

Learning experience be subs




Liquids are NOT...

Cheap Investment

CapEx is higher than salt spreaders. More planning may be involved.

Failure-Proof

Learning and experience cannot be substituted.



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Failure-Proof

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Why Should You Consider Liquids?

**Time Accelerant to
Safe Surfaces**

Cost Savings

Efficiency and
Effectiveness



Environmental
Impacts

Regulations

Information and
Education

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Key Features

- Solutions based
- Auto Rate Control
- 3 Lane Boom
- Volume
- Self Fill and Pump Out
- Tracking and Reporting
- Sidewalk Support
- Sidewalk Equipment
- Partner Company

How Will Liquids Affect My Business?

- Differentiator from competition
- Better looking properties
- Where to start? Sidewalks, specific accounts, baby steps
- Driving demand from property owners

Selling to Property Owners

- Proactive vs Reactive
- Cleaner for interior and exterior
- Increased safety, reduced liability
- Preservation of landscaping and turf
- SwiM Certified vs Not Certified
- Hidden Costs of Salt: \$800- \$3,000 per ton applied!
- No reduction in service contract pricing



CHANGE



A Better Way to Bare Pavement

- Regulation (grant and loan programs)
- Customer Demand (scope req's)
- Heavy equipment
- Snowrators
- Liquids
- Labor shortages and automation
- Technology and communication



Scan this code for a copy of
the presentation and more
information on liquids!



Thank you to **Levan Machine &
Truck Equipment**

Lisa Schaeffer
Lschaeffer@levanmachine.com
Ph: 610-944-7455

Jordan Smith
jordan.smith@bossplow.com
Ph: 507-252-3033