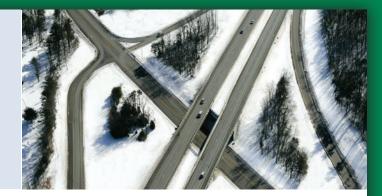


A CARGILL CASE HISTORY: SCOTT COUNTY, MN

ClearLane enhanced deicer



ClearLane® Enhanced Deicer Cuts Labor and Material Costs in Scott County, MN

Like many cold weather road departments, Scott County Public works in Minnesota knew about the benefits of prewetted salt. What's more, they tried to create their own pre-wetted mixture. And, like so many other counties have discovered, the bottom line never made sense. The results were good, but the cost, effort, and storage issues that came with making pre-wetted material couldn't justify the return.

"We knew pre-wetted salt worked better, what we didn't know is what an economic drain it can be compared to the ClearLane® product from Cargill Deicing Technology," said Greg Felt, project manager for Scott County Public Works.

"I first came across the ClearLane® product in Washington County, Minnesota. Seeing the results, I put it to use in Scott County around 2003, and found it to be superior to our own mix," said Felt. "We could only mix small amounts at a time, due to limited storage space. That alone caused problems. Plus, it took a lot of time and materials to create pre-wetted salt on our own. Now that we use the ClearLane® product, we don't have any of those problems, and it costs less."

Felt added, "Looking at the financial numbers, the ClearLane® product is a big winner for us. In Scott County, we're center-dropping about 35% to 40% less material on the roadways compared to salt. Because ClearLane® enhanced deicer is more effective, we don't have to put as much down. This saves material costs and labor costs, especially in busy years like 2009. In a typical January, we have thirty-five events, this year, we had fifty."

"Another benefit to the ClearLane® product is that it melts ice even when it's extremely cold out. ClearLane® enhanced deicer works at temperatures well below what salt can handle," said Felt.

In 2009, harsh winter conditions required Scott County to apply 9,500 tons of the ClearLane® product to their 737 paved lane miles, their largest amount ever. In past seasons, they averaged about 8,000 tons. "If we could have got 11,000 or 12,000 tons, we would have used that too. The demand for the ClearLane® product is just so great; it's not unusual for it to sell out. Next year, we'll do our best to get all we can," said Felt.

Cargill Deicing Technology 24950 Country Club Blvd. Suite 450 North Olmsted, OH 44070 phone: 800-600-SALT (7258)

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