

Quick Links

[News & Updates Blog](#)

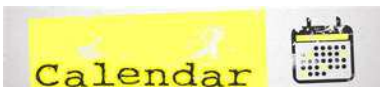
[STEEL FACTS
marketing sheets](#)

[Annual Product and
Safety Awards winners](#)

[Worksite Safety Assessment
Checklists](#)



AFFILIATE
Rayotec Scientific Inc



Click a link to register!

[Steel Water Storage Tank
Seminar](#)

May 10, 2012
Alexandria VA

[Steel Water Pipe Installation
Webinar](#)

May 18, 2012
10 am-noon Central

[STI/SPFA
Fall Conference](#)

Intercontinental Houston
Sept. 11-13
Houston TX
Call 866-342-0832 for
reservations at \$149/night



CIC GROUP/NOOTER
Ross G. Osiek retires,
appointed Senior Advisor
to Board of Directors

In This Issue

[Steel Water Storage Tank Seminar May 10, Steel Water Pipe
Installation webinar May 18](#)

[STI/SPFA's Business Trends Survey](#)

[Steel Facts marketing sheets](#)

[Annual Meeting pics](#)

[News & Updates Blog](#)

[Wally Watson, Sonnenberg Award and Jon Ward, Member Services
Award](#)

[Product of the Year and Safety Awards](#)

[2012 Board of Directors and Officers](#)

[Board and committee actions](#)

[1000 things that don't work!](#)

[Nuclear Design Methods webcast](#)

[API Committee notes](#)

[STI/SPFA Pressure Vessel Workshop at Stainless Steel World](#)

[John P. Hartmann](#)

NEW BUSINESS TOOL: "Survey says..."

Steel fab production UP!

According to NAM, the steel fabricated products industry showed production growth of 9.1% over the past 12 months. "Cautious optimism exists among manufacturers regarding future production and employment," says NAM.

What do YOU say?

Wouldn't it be interesting to know whether NAM's growth numbers match yours and your fellow Fabricator Members'?



STI/SPFA's Business Trends Survey (BTS), a project of the Member Services Committee, is coming soon to your inbox. The BTS will be administered every three months beginning in May. The data collected is *absolutely confidential* and there are just six easy questions:

1. Orders up or down last 12 months
2. Purchasing up or down last 12 months
3. Current order lead time
4. Hiring up or down last 12 months
5. Market segmentation
6. Future optimism level

As quarterly data is analyzed, we'll get a picture of trends among STI/SPFA Fabricator Members over time, a valuable business tool. The results will be posted in the Members Only section of the website and reported here in *The Insider*.

But useful results require *your* response

Survey results are only as good as the quantity and quality of data received. **The Member Services Committee strongly encourages every Fabricator Member to participate.** Remember, there are only six questions and your responses are *absolutely confidential*.

Watch your inbox in early May for STI/SPFA's Business Trends

SSAB

Partner on the industry-led
US Council for Energy-
Efficient Manufacturing

TANK TECH

PMAA Journal article on UST
replacement quotes Rob
Russell, VP Ops

TEXAS STEEL PROCESSING
Will host tour for PlateFab
2012, May 23-24 in Houston

TNEMEC

56-year old Hollywood, FL,
water storage tank
is Tnemec Tank of the Year

Put STI/SPFA
on your media list!
nzak@steeltank.com

Survey and take just a few minutes to respond. Thanks!

[Back to top](#)

Steel Facts marketing sheets

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 three 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](#).

[Back to top](#)

ADVOCACY

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

Recently attended:

UL standards meetings, April 18-19,
Northbrook IL: both
underground and
aboveground tank
standards.
**14th Annual
International
Aboveground Storage
Tank Conference &
Trade Show**, March 30,
Orlando FL: presented
half-day workshop on
aspects of ASTs.
**23rd National Tanks
Conference**, March 19-
21, St. Louis MO:
exhibition booth, panel
presentation on STI
standards.
**14th Annual California
Unified Program
Training Conference**,
February 7, San
Francisco CA:
presented half-day
workshop on
"Flammable Liquid
ASTs."

Desert fun at Annual Meeting

AM pics available on ShutterFly

The Annual Meeting in Tucson not only brought relevant, expert
presenters to the attendees, it was also a
lot of fun, as those of you who were there
know. March Madness only added to the
entertainment!

Pictures from the Annual Meeting are
posted on ShutterFly for you to view,
download and/or purchase prints. [Click
here](#) to go to the STI/SPFA album; the
password is *stispfa12*.



Learn more about our Platinum sponsors

New this year, our Platinum-level sponsors have the opportunity to
describe their products and services to you in *The Insider*. A big "thank
you" goes out to these Affiliate Members—we all certainly appreciate
their support of the Annual Meeting. [Click here](#) to learn more about our
Platinum sponsors.



[Back to top](#)

STI/SPFA's News & Updates Blog

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.



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
847-438-8265, ext. 233

Here's what's on the Blog right now:

- California UST manufacturers action required under new regulations
- Public comments on the new EPA UST regulations
- Latest word on the NLRB union poster requirement

Click on this icon for
STI/SPFA's News &
Updates Blog

Easy access to the Blog

Get the latest posts via RSS feed from STI/SPFA's News & Updates Blog. Here's how to subscribe to the RSS feed:

1. [Click here](#) to go to the Blog page.
2. Click on the RSS icon in the upper left corner.
3. On the RSS List, select "all categories."
4. In the yellow STI/SPFA box, click "subscribe to this feed."
5. On the next page, click "add to Favorites bar."

Now, anytime you're online, you can click on the button on your Favorites bar to read the latest news on the STI/SPFA News & Updates Blog.

[Back to top](#)

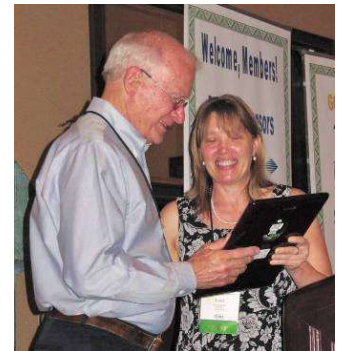
Recognizing dedication to STI/SPFA

Honoring Wally Watson

STI/SPFA presented the Sonnenberg Award to Wally Watson, Watco Tanks, Floresville, Texas, at the Annual Meeting in Tucson. The Sonnenberg Award honors an STI/SPFA member who has made significant contributions to the association in research and/or technical achievements.

"Wally has volunteered freely both his time and his company's resources on R&D projects, developing new technologies and serving on STI technical committees," said Lorri Grainawi, director of technical services.

"Wally is well known for his attention to detail and his dedication to the industry. We are proud to recognize his ongoing commitment to STI/SPFA and are grateful for his involvement."



*Lorri Grainawi presents
Sonnenberg Award to Wally
Watson, Watco Tank*

Wayne Geyer, executive vice president, said, "Members who receive the Sonnenberg Award have served STI/SPFA with extraordinary effort and dedication. Often, these members set aside their company's competitive agenda in favor of providing services that benefit the entire industry."

The Sonnenberg Award is named for Chuck Sonnenberg, a former employee and vice president of Kennedy Tank, Indianapolis, for his extraordinary efforts in developing the sti-P3 tank technology and assuring its availability to the entire underground steel storage tank fabrication industry. Past recipients of the Sonnenberg Award are available [here](#).

Congratulations and thanks for everything, Wally!

Jon Ward applauded for recruitment efforts

The Member Services Award recognizes Members who have contributed exemplary non-technical efforts to STI/SPFA. Jon Ward of Ward Tank & Heat Exchanger received the Member Services Award in Tucson, presented by Wayne Geyer.

STI/SPFA's Long Range Strategic Plan seeks

continual growth in membership. Jon Ward has taken this charge to heart by aggressively pursuing expansion of our Pressure Vessel Section. Jon has successfully encouraged other vessel fabricators to join STI/SPFA. He has also been a motive force in seeking to merge the Pressure Vessel Manufacturers Association (PVMA) with STI/SPFA. Thanks to his efforts, talks are ongoing and PVMA will co-host our 2013 Annual Meeting in Bonita Springs, Florida.

Thank you for your dedication to STI/SPFA, Jon, and congratulations!

[Back to top](#)



Jon Ward and Member Services Award

Product of the Year and Safety Awards

And the winners are...

The 2011 Product of the Year Awards were presented at the Annual Meeting in Tucson:

- Standpipe: T BAILEY, INC
- Reservoir: Paso Robles Tank Inc.
- Elevated: CB&I
- Special Storage: CB&I
- Pressure Vessel: Kennedy Tank & Mfg. Co. Inc.
- Shop Fab Atmospheric: Westeel Division of Vicwest
- Special Fab: Eaton Metal Products Co.
- Steel Pipe Fabrication Project: Hallmark Industrial Supply
- Steel Pipeline Project: Hanson Pressure Pipe
- New Product (Affiliate): Clay & Bailey Mfg. Co.



The Safety Award of Excellence went to 21 companies and the Safety Award of Achievement recognized 19 companies.

Press releases about the awards have been sent to industry media contacts and each winning company. If your company is an award-winner, be sure to contact your local media to publicize this STI/SPFA recognition.

To see photos and descriptions of the winners, go to the [Awards page](#) on our website.

[Back to top](#)

2012 Board of Directors and Officers

Members serving STI/SPFA

Terry Cooper of Acterra Group, Inc. is the 2012 president of STI/SPFA. Also elected in Tucson were Kevin Gallagher, Caldwell Tanks, vice president, and Sonny Underwood of Mid-South Steel Products, Inc., treasurer. Past President Tim Woofter, Stanwade Metal Products, Inc., was appointed chairman of the board.



Newly-elected directors are Steve Hammoor, Enerfab/Brighton Tru-Edge Heads, who represents the Pressure Vessel Section of the membership; and Tim Racicot, CIC Group Inc./Nooter, who is also chair of the Safety & Health Committee. Each will serve a three-year term. David Watson, Watco Tanks, was elected to a full three-year term, having completed a two-year appointment to fill a vacancy, and chairs the Member Services

Committee.

STI/SPFA's Affiliate Members elected Jerry Schollmeyer, Morrison Bros. Co., to serve a two-year term as representative to the Board and chair of the Affiliate Member Committee.

Continuing their terms on the 2012 STI/SPFA Board of Directors are Ralph Carpenter, American SpiralWeld Pipe Co., representing Steel Water Pipe Section Members and Marketing Committee chair; Tony Honey, Modern Welding Co., Technical Committee chair and representing the Shop-Fabricated Tank Section; and Steve Meeker, Hamilton Tanks LLC, chair of the Government/Public Affairs Committee.

The [roster](#) for the Board of Directors, sections and committees is available on our website.

[Back to top](#)

Inside STI/SPFA

Board and committee actions

All committees and the Board of Directors hold meetings at the Annual Meeting. Here is a summary of actions taken at the meetings in Tucson:



- The Member Services Committee recommended a **name change from "Active Member" to "Fabricator Member."** The rationale is that many people are "active" in the association, while many "Active" members are not. The Board of Directors approved this change at its meeting in Tucson.
- There are two **Steel Water Pipe webinars scheduled**, in May and November. The Steel Pipe Section is also establishing a Century Club.
- The **2013 Annual Meeting** is set for March 23-26 in Bonita Springs, FL. This is a joint meeting with the Pressure Vessel Manufacturers Association.
- The Safety & Health Committee has made a number of **self-audit checklists available** in the Members Only section of the website.
- The **Technical Committee** will develop a UST repair standard and a graywater/rainwater steel tank fabrication standard in response to requests from regulators.
- The **Affiliate Committee** voted to have the New Product of the Year Award voted on by Fabricator Members, rather than Affiliate Members.
- A **special one-year Fireguard warranty** was approved for gasoline storage tanks subject to CARB regulations.
- The Board approved modifying our Vision Statement and Mission Statement to include "water" with any "pipe" references. This is to distinguish that STI/SPFA's **Pipe Section refers to steel water pipe.**

All are welcome!

Meetings of STI/SPFA's committees are open to participation from all Members. Committee meetings are part of the program at both the Annual Meeting and the Fall Conference and serve as opportunities for discussion, learning and networking. All are welcome!

[Back to top](#)

1000 things that *don't* work!

STI/SPFA consultants ready to help

STI/SPFA's consultants offer you the opportunity to get insight and

experienced knowledge FREE!

"I know a thousand things that **don't** work, and a lot of things that will" says Bill Herdman, our consultant in fabrication and welding. Why guess at the solution to your problem when your association provides free access to highly-regarded, experienced consultants?

Take advantage of this Members Only benefit. Contact our consultants:

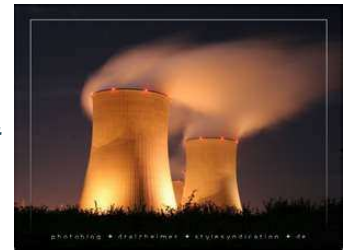
- Safety & Health: Jim Rhudy, jrrhudy@yahoo.com, 281-216-1456
- Fabrication: Bill Herdman, wherdman@sbcglobal.net, 317-885-1270
- Fire Codes: Jeff Shapiro, Jeff.Shapiro@IntlCodeConsultants.com, 512-795-2900

[Back to top](#)

Pressure Vessel and Pipe Members

Nuclear Design Methods Webcast May 17, 10 am CT

IHS presents a webcast on Nuclear Design Methods. The lead topic is *"Applying validated design methods for the thermo-hydraulic and structural design of the different components, which will include plates, pipelines and pressure vessels in nuclear power plants and facilities."*



To register for this free webcast, [click here](#). IHS is a leading global provider of critical technical information, related decision-support tools and strategic and operational services.

[Back to top](#)

API Committee recap

12 Series standards under review

Staff member Dana Schmidt participated in API committee meetings in Washington in mid-April. No formally proposed changes to the API

standard were submitted, but here are a few discussion highlights:

- API Monogram program compared to UL listing.
- Proprietary bolted tank designs.
- Consideration to increase the maximum capacity of the API 12F tank specification.
- Discouraging use of thief hatches as emergency vent devices.
- Use of contoured clean-outs rather than rectangular openings.

The API Inspector Summit is scheduled for January 2013 and will cover both upstream, midstream (refining) and downstream topics. API is seeking leaders for these three tracks.

[Back to top](#)

Stainless Steel World Conference & Expo

STI/SPFA presents unique workshop

Pressure Vessel and Tank Fabrication Using Stainless Steels is a half-day workshop on October 17th, presented by STI/SPFA in conjunction with the Stainless Steel World Conference & Expo in Houston.

Our pressure vessel workshop is complimentary for all conference attendees. [Click here](#) for the preliminary agenda.

We'll also have an exhibit booth at the expo. Be sure to stop by if you're attending! For complete information about the Stainless Steel World Americas Conference & Expo, [click here](#).



October 16th - 17th, 2012
The Woodlands Waterway Marriott Hotel
Houston Texas, USA

[Back to top](#)

"Friend of the industry" passes

John P. Hartmann

John P. Hartmann, 76, died in Evanston, Illinois, on April 2. Remembering Hartmann, STI/SPFA's Wayne Geyer said, "John was a real friend to the petroleum equipment industry. He served as an STI consultant on several projects, including the STI QuickSpec series of CD's. John was an advocate of bringing together different factions of the industry to discuss important issues, even if it was over a casual lunch."

John served as the Petroleum Equipment Institute's consultant to develop its PEI RP 100 when underground storage tank regulations were being promulgated in the late 1980's. PEI RP 100 is now nationally recognized as the foremost RP on tank installation. John also published the magazine *Petroleum Equipment & Technology*, one of the first glossy, technically based industry magazines. John will be missed.

[Back to top](#)

