

Product Experience Feedback Responses for 2007 - 2008 Winter
Products used during 3-64 storms
1= least helpful/poor and 5=extremely helpful/excellent

Joma Plow Blade
www.jomablackcat.com

| State | Quantity tested | Helpfulness of the product instructions. | Ease of installation. | Vendor's technical support and services. | Durability of the product during your test period. | How well did the product address your problem? | Overall satisfaction with the product. | Comments about the product (concerns, kudos, etc.) |
|----------|-----------------|--|-----------------------|--|--|--|--|---|
| Ohio | 40+ sets | 4 | 5 | 4 | 5 | 5 | 5 | The Joma plow blades in Lake County average nearly 6000 plowing miles with some of the trucks running an entire snow and ice season on only one blade! -Joma plow blades have no metal to metal contact with the snowplow which decreases the shock on the plows, the road surface, and most importantly the drivers. -A reduction of noise and vibration lead to a reduction of operator and equipment fatigue. -Joma plow blades conform to the pavement surface much better than the steel blades which can lead to a reduction in the amount of de-icing material needed to treat a roadway. -No BWC claims due to lifting plow blades since the switch from steel blades. -New technology that has the full support of the Lake County staff. Even 25-30 yr veterans, who are the hardest to get to buy into a new idea, believe wholeheartedly in the Joma plow blades. -There are many hidden cost savings with these rubber blades too. Less vibration leads to less fatigue on front end parts of plow trucks, RPMs are not ripped out of the pavement, and the ability to replace sections of damaged blades with sections from a used blade. Lane striping and crack sealing material isn't "peeled" from the road like with the steel blades which reduces the need to remake costly repairs to a road. |
| Ohio | 16 trucks | 5 | 5 | 5 | 5 | 5 | 5 | The Joma blades outlast steel blades 4:1. The trucks front end doesn't vibrate as it does when using steel blades. Joma blades are lighter in weight. Less wear on the pavement lane lines. |
| Missouri | | 5 | 4 | 4 | 4 | 4 | 4 | A Good Blade that lasts alot longer and does a better job than the carbide blades |

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Jome Plow Blade results (continued)

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|-----------------------|--------|--------------------|----------------------|----------------|--------------------------------------|----------------------|---------------------------|---|
| Minnesota | 3 sets | | 4 | 4 | 5 | 4 | 4 | The test procedure I used was to place a micro switch on the plow lift mechanism and a micro switch on the side of the driver's seat. With this system the ignition switch had to be on, the driver's seat depressed and the plow lowered in order for the circuit to be closed. I placed an hour meter in line to record the hours the cutting edges were being used. This eliminated the operator from recording how much time that the cutting edges were lowered and in use. The Milaca truck 93206 right hand on the TP3NR522 (T.H. 169 S.) route had the best results of 108 hr. of usage before replacement. Their route consists of 14 miles of seal coat, 10 miles of micro-surfacing, 5 miles of nova-chip 5 miles of bituminous. The other Milaca truck 200057 on the TP3NR521 (T.H. 169 N.) route had good results with 85.5 hr. before replacement. This route consists of 18 miles of seal coat, 25 miles of bituminous, 7 miles of concrete and 9 miles of micro-surfacing. Both of these routes the drivers recommended using these cutting edges because of longevity, less vibration and quiet operation. One route didn't have to replace the cutting edges all season and was very impressed by the saving of time and safety of not having |
| Average rating | | 4.6 - very helpful | 4.5 - extremely easy | 4.25 - helpful | 4.5 - maintained excellent condition | 4.5 - extremely well | 4.5 - extremely satisfied | |

GL3000C Guidance Laser for wing plows

www.laserlinemfg.com/product_wingplow.htm

| State | Quantity tested | Helpfulness of the product instructions. | Ease of installation. | Vendor's technical support and services. | Durability of the product during your test period. | How well did the product address your problem? | Overall satisfaction with the product. | Comments about the product (concerns, kudos, etc.) |
|-----------------------|-----------------|--|-----------------------|--|--|--|--|---|
| Utah | 16 | 5 | 4 | 5 | 5 | 4 | 5 | Our field crews installed the units without having to use the central shops. We cut back avoidable hits by 85% overall. The worse the conditions the more help the laser unit is. Overall, we are very pleased with the GL3000C. |
| Minnesota | 1 | 5 | 5 | 4 | 5 | 4 | 4 | This was a great cost savings project, we had no accidents with fixed objects along the road when in use. The vendor was great to deal with and just a great all around project. There are plans to use this on the paving machine. |
| Average rating | | 5 - extremely helpful | 4.5 - extremely easy | 4.5 - extremely helpful | 5 - maintained excellent condition | 4 - very well | 4.5 - extremely satisfied | |

GeoMelt

www.snisolutions.com

| State | Quantity tested | Helpfulness of the product instructions. | Ease of installation. | Vendor's technical support and services. | Durability of the product during your test period. | How well did the product address your problem? | Overall satisfaction with the product. | Comments about the product (concerns, kudos, etc.) |
|-----------------------|-----------------|--|-----------------------|--|--|--|--|---|
| Missouri | 12,000 Gallons | 5 | 3 | 4 | 5 | 5 | 5 | The lumping or hardening of our salt was practically eliminated. The lumps easily broke up in the loading process. Very good results. |
| Missouri | 10,000 gallons | 4 | 3 | 5 | 4 | 4 | 4 | I am sold on Beet Juice. It performs very well under the stated conditions of lower temps. It took a little reworking of our delivery systems. We will incorporate more stations that use beet juice in Eastern Jackson Co. |
| Missouri | 20,000 gallons | 3 | 4 | 4 | 4 | 4 | 4 | Geomelt performs exceptionally well as an anti-caking agent. Stockpiles treated with Geomelt have remained free flowing. Initial reports on its effectiveness as an anti-icing agent are inconclusive. We plan on conducting a more indepth evaluation during the 2008-09 winter. |
| Illinois | 8,000 gallons | | | 5 | | 3 | 3 | IDOT will continue to evaluate the product. The chemical was mixed with salt brine and used to prewet granular salt. The operators reported that roads cleaned up faster when using this product. No formal evaluation has been performed by IDOT. |
| Ohio | | 2 | 4 | 5 | 3 | 2 | 3 | Best thing about Geomelt was not having to use grits when applying this product |
| Ohio | 12,000 gallons | 4 | 3 | 5 | 3 | 3 | 3 | We did not have consistency with the product. The drivers had a hard time with the theory of plowing the road and not re applying materials. We could not show the additional cost as a benefit. Keep in mind this was using the product on the salt as a treated pile. |
| Ohio | 1,000 gallons | 4 | 5 | 4 | 4 | 3 | 4 | Longer to react but results last longer for pavement. Takes less material to treat highway. Not as effective below 20. Suggest treating initially with salt and then geomelt mixture. |
| Ohio | 1,971 gallons | 4 | 4 | 3 | 3 | 2 | 2 | Did not use enough to really know. |
| Average rating | | 3.7 - helpful | 3.7 - easy | 4.375 - very helpful | 3.7 - maintained good condition | 3.25 - somewhat well | 3.5 - satisfied | |

Heated windshield washer fluid system

| State | Quantity tested | Helpfulness of the product instructions. | Ease of installation. | Vendor's technical support and services. | Durability of the product during your test period. | How well did the product address your problem? | Overall satisfaction with the product. | Comments about the product (concerns, kudos, etc.) |
|-----------------------|--------------------------|--|-----------------------|--|--|--|--|---|
| Wisconsin | 1 truck fitted with unit | 3 | 3 | 3 | 3 | 1 | 1 | No difference - our Patrolman who operated the plow truck with the heated Windshield Washer Fluid said not to waste your money on this product. |
| Wisconsin | 1 truck fitted with unit | 3 | 4 | 2 | 4 | 2 | 2 | I do not feel the product worked well enough to budget for the rest of our trucks |
| Average rating | | 3 - somewhat helpful | 3.5 - easy | 2.5 - moderately helpful | 3.5 - maintained good condition | 1.5 - did not address problem | 1.5 - less than satisfied | |