



SMART SALTING CONTRACTS

JANUARY 28, 2026

Best Practices & Standards

ENVIRONMENTAL MANAGEMENT:

- ☐ Follow local/municipal regulations for storage of deicer material
- ☐ Implement Sections 1, 2 and Section 3-Level 1
[[SIMA Best Practices for Sustainable Salt Use](#)]
- ☐ Awareness of deicing/abrasive material, proper application rate and storage impacts on fresh water resources

Best Practices Checklist

<https://resources.sima.org/download>



Best Practices Guidelines for Sustainable Salt Use


BENCHMARK YOUR SNOW REMOVAL OPERATION

SIMA[®]
snow & ice management association

Policies & Processes

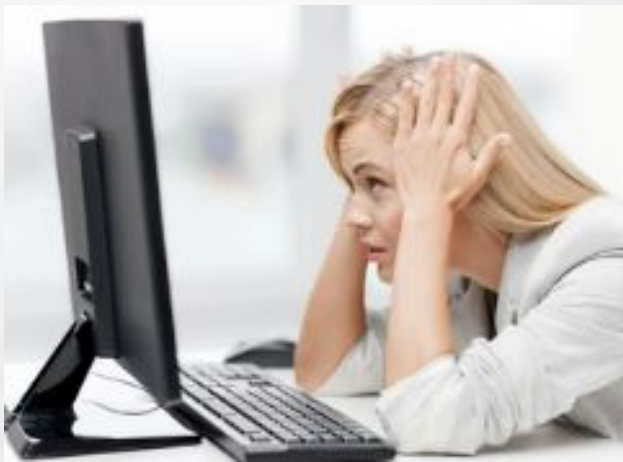
- Policy: Defined plan for ice watch/monitoring on sites, focused on spot-treating (vs. blanket treating) problem areas (i.e. north-facing areas etc.).
- Process: Monthly salt output audits to verify estimated vs. actual salt used per site and compare with inventory.
- Policy: Standardized monthly reporting of salt output by site and portfolio of sites, along with final seasonal reporting of total salt applied by month and season.

Advanced Contract Clauses *Salt Supply*



Government-mandated regulations or other factors or supply shortages may alter the availability of salt or deicers. Contractor cannot accept liability in these situations. Alternative materials may be required, and will be discussed at that time, as increased costs may apply.

Snow & Ice Procurement doesn't have to be daunting!



1. Pre-qualifications to attract the best service providers
2. Primary Contract Structures, Elements, & Glossary
3. How to Implement salt smarting for your property

1. Pre-qualifications to attract the best service providers.



Contractor shall employ a **Certified Snow Professional** to oversee all company snow and ice management operations.



Contractor shall assign an **Advanced Snow Manager** directly responsible for all snow and ice management operations performed on the property.



Contractor shall provide credentials of {**"Salt Smart Certification"** *in your area*} good standing emphasizing the use of industry-accepted best practices including the capacity and use of liquid anti/deicing agents as conditions allow for chloride emission reduction.



Tip: Beware of the "Corporate Boilerplate Template!"

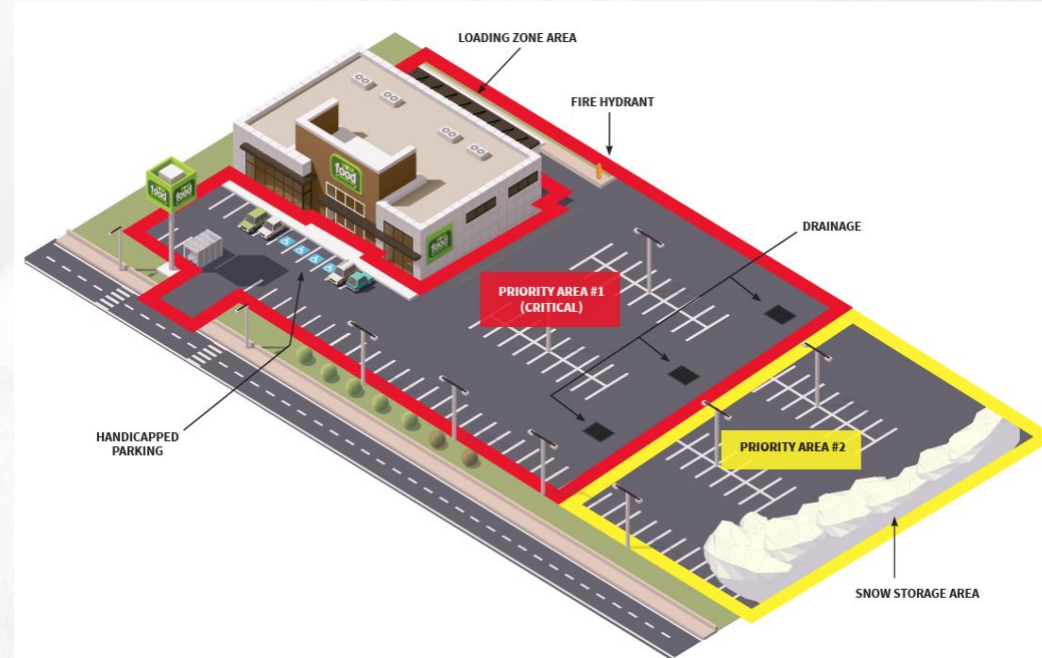
2. Primary **Contract Structures**, Elements, & Glossary

- **Per Season** (aka: “Seasonal”, “Lump Sum”): Predictable costs for *predictable** service events.
 - ***Includes** predictable service: Includes frequency of snowfall clearing and deicing events.
 - **Excludes** Non-predictable variable service events such as
 - Anti-icing applications due to variables {Per Visit}
 - Freezing rain/ice storms, blowing/drifts, etc. {Per Hr/Unit}
- **Per Visit** (aka: “Per Push”): Predetermined price for clearing 0.1-2”, 2.1-4”**+**
 - **Avoid** pricing for **4.1”+** events; accumulations during heavy snowfalls must be cleared on 2-4” increments for safe ingress and egress



2. Primary Contract Structures, Elements, & Glossary

- **Level of Service (LOS) & Scope of Work (SOW):** defines the service and end result(s)
 - Avoid setting an uncontrollable time stamp, i.e. *“All areas clear by 6:00 a.m.”*
 - Instead, consider post-storm result, i.e. *“75%+ of property cleared within xHrs. After snowfall has ceased.”*
- Who initiates service(s)?
Contractor, Client, Board Rep?
 - Avoid and/or minimize services *“Upon Request.”*
- Site Engineering Plan or Service Map are critical to be included.



2. Proper Contract Structures, Elements, & Glossary

- Snow ~~REMOVAL~~

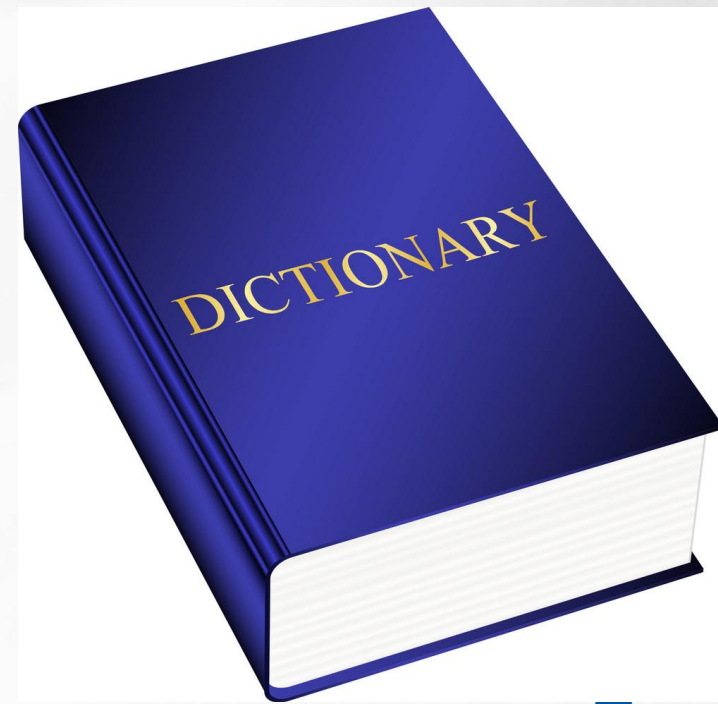
- *Snow CLEARING*

- ~~Zero Tolerance~~

- *≤0.1" or all winter precipitation events.*

- ~~Salting~~

- *Anti-Icing, Deicing*



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3. How to **Implement** salt smarting for your property

Start NOW {still in-season, more winter to go, & top of mind}

➤ **Rate existing Service Agreements**

- Contract Structure meeting the needs of the property?
- LOS, SOW, & Terms clearly defined?
- SIMA Resources

➤ **Rate your existing Service Provider**

- Currently utilizing liquid anti/deicing agents?
- Proof of certification/designation(s)?

➤ **Get Team Buy-in**

- Replace tenant salt buckets at doors with hand-held sprayers of brine
- Provide Engineers, Day-porters, Board of Directors with brine demo kits





*Tip: *Talk with existing service provider about your goals (LEED, Sustainability)*

*Tip: *Talk with your insurance provider about favorable rate adjustments for hiring certified personnel.*

*Tip: *Talk with your local County/Municipality about property tax savings from reducing chloride emissions.*



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