


# Geomelt Products

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# Current Situation

- Due to heavier than usual snowfall for the past two years, there is a general salt shortage in the Midwest. Rock salt is coming from as far away as Chile and Bermuda to meet demand.
- As a result, Illinois prices per ton of rock salt have increased from 3-5x from a year ago. Current prices are \$125-\$150 per ton for bulk rock salt.
- *We will end this season with just enough salt to get by. There will be little or no carryover for next year.*

# Current Situation

- For a variety of reasons, “triple melt” deicers using potassium, magnesium and calcium chloride are increasing in price.
- More focus is being placed on the amounts of deicers we use and how they affect the environment, especially water quality.
- Public safety and the reducing “slips & falls” remains a high priority for campus staffs

# What is Geomelt?

- *Geomelt is an organic carbohydrate that is a by-product of sugar beet production. It is not toxic or harmful to the environment and is made in the Midwest.*
- *Geomelt is used to treat rock salt and other chlorides used in deicing. Geomelt effectively enhances the melting capability of chlorides, while at the same time reducing their corrosiveness. Geomelt also improves the “residual” effect of chlorides, making it possible to use 25-30% less ice melt as compared to other products.*

# Do Geomelt Products Have Any Other Properties?

- They will not permanently stain carpets or flooring.
- They will not track or leave powdery residues.
- They are safe to use; they do not harm people, plants or pets.
- They are safer to use on concrete than other deicers and will increase the life of snow removal equipment.

# Why Are Geomelt Products Superior to Other Ice Melters?

- *They melt snow & ice to -20F. Most others stop working at +5-10F.*
- *They don't use chemicals that harm the environment or need high amounts of energy to be produced; e.g. calcium chloride or urea.*
- *Studies from Iowa State University show salt treated with “agriculturally based accelerators”, to be least harmful to concrete surfaces. CMA & MgCl are two of the worst.*

# Why Are Geomelt Products Superior to Other Ice Melters?

- *They can be combined with a patented corrosion inhibitor, reducing the corrosive effects of salt by 90-95%.*
- *They are available in multiple package sizes, from 20# bags to bulk semi loads.*
- *They are “stable” in liquid form; they will not ferment, gel or separate when combined with chlorides*
- *Geomelt products are manufactured in Western Illinois, making 1-2 day delivery possible.*

# Where are Geomelt Products being Used ?

- *The Village of Algonquin*
- *The Village of Arlington Heights*
- *The City of Aurora*
- *The City of Barrington*
- *The Village of Batavia*
- *The City of Chicago*
- *The College of DuPage*
- *The College of Lake County*
- *The City of Elgin*
- *DuPage, Lake & McHenry Counties*
- *Governors State University*
- *The Village of Palatine*
- *The Village of Mt. Prospect*
- *The Village of Oak Park*
- *The City of St. Charles*
- *Standard Parking at Children's Hospital*
- *The University of Chicago*



# What is the Current Geomelt Product Availability and Pricing?

- *Even with our higher sales volume, we are meeting client requirements on orders and deliveries.*
- *There is no shortage of Geomelt and prices are stable.*
- *We have established a new carrier relationship that we believe will offer better service at the same or slightly lower prices.*
- *We are establishing a new terminal location that allow us to continue quality service as our customer base expands.*

# Which Geomelt Products Might Be Best for Your Needs?

- *Geosalt – Geomelt treated rock salt that's ideal for deicing roadways, parking lots, and areas with low pedestrian traffic. Works to -25F.*
- *Ecosalt – higher grade salt pellet treated with Geomelt. Ideal for high traffic pedestrian areas. Works to -20F.*
- *GeoS – a liquid anti icer that can be sprayed onto roadways to eliminate re-freezing of melting snow & ice. Works to -20F.*
- *Geo K – a liquid anti icer that contains no chlorides. Eliminates re-freezing to -40F.*

# Want To Learn More?

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