



Winter Products Catalog

Bulk Rock Salt & Bagged Ice Melts

Fast Quotes & Delivery Through-out New York State - Bulk, Packaged & Truck Load Quantities

Visit www.DukeSalt.com





WELCOME!

I would like to thank you for allowing The Duke Company the opportunity to present our Winter Products Catalog to you.

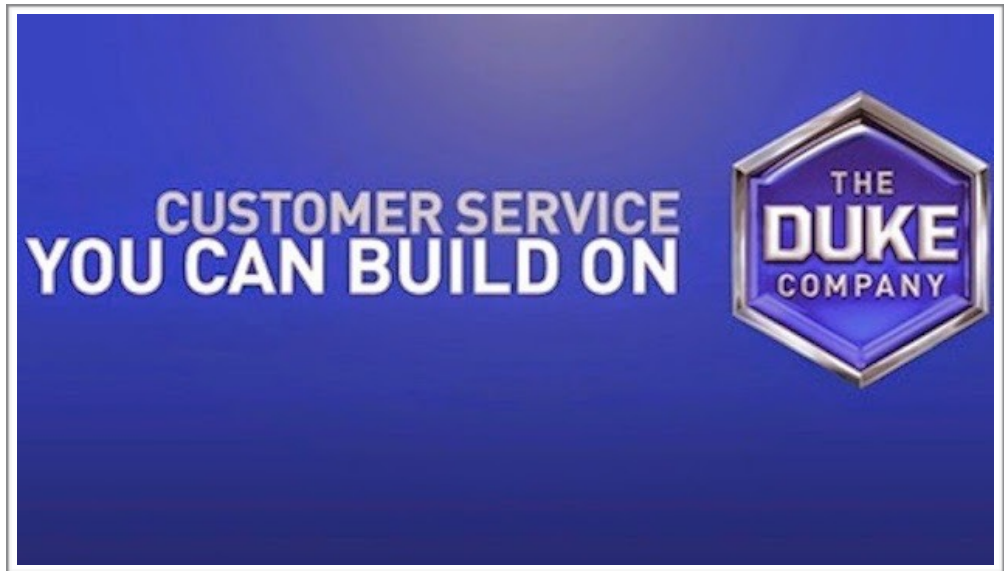
Our customers are truly our partners and friends. We believe we bring a level of experience and integrity to Ice Control that will vastly exceed your expectations.

Our philosophy is that the success of our relationship and our company lies with the success of your business. If you have suggestions about how to better serve you, please contact me at 585.292-9870.

Our team is committed to immediately addressing your suggestions & providing you with outstanding service.

Sincerely,

-David Terry, President



ABOUT US

The Duke Company is a full-service construction equipment rental, building materials, bulk rock salt & packaged ice melt distribution company serving commercial, industrial, governmental and residential customers.

Headquartered in Rochester NY, Ithaca NY & Dansville NY, The Duke Company has proudly been serving snow removal and ice control professionals since 2004. Our staff would be glad to assist you with expert advice & information tailored to your specific needs.

We have earned an outstanding reputation throughout the industry for providing the best service, advice & competitive pricing.



100% SATISFACTION GUARANTEE

Whether you need a quick quote, request emergency service or expert advice, we guarantee your satisfaction.



IMMEDIATE RESPONSE GUARANTEE

Our Ice Control experts will respond to you quickly through-out the winter season.

DUKE COMPANY BULK SALT DISTRIBUTION FACILITY



Welcome to the Duke Company Bulk Salt Facility in Rochester, New York. We are proud to serve leading commercial & residential customers through-out New York State. Whether your needs are for bulk rock salt, packaged ice melt products, portable heat or accessories, we are here to help.

- **Seasonal Hours:** we are open extended hours based on the weather!
- **Text Alerts:** text 'DUKESALT' to 55469 for updates on extended hours, schedule changes & discounts.

Quote & Delivery Requests?

- For fast & accurate bulk salt & deicer quotes, **contact David Szydlowski, Ice Control Division Manager:**
 - **Phone:** 585.292.9871 / **Email:** David.Szydlowski@dukecompany.com



Ask about fast delivery through-out New York State - whether bagged, bulk or truck load.



We proudly carry American Rock Salt - mined in Upstate New York.

BAGGED ROCK SALT & DEICERS - A TO Z

We are able to accommodate your needs whether for municipal, wholesale, commercial or residential. Ask about fast delivery through-out New York. **Contact David Szydlowski, Division Manager, Ice Control / Transportation at 585.292.9871** to request Bulk / bagged ice melt quote & the fastest delivery.

Good

Better

Best



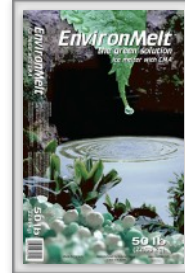
AMERICAN ROCK SALT

We proudly carry American Rock Salt in 50 pound bags and bulk form. A USA company located in Upstate New York. Widely respected for its ice melting products for municipal and commercial customers.



POLAR ICE MELT FLAKE

Long lasting time-frame. Calcium flake formulation capably melts snow and ice to negative 24 degrees Fahrenheit. Extreme visibility with blue color indicator. Available in 50 pound bags.



ENVIRONMELT ICE MELT

Widely respected as THE Green Solution. Advanced formulated with CMA (Calcium Magnesium Acetate) for exceptional melting. Not as harmful to vegetation. Available in 50 pound bags.



ICE CUTTER ICE MELTER

When pre-applied prevents snow and ice from bonding to the surface area. As Ice Cutter goes to work, its time released formula stays on the surface area longer, helping to control the freeze / thaw cycles.



SAFER THAN SALT COMMERCIAL

Precision formulated for commercial applications. Advanced CMA coating to jump start melting process & Magnesium Chloride coating. Available in 50 pound bags.



PELADOW CALCIUM PELLETS

Premium performing ice melter capable of working to negative 25 degrees Fahrenheit. Available in 50 pound bags.



STEALTH BLUE ICE MELTER

Infused with Calcium Chloride & CMA, capable of melting to -30 degrees Fahrenheit. Blue colored crystals melt snow and ice 2x-2.5x faster.



VAPORIZER ICE MELT FLAKE

Calcium Chloride Flake effective to negative 30 degrees Fahrenheit. Calcium Flake attracts moisture making it perfect for dust control. Available in 50 pound bags.



MR. MAGIC

Fast acting, long lasting ice melt requires less than competing ice melts for same desired effect. Easier on the environment, concrete, brick, wood & pets.

PACKAGED ROCK SALT & DEICERS

We are glad to assist you in selecting the best product for your needs. **Contact David Szydowski, Division Manager, Ice Control / Transportation at 585.292.9871** to request Bulk / bagged quotes & the fastest delivery.

| Value | | Manufacturer | Effective to: | Color Indicator | Landscape Friendly | CMA | Contains Calcium Chloride | Contains Magnesium Chloride | Contains Potassium Chloride | Contains Sodium Chloride |
|--------|---|---|---------------|-----------------|--------------------|----------------|---------------------------|-----------------------------|-----------------------------|--------------------------|
| Good |  | American Rock Salt® (Good) 50 Pound Bags | 15F | None | No | | | | | ✓ |
| Good |  | Ice Cutter Ice Melter (Good) 50 Pound Bags | -15F | Green | Moderate | | | ✓ | ✓ | ✓ |
| Better |  | Stealth blue ice Melt with CMA (Better) 50 Pound Bags | -30F | Blue | Moderate | ✓ | ✓ | ✓ | ✓ | ✓ |
| Better |  | Polar Ice Melt™ – with Synergistic Action (Good) 50 Pound Bags | -24F | Blue | Moderate | | ✓ | ✓ | ✓ | ✓ |
| Better |  | Safer Than Salt® – Commercial (Better) 50 Pound Bags | -25F | Rose | Moderate | ✓ | ✓ | ✓ | ✓ | ✓ |
| Better |  | Vaporizer® Calcium Chloride Flake (Better) 50 Pound Bags | -30F | None | Moderate | | ✓ | | | |
| Best |  | Environmelt® Ice Melter with CMA (Best) 50 Pound Bags | -25F | Green | Best | ✓ (Pellets) | | ✓ | ✓ | ✓ |
| Best |  | Peladow® Calcium Chloride Pellets (Best) 50 Pound Bags | -25F | None | Moderate | | ✓ (92% Pure) | | | |
| Best |  | Mr. Magic with CMA (Best) 50 Pound Bags | -25F | Safety Orange | Moderate | ✓ | ✓ | ✓ | ✓ | ✓ |

PORTABLE HEATERS FROM A-Z FOR RENTAL OR SALE

Keep your crew up & running through the winter season! A range of heaters are available for rent by the day, week or month. Our team would be glad to assist you in calculating the BTU's required for your job site. For a price quote, the best-maintained rental heaters, outstanding service & fastest delivery, give us a call.



CONCRETE CURING & THAWING

- Flagro, HeatKing, Wacker Neuson
- Diesel
- 150,000 -620,000 BTU



FORCED AIR HEATERS

- Mi-T-M
- Propane Kerosene
- Up to 400,00 BTU



INFRARED HEATERS

- Val6
- Electric / Kerosene
- 51,000 - 140,00 BTU



INDIRECT HEATERS

- Flagro & Frost Fighter
- Propane, Natural Gas, Kerosene
- 200,000 - 500,000 BTU



JOBSITE HEATERS - FORCED & INDIRECT

- Frost Fighter
- Propane, Natural Gas, Oil & Diesel
- 500,000 -700,00 BTU



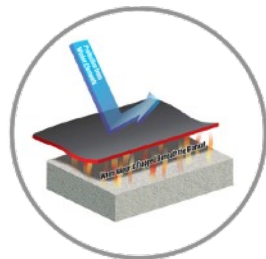
PORTABLE ELECTRIC HEATERS

- Patron
- Electric
- 5,100 - 205,00 BTU



SELF-CONTAINED INDIRECT HEATER

- Frost Fighter
- Propane, Natural Gas, Oil & Diesel
- 390,000 -780,00 BTU



CONCRETE CURING BLANKETS

- Proven in maintaining heat of hydration, particularly during the critical early stages of concrete curing.
- Low 0.87 Perm rating, providing superior vapor block during curing
- Available in a range of sizes.



INSUL-TARP FORM COVERS

- Lightweight design integrates closed cell foam & reflective technology with a protective poly coating.
- Very effective for insulating under concrete slabs in pole barns, crawl spaces, residential, commercial & agricultural radiant heating systems

HOW TO CALCULATE BTUS & HEATER RENTAL NEEDS

FrostFighter, a leading manufacturer of heaters, provides an excellent resource and guide on their web site to calculate BTUs and heater rental needs. Visit <http://frost-fighter.com/calculator/> to access the FrostFighter BTU Calculator and Fuel Consumption Rates.

Step 1: Calculate the Volume of Space to be heated

- Rectangular Cubic Feet: multiply Length by Width by Height to calculate cubic feet.
- Dome - Cubic Feet: calculating the cubic feet of a Dome can be quite completed. Visit <http://frost-fighter.com/calculator/> to use Frost Fighter's calculator.

Step 2: Describe your enclosure

- **Very Loose:** tight roof and nearly completed walls; door, window and other openings covered with plastic or canvas - heavy partitioning.
- **Loose:** tight roof and nearly completed walls; door, window and other openings covered with plastic or canvas - heavy partitioning.
- **Fairly Loose:** tight roof and nearly completed walls; door, window and other openings covered with plastic or canvas - medium partitioning.
- **Fairly Tight:** tight roof and completed walls without insulation, window and door openings enclosed with plastic - medium to heavy partitioning.
- **Tight:** windows, doors, and elevators installed, walls exist (not dry-walled) - medium partitioning.
- **Very Tight:** windows, doors, and elevators installed, walls exist (not drywalled) - no partitioning.

Step 3: Choose Desired Temperature-

- 20°F t 60°F

Step 4: Choose a Heater Unit

- Choose from a range of outstanding rental heaters available from The Duke Company.

Source: <http://frost-fighter.com>

Fuel Consumption Rates
Direct & Indirect Fired Portable Heating Systems

| Model | Oil | Propane | Natural Gas |
|--|--|---|--|
| DF400 Direct Fired 400,000 BTU/h | N/A | 160 Cubic Feet/Hr 3.7 Imperial Gallons/Hr 18.9 Pounds/Hr 16.8 Litres/Hr 4.5 US Gallons/Hr | 392 Cubic Feet/Hr 400 Therms/Hr |
| DF1500 Direct Fired 1,500,000 BTU/h | N/A | 600 Cubic Feet/Hr 14 Imperial Gallons/Hr 71 Pounds/Hr 63.6 Litres/Hr 16.8 US Gallons/Hr | 1,470 Cubic Feet/Hr 1,500 Therms/Hr |
| IDF200 220,000 BTU/h (Oil/Diesel) 210,000 BTU/h (LP/NG) | 1.2 Imperial Gallons/Hr 5.7 Litres/Hr 1.5 US Gallons/Hr | 84 Cubic Feet/Hr 1.9 Imperial Gallons/Hr 9.9 Pounds/Hr 8.7 Litres/Hr 2.3 US Gallons/Hr | 206 Cubic Feet/Hr 210 Therms/Hr |
| IDF350 350,000 BTU/h | 2.1 Imperial Gallons/Hr 9.4 Litres/Hr 2.5 US Gallons/Hr | 140 Cubic Feet/Hr 3.2 Imperial Gallons/Hr 16.6 Pounds/Hr 14.7 Litres/Hr 3.9 US Gallons/Hr | 343 Cubic Feet/Hr 350 Therms/Hr |
| IDF500 420,000 BTU/h | 2.5 Imperial Gallons/Hr 11.3 Litres/Hr 3.0 US Gallons/Hr | 168 Cubic Feet/Hr 3.9 Imperial Gallons/Hr 19.9 Pounds/Hr 17.8 Litres/Hr 4.7 US Gallons/Hr | 412 Cubic Feet/Hr 420 Therms/Hr |
| IDF500HS High Static System 420,000 BTU/h | 2.5 Imperial Gallons/Hr 11.3 Litres/Hr 3.0 US Gallons/Hr | 168 Cubic Feet/Hr 3.9 Imperial Gallons/Hr 19.9 Pounds/Hr 17.8 Litres/Hr 4.7 US Gallons/Hr | 412 Cubic Feet/Hr 420 Therms/Hr |
| IHS500 Ice Fighter High Static System 420,000 BTU/h | 2.5 Imperial Gallons/Hr 11.3 Litres/Hr 3.0 US Gallons/Hr | 168 Cubic Feet/Hr 3.9 Imperial Gallons/Hr 19.9 Pounds/Hr 17.8 Litres/Hr 4.7 US Gallons/Hr | 412 Cubic Feet/Hr 420 Therms/Hr |
| IHS700 Ice Fighter High Static System 700,000 BTU/h (Oil/Diesel) 680,000 BTU/h (LP/NG) | 4.2 Imperial Gallons/Hr 18.9 Litres/Hr 5.0 US Gallons/Hr | 272 Cubic Feet/Hr 6.3 Imperial Gallons/Hr 32.2 Pounds/Hr 28.7 Litres/Hr 7.6 US Gallons/Hr | 667 Cubic Feet/Hr 680 Therms/Hr |
| IHS1250 Ice Fighter High Static System 1,250,000 BTU/h | 7.4 Imperial Gallons/Hr 33.7 Litres/Hr 8.9 US Gallons/Hr | 500 Cubic Feet/Hr 11.6 Imperial Gallons/Hr 59.4 Pounds/Hr 52.9 Litres/Hr 14.0 US Gallons/Hr | 1,225 Cubic Feet/Hr 1,250 Therms/Hr |
| IHS700 Ice Fighter GT Generator/Trailer High Static System Self-Contained Power Supply 700,000 BTU/h | 4.8 Imperial Gallons/Hr 21.9 Litres/Hr 5.8 US Gallons/Hr | N/A @ Present Time | N/A @ Present Time |

All High Static Systems allow for longer duct length attachments
Please Note: All figures are approximate as a number of variables can affect the actual rate of consumption.
Please use this data for comparative purposes only

SNOW REMOVAL RENTAL EQUIPMENT FROM - A TO Z



A full range of snow removal equipment is available for rent. Ask about quick delivery through-out Upstate NY. For an accurate price quote, the best-maintained rental heaters, outstanding service and the fastest delivery, give us a call.



TORO POWER BROOM

- Perfect for sweeping 2"-5" of snow from sidewalks to parking lots.



BOBCATS

- Powerful Bobcats to get you thru winter.
- Full range of Bobcat attachments including snow sweeper attachments.



SKID-STEERS

- John Deere & More
- Equipped with a range of attachments including snow sweepers.



WALK-BEHIND TORO DINGOS

- Tracked
- Full range of Toro attachments



WALK BEHIND BOBCATS

- Tracked
- Full range of Bobcat attachments



ATTACHMENTS: SWEEPERS & MORE

- Sweep a clean path efficiently with the power driven angle broom attachment for Bobcats & skid-steers.

WINTER CLOTHING & PROTECTIVE GEAR



The Duke Company carries a vast selection of professional-grade winter clothing and protective gear from leading manufacturers including **Majestic & Seirus**. Our personal protection gear and products are specifically designed for jobs site, roadwork and highway safety including high visibility vests, hard hats, safety glasses, hearing protection, gloves, rain suits, rubber boots, insulated gear, fall protection devices, harnesses and much more. **Ask about adding your logo and custom embroidery for winter clothing.**



SAFETY JACKETS, PANTS & BIBS

- Highest rated line of ANSI-2010 Class 3 Bomber Jackets, 2-in-1 Jackets, 8-in-1 Jackets & Parkas. Lined & taped seams.



HARDHAT LINERS & FACE PROTECTION

- High quality hardhat liners & face protection keeps your crew insulated from the elements.



INSULATED SAFETY GLOVES

- Exceptional high visibility gloves designed for demanding environments and operator comfort.



FLEECE & SWEATSHIRTS

- Hooded sweatshirts & fleece available with zippers or as pull overs. Meets ANSI / ISEA 10702010 Class 3 standards.



HEAD PROTECTION

- Exceptional quality beanies designed to keep your crews head & ears warm through-out the winter season.



HEATWAVE LINERS

- Maximum warmth & comfort. Cut and sewn, form fitting construction with 4-way stretch. Wear as liner, or lightweight glove



WATERPROOF JACKET & BIBS

- High visibility gear made from 100% polyester, PU coated oxford fabric. Fully taped seams for waterproof integrity.



ORIGINAL HI VIS QUICK LAVA

- Patented, Quick Clava. 3 in 1 hat with pull down micro fleece face mask and neck warmer. Made from durable Polyester.



WORKMAN XTREME GLOVES

- Waterproof & breathable. Puncture/Cut/Heat/Tear resistant. High level of comfort and flexibility. 5x stronger than Steel.

SNOW FENCE, DRIVEWAY MARKERS & SNOW REMOVAL TOOLS

The Duke Company carries a complete range of professional grade snow fence, driveway markers, snow removal tools and walk-behind spreaders. Ask about quick delivery through-out Upstate NY. For an accurate price quote, outstanding service and fast delivery, give us a call.



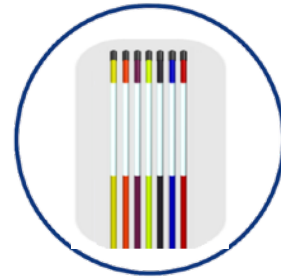
PLASTIC SNOW FENCE

- Available in Orange & Black, our durable snow fence, posts & stake will keep your job site protected.



SNOW PUSHERS

- Durable Ames TrueTemper snow pushers available in durable Poly. 18"-36" sizes available.



SNOW MARKERS WITH CAPS

- High visibility snow markers - essential for driveways & parking lots for safety & snow plowing. 1" x 1" x 48".



WOOD SNOW FENCE & STAKES

- Available in 4' x 50' quantities. Effective for preventing snow drift from roads onto driveways and other surfaces.



SNOW SHOVELS

- Complete range of pro grade Ames TrueTemper snow shovels made from durable Poly. 16"-326" sizes available.



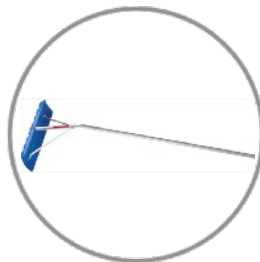
SNOW STAKES - FIBERGLASS

- Durable fiberglass stakes made from fiberglass. High visibility reflective tape for visibility and safety.



SNOW BRUSHES

- Snow brushes are available in a range of sizes. Made of freeze-resistant material.



SNOW ROOF RAKES

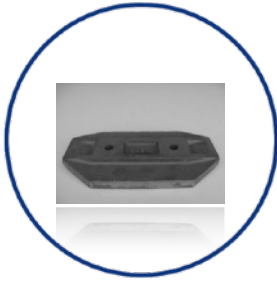
- Snow roof rakes help prevent structural and water damage to your roof. Aluminum handle extends to 17 feet. Durable 22-inch poly blade.



WALK BEHIND SPREADERS

- We carry a full-line of walk behind salt spreaders by Chapin - renown for manufacturing long-lasting, professional-grade spreaders.

SNOW PLOW WEAR PARTS - A TO Z



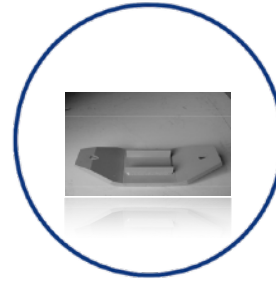
CAST SNOW PLOW SHOES

Our Range of Cast Snow Plow Shoes includes: Cast Snow Plow Shoes, Cast Wing Snow Plow Shoes, Cast Frame Snow Plow Shoes, Large Ball Feet, Cast Moldboard and Cast Heavy Duty.



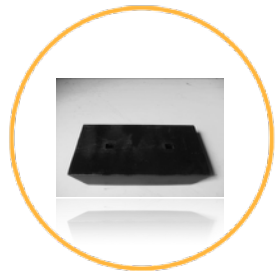
CSC NI-HARD SNOW PLOW SHOES

Our Range of CSC NI-Hard Snow Plow Shoes includes: Ni-Hard Wing Shoes, Ni-Hard Moldboard Shoes, and Ni-Hard Frame Shoes - Mushroom and Boat.



OCS CARBIDE SNOW PLOW SHOES

Our Range of OCS Carbide Snow Plow Shoes includes: Carbide Frame Shoes - Boat and Flat



OCS STEEL FRAME SNOW SHOES

Our Range of OCS Steel Frame Snow Plow Shoes includes Flat, Boat and Tenco.



OST STEEL MOLDBOARD SNOW SHOES

Our Range of OST Steel Moldboard Snow Shoes include: 8" Centers and 8"-12" Centers; Flat, Boat and Tenco; Standard, Heavy-Duty, Reversible, One Way; and One Way Plows, Double and 60 Degree.



OST CURB RUNNERS & BUMPERS

TB Our Range of OST Curb Runners & Bumpers includes Universal, Heavy-Duty and For Carbide Blades



STEEL SNOW PLOW BLADES

Our inventory of Steel Snow Plow blades are meticulously manufactured from high quality, hot-rolled 1084 finished steel.

Available in 1/4 inch to 1 inch thicknesses, we are able to procure custom lengths and punches.



RUBBER & CARBIDE PLOW BLADES

Rubber blades provide essential protection for surfaces that are more delicate than those used for either steel snow plow blades or carbide snow plow blades.

Carbide tips provide essential capabilities to reduce labor in change-over time.



STEEL NOSE PIECES FOR PLOWS

We carry one of Western New York's widest range of Steel Nose Pieces for the snow plows including Frink, Tenco, LaRochelle, Everest and Viking Snow Plows.

SNOW PLOW WEAR PARTS - FEATURED MANUFACTURERS



AIRFLO

Airflo is a leading manufacturer of quality truck equipment including snow plows, spreaders, dump bodies, multi-purpose dump bodies and hoists.



THE BOSS

The Boss is a widely respected manufacturer of snow plows including:

- Power-V Multi-position Plows for 1/2 through 2-ton trucks.
- Straight-Blade Plows for Skid Steers.
- Hopper & Tailgate Spreaders.
- Snow plows for UTVs & ATVs.
- Box Plows for backhoe class tractors.



HENDERSON

Henderson is a leading manufacturer of sand & salt spreaders, tailgate spreaders, snow plows (front mounted), and snow plow wings, anti-ice systems and deicing systems.



MEYER

Meyer manufactures a range of high performance snow plows, spreaders, snow and ice removal equipment.



SWENSON

Swenson is an innovator in snow removal and ice control for over 70 years. The company manufactures a range of spreaders for utility vehicles to tri-axle dump trucks.



WESTERN

For over 60 years, WESTERN has been manufacturing quality snow plows and ice control equipment including hopper and tailgate-mounted ice control sand and salt spreaders.



EVOLUTION EDGES

Evolution Edges is a leading manufacturer of Snow Plow Blades, Snow Plow Shoes, Grader Blades, Spreader Chains and Snow Plow Accessories.



Compaction Equipment, Tube Sand, Black-Top & Pothole Repair

Cold temperatures, snowfall, ice control solutions and snow plowing, can result in a preponderance of potholes. The Duke Company carries a wide range of rental equipment and blacktop repair solutions including compaction equipment (ride-on and walk-behind rollers) and Blacktop Patch to restore the drivability of roads and parking lots.



Compaction Equipment

The Duke Company carries a comprehensive fleet of the best brands of well-maintained rental equipment including ride-on compaction equipment (double-drum, single-drum & tandem drum) and walk-behind compaction equipment (forward plate rentals, rammers & stompers, reversible plate compactors and walk-behind rollers).



Tube Sand

Available in 60 pound bags, QUIKRETE® Tubesand® can be placed adjacent to rear axles and directly above wheel wheels to increase weight dispersion and traction.



Black-Top Repair

Quikrete is a go to solution for Ice Control professionals for quick and durable black top repairs. The Duke Company carries Quikrete Blacktop Patch 1701-52 in 50 pound bags and pallets (63 bags per pallet).

Helpful Pothole Patching Information:

- Easy to Use: use Quikrete Blacktop Patch right out of the bag without any heating or mixing.
- Easy to form and compact for quick application in patching blacktop and asphalt. Leading Cold Patch solution, that prepares the surface for immediate use.
- Approved by the Department of Transportation (DOT).

DUKE COMPANY - LOCATIONS



[Rochester](#)



[Ithaca](#)

Rochester: (585) 292-9870

- Hours: Monday – Friday from 7 am – 5 pm EST & Saturday from 8 am – 12 pm EST.
- Address: 299 Jefferson Road, Rochester, NY.

Ithaca: (607) 347-4455

- Hours: Monday – Friday from 7 am – 5 pm EST.
- Address: 7 Hall Road, Ithaca NY

Dansville: (585) 335-5970

- Hours: Monday – Friday from 7 am – 5 pm EST.
- Address: 10131 Poags Hole Road, Dansville, NY 14437

The Duke Company supplies one of the most extensive ranges of Rock Salt, Road Salt, Deicing Products & Snow Plowing Accessories in New York. Our Ithaca store carries a comprehensive range of bagged rock salt & bagged deicers. Ask about fast delivery through-out New York State.

We are proud to be a Family-Owned, Locally-Owned, & American Owned company. You can count on The Duke to be the fastest and most reliable when renting equipment and ordering building and ice control products.



The Duke Company supplies one of the most extensive ranges of Rock Salt, Road Salt, Deicing Products & Snow Plowing Accessories in New York.

Duke Salt Facility hours (Rochester NY):

- Monday – Friday: 3 am – 5 pm EST
- Saturday-Sunday: 5 am – 10 am EST
- Weather Events: Open Extended Hours

299 Jefferson Road
Rochester, NY 14623

Winter Products Catalog

Bulk Rock Salt & Bagged Ice Melts

Fast Quotes & Delivery Through-out New York State - Bulk, Bagged & Truck Load

Visit www.DukeSalt.com

