

SUSTAINABLE ROAD SALTING PRACTICES

TRACKING SALT USE



A key step to implementing sustainable road salting is to track how much salt is used. If you don't know how much salt is being spread, you cannot assess how you are doing to limit its use over time. Luckily, new technologies allow communities and businesses to track salt use with precision.

BENEFITS

By tracking salt used, communities and businesses can:

- Ensure salt – and therefore money – is not wasted.
- Set goals to reduce salt and assess how well your team is doing to meet those goals.
- Minimize salt that reaches the environment, helping keep water clean, vegetation alive, and soils healthy.

CONSIDERATIONS

- Tracking salt use is a “basic need” to ensure salt is used sustainably.
- If a product tracking system is incorporated across a fleet of vehicles over time, accepting only the lowest bid in any given year may not allow for consistency in tracking systems across vehicles.

CHALLENGES

- Significant initial set up costs
- Learning curve to use the tracking equipment
- Time required to assess results and act upon them

COSTS

\$5,000 to \$50,000 initial set up costs based on first-year cost estimates for 10 vehicles.

Pricing will vary based on quantity ordered, contract negotiations, and other factors.

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<https://www.uvm.edu/seagrant/road-salt-water-quality-salt-savvy-champlain>

COMPANIES AND SYSTEMS

The systems listed below track both granular and liquid product distribution and offer wireless data transfer. Some may require integration of add-ons (e.g., spreader controllers). Low-cost systems were estimated to be \$6,000 or less for the first year for 10 vehicles. Medium-cost systems were estimated to range from about \$5,000 to \$20,000 in the first year, while high-cost systems were estimated to cost \$20,000 to \$50,000 in the first year (ChatGPT, 2025).

- CalAmp, [Fleet telematics - iOn](#), Medium cost
- Certified Power Solutions, [Fleet Pilot Connect](#), Medium-High cost
- DICKEY-john, [Public Works Control Systems](#) (when integrated with a GPS provider such as [GoFleet](#)), Medium-High cost
- Geotab, [Winter Operations telematics Public Works Solution](#), Medium-High cost
- HillTip, [HTrack™](#), Medium-High cost
- TitanGPS, [Snowplow and spreader monitoring](#), Low-Medium cost
- Viaseys, [MTS Pro Salt Tracker](#), Medium cost

*Companies listed may offer additional products not included here. In addition, other companies not included in the table may carry similar products. Inclusion in this table does not constitute endorsement on the part of the University of Vermont, Lake Champlain Sea Grant, or NOAA. Information is provided for educational purposes only.

LOCATIONS

The following communities and businesses in Vermont and the Lake Champlain Basin of New York track their road salt use with precision tracking equipment:

- Burlington
- Colchester
- Milton
- South Burlington
- Williston
- S&D Snowblowing

Does your business or community track salt use with precision tracking and want to be listed here and on the Lake Champlain Sea Grant website? Contact us at seagrant@uvm.edu to let us know.

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