

# Essentials of Salt Management Training O v e r v i e w

**The Smart About Salt Council (SASC) is a not-for-profit organization offering award-winning training for winter maintenance contractors, facility owners & operators and others in the hopes that leading practices are adopted.**

Our training for professionals can:

- ✓ Help to reduce the costs of winter maintenance
- ✓ Help to provide a defense against legal claims
- ✓ Help to differentiate good contractors from others
- ✓ Help reduce the impacts of salt on infrastructure
- ✓ Help improve client and customer relations
- ✓ Support the environment and drinking water resources

## Program Format

Training is offered online in English and French and in-person in the classroom. For classroom seminars we typically start at 8:30 am and finish by 4:30 pm having taken a break for lunch.

## Curriculum

The Essential of Salt Management course consists of thirteen modules:

### 1. Smart About Salt Council (SASC) Overview

This module introduces the course and explains the Smart About Salt program and its requirements for individual certification and organizational accreditation.

### 2. Salt and the Environment

This module explains the effects of excessive chlorides (salts) on soil, vegetation, surface water and its biota, wildlife, and groundwater. It explains environment concerns, and provides clear actions to improve salt management and introduces the principles of the 5 R's of salt management.

### 3. Weather

The weather module focuses on how weather forecasts can be used to improve business practices.

### 4. Principles of Ice Formation

This module describes how ice forms and explains the principles of dew point as it relates to frost and 'black ice'. It also covers snow drift management, the importance of water management at facilities and the importance of pavement temperatures to snow and ice control decision-making.

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## 5. Mechanical Snow Removal

This module discusses the role of mechanical removal and the role of chemicals. The module covers the wide-variety of equipment that is useful to winter maintenance.

## 6. Salt Science

This module explains why and how salt works as a de-icing media, what is a freeze point depressant, why we use salt, the phase diagram, the role of brine, and the importance of proactive snow and ice control.

## 7. The 5 R's of Salt Management

This module considers the right material, the right time, the right amount, the right places and how to retain work.

## 8. Liquids

This module explores anti-icing, pre-treating, pre-wetting, direct liquid application and the production and use of liquid deicers.

## 9. Calibration

This module discusses the importance of calibration, how to calibrate equipment, how often to calibrate, and the importance of documentation.

## 10. Application Rates

This module discusses what are reasonable application rates, the importance of multiple rates, how to calculate services areas, how to calculate application rates and how to apply the right amount of salt.

## 11. Materials Storage and Handling

This module discusses the problems with poor storage, what are the characteristics of a good storage facility, good and bad salt handling procedures, and the importance of good housekeeping.

## 12. Risk Management and Record Keeping

This module explains where risks may come from, the importance of managing risk, how to manage risks, the importance of keeping good records, and shares some practical resources.

## 13. Site Assessment

This module aims to teach how to create a site plan for winter maintenance operations, how to estimate the amount of materials required to complete winter maintenance operations safely, and how to identify hazards.

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## 14. Putting It All Together

This module provides a review of key points, explains the steps to a good winter operation, what is involved in getting organized, how to analyze a site, materials handling, the key step to fighting a storm, and the importance of record-keeping.

## Who Should Take Smart About Salt Council (SASC) Training?

The training offered by Smart About Salt is geared to people working in the snow and ice control business. Contractor managers, supervisors and operators will benefit from the course. Facility managers that control winter operations and hire and direct snow and ice contractors should be trained to best understand the business of snow and ice control. Risk managers will learn about winter related risks and how these can be managed as well as the challenge contractors face because of poor site design.

## What Do I Get from the Smart About Salt Council Training

- ✓ You will better understand snow and ice control leading/best practices
- ✓ You will better understand how to identify and manage winter risks
- ✓ You will learn about how to properly use and manage salt
- ✓ You can become Smart About Salt certified and/or accredited.

## Registration and Fees

You can register quickly and easily for any Smart About Salt Council training effort online at [www.smartaboutsalt.com](http://www.smartaboutsalt.com).

The in-class “Essentials of Salt Management” training course is offered for \$375 plus applicable taxes.<sup>1</sup>

The online course available in English and French is \$375 (plus applicable taxes)<sup>2</sup>. It takes an average of 15-30 minutes to complete each of the training modules offered.

## For More Information

To learn more about Smart About Salt Council (SASC) and our award-winning and unique programs and services please visit [www.smartaboutsalt.com](http://www.smartaboutsalt.com).

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<sup>1</sup> A minimum of twenty (20) registered paid students are required for an in-class training course to be offered.

<sup>2</sup> The online training module are offered for \$25 each (plus applicable taxes) however there is also a summary and exam module which is necessary for certification available for \$50 (plus applicable taxes). There are no time limits on the online training modules.