

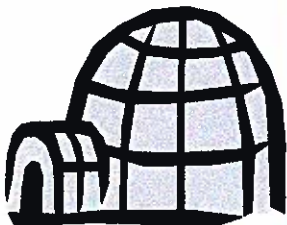
The Great Western News

September 2008

Ask Mr. Janitor:
I have read that many experts are expecting another long, cold and wet winter. I have also heard that salt and ice melt may be in short supply. What is happening?



Mr. Janitor Answers:
The salt and ice melt manufacturers are telling us that if we have anything except a somewhat mild winter regarding ice and snow fall, salt and ice melt will end up in short supply.



Another “Never-Ending” Winter?

Let's be honest, no one knows what the coming winter has waiting for us. Most predictions suggest that the coming winter will be another long, cold and wet winter. The meteorologists cannot be sure what awaits us this winter. However, most of them say we can expect a “traditional” winter. If these predictions even come close to being accurate, that means we will have more than our share of ice and snow this coming winter, just like last winter.

Here is something we do know. If we get more than a moderate amount of snow and ice during the coming winter, after the first few snows, ice melting products will likely be in short supply. We have been advised by the manufacturers of ice melting products that there are not enough raw materials to satisfactorily handle another winter like last year. The issue is not that the ice melt manufacturers will not make or do not want to make ice melt products. The real problem is that they cannot get enough raw materials to make enough ice melt products to satisfy the demands of another winter like last year. If we have a mild winter with moderate amounts of snow and ice, this is all unimportant because there will be plenty of ice melt for everyone.

We are discussing this in September because right now, ice melt products are in good supply; and we at Great Western are having a pre-season ice melt sale. This is a good way to save some money and to get a supply of ice melt on hand before the first snow. Simply place an order with Great Western during the month of September. You do not have to take shipment of your ice melt order until October 31. By doing this, you can save some money and be assured of having a supply of ice melt on hand when the first snow hits. Just remember, to take advantage of the sale, orders must be placed within the month of September. When the pre-season sale is over, prices will go up on October 1. Take advantage of this pre-season sale to save and to be prepared.

Let's take a brief look at some of the ice melt products offered by Great Western. First up are the liquids. The best way to fight a winter storm is before it hits. Liquid ice melt applied to sidewalks and traffic areas, prior to a winter storm, prevents the bonding of snow and ice to your concrete. By preventing this bond from forming, less effort and labor are required for snow and ice removal after the storm. Liquids are very effective and very economical in use. Many of our state departments of transportation use liquids on our interstate highways. Liquids are available in 5 gallon containers and in 250 gallon totes. If you are interested in liquids, please give us a call. *Pro-Link® Blue* is a dry ice melt that melts to -5° . *Pro-Link® Blue* works fast and is very economical. It is available in 40 lb. pails and 50 lb. bags. *Triple Melt®* is a dry ice melt that melts to -15° . *Triple Melt®* works very fast and features the ideal balance of performance and a reasonable price. It is available in 50 lb. bags, 100 lb. drums, and 1,100 lb. bags. *Pro-Link® Plus* is a dry ice melt that melts to -25° and works extremely fast. *Pro-Link® Plus* is made with the only formulation that can claim to melt ice and snow at -25°F and can also have a greening effect on vegetation in the spring. Because it is so effective, it is spread thinner using less product than other dry ice melts. It is available in 40 lb. bags and 100 lb. drums.

Take advantage of our pre-season ice melt sale. Get your orders to Great Western by September 30, 2008 with delivery as late as October 31, 2008.

If you have any questions or to place an order, please give us a call at our Davenport office at 563/445-6644 or in the Cedar Rapids area at 319/395-0445.



Blue Ice Melter

The Melting Power of an Expensive Blend Without the Cost

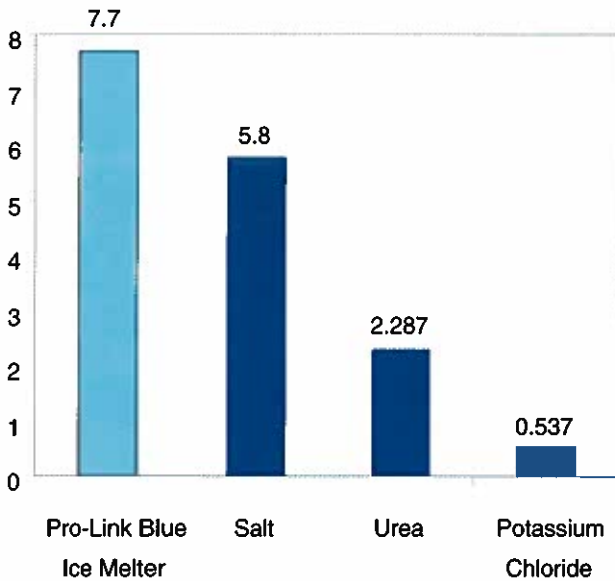
Melts faster - PRO LINK Blue Ice Melter is coated with a patented accelerating agent to melt faster. **which means...** it gets to a safe surface faster than other blended ice melters.

Melts more - Laboratory tests demonstrate PRO LINK Blue exceeds the melting power of a 25% Calcium Chloride, 75% Sodium Chloride blend - **which means...** PRO LINK Blue Ice Melter has the melting power of an expensive blend without the cost.

Easy to apply - PRO LINK Blue has a blue coverage indicator. - **which means...** it is easy to see when applying ice melter on white snow or ice.

Easy to store - PRO LINK Blue contains anti-caking agents. - **which means...** PRO LINK Blue Ice Melter does not lump or cake in storage, common to most ice melters.

Inexpensive - PRO LINK Blue Ice Melter performance far exceeds those of traditional ice melters without the cost.



Ice melting comparisons measured in mL using the testing method set up by the Strategic Highway Research Program H-205.1. Ice melters were tested at 15 F for 20 minutes.

APPLICATION

Sprinkle sparingly over icy surface about 1/4 to 1/2 cup per square yard. Spread product evenly; do not pile. When the bond between the ice and surface is loosened, the slush and water should be removed to prevent re-freezing. Product may be applied before or shortly after snow begins, to assure easy removal of snow and prevent ice build up. In snow deeper than two inches, all deicers are impractical. Shovel or plow first, then spread granules to melt any ice layer or hard packed snow left behind.

PACKAGING

ITEM
50lb/22.7kg Bag (EBL00)
50lb/22.7kg Carton (EBL05)

Dispose of container and unwanted product as permitted by all local, state/provincial and federal requirements. Please recycle when possible.

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