

Minutes of PNS Open Meeting

October 18, 2001 meeting:

Call to order at 1:00 pm PDT Dan Williams. Welcome and Introductions. Sign up sheet passed around.

Review minutes of last open meeting held on May 29:

- Item 4, Bid Specifications Update, 2nd line; Change the "TOD" within the parenthesis to "COD".

Old Business -

Associate Membership Update - Dan Williams

- The list currently contains 62 members and is posted on the PNS web site, however there are new folks who have signed in. The list will be updated and reposted.

Multi-State bid - Robert Paulson and Jack Manicke

- Robert mentioned that Oregon and Washington were going to do a 2 state bid for winter maintenance chemicals this summer, but could not make it work in time for timely delivery by this winter. Washington re-bid their contract by themselves as a result. Idaho, Oregon and Montana extended prior year contracts in their respective states.
- WSDOT bid out and partnered with local agencies in Washington to bid for their products. He also mentioned the WSDOT web site address where the bid information is located. Robert gave a breakdown for how the WSDOT bids worked. Prices were very competitive and resulted in savings in many areas.
- Specifics covered were how the local agencies piggyback on the new DOT bid, the pre-bid conference with prospective bidders and the product delivery guarantee bond. There was also mention of the ability to displace up to 10% of the estimated quantities in the bid to use other products such as experimental or other products not necessarily available from the successful bidder.
- He also mentioned that he still intends to pursue a 4 state purchase next year with Washington, Oregon, Montana and Idaho. One state would be the lead state and would handle all bidding for participants. The plan is to advertise in March-April and to award in May-June to allow manufacturers time to gear up inventory.

Specification Revisions - Ron Wright

- Ron and Diane have a rough draft approximately 80% done. Some items in the current specs will be relocated to other more pertinent sections. He will finish it over the next month, and send it out to the PNS for review. They will then be used for future bids. He discussed the changes with the audience and asked for input from all.
- I. General Specs
 - Some minor text changes. No changes to the limits. For solid salts, added a note about trace metals tested from 25% solution (weight to volume). Updated the NACE test method. Also updated the "information only" test requirements.
- II. Sample Submittals
 - Text will read about the same as before and will cover how samples will be processed. Other PNS agencies will do QA to assist Idaho in new product qualification testing.
- III. Orders, Deliveries and Invoicing
 - Section has been rearranged with only minor changes. There was some discussion on the faxed orders and confirmations, and whether it should be calendar or working days.
- IV. Field Inspection, Unloading, Sampling and Testing
 - Section has been rearranged with only minor changes. Liquids will be sampled as a composite of 3 thirds. Solids will be windrow samples versus truck tops, and allowances now exist for pile sampling as well as sacks/super sacks.
- V. Chemical Product Categories
 - "Lead" paragraphs will change in all categories.
 - Category 3; took out corrosion inhibited.
 - Category 4; moved price adjustment to VII, new info addresses anti-caking agents, and clarified 5% water content.
 - Category 8; new info addresses anti-caking agents, and clarified 1/2% water content.
 - Experimental Category; has to meet the general specs and does not fit into existing categories, must specify active ingredients, specify test methods, and freezing test temperature. Afterward, will be given a provisional approval for 1-year field test in 4 areas (not necessarily PNS agencies).
- VI. Test Methods

- Updated.
- VII. Price Adjustments for Deviations
 - Generally the same but now includes category specific stuff from V.
- VIII. Bid Evaluation Process
 - Some changes, and "value added" points for corrosion has been updated.
- IX. Approved Products List and Submittals
 - Rewritten.
- X. Chemical Product Submission
 - Minor changes.
- XI. Chemical Product Info & Product Sample Checklist
 - Minor changes.
- XII. Bid and Sample Delivery
 - Minor changes.
- XIII. Bid Schedule
 - Minor changes.

Concrete Scaling/Spalling - Dan Williams, Ron Wright and Dave Jones

- At Kelowna, Dan asked for partnerships with vendors to address complaints to agencies regarding alleged damage from winter maintenance chemicals. ITD and MDT are involved with efforts to investigate spalling and scaling that citizens and others feel is a direct result of winter maintenance chemicals.
- MDT has formed a multi-discipline working group to work cooperatively to research and discuss the issues and to seek resolution. Ron Wright is also working with this effort, as are other regional DOT folks. The focus is to avoid the literature search and look at a suite of physical tests to evaluate the short-term impacts and the issues that will arise from the test results. They are also working with vendors to sponsor some of the testing. However, due to funding constraints, efforts are tabled pending efforts to secure funding from their agency.
- ITD is investigating concrete damage that a supplier in eastern Idaho claims is a direct result of magnesium chloride usage. Samples have been taken and are currently being tested. The results will not only be used to address the Idaho situation, but will also be shared with the Montana working group.

- Ron asked if vendors have contacted any ready mix companies. Only 1 person noted that they had. It was pointed out that magnesium chloride is banned in Idaho Falls, and that legislators are seeking a statewide ban because of the concrete concerns voiced. Once it gets political, we all run a very high risk of losing the ability to continue using some anti-icing chemicals.
- Dave pointed out that ITD no longer has credibility in the Idaho Falls situation based on the accusations, and that perceptions are the problem now that it is an election year there. Guilt or innocence will not be determined by facts, and ITD will be powerless to change the outcome. Dave encouraged the vendors of winter maintenance products to get involved in the Idaho Falls situation actively to avoid the problem from expanding to other local entities, statewide or regionally.

2002 PNS Conference - Dave Jones

- Dave gave a quick overview of the conference. June 3-5, 2002, at the Boise Convention Center and the Bank of America Center in downtown Boise, Idaho. It will be a tradeshow and conference only; no delegate skills activity. Format will be similar to Kelowna;
 - open meeting the first morning and sessions all day, tradeshow opening that evening,
 - second day will be keynote and sessions in the morning with tradeshow emphasis in the afternoon, and reception dinner in the evening,
 - third day will be sessions in the morning.
- Topics will be broad but we hope to have pointed and hot issues highlighted such as motor carrier, concrete, political concerns in the forefront as well as the usual PNS fare.

New Business -

American Trucking Association and Truck Trailer Manufacturers Association letters to PNS and FHWA - Dave Jones

- The letters as well as the "Killer Chemical" article in Heavy Duty Trucking magazine were discussed. The trucking industry is a far bigger issue for some agencies than the concrete damage issue discussed earlier.

- Paul Pisano has said that he is going to call a meeting with the rural electric folks, trucking folks, etc and wants this group to be present. A couple of attendees mentioned that they would be willing to participate. Dave also mentioned that he and Ron will be meeting with the Idaho Motor Carrier Advisory Committee meeting on December 14 in Boise, and again a couple of attendees expressed interest in coming to the meeting and testifying. Dave will find out specifics on both meetings and pass on meeting agendas and other information as it becomes available.
- The associate members discussed this amongst themselves and agreed that it is worthy for them to combine forces and perhaps seek a lobbyist or some other professional to represent them in these fights. Dale Keep offered his services and stated that he did a smaller scale project of similar nature in Oregon recently. The Salt Institute was another body that may be of assistance.

"Value Added" Performance Bidding Concept - Ron Wright

- Some manufacturers have been claiming that they are unable to compete against other less expensive winter chemical products, and that if their products were used, they would deliver benefits and reduced overall costs to an agency. Our traditional response thus far is "prove it".
- Some of the claimed advantages are increased corrosion protection, increased melting capacity, increased longevity on the roadways, etc. We currently only have "value added" points for steel corrosion in our current specs. These manufacturers say they would like to see expansion of the "value added" concept to the specs.
- Problems with implementing these types of bonus factors are to come up with ways to test and verify the claims that we can all agree to and which are acceptable to the vendors. It may even require some sort of performance bond to make sure that the applied products perform as claimed. We will look to vendors to propose new value added approaches and ways to implement them.
- Vendors still should try to sell the local users on different products that they may be currently using without the advantages of value pricing.

AASHTO, SICOP, WMPCC and the PNS - Dave Jones

- Dave Jones is a member of the AASHTO Winter Maintenance Policy Coordinating Committee (WMPCC) that oversees SICOP (sorry about the acronyms). His charge on the committee is a project to nationalize the PNS specs. Lately, he changed his priority project mission from nationalizing the PNS specs, to supporting the formation of regional sister groups like PNS who we will work with to establish and contact about specifications to be applied locally. WMPCC will have to consider this at their November meeting.

PNS Pooled Fund Program - Jack Manicke

- Can be used to coordinate research by PNS members even though the pooled fund project itself may not fund the specific research.
- FHWA and BC members will also contribute funds.
- We will look to vendors to see if there is interest to partner in these research activities.
- Hopefully, the project will be funded and activated by January.

Ice and Snow Control Certification Training Program - Graham Gilfillan and Dale Keep

- ICBC contracted with Ice and Snow Technologies to have the training developed. They are ISO certified and there are compliance requirements for the course to stay that way. The course contains 25 lessons. The 25 lessons are divided amongst 100, 200 and 300 levels that compartmentalize it for operators and mid-level managers, and upper-level managers. Dale Keep gave an update on the program and handed out a flyer.
- Vendors are welcome to take the course and to become trainers in the program. The focus is on an intense 4-day "train the trainer" program that costs \$2000 per person rather than having a school for dozens or hundreds of folks. Individual cost for each lesson is about \$50-65 per student plus fee's for course materials. However, the course can be taught to vendors as ordinary students. There is a certificate for students who complete the tests at the end of the course; attendance certificates for students and trainer certificates for trainers. Vendors who become trainers could then be paid for their training services.

Peer Exchanges - Dan Williams and Graham Gilfillan

- PNS agencies have tried peer exchanges within agencies, and to a smaller degree outside of their agencies. Graham and Dan are working to put together a winter maintenance peer exchange program. Learning from applications of peer exchange and documentation is the key.
- Funding assistance was pursued from TAC and FHWA to get a pilot project to exchange knowledgeable folks amongst agencies to share knowledge and expertise. Cost of travel is the major hurdle thus far. The deliverable is a posted report documenting the benefits of the exchanges. BC and Montana are working to make this happen. Exchanges could be on mountain passes, chemical usage, operations, etc.
- Information will be posted on the PNS web site.

Open Forum / Question and Answer Period

- A person recommended that PNS market itself to local transportation agencies and do outreach to the smaller players. Several LTAP and T2 Center contact information was exchanged.

The meeting adjourned at 5:30pm.