

PRODUCT PROMOTION COMMITTEE Memorandum of Meeting

10:00 A.M. Thursday December 8th, 2016 – Kitchener, Ontario

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Janine Yetke (Chair)	Armtec	Jason Sherwood	Atlantic
Bruce Matheson	Frontier	Ray Wilcock	CSPI
David Watson	Leland	Chris Groot	ES Hubbell
Mike Mounts	Valfilm	John Tran	AMD
Kamran Derayeh	AMD		

Absent:

Shane Setter	Ironside	lan Berry	Warner
Robert Rohr	ACI	Byron Nelson	Leland
Heba Ahmed	Armtec		

Guests:

Stephen MacKinnon	Atlantic	Butch Ferneyhough	Armtec
Kevin Williams	Atlantic	Randy McDonald	Armtec
Nick Spence	Atlantic	JB Barros	Valfilm
Dawn Nigro	Armtec		

1. Welcome & Opening Remarks

Janine opened the meeting and welcomed all members. Go-To-Meeting was not used. Attendance was taken and is recorded above.

2. Review Memorandum of October 5th Meeting

Minutes were reviewed and accepted. A motion for approval was made by **John Tran**, second by **Jason Sherwood**.

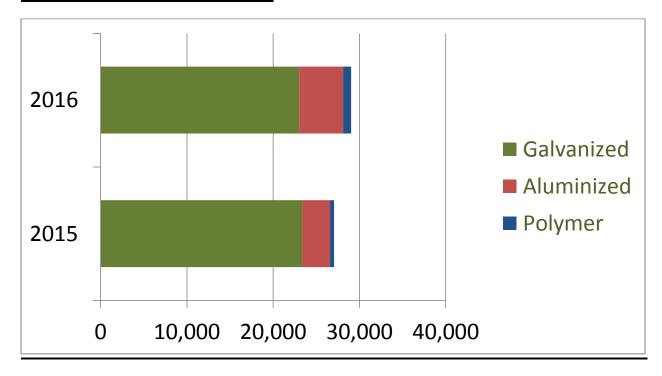
3. CSPI Activities for 2016

Ray gave an overview of 2016 activities:

- Ministry Visits & Presentations
 - NF Certification / Specification Changes, Update
 - NS Buried Bridge Presentation
 - NB Buried Bridge Presentation
 - PQ Bolt Project, Polymer Coated Spec, Update
 - ON 5 visits (St. Catharines & Kingston), Buried Bridge Presentation
 - SK Certification / Specification Changes, Update
 - AB 2 visits, Certification / Specification Changes, Update
 - BC Certification approved effective July 1st
- Municipality Visits & Presentations
 - Calgary AB Buried Bridge Presentation
 - Markham ON CSP & SP Benefits Presentation
 - Municipal Engineers Association in SW Ontario
 - Simcoe County ON Engineers & Road Superintendents Association

- Site visits to Ottawa (MTO Kingston) & Aurora ON
- AISI in Washington 2 Presentations (funding & project update)
- Canadian Steel Construction Association
 - 3 Board Meetings, & 2 Marketing & Sustainability Meetings
- Conferences
 - TAC Conference in Toronto exhibitor
 - Tri-Party in Red Deer AB attended and advertiser
 - ORBA in Toronto attended
 - OGRA in Toronto attended
- TAC Structures Committee Meetings Toronto & Ottawa
- TAC Committee Research Projects
 - Kleskun Hills AB Polymer Laminated Repair Project visit and report
 - MTQ Bolt Research visit and waiting for report
 - Algonquin Galvalume Test site visit and report
- ASTM Meetings Orlando
- NCSPA Fall Meeting Orlando
- OGPDG Webinar over 200 attendees with excellent feedback
- 5 PPC Meetings
- 5 TAC Meetings
- Annual Meeting in June
- Photo Contest over 130 submissions
- Technical Bulletins Completed and Website Postings
 - CSA Plant Protocols for CSP & SPCS
 - Polymer Laminated Guidelines
 - Winter Construction Guidelines
 - Water Test Kit Sales Aid
 - Fish Baffle presentation & videos
 - E-Blast to data base readers (12,0000
- Website updated –home page, passwords & login
- Fish Baffle story in Environmental Science & Engineering
- Education Outreach
 - 18 guest lectures
 - 700 handbooks distributed
 - Two Awards given for papers submitted and posted to website
- Seminar to OGRA Road School 40 techs
- Over 25 enquiries from Engineering Consultants
- Abstracts for presentations submitted to TAC, Tri-Party & CSCE
- Attended TRB Webinar on Buried Bridges
- Attended CANECT Show (ES&E sponsored)
- Member visits

4. 3rd Q Tonnage & Financial Report



- Total Up 7% vs. last year
- Galvanized Flat
- Aluminized Up 58%
- Polymer Up 106%

CSPI Budget Report:

•	As at Oct 31st	<u>Actual</u>	<u>Budget</u>
•	Revenue	214,000	220,000
•	Expenses	172,199	194,700
•	Surplus/Deficit	41,801	25,300

^{3&}lt;sup>rd</sup> Q F/S sent to all members.

5. Strategy - PPC Action Items

a) Municipality / DOT Presentations

Ray provided an update on the schedule / planning thus far.

Sept 15 th	MTO St. Catharines	Buried Bridges	Completed
Oct 11 th	City of Calgary	Buried Bridges	Completed
Oct 20 th	NS DOT	Buried Bridges	Completed
Oct 21 st	NB DOT	Buried Bridges	Completed
Jan - Mar	MTO Regions	Buried Bridges	Pending
	Region of Waterloo	SW Management	Pending

NF DOT PEI DOT Kitchener Waterloo London	Buried Bridges Buried Bridges SW Management SW Management SW Management	Pending Pending Pending Pending Pending
Edmonton Man DOT Sask DOT Alta DOT BC DOT MTQ Thunder Bay	SW Management Buried Bridges Buried Bridges Buried Bridges Buried Bridges Buried Bridges Buried Bridges SW Management	Pending Pending Pending Pending Pending Pending Pending Pending

Top 28 Municipalities in 2016:

1.	Vancouver, BC	10. Hamilton, ON	20. Trois-Rivières, PQ
2.	Halifax, NS	11. London, ON	21. Saguenay, PQ
3.	Toronto, ON	12. Sherbrooke, PQ	22. Regina, SK
4.	Abbotsford, BC	13. Windsor, ON	23. Thunder Bay, ON
5.	Kitchener /	14. Quebec City, PQ	24. Saskatoon, SK
	Waterloo, ON	15. Saint John, NB	25. Sudbury, ON
6.	Winnipeg, MB	16. Oshawa, ON	26. St. John's, NF
7.	Victoria, BC	17. Kingston, ON	27. Calgary, AB
8.	Montreal, PQ	18. Ottawa, ON	28. Edmonton, AB
9.	Moncton, NB	19. St. Catharines. ON	

Jason suggested CSPI reach out to Provincial Engineering associations for speaking engagements / promotion. Ray will contact all associations in the new-year.

b) SWM Systems & Storm Sewer Presentation - Feedback

Presentation was submitted to PPC for comment. Armtec supplied the following:

- 1. A number of the pictures look dated. They could be updated based on newer pictures from CSPI members.
- 2. A couple of slides listing the MOT's, Municipalities etc. where CSP is approved for use would be helpful to demonstrate its wide acceptance as a solution.
- 3. Examples of special projects, especially those that demonstrate how the structures have met or exceeded their service life would help build confidence in the durability of steel solutions.
- 4. Listing best practices (inspection schedules etc.) used by owners to maintain their structures would also be useful, unless it compares very unfavourably with concrete.
- 5. A table highlighting project conditions under which steel is a favourable option versus concrete might be useful. I've attached a version to this email; please use it as a starting point if the entries are appropriate.

Past issues to be aware of for Storm Sewers & SWM Systems:

The minimum diameter for spiral rib pipe starts at 450mm diameter. According to MTO, a great deal of storm sewer (median drain on highways) is 300mm diameter, thus concrete and plastic have an advantage right from the start. The contractor is more inclined to purchase the same material for all sizes, rather than splitting it up between materials.

The perception within Ontario is that steel and plastic is installation sensitive versus concrete. Thus, contractors have a bias towards concrete assuming faster installation and lower cost. The way around this perception is through education of municipal staff and including the commissioner / decision makers in the presentations. Also, reviewing the Design Guidelines and Supplemental Specifications for Municipal Services (DGSSMS) and seeking changes where specific sections are biased against flexible pipes.

Ray suggested the presentations be combined (Buried Bridges & SW Management) for Municipalities (1 hour max). The committee agreed.

Action: Ray to reach out to members for new pictures, combine presentations and submit to committee & Nick Spence for review.

c) Scholarship award discussion – papers submitted to Committee

This item was discussed in the morning Strategic session. It was agreed to cease the university and college award program and move to Student Research Projects. Thus far two ideas were submitted by Kevin:

- 1) Sustainable and Resilient Corrugated Steel Solutions
- 2) Alternative Corrugated Steel Pipe Culvert Joints

Action: Ray to solicit ideas from members for research projects. To be discussed at next PPC meeting.

6. Website Update

Changes / Stories / Videos / Members Map / Mail Lists

Ray gave a quick update on the Home Page changes, new ID's and Passwords, and technical bulletins recently posted.

7. Projects for PPC

a) Tri Party Conference in Alberta (exhibitor / advertiser?)

The committee agreed that CSPI should be an exhibitor in March 2017. Ray submitted an abstract for presentation on Buried Bridges. Jason stated that open bottom structures should be emphasized if accepted as a presenter.

b) 2017 TAC Conference – exhibitor?

Ray explained the results of exhibiting in Toronto in September. The committee agreed that CSPI should be an exhibitor in March 2017. Ray submitted abstracts for presentation on Buried Bridges & SWM solutions.



c) Other Trade Shows

February OGRA – Committee agreed that CSPI should be present on the Tuesday (MTO day).

ORBA – was given a no.

d) Education Outreach Update

All universities and colleges have been notified of the 2017 program – subsequent scheduling will take place.

e) Photo / Project Contest - 2017

Committee agreed to continue this program. The idea from the June meeting suggested by Stephen MacKinnon that an 11th category be added for photos from outside the membership will be implemented.

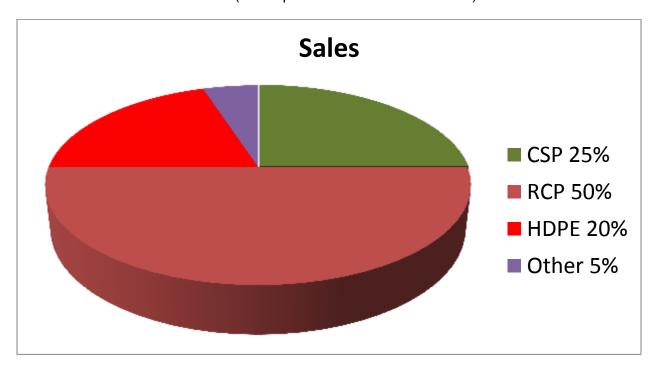
f) Non Member Activities

- 1) Canada Culvert decided not to join in 2016. Butch confirmed that 2017 is also out. He stated that their reasons keep changing.
- 2) Prairie Steel reached out to owner decided not to join in 2016

8. Discussion & New Business

Ray presented the following:

1) An estimate of CSP market share (in comparison to NCSPA's estimate)



John asked whether there was an opportunity to list diameters as compared to competitive products (cost). Butch stated that steel become cost effective versus concrete and HDPE at 600mm diameter and above. Stephen stated that the key was approval then acceptance and that is what CSPI should focus on.

- 2) Ray asked whether the members would participate in "Find a Member's Map" for the CSPI website. All agreed. CSPI will solicit member information to populate the map in December.
- 3) Ray presented the NCSPA product comparison sheets:

Steel versus Concrete

Steel versus HDPE

Steel versus Polypropylene

The committee agreed that they would like CSPI to reproduce these sheets into metric with CSPI letterhead. Stephen suggested we also do one for Structural Plate.

Action: Ray to "Canadianize" product comparison sheets and obtain NCSPA sign-off before distributing.

Jason asked that all revisions to the CSPI CSA certification protocols be controlled using date and number. He also talked about stenciling versus stickers. All agreed that stenciling is the preferred method. He asked whether plants could mark pipe with the 3rd party agency name versus their logo. Presently Ontario, Quebec and BC specifications state logo, thus all would have to be revised to accommodate. This will on the agenda at the next TAC meeting. Butch recommended that CSPI document what's changed from one version to the next to ensure traceability. All concurred.

Action: Ray will update in the 1st Q and repost to the website and advise members when completed.

9. Adjournment & Next Meeting

The meeting was adjourned at noon. Next meeting will be scheduled by the chair.

Ray Wilcock Secretary