





24-Hour service on State and Federal Highways in Iowa

About 24,500 lane miles

Approx 1,100 full-time staff

Report to 101 garages across Iowa

Average salt use of ~140,000 tons
Always accompanied by brine. We use ~31M gallons annually

Average snowfall ~32 inches

Although freezing rain and blowing snow are also significant parts of our typical winter season





Pavement Monitoring Tools

- Traditional RWIS
 - ~80 locations statewide
 - "Flagship" system, used in a lot of applications
- Mini RWIS
 - 15 locations statewide
 - Cheap and easy, helps fill in the gaps
- Dash Cams
 - Picture is worth 1000 words!!



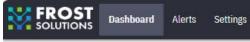


Frost Solutions Mini RWIS

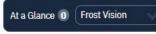
Battery and solar powered. Non-contact pavement sensor. Data viewing website as part of subscription. Just find a pole and turn it on.







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FORECAST: -

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BEGIN WORK



Partly Cloudy



Capture readings & photo before you begin work, and then again after for proof of work.



PHOTO

Request an on-demand photo. Images typically take a few minutes to load.



Storm Mode requests photos every 20 mins for 4 hrs. You'll only need this outside of the winter or if you haven't installed your upgraded camera.



The Defroster heats up the camera window and takes a photo after the defroster runs. Caution: Frequent defrosting will impact battery life.



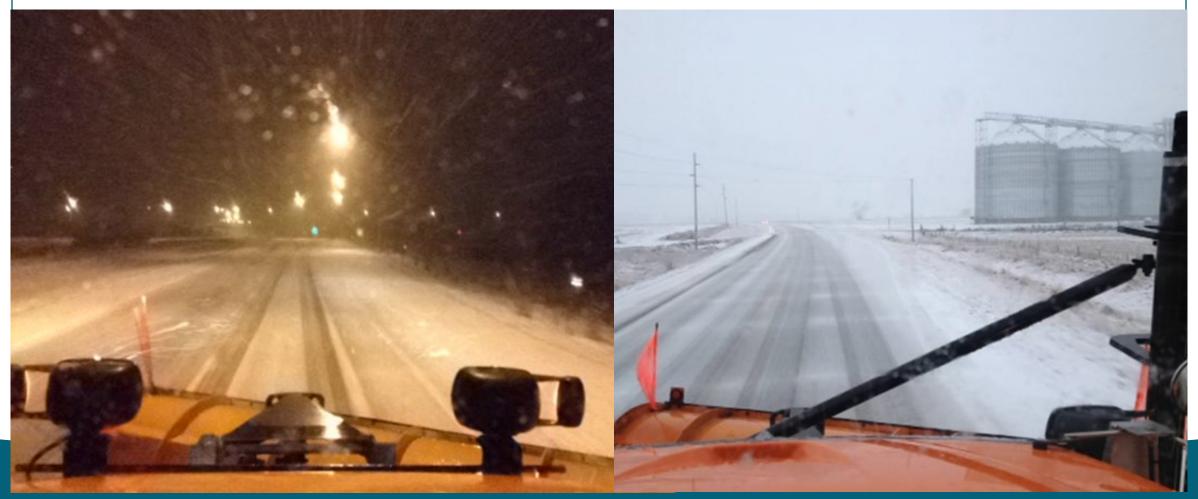






Plow Cams

Front facing camera inside the cab. Still shots every 5 minutes. Very "relatable" to many users





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Benefits

- Mini RWIS
 - Provide the most critical data, for cheap
 - Has its own website no need for your own
 - Can be used for special projects, then easily moved to new location
- Dash cams
 - Useful for just about anything public info, treatment monitoring, claims, social media...
 - Can now get through telematics subscription plans







Lots of Good Options

- New sensors and products on the market each year
- Fancy is nice, but simple is sometimes ideal
- No single system does everything, find what fits



Thanks!

Tina Greenfield

515-357-0965

Tina.greenfield@iowadot.us

iowadot.gov