



THE INSIDER

News for Members Only

Vol 3, No 3

Summer 2013

Quick Clicks

[Safety & Health Forum](#)

NEW POST:
Near Miss - The One That Almost Happened

[Steel Fab Blog](#)

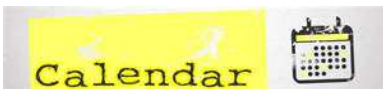
NEW POST:
Study cites more than 6,000 oil spills in 2012

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

Join the STI/SPFA Group on LinkedIn:



FABRICATOR
Park USA, Houston
Pat Schrum,
Sales Director



Click a link to register!

[FALL CONFERENCE](#)

Sept. 9-11
Hilton Post Oak, Houston



[Brighton/Enerfab](#)

Benjamin A. Sprengard,
QA Manager, authored
"Nondestructive Testing in the Pressure Vessel Fabrication Industry" in the July issue of

In This Issue

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2013 Fall Conference Registration Is Open



Hazard Communication: Global Harmonization

Deadline December 1, 2013! By that date, all employers must train employees to understand the Globally Harmonized System (GHS) of classification and labeling of chemicals on labels and safety data sheets.

A presentation about GHS is just one of several informative programs scheduled for this year's Fall Conference, September 9-11 in Houston. Industrial Components has graciously invited attendees to tour their facilities, too.

Uni-Form Components is our tour host this year. See their state-of-the-art plate rolling equipment with up to 10" capacity.

See the whole program and [register here](#) for the 2013 Fall Conference.

Tank Integrity Management certificate online

Stainless Steel World.

[Evrax North America](#)

Michael T. Rehwinkel, President and CEO, was elected in May 2013 to a one-year term as Chairman of the American Iron & Steel Institute.

[Hanson Pressure Pipe](#)

In January 2013, Hanson's Grand Prairie TX plant passed 1 million person hours without a lost-time injury.

[O'Neal Steel](#)

John Campo retired from his position as VP of Marketing and Business Development for O'Neal Industries earlier this year. Campo had been with the company since 2007.

Jeff Simons, formerly VP of Marketing O'Neal Steel, has moved into that position for O'Neal Industries.

Tom Ballou has retired from his position as VP of Supply Chain Management. He had been at O'Neal Steel since 1985.

Jodi Parnell, formerly Director of Carbon Products, has been promoted to Ballou's position.

She has been with O'Neal since 1999.

O'Neal Industries is featured in the April 2013 issue of Modern Metals.

[OPW](#)

In mid-June, OPW announced it has combined its above- and below-ground business to form OPW Retail Fueling.

Mike McCann is appointed Vice President & General Manager of the unit.

[Rolled Alloys](#)

Paul Whitcraft, Director of Technology, was interviewed in Stainless Steel World Americas' April 2013 issue.

[Tankology](#)

"Time and money well-spent"

JUST ADDED! We've added Module 5b, Storage Tank Maintenance with STI's R111 Recommended Practice. Users may study and test with either Module 5a or 5b. All who pass the TIM certificate program receive a complimentary copy of R111, a \$30 value.

Encourage your customers to make the most of their purchase by learning about tank construction and inspection standards, codes and best tank maintenance practices.



Steel fuel storage tanks are a vital component of our fuel delivery infrastructure. However, even owners, operators, engineers, regulators and others who deal with them every day may not understand their complexity.

STI/SPFA's Tank Integrity Management© (TIM©) Certificate is a comprehensive online learning program that provides this needed knowledge. Individuals who have completed the program receive the TIM© Certificate, demonstrating their understanding of how shop-fabricated steel fuel storage tanks are built, installed, operated, and maintained.

One recent TIM learner said, "I just want to say 'Thanks' for making this course available online. I took the training, gained from it, and enjoyed it. Time and money well-spent."

[Click here for more information about TIM](#)

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Slight economic uptick among members

Business Trends Survey shows modest order growth

Orders and lead-times at STI/SPFA fabricator member companies improved May-July 2013.



Among those members responding to our quarterly survey, 50% said they had more orders than this time last year, up from 28% in the prior survey; and 67% had lead times 4-8 weeks out, up from 53%. But members are making do with fewer employees than they did this time last year, by about 6%,

Our numbers reflect the national economic scenario as reported by several organizations in early July:

- Manufacturing employment fell in each of the last four months, according to NAM.
- The decline in manufacturing jobs is despite the fact that the entire US economy showed job growth above expectations, said the Metals Service Center Institute (MSCI).
- The Dodge Momentum Index, which measures first reports for nonresidential building projects in planning, fell back in June from gains made in May, according to McGraw Hill Construction.

Watch your Inbox in early August for STI/SPFA's Business Trends Survey and take just a few minutes to respond. Every member who

Has signed an international licensee in The Netherlands.

completes the survey makes the results that much more meaningful.

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BUSINESS OPPORTUNITY

Available for Acquisition:
Oilfield Fabrication business
in Alberta, Canada

[Click here](#) for info

2013 STI QC Meeting presentations available

The biennial STI Quality Control Meeting in Cleveland in May was highly successful, with 145 representatives from STI licensed companies attending. "Best QC meeting ever," said one of them.

[QC Meeting presentations are available](#) on the Members Only pages of the STI/SPFA website.

[Candid photos from the event](#) are posted on Shutterfly. The username is nzak@steeltank.com and the password is stispha12.



Got big news?

Add us to your press release email list.

The Insider

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This year's tour was hosted by Lincoln Electric, and special thanks goes to the management and staff for a great look at their facilities.



STI's Quality Control program is recognized for excellence throughout the steel fabrication industry.

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AWWA, ASME, Buy American online resources

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

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

[AWWA's new edition of M42](#) Steel Water Storage Tank Manual of Water Supply Practices is a complete reference on steel water storage tanks for potable water. M42 is intended to serve as a comprehensive, single-volume information source for designers, engineers, constructors, owners and operators of steel water tanks.



[ASME's Code Week Learning Workshops](#) from Boiler Week in Miami in May are now available as archived recordings. Offerings include seven highly focused topics related to pressure technology and standards. Users must register and pay fee to access the recordings.



[Buy American Act Fact Sheet](#) from our friends at the Missouri DNR: The Buy American Act requires that all iron, steel, and manufactured goods used in any project funded wholly or partially by the American Recovery and Reinvestment Act involving a governmental entity, be produced in the United States. This handy fact sheet tells you more.

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**ADVOCACY
for the industry**
STI/SPFA staff
represent the
fabricated steel

STICO, McGuireWoods support the industry

STICO Mutual

In celebration of its 25th anniversary, STICO has contributed \$25,000 to continued study of biocorrosion and new fuels. The gift is divided



industry at numerous federal agencies, regulatory groups, conferences and trade shows

MAY

AISI/MSCI, Colorado Springs

JUNE

SWPMTAC, Denver
AWWA Steel Pipe, Denver
NFPA 30, San Antonio
ASCE Pipelines Conference, Fort Worth
ASTM Fuels Committee, Montreal

JULY

AISI/SMDI, Washington DC
NAM Leadership Conference, Michigan
NISTM, Phoenix
NIST, Boulder
Michigan FL/CL Rules, Lansing

equally between STI/SPFA and PEI.

STI/SPFA is devoting its portion to biofuels research, including a corrosion research project by the Clean Diesel Fuel Alliance. CDFA's project will be awarded soon and is expected to be completed in 2014. PEI's portion will also support the project.

McGuireWoods LLP

STI/SPFA legal counsel Jim Riley tells us that Benne Hudson, one of his partners at McGuireWoods, has been appointed chairman of the North Carolina Environmental Management Commission. The Commission is responsible for adopting rules for the protection, preservation and enhancement of the state's air and water resources, and thus has jurisdiction over storage tank regulation in the state.

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R&D proposals sought for natural gas piping

Developing steels for future manufacture of pipes and tubes for natural gas industry



The Steel Market Development Institute (SMDI), a business unit of the American Iron and Steel Institute (AISI), is seeking R&D proposals for research to identify steels and processes to be used in the manufacture of pipes and tubes with properties expected to be needed by 2025 for gathering and transporting natural gas.

The research is in response to new technologies being used by the natural gas industry to recover new reserves in different environments, which demand increased properties in steels than can be used. Line pipes of all diameters will be considered, including U/O, electric-resistance welded (ERW), and spirally-welded.

Multiple proposals may be submitted within the [Request for Proposal guidelines](#). Proposals may be submitted electronically in MS Word format to manufacturingt@steel.org and are **due by August 30, 2013**.

STI/SPFA endorses

National Manufacturing Day, October 4th

Host an event: enhance your image and attract future workers

After a successful initial celebration last year, the Second Annual Manufacturing Day has been scheduled for Friday, October 4, 2013.



"Manufacturing Day is a great opportunity to shift Americans' perception that it is not our grandfather's manufacturing anymore and to showcase the tremendous career opportunities manufacturing has to offer," said NAM President and CEO Jay Timmons.

Manufacturers, educational institutions and others are encouraged to host events that highlight the importance of manufacturing to the nation's economy and draw attention to the many rewarding high-skill jobs in

Fall Conference, QC Meeting presentations and more manufacturing fields.

Start planning your Manufacturing Day celebration now. [Click here for tools to help you host a successful event.](#)

Last year, more than 240 events were held in manufacturing facilities in 37 states and more than 7,000 people participated. This year's celebration will feature open houses, public tours, career workshops and other activities to increase public awareness of modern manufacturing.

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Century Club honors two water agencies



Denver Water accepts the Steel Water Pipe Century Club award from STI/SPFA in recognition of the reliability of Conduit No. 40, a 24-inch diameter steel pipe installed in 1911. Left to right: Ralph Carpenter, chairman of STI/SPFA Steel Water Pipe Section; John Bambi, Denver Water chief of engineering; Greg Austin, president of the Denver Board of Water Commissioners; Wayne Geyer, executive vice president STI/SPFA; Vic DeGrande, marketing chairman of STI/SPFA Steel Water Pipe Section.



The "Dixie Standpipe" in Dothan, Alabama, has been awarded membership in STI/SPFA's Century Club, in recognition of the reliability of the 180,000 gallon steel water tank which has been in service since 1897. A recognition plaque will be presented to the City of Dothan Commissioners at the August 6, 2013, City Commission meeting.

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Market your company and your industry: Tools from STI/SPFA just for members

Steel Facts: 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 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.



[Email STI/SPFA](#) right now to request PDF files of our five 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](#).

Use your tools!

A big shout out to two member companies who are really using their STI/SPFA tools:

- **Alabama Tank** has three Steel Facts sheets on their website, in plain sight on the left navigation menu.
- **Paso Robles Tank** has a big photo of their Tank of the Year on the inside cover of AWWA's California/Nevada Section 2013 Resource Guide.

Exhibit banner promotes your company, value of steel

Set up this banner on the edge of your exhibit booth and bring traffic in. STI/SPFA will produce the banner with your logo prominently featured. Make sure you have Steel Facts sheets on hand to give all those people who'll be drawn into your booth!

To order your banner and stand (at cost plus S/H), [contact STI/SPFA](#).

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Ralph Carpenter honored at Pipelines Conference

Receives Pipeline Division Award of Excellence

Ralph Carpenter, VP of Marketing at American SpiralWeld, was honored at ASCE's Pipelines Conference in May in Fort Worth. Carpenter is Past Chair of ASCE's Pipeline Division EXCOM.



The American Society of Civil Engineers Pipeline Division Award of Excellence is given to a Fellow, Member, or Associate Member of ASCE who is adjudged by the Executive Committee of the Pipeline Division to have given outstanding, continuous and conspicuous service to the profession, ASCE, and the Pipeline Division.

Ralph has served for several as chairman of STI/SPFA's Steel Water Pipe Section and Marketing Committee, and currently sits on the Board of Directors. Congratulations to him on this ASCE honor.

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STI loses a team member

Gary Rapp, QA Inspector

Larry O'Shea, STI Director of Quality Assurance, notes the passing of inspector Gary Rapp of Lynnwood WA, in May 2013. Gary started doing inspection work for STI in May 2000 and covered the northwestern states, including western Canada.



"Gary was a great person and a huge asset that we all will miss dearly," O'Shea said. STI/SPFA extends sincere condolences to Gary's family and friends.

