



THE INSIDER News for Members Only

Vol 4, No 1

WINTER 2014

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VP Operations

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Springfield MO
Daryl Price, Director
Strategic Sales
and Marketing

Calendar



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

[REGISTER TODAY!](#)

2014 Annual Meeting
March 15-18

Loews Coronado Island
San Diego CA

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"One of the biggest **advantages** of association membership is the **networking** and camaraderie...among members. However, to benefit...you must **participate**...make an **investment**...in association activities...Simply put, **what you get out of association membership is directly relative to what you put in.**"

That quote from *American Business* magazine is your call to action. Make the most of your membership: [register right now](#) for the STI/SPFA 2014 Annual Meeting.

The Annual Meeting offers *two* inspiring and informative keynote speakers, a dozen relevant presentations, exciting social events--and the all-important opportunity to meet, greet and network with your industry peers. See the [complete program here](#).

Your STI/SPFA Annual Meeting to-do list

Register for the meeting

MEMBER NEWS

[Boardman LLC](#)

has announced that Robby Hagemann is now President and CEO. He was formerly VP Sales. Congratulations, Robby!

[Outokumpu](#)

has been recognized by the [Dow Jones Sustainability Indexes](#) for the seventh consecutive year, receiving the highest industry scores in climate change and water-related risk categories.

[Westmor Industries](#)

recently debuted its new website. Using the latest web technology, Westmor will provide features such as e-books and "how to" videos.

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*

**Safety & Health
Jim Rhudy**

jirrhudy@yahoo.com
281-216-1456

**Fabrication
Bill Herdman**

[See the complete, exciting program, register and book your room today.](#)

Enter the Annual Product Awards

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!

[Annual Product Awards entry form](#)

**PRODUCT AWARDS ENTRY DEADLINE IS
JANUARY 29 AT MIDNITE**



Submit your Safety Awards application

[Award of Achievement application](#)

[Award of Excellence application](#)

**SAFETY AWARDS ENTRY DEADLINE IS MARCH
7 AT MIDNITE**



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

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Winners! Steel Water Pipe Section Awards

2013 winners announced

At the Steel Water Pipe Section meeting on January 17 in Phoenix, winners of the 2013 section awards of the year were announced:

Steel Water Pipe Fabrication
**Mid-America Pipe Fabrication
& Supply
Scammon KS**



Steel Water Pipeline Project
**Ameron International
Rancho Cucamonga CA**



Affiliate Steel Water Pipe Project
**National Welding Co.
Midvale UT**

wherdman@sbcglobal.net
317-885-1270

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

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

NOVEMBER-JANUARY

- ASTM Fuels Management Conference, Tampa FL
- Biodiesel Technology Workshop, Kansas City
- NISTM, Columbus OH
- API Standards Committee, New Orleans
- National Petroleum Mgmt Assn, Washington DC

PUBLISHED

- BIC magazine, "Why is steel dependable for our storage tanks?"
- Biofuels International, "Newer fuels and storage tank compatibility"



[Click here to see all the entries...](#)

The Affiliate award is new this year. Affiliates are often deeply involved in pipe projects, e.g. welding, coatings and linings. This award recognizes those companies.

STI/SPFA's annual fabricated steel awards recognize steel fabricated products and projects that exemplify the advantages and flexibility of steel construction. The awards honor Member companies instrumental in the design, manufacture, construction, and implementation of these products and projects.

The other Steel Product Awards will be announced at the Annual Meeting on March 15 in San Diego CA.

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Are you paying attention to risk management?

[Take our SHORT survey](#)

A company president at STI/SPFA's 2013 Fall Conference was asked, "What priority does safety have in managing your business?" He replied that, "It used to be down the ladder compared to other priorities, but now it's close to the top, maybe even #1."



The direct and indirect costs associated with neglecting to manage risks in the work environment have serious impact on business and profit margins in our competitive market, regardless of the size of your company. However, many members may not have time or resources to devote to minimizing risk.

Therefore, your Safety & Health Committee would like to offer members a **Safety/Risk Management Workshop**, either in conjunction with Annual Meeting or Fall Conference or as a stand-alone event. We'd like to know your level of interest in this Safety/Risk Management Workshop concept.

[Click here to respond to a SHORT survey...](#)

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Conflict minerals requirements

What you need to know

Speaking of risk management, beginning January 1, 2014 for calendar year 2013, federal Securities and Exchange Commission's (SEC) rules **require SEC-listed public companies to disclose the extent to which "products they manufacture or contract to manufacture" contain any of the named "conflict minerals:" tantalum, tin, tungsten, and gold.**



Both fabricator and Affiliate members have contacted the STI/SPFA office, seeking and offering information about conflict minerals compliance. We've done some research on this issue and offer the linked article and resources.

[Click here for conflict minerals information and resources...](#)

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STI members quoted in Wall Street Journal

Reporter asks about West Virginia chemical leak

The Wall Street Journal consulted STI about the tank that leaked a dangerous chemical into the Elk River in West Virginia recently. Three STI members and Wayne Geyer, Executive Vice President, are quoted in WSJ's January 16 report.



STI Members quoted are:

- Koulis Kyriakou, manager of Steelcraft Inc.'s **Clemmer Containment Division** in Canada;
- Fred Ruinen, corporate sales manager at **Fisher Tank Co.**, Chester PA;
- Matt Van Alsborg, account manager at **Advance Tank and Construction Co.**, Wellington CO.

[Click here to read the WSJ article...](#)

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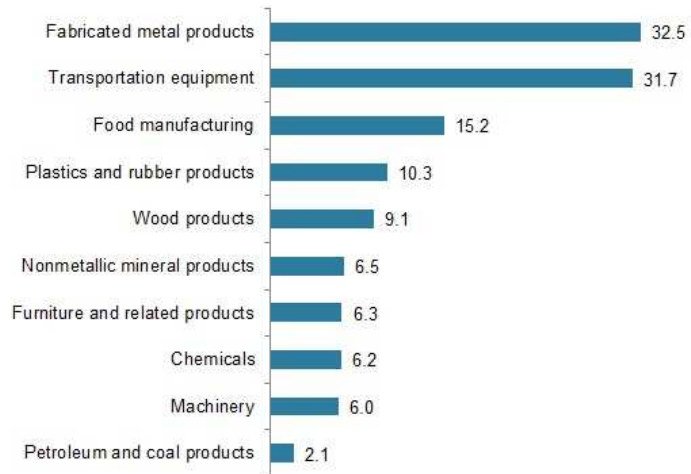
We led 2013 manufacturing employment

Fabricated metal products at 32.5%

According to the National Association of Manufacturers (NAM), the fabricated metal products sector showed the largest net employment gains in 2013. This chart was published in NAM's *Monday Economic Report* on January 13, 2014:

Manufacturing Sectors with the Largest Net Employment Gains in 2013

(in Thousands of Employees)



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Seminar: ASME Section VIII, Div 1 PV Code

Petroleum Institute for Continuing Education

This three day course will introduce participants to the ASME Section VIII, Division 1 code for Unfired Pressure Vessels. It will provide an understanding of the background of the overall ASME Boiler and Pressure Vessel Code, its organization, and applicability.



Basic design rules and formulas, materials, welding, fabrication, testing, certification and documentation will be discussed. An extensive look into pressure vessel metallurgy, steel development and manufacturing will be done. Videos of steel making, clad manufacturing, and pressure vessels in fabrication will be presented. Sample design problems and fabrication issues will be addressed.

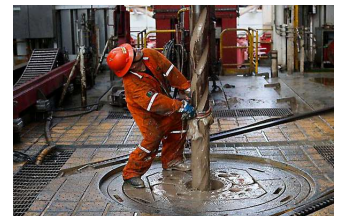
[Click here for registration info...](#)

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Mexico opens to private investment in oil

Could join top oil exporting nations

In December 2013, Mexico's Congress approved a bill to end a 75-year state oil monopoly and generate as much as \$20 billion in additional foreign investment a year, according to *Bloomberg News*.



"The nation's most significant economic reform since the North American Free Trade Agreement secured the required two-thirds majority in a 353-134 lower-house vote," Bloomberg said. "The proposal must be ratified by state assemblies, the majority of which are controlled by the alliance

backing the reform."

The bill will change Mexico's charter to allow companies such as Exxon Mobil Corp. and Chevron Corp. to develop the largest unexplored crude area after the Arctic Circle. Supporters say the overhaul could propel Mexico into the top five crude exporting countries, while opponents say it will funnel resource wealth to foreign investors.

[Click here for more...](#)

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Looking for skilled welders?

Where they go and why

Fabricator members have been concerned about the lack of skilled welders for several years now. A recent article in *The Fabricator* magazine (January 2014) explores why there's a shortage of these valuable workers. Definitely worth a read...



[Click here to read full article...](#)

Open your doors on Manufacturing Day

Good local public relations could attract workers to your company. Consider participating in the National Association of Manufacturers' (NAM) annual Manufacturing Day.

While the date has not yet been set for 2014, check out this video of 2013's celebration. Looks like an effective way to get local coverage of your business. We'll keep you posted on NAM's 2014 plans.



Video: 2013 MFG DAY

Establish your own "talent pipeline"

And NAM's Manufacturing Institute has a Skills Certification System toolkit, a how-to guide on developing and recruiting a skilled workforce. Written by and for manufacturers, the toolkit speaks to chief executives, human resources professionals, and operations managers, with steps to take, partners to build, and templates to use to grow your own talent pipeline.

[Click here to get the toolkit...](#)

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Welding standards for nuclear plants

Report recommends improvements

ANSI recently announced that the Nuclear Energy Standards Coordination Collaborative (NESCC) has released a report from its Welding Task Group.



"The topical report outlines key issues related to nuclear power plant welding standards and identifies changes that will streamline current standards and codes, bolster safety, and reflect shifts in relevant technologies," ANSI's press release noted.

[Click here for NESCC's report on nuclear power plant welding...](#)

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EPA reduces 2014 ethanol mandate

Gas demand lower than EPA forecasted

According to a report from e-newsletter *PetrolPlaza*, the EPA has reduced the amount of ethanol that must be blended into gasoline in 2014. Transportation fuel companies must blend 15.21 billion gallons of ethanol this year, down from 16.55 billion in 2013.



"One of the biggest concerns is sluggish gasoline demand that would require refiners to blend higher percentages of ethanol into gasoline to meet EPA requirements," *PetrolPlaza* stated. "Auto manufacturers and consumer groups have warned that automobiles, boats, lawnmowers, and other motorized machines suffer damage to key parts when gasoline blends include more than 10% ethanol."

[Click here to read more...](#)

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Chevron technology minimizes environmental footprint

Company applying it overseas

A blog post on *FuelFix.com* reports that Chevron is actively exporting impact minimization technology to overseas operations.



"In Pennsylvanian oil and gas lands, Chevron has developed new technologies that cut deep into its environmental footprint and water usage, and the California oil giant wants to export those advances to the rest of the world," said FuelFix.

"Drilling activities hit places like Poland, where farm land is dense with small, 25-acre properties, much harder than spacious Texas and North

Dakota," said Mike Koch, general manager of strategy development at Chevron, "What we do to the land there is much more impactful than it's going to be in someplace outside of San Antonio, so we really need to be thinking about how we minimize that footprint"

[Click here for more...](#)

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A plea from STI technical staff

Read your Technical Bulletins!

We're always glad when members call the STI/SPFA office, and we get back to you as quickly as we can. But sometimes there's a faster way to get the info you need.



Lorri Grainawi, Director of Technical Services

"About half the phone calls I get are for information that's available in the Technical Bulletins we send our shop fab members," says [Lorri Grainawi](#), Director of Technical Services. "I'm always glad to chat, but sometimes I'm out of town for days at a time and I worry that members aren't getting the info they need."



Dana Schmidt, Standards Engineer

"We work hard to make our Technical Bulletins timely and useful," says [Dana Schmidt](#), Standards Engineer. "They're really the best way to keep up on the latest shop fab info."

A series of Technical Bulletins pertaining to Aboveground Storage Tanks will be issued in February. Are STI Technical Bulletins going to the right person at your company? To find out or for other info, contact [Lucy Hales](#), Technical Services Administrator.

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Congratulations to Ralph Carpenter

Just married!

Congratulations to Ralph Carpenter of American SpiralWeld and Pamela Marie Akers, who were married on New Year's Eve at Sweet Apple Farm just outside Birmingham AL.

Ralph was recently promoted to Project Manager, Industrial Sales at American. We also hear that Ralph and Pamela are building a new home. Pamela is a retired elementary school teacher.



Ralph serves on the STI/SPFA Board of Directors, representing and chairing the Steel Water Pipe Section. He's also chairman of the Marketing Committee.

Best wishes to Ralph and Pamela on their marriage--and busy life!

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Obituary

Ross Mitchell, Madison Chemical Industries

Allin Ross Mitchell, president of STI/SPFA Affiliate Member Madison Chemical Industries, passed away suddenly but peacefully on December 5, 2013, after years of fighting a courageous battle with cancer.



Madison Chemical was one of the innovators of polyurethane coatings. These new coatings made production of STI P3 tanks much faster, allowing tens of thousands of tanks to be built when underground storage tank regulations were promulgated in the 1980's. Ross became well known at STI meetings as the leader of Madison Chemical.

Ross was a true pioneer in the field of polyurethane chemistry. The products that were designed and developed under Ross's watch have changed the way many industries continue to operate today.

STI/SPFA extends its condolences to Ross' family, friends and employees.

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