

# A CARGILL CASE HISTORY

The City of Anderson & Madison  
County, Indiana

**ACCUBRINE**<sup>®</sup>  
AUTOMATED BRINE MAKER

## AUTOMATED BRINE MAKER PAYS OFF FOR TWO INDIANA MUNICIPALITIES

The City of Anderson and Madison County, Indiana wanted to save money on winter maintenance. After co-investing in a state-of-the-art automated brine maker, the two municipalities have nearly recouped their investment. **IN JUST ONE YEAR.**

"Looking at my salt barn, I know the brine maker has paid for itself already," said Todd Leever, street commissioner for the City of Anderson. "After a season of pre-treating with brine, I still have a thousand tons of salt, ready to go for next winter. In ten years, that's never happened."

Scott Harless, superintendent for Madison County Highways, agrees, noting that even though official budget numbers are not yet calculated for the season, the cost savings are more than either of the municipalities expected.

"We each paid half for the cost of the system, so teaming up together saved money to begin with, but the savings we've experienced after using the system is amazing," Harless said. "Even if the numbers aren't quite there this year, by next year we will for sure have covered our costs."

The system purchased by the City and County is an AccuBrine<sup>®</sup> automated brine maker made by Cargill Deicing Technology. Fully automated with custom programming options, the system produces up to 5,000 gallons of salt brine per hour and pumps directly into the 10,000-gallon storage tank housed at the County facility and shared by both organizations.

Predominantly treating their roadways with salt, a sand-salt mix and the occasional calcium chloride treatment, Harless and Leever were intrigued to change their practices after hearing about the cost savings associated with brine pretreatment.

"We did our research, and everything said that using brine cuts costs in terms of time, fuel, labor, vehicle maintenance, and salt use," Leever said. "Once we were convinced of the effectiveness of the application, we needed to find the right system to make it."

*Continued on next page.*



**Cargill**<sup>®</sup>

A Cargill Deicing Technology Product

Providing customers with deicing solutions that save lives and enhance commerce.

**“The savings we’ve experienced after using the system is amazing ... It’s real simple. You just need salt in the machine and it does all the work for you ... which saves on labor and taxpayers’ dollars.”**

– *Scott Harless, Superintendent,  
Madison County Highways*

**“We get wetter pavement quicker and we’re saving money ... Looking at my salt barn, I know the brine maker has paid for itself already ... I still have a thousand tons of salt, ready to go for next winter.”**

– *Todd Leever, Street Commissioner  
for the City of Anderson*

After checking out a number of different systems, the team selected their brine-making equipment based on the advanced technology, automated features and accurate salt concentration capabilities. Furthering their economical partnership, the two municipalities continue dividing costs by utilizing advanced programming features within the system to track individual consumption.

“It’s all set up on a key-code system in the machine,” Harless said. “The system tells us exactly how much brine my organization uses and how much Todd’s organization uses, and we keep track of the costs. It’s real simple.”

It’s also real simple to make a batch of brine. The system only requires one operator to program the machine and add salt to the hopper. Monitoring is not necessary, so after setting up the system, the operator can take care of other tasks.

“The touch screen tells you right there on-board what you need to do and how to do it,” Harless said. “You just need salt in the machine and it does all the work for you. You really don’t have to be around while it does the work, which saves on labor and taxpayers’ dollars.”

And while the two organizations continue to benefit from cost-effective, automated, accurate brine making, the taxpayers themselves benefit from wetter, clearer roads and safer winter driving conditions.

“We get wetter pavement quicker and we’re saving money,” Leever said. “Many residents called and commented that this was the best they’ve seen winter streets in years. Residents are happy, the mayor is happy and the county commission is happy. And that makes us happy.”



Cargill Deicing Technology  
24950 Country Club Blvd. Suite 450  
North Olmsted, OH 44070  
phone: 866-900-SALT (7258)

[www.cargilldeicing.com](http://www.cargilldeicing.com)

©2010 Cargill, Incorporated. All rights reserved.

ABCH-1101

**Providing customers with deicing solutions that save lives and enhance commerce.**