



May 2011

The Insider

News about *your* association

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Welcome to STI/SPFA's revived member newsletter, *The Insider*. As an Active or Affiliate Member "main contact," you want to know what your association is working on for you. And you're also likely interested in what other members are contributing. That's what *The Insider* is about.



The Insider is published twice a year, following the Annual Meeting and the Fall Conference. We'll bring you news about STI/SPFA activities, members-only benefits, programs, events, and your fellow members. (*Tank Talk*, published four times a year, continues to be your resource for technical, industry and business news.)

If you have comments or news to share, just email nzak@steeltank.com. Enjoy *The Insider*!

Noël Zak, Editor
Membership/Communications Specialist

2011 Annual Meeting "One of the best ever!"

That's how numerous attendees described the 2011 Annual Meeting held in Orlando in March. Forty Active Member companies and 21 Affiliate Member companies were represented. Along with spouses, guests and speakers, 141 people participated in four days of presentations, discussions and activities.



Attending Members were asked why they came to Orlando, and 92 percent said "to network with other people in my business sector." Networking with Affiliates/vendors was also important to 60 percent of respondents. STI/SPFA committees and other activities involved 79 percent of attending Members.

Several programs received high ratings for *Worthwhile information I'll use right away* and *Relevant to my business strategies and goals*. Among the best, according to the Annual Meeting survey, were "Cost of Safety;" OSHA's Richard Fairfax speaking on "OSHA Safety and Health Update;" and keynote speaker Dave Nelsen's "Social Media for Business: How to Use It, Why You Can't Ignore It."



Members-only meetings are a major benefit of your support of STI/SPFA. Timely and relevant speakers and discussion leaders, relaxing and entertaining activities, and above all, the opportunity to renew old friendships and build new relationships: members-only meetings enhance your business and personal life.



Mark your calendars now for these STI/SPFA Members-only events
May 12-14, Quality Control Meeting, Seattle
September 20-22, Fall Conference, Houston
March 31-April 4, 2012 Annual Meeting, Tucson

For registration and agendas, go to www.steeltank.com and click Education/Events.

2011 Officers and Board

At the 2011 Annual Meeting in Orlando, the **membership elected members to the Board of Directors**, and the Board then elected officers for the year. **Terry Cooper** of Acterra Group, Inc. is the 2011 president of STI/SPFA. Also elected were **Sonny Underwood** of Mid-South Steel Products, Inc., vice president (also elected to a three-year term), and **Ron Houston** of J.L. Houston Co., treasurer. Immediate past-president Tim Woofert, Stanwade Metal Products, Inc. was appointed chairman of the board.

Newly-elected directors are **Tony Honey** of Modern Welding Co., Inc., and **Steve Meeker** of Hamilton Tanks, LLC, who represents the Shop-Fabricated Atmospheric Tank Section of the membership. Each will serve a three-year term. **Kevin Gallagher**, Caldwell Tanks, Inc., was elected to a second three-year term and represents the Field Erected Tank Section of the membership.

Directors continuing on the 2011 STI/SPFA Board of Directors are **Tony Ippoliti**, Sherwin-Williams Co., representing Affiliate Members; **Ralph Carpenter**, American SpiralWeld Pipe Co., representing Pipe Section Members; **Jon Ward**, Ward Tank & Heat Exchanger Corp., representing Pressure Vessel Section Members; and **David Watson**, Watco Tank, Inc., member of the association's Safety & Health Committee.

Thank you for your leadership to exiting Board members **Jimmy Jones** and **Chuck Travelstead** and to exiting Field Erected Section Chairman **Chip Stein**.

Welcome, new members!

Shop-Fab Section

Chillicothe Metals Co., Inc.
 Kern Steel Fabrication, Inc.
 Victory Industrial Products/Div. Armor Group

Pipe Section

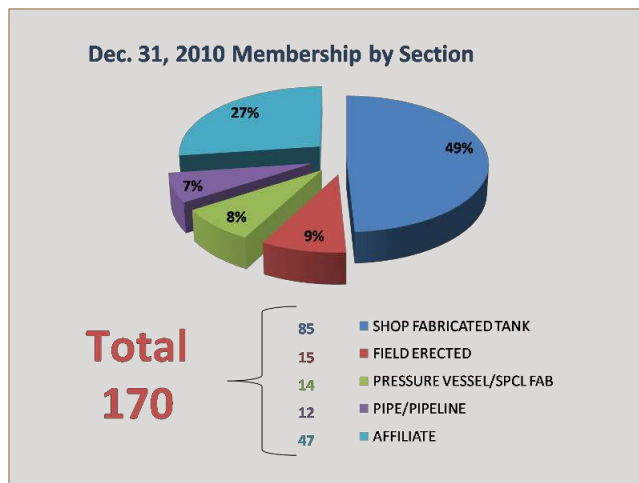
Fast Fabricators, LLC

Field Erected Section

Paso Robles Tank, Inc.

Affiliate Members

Tank Tech, Inc.
 TSG North America, LLC



Next up: QC Meeting/Tour and STI/SPFA Fall Conference

The 2011 Quality Control Meeting is May 12-14 in Seattle, WA. All Member companies holding shop-fabricated tank licenses from STI/SPFA are required to send a representative to the QC Meeting. [Click here for info and registration.](#)

The Fall Conference, September 20-22 at the Hilton Post Oak Hotel in Houston is your next great opportunity for networking and learning with other STI/SPFA Members. A full program is planned, with presentations relevant to all membership Sections. STI/SPFA committees will also meet in Houston. (The Fall Conference combines the former Summer and Fall meetings.)



Hilton Post Oak lobby

Watch your email and www.steeltank.com for registration and program information. Mark your calendar for the Fall Conference!

Advocacy: Staff representing the industry

STI/SPFA staff members travel frequently to represent the fabricated steel industry at conferences and trade shows, to deliver presentations at the invitation of other groups, and to address federal or state regulatory threats.

You might not be aware of this advocacy work, but it's possibly the most valuable benefit of STI/SPFA membership. Here's a sampling of staff advocacy activities:

QWIK Q POLL

- How valuable are STI/SPFA's advocacy activities?

Click the link below to respond!

[Qwik Q Poll: Advocacy](#)

- **STI/SPFA staff** monitors and participates in activities of AISI, SWPMTAC, NACE, AWWA and similar relevant organizations.
- **Wayne Geyer, PE, Executive Director**, has made several trips to Tennessee and North Carolina, meeting with regulators to oppose rules that could have impact on the steel tank industry. He and Dana Schmidt were invited to present a four-hour workshop at the CUPA conference.
- **Lorri Grainawi, Director of Technical Services**, made presentations at the National Tank Conference and Expo. Lorri represents the steel tank industry as an active participant in PEI's *RP 1200* meetings, ASTM's Committee on Fuels, and chairs the NACE Committee on Underground Storage Tanks and the Clean Diesel Fuel Alliance.
- **Dana Schmidt, PE, Standards Engineer**, was an invited speaker at API's Inspector Summit, NISTM AST conferences, and is the STI liaison on the API Subcommittee on Aboveground Storage Tanks.

Resources at www.steeltank.com

The next time you have a question, concern or interest related to steel fabrication, don't forget that STI/SPFA's website offers a wealth of resources online:

Registered & Warranted Tank Search: As an Active Member, you have access to STI/SPFA's database of your company's registered and warranted tanks. Just login at www.steeltank.com, and click *Member/Shop Fabricated Tank Section/Registered & Warranted Tank Search*. When you need to know production date, buyer, location, age--this is the place to find answers.

News & Updates Blog: News and comment of industry interest is loaded to our blog frequently, so this is where to go for the latest info. Recent posts include a Protected Tank warranty comparison chart, proposed state regulations in Kentucky, and results of a study of mid-level ethanol and dispensing equipment. [Click here for the Tank Talk News & Updates Blog.](#)

Member Sections: Whether your business is pipe, field-erected tanks, pressure vessels, or tanks of any kind, there's valuable information on your Section pages on the website. Technical documents, announcements of educational events, specifications and more are just a few clicks away.

2010 Product of the Year Awards



A perennial highlight of STI/SPFA's Annual Meeting is presentation of the **Tank of the Year and Product of the Year Awards**. There were more than 50 entries for 2010. Thanks to all those companies who submitted their projects and a big pat on the back to the winners!

[CLICK HERE TO READ NEWS RELEASE](#)

[VIEW PHOTOS OF TANK OF THE YEAR WINNERS](#)

[VIEW PHOTOS OF FABRICATED PRODUCT OF THE YEAR WINNERS](#)

[VIEW PHOTOS OF STEEL PIPE PROJECT OF THE YEAR WINNERS](#)

[VIEW PHOTO OF AFFILIATE NEW PRODUCT OF THE YEAR WINNER](#)

[CLICK HERE TO SEE THIS YEAR'S FABRICATED PRODUCT OF THE YEAR ENTRIES](#)

[Click here for 2010 Safety Award winners](#)

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