

The Great Western News

January 2010

Slippery Season

Ask Mr. Janitor :

After overnight snows, we come in extra early to plow and spread ice melt. However, when people start to arrive, our walks are often still slippery because the ice melt has just barely started to work. Any ideas on how to improve that?



Mr. Janitor Answers :

If you do not want to come in even earlier, you need a faster acting ice melt. There are many different ice melts on the market with different melting properties. Talk to the folks at Great Western. They carry many different ice melts. They can help you choose one that will work best for your situation.

The question Mr. Janitor answered is important. Keeping your facility's grounds safe in winter weather is essential. Ice melt can play a major role in preventing slip-and-fall accidents because it can rid your surfaces of ice. Falls can be a huge liability issue. The judgment on your company from just one slip-and-fall accident could buy a lot of ice melt. This winter has brought a surprise to the Midwest. We have had several early doses of snow and ice. If used properly, ice melt can be our best friend on these nasty winter days.

Here at Great Western, we stock several different ice melts. Many of the ice melts we carry are coated with an accelerant to help increase the speed of melting. This is an important consideration when you need to get your walks clear quickly. Also, many of our ice melt products have colored coverage indicators in them so you can see how you are spreading the product. Many people use too much. Check your label instructions for spreading instructions and use a spreader of some kind to properly and evenly spread your ice melt.

Perhaps the most important step in using ice melt properly is to have your people go back out a short time after spreading the ice melt and shovel or plow the melting snow and ice off your walks. Too many places do not do this. They simply spread the ice melt, and then they forget about it. The ice melt does its job. It melts the snow and ice to a liquid and slush mixture. However, if this slush mixture is not removed from your walks, it will re-freeze and pose a real danger to those using your facility. After you spread your ice melt, go back out after a while and remove the slush mixture and keep your facility safe.

One of the best values in ice melt is a product named *Triple Melt*® with *Activar*®. *Triple Melt* has a colored coverage indicator to help you see your application coverage. *Triple Melt* also contains *Activar* which is a patented accelerator to greatly speed the melting process. *Triple Melt* with *Activar* begins the melting process as soon as it hits the snow and ice and will melt ice in temperatures as low as -15 degrees Fahrenheit. It will not harm concrete or vegetation when used according to label instructions.

Great Western carries *Triple Melt* along with other ice melts with different ingredients and characteristics. We will have an ice melt to meet your needs.

No matter which ice melt you use, remember to go back out after a short time to remove any slush to prevent it from re-freezing.

If you have any questions about the ice melt products we carry, please give us a call at our Davenport office at 563/445-6644 or in the Cedar Rapids area at 319/395-0445.

TRIPLE MELT®

WITH ACTIVAR®

*In a market full of "me too's,"
Triple Melt® w/Activar® stands above the rest.*

Activar®

Over a two year period, Ossian Inc. completed over 1000 ice melting tests in developing **Activar®**. This patented agent (US# 6,039,890) greatly accelerates the conversion of dry ice melting salts to a melting brine. **Triple Melt® w/Activar®** will start melting faster and melt more than any other similarly formulated blend on the market today.

Superior Melting Speed

Activar® speeds the conversion of dry ice melting salts to a liquid brine. This process results in faster melting action and a safer surface in less time.

Blue Coverage Indicator

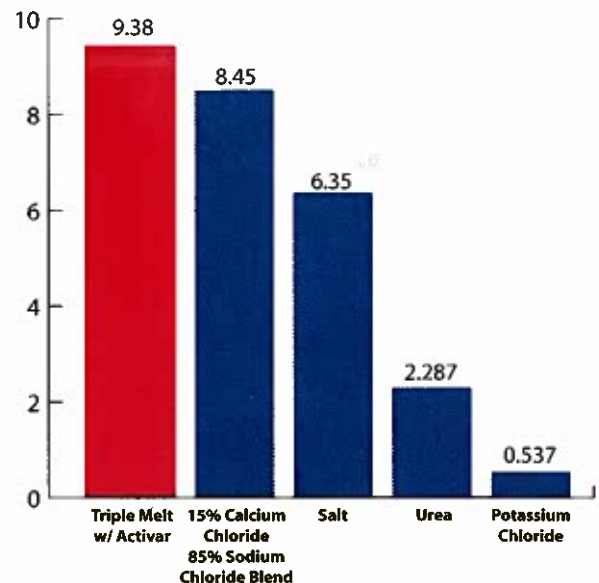
Triple Melt® w/Activar® contains a water soluble non-staining coverage indicator, making it easier to see when spreading.

Sub-Zero Melting

Triple Melt® w/Activar® contains 10% calcium chloride Xtra, providing low temperature melting without the cost.

Performance

Exhaustive testing shows that **Triple Melt® w/Activar®** simply outperforms the others. Ossian Inc. utilizes strict SHRP* melting standards when developing and comparing the melting performance of our products with the competition. The results show, time after time **Triple Melt® w/Activar®** out performs each of its competitors. Testing data is available and we welcome comparisons.



* Ice Melting comparisons are measured in milliliters using the testing method established by the Strategic Highway Research Program H-205.1. Ice Melters were tested at 15°F for 20 minutes.

Triple Melt® w/Activar® is coated using patent US# 6,039,890 by Ossian, Inc.
Triple Melt® Liquid patent pending.