



THE INSIDER

News for Members Only

Vol 3, No 2

Spring 2013

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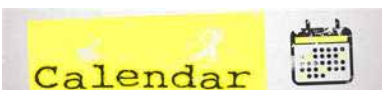
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Click a link to register!

[Webinar: Steel Water Pipe Installation & Inspection](#)
 May 3, 10 am-noon Central

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FRP's dominant voice at UL threatens UST standards

Your voice is needed to balance UL STP 0058 Committee

"The FRP industry's representatives on UL's STP 0058 committee outnumber us two-to-one," according to Lorri Grainawi. Lorri is STI's Director of Technical Services and sits on this committee.



"There are only two FRP tank manufacturers," says Lorri, "but their industry's strong presence at UL meetings allows them to submit many proposals focused on steel tank standards, while FRP tank standards are ignored." Even when statements made about steel tanks by FRP representatives aren't accurate, they confuse and frustrate regulators, she says.

"We need steel tank fabricators to step up and serve on UL's STP 0058 committee. We need sheer numbers to balance FRP's presence and to support our statements and positions," Lorri emphasized. "Our voice must be at least as loud as FRP's if we are to protect UL standards for underground tanks."

UL STP 58 Committee conference call
Monday, May 6, 1-3 pm Central time

Please volunteer! Contact [Lorri Grainawi](#) for more information, or [click here](#) to register for the meeting.

Market your company and your industry: Tools from STI/SPFA just for members

Steel Facts: Affiliate and Fabricator members-- get yours "personalized!"

STI/SPFA's Marketing Committee presents STEEL FACTS informational flyers. These handy, single-page flyers dispel the myths and present the simple facts about the benefits of using steel.

[Cathodic Protection Inspection Training Classes](#)

Fargo ND, Apr. 29-30
Frankfort KY, May 21-22
Jackson MS, June 11-12

[SP001 AST Inspection Training](#)

Baltimore MD, April 29-May 3
Houston TX, May 13-17
Baltimore MD, Aug. 19-23

[Steel Water Storage Tank Seminars](#)

Minneapolis MN, May 14

[STI QUALITY CONTROL MEETING](#)

May 8-10, 2013
Cleveland OH
Airport Marriott



[CB&I](#)

Rich Horn quoted in article about potable water storage, Water Efficiency magazine, March/April 2013.

[Modern Welding](#)

Hosted a group of regulators from Tennessee Div. of USTs earlier this month.

[Samuel, Son & Co.](#)

Featured in Stainless Steel World Americas, Dec. 2012.

[Taylor Forge](#)

Featured in the "Kudos" column, International Boilermakers Union newsletter, Jan/March 2013.

[Tnemec Co.](#)

Albert C. "Ace" Bean died in January 2013. He joined Tnemec in 1946 as sales manager, and went on to serve as president and chairman of the board until 2006.

Your sales reps can hand them to customers or send them electronically. Enclose them with your invoices. Forward them to your area business and media contacts. It's an easy way to boost your visibility in the community and among your customers.

[Email STI/SPFA](#) right now to request PDF files of our five STEEL FACTS marketing sheets *with your company's name and contact information right on the sheet*. To see the Steel Facts marketing sheets, [click here](#).



Exhibit banner promotes your company, value of steel

Set up this banner on the edge of your exhibit booth and bring traffic in.

STI/SPFA will produce the banner with your logo prominently featured. Make sure you have Steel Facts sheets on hand to give all those people who'll be drawn into your booth!

To order your banner and stand (at cost plus S/H), [contact STI/SPFA](#).

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NEW! Tank Integrity Management certificate online

"Time and money well-spent"

Steel fuel storage tanks are a vital component of our fuel delivery infrastructure. However, even owners, operators, engineers, regulators and others who deal with them every day may not understand their complexity.

Encourage your customers to make the most of their purchase by learning about standards, codes and methods of tank maintenance.

STI/SPFA's new Tank Integrity Management® (TIM®) Certificate is a comprehensive online learning program that provides this needed knowledge. Individuals who have completed the program receive the TIM® Certificate, demonstrating their understanding of how shop-fabricated steel fuel storage tanks are built, installed, operated, and maintained.



One recent TIM learner said, "I just want to say 'Thanks' for making this course available online. I took the training, gained from it, and enjoyed it. Time and money well-spent."

[Click here for more information about TIM](#)

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WINNERS! 2012 Product Awards

Got big news?

Add us to your press
release email list.

The Insider

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**ADVOCACY
for the industry**

**STI/SPFA staff
represent the
fabricated steel
industry at numerous
federal agencies,
regulatory groups,
conferences and
trade shows**

Recent staff activities:

January

EPA OUST meeting, DC

February

ASTM D18 Committee,
Washington
CUPA Conference, Los
Angeles
National Biodiesel
Board, Las Vegas

**Recognition for our business,
our products and our industry**

Winners of the 2012 Product Awards were announced March 23 at the Annual Meeting in Bonita Springs. We've sent press releases to industry media and the winners have been published in several outlets already. And of course, the winners (and all entries) are [posted on the website](#).

STI/SPFA's Annual Product Awards recognize members' steel construction products and achievements that exemplify the steel tank industry. These products serve to bring attention to the positive qualities and flexibility of steel as the production material of choice for many industries. **Congratulations to the winners!**



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Inside STI/SPFA
2013 Board of Directors

Members voted for the 2013 Board of Directors in March. You can [see the roster here](#).



All members received an electronic ballot in March and those present at the Annual Meeting voted there.

Items of interest, March 26, 2013, Board of Directors meeting:

- The Board is interested in developing oil field tank standards to address the need for flexible construction.
- STI/SPFA is working to generate greater marketplace awareness of the STI R-111 Storage Tank Maintenance document.
- We have partnered with API's EnergyNation, a grass-roots effort to support legislation favorable to the industry. The link will be promoted to the membership.
- A Pipe Century Club has been established, similar to the Field Erected Tank Century Club. There are numerous cities whose infrastructure might qualify. Recognition of the longevity of steel pipe is good public relations.

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STI/SPFA Business Trends Survey results
**No significant trend changes
at member companies**

Orders and lead-times at STI/SPFA fabricator member companies remained steady November 2012-April 13. [Click here](#) for charts and analysis of the latest data.



Watch your Inbox in early May for STI/SPFA's Business Trends Survey and take just a few minutes to respond. Every member who completes the survey makes the results that much more meaningful.

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WPMA, Las Vegas
ULC, Toronto

March

AST Conference,
Orlando
NISTM, Orlando
AISI, Washington
NACE, Orlando

April

SMDI Board of
Directors, Washington
APSA, Sacramento
MPACT Conference,
Indianapolis
API AST committee
meeting
ICC hearings, Dallas
NWGLDE, Tampa

The noise was deafening--but delightful!

2013 Annual Meeting

More than 200 people attended the 2013 STI/SPFA Annual Meeting in Bonita Springs, Florida, March 23-26. At the receptions and banquet events, the noise of those 200 folks networking was amazing!

Among those attending were nearly 50 members of the Pressure Vessel Manufacturers Association. PVMA held its annual meeting jointly with STI/SPFA's. We shared programs, conversation, laughter, food and drink--and, of course, golf! The PVMA folks had such a good time, they're coming back next year to meet with us in San Diego in 2014.



Annual Meeting pictures are on ShutterFly. [Click here](#) and login with user name ***nzak@steeltank.com*** and password ***stispfa12***.

A special thank you goes to Larry Dildine of Phoenix Forge, who recommended John Hofmeister as a speaker. Mr. Hofmeister, past president of Shell Oil and founder of Citizens for Affordable Energy, was the keynote speaker on Monday morning. He presented a positive vision of the nation's energy future and our industry's opportunities for growth.

Ninety-eight per cent of those who responded to the meeting survey said they were satisfied or very satisfied with the speakers overall. Members who attended the Annual Meeting have received the available speaker presentations by email.

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Affiliate Member sponsors: THANKS!

Annual Meeting sponsors

Give your sincere appreciation to all our Affiliate Member sponsors. Their financial support allowed STI/SPFA to provide an exceptionally memorable 2013 Annual Meeting.

Platinum sponsors--[read more](#)





Gold sponsors



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RIGHT NOW on the Steel Fab Blog



On the Blog right now:

[EPA Final Rule Requires Use of 15-PPM Diesel in Large Stationary Generators](#)

Use RSS feed to subscribe for "need to know" news

Get the latest posts via RSS feed from STI/SPFA's Steel Fab Blog. [Go to the Blog page](#) and click on the RSS icon in the upper left corner.



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STI Quality Control Meeting

All Fabricator members manufacturing STI tank technologies are required to have at least one representative present at the biennial Quality Control meeting:

**STI Quality Control Meeting
May 8-10, 2013
Airport Marriott, Cleveland OH**



*Our 2013 QC Meeting
host is Lincoln Electric*

This year's meeting is hosted by Lincoln Electric, and a full tour of their facilities is on the agenda. STI's Quality Control program is recognized for excellence throughout the steel fabrication industry.

[Click here to register for the 2013 STI Quality Control Meeting](#)

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