



# THE INSIDER

## News for Members Only

Vol 2, No 4

Fall 2012

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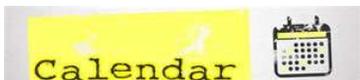
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[Enercon Engineering](#)  
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Ross Frick, President

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Kevin Shaw, VP, GM



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 Seminar](#)

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 CDFFA 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. CDFFA 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 CDFFA 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](mailto:nzak@steeltank.com)

### Got big news?

Add us to your press  
 release email list.

**The Insider**  
 Published quarterly for  
 STI/SPFA Members Only  
 Noël Zak, Editor  
[nzak@steeltank.com](mailto:nzak@steeltank.com)  
 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](http://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](http://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 Hammor, 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

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

### 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."

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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!"

### STI/SPFA Consultants

Safety & Health  
Jim Rhudy  
[jrrhudy@yahoo.com](mailto:jrrhudy@yahoo.com)  
281-216-1456

Fabrication  
Bill Herdman  
[wherdman@sbcglobal.net](mailto:wherdman@sbcglobal.net)  
317-885-1270

Fire Codes  
Jeff Shapiro  
[Jeff.Shapiro@IntlCodeConsultants.com](mailto:Jeff.Shapiro@IntlCodeConsultants.com)  
512--795-2900

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.

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.



Jeff Thredgold,  
economic futurist

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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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