



THE INSIDER

News for Members Only

Vol 2, No 4

Fall 2012

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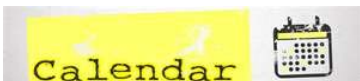
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Click a link to register!

[STI/SPFA WEBINAR](#)
[Regulation of Tanks Inside](#)
[Buildings](#)
Monday, Nov. 5, 2-3 pm
Central

[STI/SPFA SEMINAR](#)
[Steel Water Storage Tank](#)
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Nov. 8, Charlotte NC

[STI/SPFA WEBINAR](#)
[Steel Water Pipe Installation](#)
[and Inspection](#)
Nov. 16, 10 am-noon Central

[STI/SPFA sponsored event](#)
[API Inspection Summit](#)
Jan. 7, 2013

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Battelle study on ULSD corrosion

The Clean Diesel Fuel Alliance (CDFA), composed of individual companies and many trade associations (STI/SPFA is a member), posted its report "Corrosion in Systems Storing and Dispensing Ultra Low Sulfur Diesel (ULSD), Hypotheses Investigation" on September 10, 2012. [Click here to read the report.](#)



PEI may help fund further study

Eight CDFA member companies funded the research project. Battelle was hired to advise on project set-up, conduct the actual research, analyze the data and write this final report. CDFA is planning further research on ULSD corrosion.

Terry Cooper of Acterra Group was recently elected PEI's 2013 president. Terry says that the PEI board of directors has "expressed interest in helping the CDFA conduct a more robust investigation, including assistance with funding for the next phase of the project."

[More about ULSD corrosion study...](#)

Business Trends Survey results

We now have *six months* of data from your responses to the BTS. What's more, the response rate increased significantly for the August survey. Thanks so much for contributing your anonymous responses!

February-July member business trends

[Click here](#) for analysis and charts of your responses to the Business Trends Survey.

Useful results require your response

The BTS is sent only to Fabricator Members. Survey results are only as good as the quantity and quality of data received. It's easy to participate--just answer six questions every three months.



SAVE THE DATES!
2013 Annual Meeting
 March 23-26,
 Bonita Springs FL
Joint meeting with PVMA

Quality Control Meeting
 May 8-10, 2013
 Airport Marriott
 Cleveland OH
*All members manufacturing
 STI tank technologies must
 have at least one
 representative present.
 Watch your email for more
 information.*



ACTERRA GROUP
 Terry Cooper has been
 elected as the 63rd President
 of PEI

MODERN WELDING
 John W. Campbell
 joins corporate staff as
 Business Development
 Director

MORRISON BROS. CO.
 Tim Weiss has been elected
 to the PEI Board of Directors

Send STI/SPFA
 your company news
 and media releases!
nzak@steeltank.com

Got big news?

Add us to your press
 release email list.

The Insider
 Published quarterly for
 STI/SPFA Members Only
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 847-438-8265, ext. 233

CALL FOR

Watch your Inbox in early November for STI/SPFA's Business Trends Survey and take just a few minutes to respond. Thanks!

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New for you: www.steeltank.com

STI/SPFA's new website

You gotta check it out! Your new website was developed with the help of numerous members, committee meetings and staff experimentation. The results:

- Easy-to-understand navigation
- Updated content
- Enhanced Members Only pages
- More business and technical information than ever



Visit the new website!

Stop by www.steeltank.com and explore. Be sure to login to the Members Only pages.

New on the website right now:

[Practical Guidelines for Manufacture of Duplex Stainless Steels](#)

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2012 Product of the Year and Safety Awards

Recognition for your business, your products and your industry

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

NEW for Steel Pipe Section

Voting for the Steel Pipe Fabrication and Steel Pipeline Project awards will take place **online**. This will allow section members who don't attend the Steel Pipe Section Meeting in January to vote. There will be no voting at the section meeting.



To allow sufficient time for online balloting, **the deadline for Steel Pipe Project award entries is December 20, 2012.**

[Awards entry forms](#) available online

All members recently received an email announcement of the 2012 Product of the Year and Safety Awards. [Click here](#) for complete information and applications. *Note:* You must login with your member username and password to access the Members Only area. If you need assistance, contact [Elizabeth Whitney](#).

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Book your flights now for 2013 Annual Meeting

Informative programs and new PVMA friends await you at the

NOMINATIONS



In 2013, there will be two vacancies on the STI/SPFA Board of Directors. If you are interested yourself or would like to nominate someone, [click here](#) for requirements and nomination form. Deadline is 5 pm on **Friday, November 30.**

ADVOCACY for the industry STI/SPFA staff represent the fabricated steel industry at numerous federal agencies, conferences and trade shows

Recent staff activities:

NISTM
Denver, July 11
St Louis, October 17
Minneapolis, October 29

ASCE Pipelines Conference,
Miami, August 19-22

Flammable & Combustible
Liquids Code Committee,
NFPA 30
Quincy MA, August 30

AISI
Steel Market Development
Institute
Washington DC, August 27

NACE, September 17-19

AISI
Steel Codes
Washington DC, October 1-2

7-Eleven Compliance Meeting
Chicago, October 4

PEI/NACS, Las Vegas,

2013 Annual Meeting

The Annual Meeting program is shaping up to be better than ever. With our friends of PVMA joining us, the networking will be stellar, too.

A word to the wise, though: Lots of folks enjoy Florida in March, so ***make your air reservations now!*** Annual Meeting program and registration information will be available in December, but don't wait until then to book your flight.



Hyatt Regency Coconut Point, Bonita Springs FL

2013 Annual Meeting schedule: March 23, 8:30 am-March 26, noon
Saturday, March 23

Safety & Health, Member Services and Affiliate committee meetings in the morning; General Session and Technical Sessions in the afternoon; Awards Dinner in the evening.

Sunday, March 24

Shop-Fab Technical, Marketing and Safety & Health committees in the morning; free time to enjoy Bonita Springs in the afternoon; joint reception with PVMA in the evening.

Monday, March 25

General Session in the morning; joint golf outing in the afternoon; joint dinner in the evening.

Tuesday, March 26

Morning General Session with keynote speaker.

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Favoring manufacturing in the elections

NAM highlights supportive candidates

The National Association of Manufacturers has listed candidates supportive of industry, as well as incumbents who have voted favorably on relevant issues in Congress.

Enter your zip code in [NAM's Election Guide](#) to see [your representative's voting record](#) in the 112th Congress.

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"The Houston conference continues to be a very important member benefit."

Fall Conference well-received

The comment above is from a member who attended the 2012 Fall Conference in Houston in September.

Steve Hammoor, Brighton Tru-Edge Heads, and Jon Ward, Ward Tank & Heat Exchanger, deserve the lion's share of the credit for this successful Fall Conference. They researched

the speakers, made the connections and even sent personal letters to potential non-member attendees--two of those prospects have joined STI/SPFA as a result of the warm welcome they received in Houston.

There were 119 members at the conference to enjoy great programs. Another attendee said, "Excellent and well-researched!" about Dr.



2012 Fall Conference
Gold Sponsor
Thank you!

October 7-10

ULC Tank Committee
Ottawa, Canada, October 15

Stainless Steel World,
Houston, October 15-17

International Plumbing Code
Portland OR, October 24

API Tank Conference, San
Diego, October 24

National Work Group on Leak
Detection Evaluation Meeting
Columbus OH, October 23-24

Meet your STI/SPFA staff



Deb Timmerman,
Administrative
Assistant/Technical, retires
November 30, after 17 years.

"I gotta get into that CP class!"
That's a typical phone call for
Deb Timmerman. She
administers the shop fab
certification programs for
STI/SPFA--and they always fill
up fast.

Deb works with our two busy
technical managers, Lorri
Grainawi and Dana Schmidt.
She tracks all changes to the
STI specs and creates and
distributes Technical Bulletins
to Shop Fab Members.

"She's incredibly organized
and thorough," says Dana.
"With the kind of detail and
accuracy required in the
specifications, it's an
invaluable skill."

Lorri agrees, adding that "Deb
is smart, good-natured with all
those phone calls and she has
a great sense of humor."

Gurcan Gulen's presentation "Energy Sector Developments and Implications for the Steel Industry." "Networking with other people in my business sector" and "Networking with Affiliates/vendors" remain a magnet for attendance, too.



Networking at the Fall Conference

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Inside STI/SPFA

Board of Directors actions

The Board of Directors met in September in Houston. Here's a summary of actions taken:

- The Loews Coronado Resort, San Diego, was chosen for the 2014 Annual Meeting.
- In 2016, STI will celebrate its 100th anniversary. The Annual Meeting that year will be held in Hawaii.
- Single event sponsorships at meetings (e.g. a reception or golf drink cart) will be added to the Affiliate sponsorship program. Affiliates must first register at one of the sponsorship levels before applying to sponsor an event.
- Flat tops up to 102" diameter are acceptable on aboveground vertical, cylindrical F921, Flameshield and Fireguard tanks, with the cautionary note that if the tank is installed outdoors, precautions should be taken to prevent collection of water on the tank top.
- In view of the fact that STI/SPFA represents all steel fabrication sectors, a new association name that expresses this broader impact will be explored.
- A new name and look for Tank Talk are in development.



Participate in committee meetings

All STI/SPFA committees will meet at the 2013 Annual Meeting, March 23-26, in Bonita Springs FL. Committee meetings are open to participation by all Members and are great opportunities for discussion, learning and networking. All are welcome!

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Jeff Thredgold leaves public speaking

Degenerative illness strikes economist

Deb and Jim, her husband of 40 years, love to travel. This past summer, they went to Brussels on a special trip with their grandson. They have good friends they met in Sweden and they've seen Spain, London, Paris and Prague, as well as many destinations all over the United States.

Deb's last day is Nov. 30. "We will miss her," says Wayne Geyer, "and we wish her all the best as she enjoys the next stage of her life--retirement from steel tanks!"

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Many STI/SPFA members will recall Jeff Thredgold's presentations at past meetings. His last appearance with us was at the 2011 Fall Conference, where he spoke at the Awards Dinner.

Jeff's programs consistently received rave reviews from attendees. His unique blend of expert, "futuristic" economic forecasting and humorous delivery have been a hit with STI/SPFA members.



Jeff Thredgold,
economic futurist

In September 2012, Jeff was diagnosed with fronto-temporal degeneration, a neurodegenerative disease that prevents Jeff from continuing his successful career as an economist and professional speaker. More information is available on [Jeff Thredgold's website](#). All of us at STI/SPFA send our support and concern to Jeff and his family, and wish him comfort and peace.

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RIGHT NOW on the Steel Fab Blog



On the Blog right now:

["But you CAN judge a tank by its standards," article by Wayne Geyer in LUSTLine](#)

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

STI/SPFA constantly gathers news important to you and your industry, whether it's the latest wrinkle in regulation, political wrangling in Washington, or just plain good-to-know info.

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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Steel Facts marketing sheets

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.

- Your sales reps can hand them to customers or send the files electronically.
- Forward these files to your area business and media contacts.



[Email the office](#) right now to request PDF files of our four 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](#).

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