



2018

**PACIFIC NORTHWEST
SNOWFIGHTERS
CONFERENCE**

**JUNE 5 - 6, 2018
SPOKANE, WASHINGTON**

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WELCOME TO WASHINGTON

The Pacific Northwest Snowfighters (PNS) and the Washington State Department of Transportation welcome you to Spokane, Washington! This year's conference focuses on bringing professionals from across North America to participate in two days of technical sessions, an informative Showcase and numerous networking opportunities.

After you leave the conference, we hope you will stay engaged with PNS and the work we do. Thank you for being part of this year's conference!

GENERAL INFORMATION

CONFERENCE CHECK-IN

Location: Lobby

Hours:	Monday, June 4	3:00pm – 5:00pm
	Tuesday, June 5	7:00am – 4:30pm
	Wednesday, June 6	7:30am – 11:30am

NAME BADGES

Your name badge provides you entry to all sessions, meal functions, as well as unlimited access to our exhibitors during Showcase hours. Please wear it at all times. Recycling is available at Conference Check-In when you leave.

EXHIBITOR SHOWCASE HOURS

Location: Riverfront Exhibit Hall (Lower Level) & West Parking Lot

	Tuesday, June 5	7:30am – 6:00pm
	Wednesday, June 6	7:30am – 10:00am

Outdoor equipment is located in the West Parking Lot.

AUDIO VISUAL TECH ROOM

Location: Audubon Room

Speakers who did not submit their PowerPoint presentation prior to arrival are requested to bring them on a thumb drive to the Audubon Room. **Technicians are available for support during the following hours only:**

	Tuesday, June 5	7:00am – 9:00am
	Wednesday, June 6	7:00am – 8:00am

During other times, technicians will be supporting sessions in progress, and therefore unavailable.

SESSION EVALUATIONS

We want to hear from you! Please take a moment to complete the session evaluations. Turn in your completed evaluations to the staff at Conference Check-in or leave at the back of each room.

WIFI

Complimentary WiFi is available throughout the hotel. Connect to "Hellowifi", then go to the Internet and accept the terms. For increased speed, sign up for a Red Lion Hello Rewards account – there's no charge to do this. For either method, speed is based on the number of users at any given time.

CELL PHONES & TABLETS

As a courtesy to all, please silence your cell phones and other portable electronic devices.

ASSISTANCE

If you are in need of assistance, please find someone in a gray PNS shirt to help you.

HOTEL CHECK-OUT

Hotel RL Spokane's check-out time is at Noon. Please plan accordingly and make arrangements with the hotel for storing your luggage. **Conference staff cannot accommodate luggage storage.**

THANKS TO OUR SPONSORS

Thank you to our sponsors whose financial contribution is greatly appreciated.

GOLD



Lynden is the premier bulk commodities transportation service provider in the Pacific Northwest. Proudly serving communities within Washington, Oregon, Idaho and Montana for almost a century.



TEC Equipment features Mack and Volvo heavy-duty trucks, Hino and Isuzu medium-duty trucks, Wabash trailers and Cottrell auto transport trailers and Capacity yard tractors. We offer a large and desirable inventory of new Mack and Volvo heavy-duty trucks and all makes of used trucks. Our full-service line-up also features quality parts, state-of-the-art service, collision centers and fuel, leasing/rental, financing, and insurance.

SILVER



Compass Minerals is North America's leader for the production, sales and distribution of highway deicing products. Partnering with Compass Minerals will ensure you have a successful snow removal program



For more than 25 years, EnviroTech Services, Inc. has forged its identity as an innovator and industry leader in road solutions. We provide deicing, anti-icing, dust control, soil stabilization and erosion control throughout the world.



Serving the community of commercial truck mechanics as well as companies of all sizes who are in need of industrial trucks, The RWC Group is the top full service dealership of new and used commercial trucks, buses, and parts in Alaska, Arizona, California, and Washington.



The Fab Shop is the Best Commercial and Municipal Equipment Builder and Supplier in the Pacific Northwest. Our winning team members are the most knowledgeable and productive in the industry.

BRONZE



PROGRAM AT-A-GLANCE

MONDAY, JUNE 4

1:00pm-5:00pm	EXHIBITOR LOAD-IN & SET-UP Riverfront Exhibit Hall (Lower Level) & West Parking Lot	
3:00pm-5:00pm	REGISTRATION CHECK-IN Lobby	PNS BOARD MEETING Willow I

TUESDAY, JUNE 5

7:00am-4:30pm	CONFERENCE CHECK-IN Lobby	
7:00am-8:00am	BREAKFAST Riverfront Ballroom	
7:30am-6:00pm	EXHIBITOR SHOWCASE Riverfront Exhibit Hall (Lower Level)	
8:00am-9:30am	OPENING GENERAL SESSION Riverfront Ballroom Welcome to Washington James Morin, Branch Manager, Washington State Department of Transportation Comments: Mike Gribner, Regional Administrator, Washington State Department of Transportation KEYNOTE ADDRESS: WINTER OPERATIONS LEADERSHIP Michael Coffey, Retired Southcoast Director, Alaska Department of Transportation; Account Manager/ Technical Expert, EnviroTech Services, Inc. Bret Hodne, Public Works Director, City of West Des Moines Tom Lenberg, Maintenance Operations Manager, Washington State Department of Transportation	
9:30am-10:00am	EXHIBITOR SHOWCASE • BEVERAGE BREAK Riverfront Exhibit Hall & West Parking Lot	
10:00am-11:00am	BREAKOUT SESSIONS	ROOM
	T1: Applying Long-Term Thinking to Winter Maintenance	Skyline I
	T2: WSDOT Evolving with AVL Equipment	Skyline II
	T3: Clear Roads Research Updates	Room D
	Snow Plow Training/Simulator	West Parking Lot
11:00am-12:15pm	LUNCH Riverfront Ballroom Sponsor Remarks: John Barnes, Regional Fleet & Municipal Sales, Tec Equipment	
12:15pm-12:30pm	TRAVEL TIME	
12:30pm-1:30pm	BREAKOUT SESSIONS	ROOM
	T4: Snow & Ice Surrey BC Style	Skyline I
	T5: Implementing New Technology to Benefit Your Operations	Skyline II
	T6: Setting Up Snow Plow Operator Training (SPOT)	Room D
	Snow Plow Training/Simulator	West Parking Lot
1:30pm-2:00pm	EXHIBITOR SHOWCASE • BEVERAGE BREAK Riverfront Exhibit Hall & West Parking Lot	
2:00pm-3:00pm	BREAKOUT SESSIONS	ROOM
	T7: Best Practices for Deicing Materials	Skyline I
	T8: What Does it Take to Achieve World Class Snow & Ice Services?	Skyline II
	T9: Chemical Impacts on Water & Vegetation	Room D
	Snow Plow Training/Simulator	West Parking Lot

PROGRAM AT-A-GLANCE

TUESDAY, JUNE 5

3:00pm-3:20pm	EXHIBITOR SHOWCASE • TRAVEL TIME Riverfront Exhibit Hall & West Parking Lot	
3:20pm-4:20pm	BREAKOUT SESSIONS	ROOM
	T10: A Benchmark for Snow & Ice Management in the Mile High City	Skyline I
	T11: Parsing Through the Data. What Do You Really Need for Winter Maintenance	Skyline II
	T12: Winter Maintenance Scenario Based Roundtable Exercise	Room D
	Snow Plow Training/Simulator	West Parking Lot
4:30pm-6:00pm	EXHIBITOR SHOWCASE • RECEPTION Riverfront Exhibit Hall	

WEDNESDAY, JUNE 6

7:00am-11:30am	REGISTRATION CHECK-IN Lobby	
7:30am-8:15am	BREAKFAST Riverfront Ballroom	
7:00am-10:00am	EXHIBITOR SHOWCASE Riverfront Exhibit Hall	
8:30am-9:30am	BREAKOUT SESSIONS	ROOM
	W1: Winter Maintenance by Design (aka: Mr. & Mrs. Smith)	Skyline II
	W2: Connected Vehicles Winter Maintenance	Skyline I
	W3: Winter Maintenance Scenario Based Roundtable Exercise	Room D
	Snow Plow Training/Simulator	West Parking Lot
9:30am-10:00am	EXHIBITOR SHOWCASE • BEVERAGE BREAK Riverfront Exhibit Hall & West Parking Lot	
10:00am-11:00am	BREAKOUT SESSIONS	ROOM
	W4: Change Implementing New Ideas for Winter Maintenance	Skyline I
	W5: Utah DOT Snow Removal Performance Metrics.....2.0	Skyline II
	W6: Winter Maintenance Scenario Based Roundtable Exercise	Room D
	Snow Plow Training/Simulator	West Parking Lot
11:00am-1:00pm	LUNCH & CLOSING GENERAL SESSION Riverfront Ballroom KEYNOTE ADDRESS: TOP 10 THINGS FOR A WORLD CLASS WINTER MAINTENANCE PROGRAM Wilfrid Nixon, Ph.D., Vice President for Science & the Environment, Salt Institute PNS COMMITTEE CLOSING REMARKS	

PROGRAM DETAIL

SNOW PLOW TRAINING/SIMULATOR

Location: West Parking Lot

Trainer: Todd Heck, Training Services Manager, L3 Driver

Training Solutions

L-3 driving simulators provide high fidelity real world driving environments for snowplow trucks. Throughout the 2-day conference, there will be certified trainers available to provide information, instruction and feedback. L3 trainers are industry experts with over 100 years of combined experience in adult education and driver training. Be sure to visit them at Booth 6. Ask about conference discount pricing.

TUESDAY, JUNE 5

CONFERENCE CHECK-IN

7:00 am - 4:30 pm | Lobby

BREAKFAST

7:00 am - 8:00 am | Riverfront Ballroom

EXHIBITOR SHOWCASE

7:30 am - 6:00 pm | Riverfront Exhibit Hall (Lower Level) & West Parking Lot

OPENING GENERAL SESSION

8:00 am - 9:30 am | Riverfront Ballroom

Welcome to Washington

James Morin, Branch Manager,

Washington State Department of Transportation

Comments:

Mike Gribner, Regional Administrator,

Washington State Department of Transportation

Keynote Address: Winter Operations Leadership

Michael Coffey, Retired Southcoast Director,

Alaska Department of Transportation; Account

Manager/Technical Expert, EnviroTech Services, Inc.

Bret Hodne, Public Works Director, City of West Des Moines

Tom Lenberg, Maintenance Operations Manager,

Washington State Department of Transportation

We have all struggled to make decisions during difficult winter weather events. Hear from a panel of seasoned leaders who will bring their perspective on leadership in a small or large agency.

EXHIBITOR SHOWCASE • BEVERAGE BREAK

9:30 am - 10:00 am | Riverfront Exhibit Hall (Lower Level) & West Parking Lot

PROGRAM DETAIL

BREAKOUT SESSIONS | 10:00 am - 11:00 am

T1: APPLYING LONG-TERM THINKING TO WINTER MAINTENANCE | Skyline I (12th Floor, Parkside Tower)

*Speakers: Mark Devries, Application Expert, Vaisala, Inc.
Wilfrid Nixon, Ph.D., Vice President for*

Science & the Environment, Salt Institute

Winter Maintenance operations require long-term thinking because actions which appear good in the short-term can actually be harmful in the long-term. Join us for this “soup to nuts” approach to winter maintenance planning. We’ll feature examples for measuring operational performance and deploying sustainable practices.

T2: WSDOT EVOLVING WITH AVL EQUIPMENT

| Skyline II (12th Floor, Parkside Tower)

Speaker: Joe Schmit, Technology Manager,

Washington State Department of Transportation

This session will cover Washington State Department of Transportation (WSDOT) winter snow and ice automated data collection system utilizing real-time AVL/telematics technology. We will discuss the lessons we have learned and the overall AVL program concept and how it is working our winter operations program.

T3: CLEAR ROADS RESEARCH UPDATES | Room D

*Speakers: James Morin, Operations Branch Manager, WSDOT
Patti Caswell, Operations Manager, ODOT*

While some agencies have used liquid-only plow routes with great success, others are unable to secure the buy-in needed to implement this practice. There are many types of interchange configurations and intersection layouts that must be cleared during winter maintenance operations. There are numerous pass sequences that snow and ice professionals can use to clear a given snow route, intersection or interchange configuration. Agencies need a resource that provides guidance on the most efficient and effective means for snow removal utilizing common equipment setups.

LUNCH

11:00 am - 12:15 pm | Riverfront Ballroom

Sponsor Remarks: John Barnes, Regional Fleet & Municipal Sales, TEC Equipment

TRAVEL TIME

12:15 pm - 12:30 pm

PROGRAM DETAIL

BREAKOUT SESSIONS | 12:30 pm - 1:30 pm

T4: SNOW & ICE SURREY BC STYLE | Skyline I (12th Floor, Parkside Tower)

Speaker: Matthew Brown, Streets Manager, Surrey BC

The City of Surrey is the second largest city in British Columbia, with a population of over 550,000. Surrey has experienced exponential growth in population and infrastructure over the past 30 years. Its geography has seven micro-climates with unique characteristics. Learn how the City of Surrey has developed snow-fighting tools in order to meet these conditions and maintain the levels of service the community needs.

T5: IMPLEMENTING NEW TECHNOLOGY TO BENEFIT YOUR OPERATIONS | Skyline II (12th Floor, Parkside Tower)

*Speaker: Daniel Schacher, Superintendent,
Alaska Department of Transportation*

New technology comes about all the time, but how can you use it to improve your winter maintenance operations? Hear about new techniques and how you can use them and achieve employee buy-in.

T6: SETTING UP SNOW PLOW OPERATOR TRAINING (SPOT) | Room D

*Speaker: Bret Hodne, Public Works Director,
City of West Des Moines*

Participants will gain insight into setting up and operating a cooperative training. In SPOT, training operators bring their own plows and trucks. Operators benefit from being able to get into a plow and get training prior to winter

EXHIBITOR SHOWCASE • BEVERAGE BREAK

1:30 pm - 2:00 pm | Riverfront Exhibit Hall (Lower Level) & West Parking Lot

PROGRAM DETAIL

BREAKOUT SESSIONS | 2:00 pm - 3:00 pm

T7: BEST PRACTICES FOR DEICING MATERIALS

| Skyline I (12th Floor, Parkside Tower)

*Speakers: Mark Devries, Application Expert, Vaisala, Inc.
Wilfrid Nixon, Ph.D., Vice President for*

Science & the Environment, Salt Institute

So you have a limited winter maintenance budget and nobody is going to give you any more? What steps can you take to ensure you are using the best methods to achieve your level of service goals? How much will it be and how much might you save if you do implement those methods? We will dive into best practices for deicing materials and make everything clear.

T8: WHAT DOES IT TAKE TO ACHIEVE WORLD CLASS SNOW & ICE SERVICES? | Skyline II (12th Floor, Parkside Tower)

*Speaker: Larry Schneider, Street Superintendent,
City of Fort Collins*

It takes a “Special Sauce” with key ingredients to create a top tier winter maintenance program. Come learn about the key components to help you achieve excellence in snow and ice operations.

T9: CHEMICAL IMPACTS ON WATER & VEGETATION | Room D

*Speaker: Laura Fay, M.S.C., Research Manager,
Western Transportation Institute*

Learn best practices implemented by DOT's and local agencies proactively working to mitigate impacts of snow & ice control products. Topics include material storage, training, calibration of equipment and effective application strategies. Focus will be on the potential impacts materials including agricultural by-products to air quality, water, soils, flora and fauna.

EXHIBITOR SHOWCASE • BEVERAGE BREAK

3:00 pm - 3:20 pm | Riverfront Exhibit Hall (Lower Level) & West Parking Lot

PROGRAM DETAIL

T10: A BENCHMARK FOR SNOW & ICE MANAGEMENT IN THE MILE HIGH CITY

3:20 pm - 4:20 pm | Skyline I (12th Floor, Parkside Tower)

Speaker: Pat Kennedy P.E., City of Denver

Municipalities across the country take myriad approaches to managing snow and ice. Maintenance crews are deployed using several strategies to manage the changing transportation environments. A variety of road treatment products are used, and technology continues to offer new and innovative options to plan for winter weather. However, mastering the perfect method to efficiently and effectively manage snow and ice is always challenging regardless of advancements in equipment, products and technologies.

T11: PARSING THROUGH THE DATA. WHAT DO YOU REALLY NEED FOR WINTER MAINTENANCE

3:20 pm - 4:20 pm | Skyline II (12th Floor, Parkside Tower)

Speakers: Mark Devries, Application Expert, Vaisala, Inc.

Bret Hodne, Public Works Director, City of West Des Moines

There is all sorts of data out there. However, do you know what you actually need to make winter maintenance decisions? This session will explore everything you need to know to make sense of all the data coming in.

T12: WINTER MAINTENANCE SCENARIO BASED ROUNDTABLE EXERCISE

3:20 pm - 4:20 pm | Room D

Speaker: Michael Coffey, Retired Southcoast Director,

Alaska Department of Transportation; Account

Manager/Technical Expert, EnviroTech Services, Inc.

Wilfrid Nixon, Ph.D., Vice President for

Science & the Environment, Salt Institute

Larry Schneider, Street Superintendent, City of Fort Collins

Winter weather is dynamic and unpredictable. This roundtable exercise will challenge participants to think outside the box. Focus will be on materials types, application rates, plow routes/cycle times and operational strategies. Offered three times with three different challenging storm scenarios. Participants can attend one or all three. See Sessions W3 and W6 for other times and speakers.

EXHIBITOR SHOWCASE • RECEPTION

4:30 pm - 6:00 pm | Riverfront Exhibit Hall (Lower Level) & West Parking Lot

PROGRAM DETAIL

WEDNESDAY, JUNE 6

CONFERENCE CHECK-IN

7:00 am – 4:30 pm | Lobby

BREAKFAST

7:00 am - 8:15 am | Riverfront Ballroom

EXHIBITOR SHOWCASE

7:30 am - 10:00 am | Riverfront Exhibit Hall (Lower Level) & West Parking Lot

BREAKOUT SESSIONS | 8:30 am - 9:30 am

W1: WINTER MAINTENANCE BY DESIGN

(AKA: MR. & MRS. SMITH) | Skyline II

(12th Floor, Parkside Tower)

*Speaker: Daniel Schacher, Superintendent,
Alaska Department of Transportation
Sarah Schacher, Preconstruction Engineer,
Alaska Department of Transportation*

How can planners and engineers work with operations staff on capital projects to ensure that all parties see positive impacts? It doesn't always go smoothly, but building trust and credibility is important to making sure that design requirements are met while still benefiting winter maintenance activities.

W2: CONNECTED VEHICLES WINTER

MAINTENANCE | Skyline I (12th Floor, Parkside Tower)

*Speaker: Michelle Akin, Research Operations Engineer,
Washington State University*

Everyone's talking about Connected and Autonomous Vehicles! We're far from self-driving snowplows, but several CV applications that have the potential to improve winter maintenance operations might be just around the corner. Do you have any "smart" snowplows or patrol vehicles equipped with AVL, cameras, optical/non-contact surface state/friction sensors? What other vehicle data might be helpful in knowing real-time road conditions? How about windshield wiper status, temperature, anti-lock brake or traction control system activation?

PROGRAM DETAIL

W3: WINTER MAINTENANCE SCENARIO BASED ROUNDTABLE EXERCISE | Room D

*Speakers: Mark Devries, Application Expert, Vaisala, Inc.
Bret Hodne, Public Works Director, City of West Des Moines
Wilfrid Nixon, Ph.D., Vice President for
Science & the Environment, Salt Institute*

Winter weather is dynamic and unpredictable. This roundtable exercise will challenge participants to think outside the box. Focus will be on materials types, application rates, plow routes/cycle times and operational strategies. Offered three times with three different challenging storm scenarios. Participants can attend one or all three. See Sessions T12 and W6 for other times and speakers.

EXHIBITOR SHOWCASE • BEVERAGE BREAK

9:30 am - 10:00 am | Riverfront Exhibit Hall (Lower Level) & West Parking Lot

BREAKOUT SESSIONS | 10:00 am - 11:00 am

W4: CHANGE IMPLEMENTING NEW IDEAS FOR WINTER MAINTENANCE | Skyline I

(12th Floor, Parkside Tower)

*Speaker: Lee Perkins, MBA, CET, Transportation Operations
Manager, City of Lethbridge, BC*

No one likes change. This session will help managers navigate the many challenges of accomplishing positive change in their respective organizations.

W5: UTAH DOT SNOW REMOVAL PERFORMANCE METRICS.....2.0 | Skyline II (12th Floor, Parkside Tower)

*Speaker: Ryan Ferrin, Maintenance Methods Engineer,
Utah Department of Transportation*

This session will begin with a brief history of how UDOT has arrived at our present state of snow removal performance and then go through the process as we developed the metric to fit our present policy and performance measures

PROGRAM DETAIL

W6: WINTER MAINTENANCE SCENARIO BASED ROUNDTABLE EXERCISE

10:00 am - 11:00 am | Room D

*Speakers: Mark Devries, Application Expert, Vaisala, Inc.
Bret Hodne, Public Works Director, City of West Des Moines
Wilfrid Nixon, Ph.D., Vice President for*

Science & the Environment, Salt Institute

Daniel Schacher, Superintendent,

Alaska Department of Transportation

Winter weather is dynamic and unpredictable. This roundtable exercise will challenge participants to think outside the box. Focus will be on materials types, application rates, plow routes/cycle times and operational strategies. Offered three times with three different challenging storm scenarios. Participants can attend one or all three. See Sessions T12 and W6 for other times and speakers.

LUNCH & CLOSING GENERAL SESSION

11:00 am - 1:00 pm | Riverfront Ballroom

Keynote Address: Top 10 Things for a World Class Winter Maintenance Program

Wilfrid Nixon, Ph.D., Vice President for

Science & the Environment, Salt Institute

One of the more difficult aspects of winter maintenance is sharing what you have learned, being made aware of what you have not and finding sources of information to help bridge the gap. This “talk show” format will provide an opportunity for attendees to present current challenges, get operational advice and have all of your questions answered. Please come armed with a list of your agencies challenges.

OUR EXHIBITORS

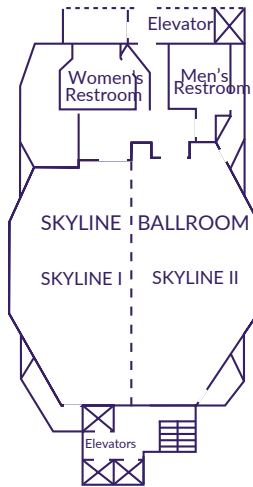
Be sure to visit the Exhibitor Showcase, both inside and outside.

COMPANY	BOOTH#
NSC Minerals Ltd.	1
Compass Minerals	2
Envirotech Services Inc	3
RWC Group	4
The Fab Shop, LLC	5
L3 Driver Training Solutions	6
Tec Equipment	7
Pacific Northwest Snowfighters/ClearRoads	8
Salt Distributors Inc	9
Bulldogger Services Inc.	10
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Highway Equipment Company	26
Evolutions Edges (A Division of Chemung Supply)	27
Northend Truck Equipment Inc.	28
Henke Manufacturing	29
Vaisala	30

FACILITY LAYOUT

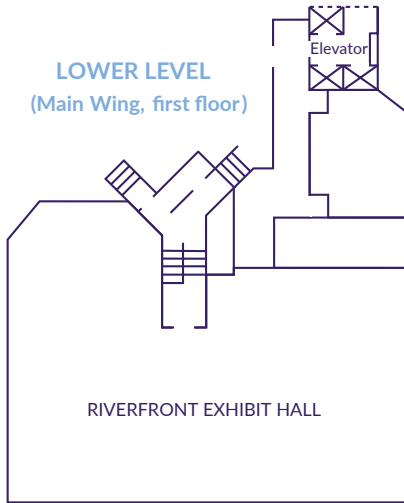
TWELFTH FLOOR

(Parkside Tower)



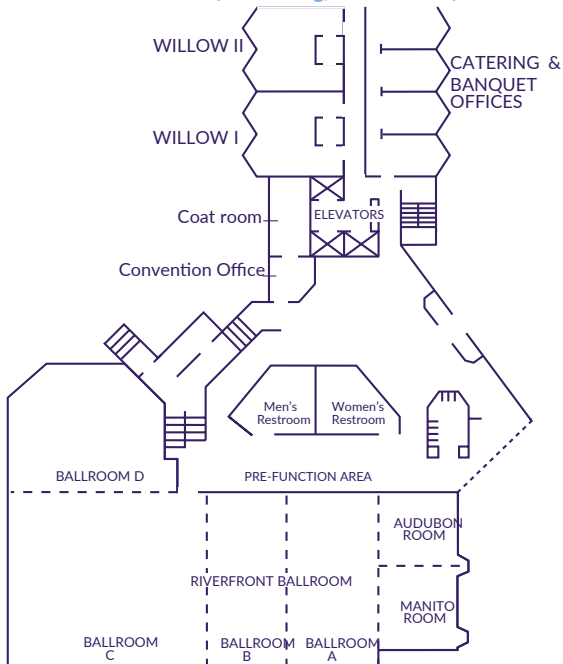
LOWER LEVEL

(Main Wing, first floor)



LOBBY LEVEL

(Main Wing, second floor)



Thank You!

We would like to thank all of the sponsors, vendors and attendees. Without you, this event would not be possible. Special thanks go out to the Washington State Department of Transportation, Pacific Northwest Snowfighters Conference Committee and Event Dynamics for their hard work and attention to detail hosting the conference.

Special thanks to Event Dynamics and Erica Mulherin with WSDOT Graphics for all of your efforts!



[PNSASSOCIATION.ORG](https://pnsassociation.org)