



# THE INSIDER News for Members Only

Vol 3, No 4

Fall 2013

## Quick Clicks

### [Safety & Health Forum](#)

### [Steel Fab Blog](#)

NEW POST:  
NEW EDITION: DOE Handbook for Handling, Storing, and Dispensing E85 and other Ethanol-Gasoline Blends

### [STI/SPFA'S STEEL FACTS](#)

[marketing sheets](#)  
**NEW! No. 6 Newer fuels and storage tank corrosion**

Join the STI/SPFA Group on LinkedIn:



## FABRICATOR

[Cohen Industrial Supply](#),  
Houston TX, Leslie Cohen, President

[Northeastern Mfg. & Sales](#), Standish MI,  
Thomas F. Rewell, President

[Wesmor Cryogenic Mfg.](#),  
LaPorte TX, Keith Hall, Director Engineering & Product Development

## AFFILIATE

[North Shore Steel](#),  
Houston TX, David Bluestone, General Manager

[SRT Solutions](#).

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## "What can I tell my customers about corrosion?"

### Share the latest Steel Facts sheet!

Now you can respond to customer concerns with STI/SPFA's Steel Facts No. 6, *Newer fuels and storage tank corrosion*.

This latest Fact Sheet is one of a series developed by our Marketing Committee to help you promote your products and your industry. These handy, single-page flyers dispel the myths and present the simple facts about the benefits of using steel.

[Click here to download all the Steel Facts marketing sheets](#)

### Get yours "personalized!"

[Email STI/SPFA right now](#) to request .pdf files of our six Steel Facts marketing sheets with your company's logo, name and contact information right on the sheet.

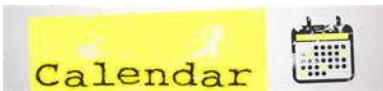
Your sales reps can hand them to customers or send them electronically. Enclose them with your invoices. Forward them to your area business and media contacts. It's an easy way to boost your visibility in the community and among your customers.

## COMING SOON! STI Internal Sloped Bottom Tank Design

Design will be available to STI licensees only



**Pearland TX, Russell  
Naisbit, President**



[Click here to see what's coming up!](#)

**Save the date!**  
2014 Annual Meeting  
March 15-18  
Loews Coronado Island  
San Diego CA



**Clay & Bailey**

Celebrated their 100th anniversary on September 6. Congratulations!

**Crosno Construction**

Displayed their Steel Facts banner at AWWA's conference in Sacramento CA in early October. Thanks, Crosno!



Want a banner of your own?  
[Click here for info!](#)

**Fisher Tank**

Has promoted Cory Evans, formerly Safety Director, into Operations as a Construction Manager. CJ

Your customers are concerned about "corrosion" in their tanks, linked to storage of higher ethanol blends, ULSD, and biodiesel. While research continues into whether and how newer fuels and corrosion might be linked, you know that routine tank maintenance to remove water and sludge makes all the difference to tank life.



That's why STI is developing the Internal Sloped Bottom Floor Tank Design, a value-added feature you can offer your customers, encouraging tank maintenance by making it easy for them to monitor and remove water from a pooled location on the tank floor.

"Flat bottom tanks may allow water to remain, even when appropriate removal frequency and methods are applied," said Bill Herdman, developer of the patent pending design and STI's fabrication consultant. "This design concentrates water in one location. It also replaces those pesky striker plates."

The design is applicable to both underground and aboveground tanks of any type, not only STI tanks. It reduces cost by eliminating tank sloping at installation; relieves concern about changes over time in slope of buried tanks; and addresses problems of designing the saddle to maintain appropriate tank height.

Only STI shop fab licensees are eligible to enroll in the STI Internal Sloped Bottom Tank Design. Expect more information, enrollment form and fees coming soon to your Inbox.

[Click here](#) to see STI's Internal Sloped Bottom Tank Design product sheet.

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**NEW! Petroleum Storage Tank Maintenance Webinar**

**Weds. Dec. 18, 10-11:15 am Central**

All storage tanks require maintenance to ensure the highest quality of the product stored and to extend the tank's useful life. And that translates into time and money saved for tank owners and operators.



Participate in STI's Storage Tank Maintenance webinar and learn everything you need to know for optimum tank maintenance from our panel of industry experts:

- **Why fuel quality standards are important:** Rich Chapman, Industry Liaison, Innospec Fuel Specialties
- **How to inspect your tanks:** Brad Hoffman, VP Engineering/R&D, Tanknology Inc.
- **Removing water from your storage system:** John Albert, Tank Program Administrator, State of Missouri
- **STI's R111: Recommended Practices for Storage Tank Maintenance:** Lorri Grainawi, Director of Technical Services,

Hineman has been promoted to Safety Director.

### [Morrison Bros. Co.](#)

The Wisconsin regulatory Petroleum Equipment Update 10/23/13 highlighted several new products from Morrison Bros. Co.

### [Outokumpu](#)

Has won a contract for stainless steel coin blanks from The Mexican Mint.

## BUSINESS OPPORTUNITY

An oilfield fabrication and structural steel business is up for sale. The business is based in Alberta and serves clients in the oil patch.

[Click here for info](#)

## Got big news?

Add us to your press release email list.

### The Insider

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**STI/SPFA Consultants  
FREE for Members**  
*"Jim Rhudy was  
extraordinarily helpful  
with OSHA" says STI  
Member*

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281-216-1456

STI/SPFA

[Click here to register](#)

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## NEW! Steel Water Pipe Fittings & Design Webinar

### Friday, Dec. 15, 10 am-noon Central

Featuring **new, advanced content** from expert presenters John Luka, American SpiralWeld Pipe and Dennis Dechant, Dechant Infrastructure Services. Utility owners and engineers, design engineers and consultants will benefit from the knowledge shared during this two-hour webinar.

The program includes:

- Outlet reinforcing design
- Crotch plate reinforcing design
- Short radius elbow design
- Reducer design
- Mechanical coupling harness restraint design
- Anchor rings
- Miscellaneous special fitting design



[Click here to register](#)

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## Business optimism at Fall Conference

### Market Roundtable highlights fracking impact

Members at the Fall Conference in Houston in September shared their market assessments at our traditional Market Roundtable.

As we went around the room, the impact of increased fracking activity was a common theme:

- *Diversifying into oil storage has been a good move for us.*
- *2012 was one of our best years and the trend is continuing. Fracking in south Texas is a big factor.*
- *The Gulf is coming back and there are more deep water rigs all the time.*
- *Increase in PO's the last six weeks, reflecting cryogenic tanks for natural gas processing.*
- *Uptick in coatings/linings for maintenance, but budgets for infrastructure projects are being pushed out.*
- *Good activity in chemical/fracking--now 30% of shop up from zero last year. Quoting is strong.*

## Business Trends Survey shows less optimism

Among those members responding to our quarterly survey August-October, only 31% said they had more orders than this time last year, down from 50% in the May-July survey.



Order lead times are more moderate: "8-10 weeks" increased by 15%, while "more than 12 weeks" declined by 8%. On the other hand, employee numbers are stable since May, inferring that

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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**



## AUGUST

Michigan's FL/CL  
Rules, Lansing  
NISTM Conference,  
Phoenix  
AISI's Steel Marketing  
Development Institute,  
Washington DC

## SEPTEMBER

EPA/NEIWPCC 24th  
National Tanks  
Conference & Expo,  
Denver  
ULC S656 Standard  
for Oil Water  
Separators review  
committee, Ottawa  
ULC S603 Standard  
underground steel;  
S615 underground  
FRP; S677 fire tested  
AST; and S669 FRP  
linings review  
committee, Toronto

business conditions do not warrant layoffs at this time.

**Watch your Inbox in early November 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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## Enter STI/SPFA Annual Product Awards

### New categories added

It's time once again for STI/SPFA members to show off their best products from 2013.



With new categories added, there are now 14 opportunities for you to win!

- Field Erected Tank of the Year has added:
  - API 650 atmospheric oil storage tank
  - API 620 low pressure liquid storage tank
  - ASME pressure vessel storage
- Steel Water Pipe Product of the Year has added:
  - Pipe Section Affiliate Product/Project

### Entry deadlines:

- Steel Water Pipe Awards--December 13, 2013
- All other product awards--January 19, 2014

[Click here for Annual Product Awards guidelines and entry form.](#)

### Safety Awards

Note that the call for Safety Awards submissions will occur early in 2014. This allows members to submit safety records for the entire 2013 calendar year.

Awards will be presented at the 2014 Annual Meeting, March 15, at Loews Coronado Island, San Diego. GOOD LUCK!

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## SWMPTAC, ASME announcements

### SWMPTAC Winter Meeting

The SWMPTAC Winter Meeting will be held January 15-17 at Talking Stick Resort in Scottsdale AZ:

- STI/SPFA Steel Water Pipe Section Meets January 17
- January 15, M11 group ONLY
- Full SWMPTAC meeting January 16-17



[Click here to register](#) for SWMPTAC.

Hotel reservations: [Click here](#) or call 1-866-877-9897 no later than

AWWA CalNev,  
Sacramento CA  
NISTM Conference,  
Minneapolis

## OCTOBER

API development of  
leak detection  
equipment document,  
Kansas City  
PEI Conference &  
Expo, Atlanta  
API Tank Conference,  
San Francisco  
NISTM Conference,  
Albany NY  
Clean Diesel Fuel  
Alliance and  
Coordinated Research  
Council, Chicago

December 16, 2013. Refer to group name "SWPMTAC" when making reservations.

### **ASME 2014 PVP Conference call for papers**

The ASME Pressure Vessels and Piping Division plans more than 175 paper and panel sessions and has issued a call for papers. **Abstracts are due by November 11, 2013.**

For topics, guidelines, schedule, and conference information, [click here](#).

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### **Flange standards revised**

#### **ASME PCC-1-2013**

Revisions to ASME's Guidelines for Pressure Boundary Bolted Flange Joint Assembly have been published.

[Click here](#) to go to ASME's Standards/New Releases page.



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### **STI representation on ANSI Z-117, A-14 committees**

#### **CJ Hineman new Z-117 alternate**

STI/SPFA's Safety & Health Committee has appointed CJ Hineman, Safety Director at Fisher Tank Company, to serve as Alternate on the ANSI/ASSE Z-117 Confined Space Entry Committee. The primary representative on the committee is Wilson Frazier of Caldwell Tank.

#### **A-14 committee STI/SPFA representatives**

Representing STI/SPFA on ANSI's A-14 Fixed Ladders committee are Ken Wade, Taylor Forge, primary; and Greg Anderson, Kennedy Tank, alternate

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### **API Storage Tank Conference**

#### **STI/SPFA co-sponsors and speaks**

More than 300 people attended API's 2013 Storage Tank Conference & Expo in San Francisco, October 22-25. STI/SPFA and NFPA are supporting sponsors of the event.



STI/SPFA participated in both planning and presenting at the conference, enhancing the industry's visibility among an audience that is generally from the "upstream" oil industry terminal operators.



STI/SPFA staff members Dana Schmidt and Wayne Geyer participated in the API Tank Conference Planning Committee. STI was instrumental in bringing regulatory speakers from the State of California's Office of the Fire Marshal and CUPA, responsible for enforcing regulations.

At the conference, Dana Schmidt presented Tank Mishaps, which is becoming a regular feature in numerous programs and in Tank Talk. Wayne Geyer spoke about corrosion issues with ultra low sulfur diesel.

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## What's your opinion? *Quick survey*

### Leaders' roundtable

The member volunteers and staff who plan programs for the Annual Meeting and Fall Conference have an idea and would like your opinion.



These meetings are highly rated by member attendees for "networking" and "sharing knowledge." **What if you had a chance to meet in smaller groups for open discussion of the issues and challenges in the steel fabrication industry?**

[Click here](#) to give us your opinion. Thanks!

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## 2013 Fall Conference highlights



Member Uni-Form Components hosted the 2013 Fall Conference Member Tour. A busload of conference attendees was greeted with coffee, breakfast, and warm hospitality by the staff at Uni-Form. Many thanks to them for allowing us to tour their facility in Houston.

*Left to right: Justin Anderson, Inside Sales; Steve Songer, President/GM; Keith Rolling, Sales; Matthew Burr, Inside Sales; and Philip Strickhausen, Inside Sales Manager.*

### **"Really enjoyed my first STI/SPFA Conference."**

That quote is from one of 100 members who attended the 2013 Fall Conference in Houston in September. The majority of respondents to the meeting survey said that "networking with other people in my business sector" and the "presentation topics" were the top reasons they came to the conference.

Dr. Don McNeeley's presentation was a great hit, with his emphasis on the bedrock role manufacturing plays in the US economy. CJ Hineman of Fisher Tank updated us on the new Global Harmonization standard for hazard communication. David E. Lay of HyTorc discussed bolted connection integrity for pressure vessels. Fall Conference attendees received available presentations via email after the meeting, to share with other personnel.

The **2013 Fall Conference Planning Committee** is responsible for the very successful presentations. Their dedicated effort for several months before the meeting made all the difference:

- Steve Hammoor, Brighton Tru-Edge Heads
- Robby Hagemann, Boardman Inc.
- Jon Ward, Ward Tank & Heat Exchanger

### **Affiliate Members support the Fall Conference**

We owe a big THANK YOU to our loyal Affiliate Members. Every one of them at the conference provided sponsorship dollars that allowed STI/SPFA to present a top-notch program.

**Special thanks to our Platinum and Gold sponsors:**



ArcelorMittal



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## **Obituaries**

### **Carroll Mann, Specialty Tank**

One of the owners of long-time STI Member Specialty Tank & Equipment, Jacksonville FL, passed away on September 27. Carroll Mann was 86.

Carroll's father opened the tank shop in 1940. His brothers Bill Mann (84) and Carleton (70), and Carleton's son Wesley, are still active in the shop as owners of the business. They have a reputation for taking good care of their employees, some of whom have been there for many years.

STI extends its sympathy to the Mann family and the employees of Specialty Tank.

### **William A. Strong Sr., The Strong Company**

The Strong family and employees of The Strong Company mourn the passing of William A. Strong (89) on October 12 in Pine Bluff AR. The company is a long-time Affiliate Member of STI.

Bill founded The Strong Company in 1959 and over the next 54 years, started 13 companies and operated manufacturing plants in Arkansas, Illinois, South Carolina, and Texas.



His company is a supplier of the mixer and pump needed to manufacture STI's Fireguard technology.

STI extends its sympathy to the Strong family and the employees of The Strong Company.

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