

PRODUCT PROMOTION COMMITTEE Memorandum of Meeting

10:00 A.M. Thursday December 7th, 2017 – Kitchener, Ontario

Present:

Janine Yetke (Chair)	Armtec	Dave Newbigging	AMD
Heba Ahmed	Armtec	Kamran Derayeh	AMD
Jason Sherwood	Atlantic	Mike Mounts	Valfilm
Bruce Matheson	Frontier	Jim Evans	AK Steel
Marc Warden	Hubbell	Ray Wilcock	CSPI

Guests:

Lyndsay Dokas	Armtec	Mike McGough	NCSPA
Kevin Williams	Atlantic	Chuck Hitt	Worthington
Nick Spence	Atlantic		

Absent:

Shane Setter	Ironside	David Watson	Leland
Ian Berry	Warner	Todd Gray	ACI
Byron Nelson	Leland	John Buckner	Tee Group

1. Welcome & Opening Remarks

Janine opened the meeting and welcomed all members. Attendance was taken and is recorded above.

2. Review Minutes of October 11th, 2017 Meeting

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

3. Strategic PPC Action Items

Covered in the Strategic Planning session.

Four key takeaways are:

1. Focus on Bridges / Structural Plate.
2. Leave SWM to members (private developers and engineering consultants), however help with technical bulletins, etc.
3. Storm sewers and culverts – focus on municipal standards
4. Life cycle analysis of storm sewer materials – needs to be scoped out

4. CSPI 2017 Activities Report – Ray

- 16 Ministry DOT Visits & Presentations
- 13 Municipality Visits & Presentations
- AISI Washington - 2 Presentations (funding & project update)
- Canadian Steel Construction Association
 - 2 Board Meetings, Marketing & Sustainability Meeting
- TAC Conference – St. John's, Newfoundland
- TAC Structures Committee – Toronto & St. John's
- TAC Committee Projects
 - Kleskun Hills AB Polymer Laminated Repair Project visit and report
 - EPD Project
 - Algonquin & BC Galvalume Test site visits and reports
- ASTM Meetings – Toronto & Atlanta
- NCSPA Fall Meeting – Atlanta
- Site Visits / Consultants – average of 4 per month
- 4 Ontario Municipal Engineering Association Events
- Photo Contest - over 150 submissions
- 4 PPC Meetings
- 5 TAC Meetings
- Annual Meeting in June, Fall Meeting in December
- Attended OGRA Conference
- Website Member section updated
- 4 E-Blasts to customer data base and members
- Published:
 - Product comparison reports
 - Benefits of doing business with a member
 - CSP Benefit story
- Education Outreach – 20 guest lectures – 1,035 handbooks distributed
- Webinars – attended 2 TRB and one American Galvanizing sessions covering buried bridges and sustainability
- Standards:
 - BCMOT accepted CSPI recommendations with certification
 - AB Trans ditto
 - AB – July 5th decision on Polymer Laminated
 - SASK – certification implemented
 - OPSD Height of Cover Tables

5. November Financial Report

	Nov 30th Actual	Nov 30th Budget
Revenue	198,463	215,000
Expenses	181,870	199,017
Surplus / Deficit	16,593	15,983

6. Website Update

Ray gave an overview of the many changes made:

- Product comparison brochures completed
- French Translation required for some bulletins (cost estimate required)
- Manning's N Calculator to be uploaded - Inputs include diameter, roughness, slope and % of flow.

Open ideas from last meeting:

- Jason suggested replacing the Handbook CD's with partitioned thumb drives (one side for the handbook and bulletins and the other for free storage / use)
- Heba suggested a sign-up sheet on the website for webinar ideas

Action: Both ideas were approved by the committee and will be implemented in 2018.

Action: Host 2 webinars in April / May to walk the sales team through the items available on the CSPI website.

7. E-Blast Strategy Discussion

- Quarterly projects from each member (once per year) as follows:

1st Q Armtec
2nd Q Atlantic
3rd Q ES Hubbell
4th Q Frontier

8. Prioritizing stormwater / buried bridge requests for information for TAC

Feedback from DOTS and Municipalities:

- 1) Municipalities do not allow steel in Storm Sewers / SWM within the city)
- 2) Municipalities allow steel in culverts and bridges (Provincial Specs / CHBDC)
- 3) Municipalities knew very little of coatings for durability
 - Education has started during meetings / presentation
- 4) Many municipalities are open to new technology and have asked CSPI back to present
 - In progress – meetings / presentations to be scheduled
- 5) PEI – backfill has to be brought in from NB, thus a bias to concrete structures (analysis required)
- 6) Many referred to past experiences of CSP rusting at the inverts and having short life
 - Education – in progress
- 7) Many concerned with proper installation and manufacturing issues (polymer)
- 8) Alberta - Polymer Plate, hole in the valley being damaged by torquing of bolts
 - Initiate technical bulletin
- 9) Alberta asked CSPI to post certified Provinces on our website.
 - PPC Committee approval required.
- 10) Edmonton concerned with the ultimate responsibility (Engineer / Designer of record) as nobody wants to take responsibility

- 11) Sask DOT would like a CSPI guideline on optimal equipment (size of compactors) as job sites as per span / size of project
- 12) Sask DOT – what material can they use in environments with resistivity < 200 ohm cm
- 13) Sask DOT – clarification of CSA G401 on # of bolts per coupler size (300mm / 600mm) and who makes semi corrugated couplers (in CSA G401)
 - [CSA update in 2019](#)
- 14) MTO – would like copy of MTQ bolt research report
 - [TAC Committee approval required](#)
- 15) MTQ – testing of Polymer Coated plate in tidal / brackish waters (send Gerard the west and east coast sites)
 - [Visit BC / NS test sites for updates. Quebec test started in September 2017.](#)
- 16) MTQ – what type of membrane to be used for bridge water tightness
 - [Check with Ten Cate.](#)
- 17) Minimum diameter of spiral rib pipe is 450mm – median drains are 300mm
- 18) Full review of the Supplemental Specifications for Municipal Services (DGSSMS) is required
 - [Winter project](#)
- 19) MAN DOT – moving to certification in 2017 / 2018
 - [CSPI to follow up](#)
- 20) MAN DOT issue – require piles due to soft soil which could compromise cost savings
- 21) Alternatives to granular backfill – technical bulletin

The five items as voted on by the committee were:

1. **Municipalities – focus on standards for storm sewers and culverts**
2. **Education on durability / coatings available**
3. **Education on proper installation and manufacturing of polymer**
4. **Analysis for PEI DOT – bringing backfill in from N.B. (plate versus concrete envelopes)**
5. **a) Full review of the of the DGSSMS**
b) Technical bulletin on alternatives to granular backfill

Jason suggested a life cycle cost analysis on the entire project of the Coquihalla highway. He suggested that CSPI could partner with BCMOT and University of British Columbia (grad student).

Action: Ray will reach out to Frank Dacho of BCMOT the new year to determine interest.

9. Projects for PPC

a) 2018 TAC Conference in Saskatoon – exhibitor

Approved by committee.

b) Other Trade Shows

Good Roads – will attend one day in February in support of members

Tri Party – abstract accepted “Buried Bridges: More Sustainable, More Durable”, will be presented on March 12 & 13 in Red Deer, Alberta.

CSCE – submitted abstract – will know by the end of December

Short Medium Span Bridge Alliance – abstract accepted “Buried Bridges: More Sustainable, More Durable”, will be presented on July 30th – 31st in Quebec City.

Guelph Drainage Conference – Submit abstract for November 2018 conference

c) Education Outreach Update

To date 20 Guest Lectures and 1,035 Handbooks have been given to graduating classes.

Planning underway for 2018 program.

d) Photo / Project Contest – 2018 (Upload capabilities discussion)

Presented details and facility to the committee for approval. Decision was to remove date and change SWM to Storm Water Management. Committee approved the expenditure of \$3,000. Programming will take place in January 2018.

e) Find a Member Map

A link was provided on the home page.

f) Product Comparison Sheets - Approval

Jim pointed out that the environmental parameters were for polymer and that aluminized should be adjusted. This will be changed once all changes are in.

Action: Janine to provide changes discussed at the meeting.

g) Why do Business with a CSPI Member? - Approval

Will be posted on the website.

h) Update of certification protocols (date & revision)

From the last meeting there were two outstanding questions:

1. Jason mentioned the issue of stenciling versus stickers for 3rd party logos. Would the name alone suffice?

Manufacturers certification marking is as follows:

The marking shall be printed on or labeled on each length of pipe on the inside at both ends.

- a) the Manufacturer's name and plant location
- b) the CB mark or Logo.

2. Bruce brought up the EPD stickers and would they hold up in the water. Are markings acceptable on either side of the pipe?

For mill markings either side is acceptable as per CSA G401. For manufacturer markings, the protocol states the inside at both ends.

i) Non-Member Activities

None

10. Discussion & New Business

➤ **Ideas from June Meeting – review**

Ideas put forward as follows:

- Ray showed the market price of CSP versus HDPE versus CSP. Feedback included focusing on supplying larger diameter pipes (>600mm). The future is going “bigger or supersize” to address higher flows due to climate change – topic for the future. Title suggested was “Decreasing your Uncertainty with regards to Climate Change”.
 - **Product Comparison Brochure – Bruce will help out with the installed costs. All members to participate. Include sustainability – hydraulic increase.**

➤ **Handbook – redesign front & back cover**

Ray presented a design for committee review. Next draft will contain the following:

Separate the pictures with a band
Make the center line bigger
Remove the top right-hand side band
Remove the title detail
Inside page – refer to the pictures
Send to PPC by January 31st, 2018

Back page approved

➤ **Storing Plate in the Winter**

Jason suggested a one-page industry guideline (Technical Bulletin) covering the process of storing plate in the winter. All agreed.

Action: Ray will work with Phil Carroll on a technical bulletin. Transfer to TAC committee.

Kamran asked about Galvalume and the marketing / promotion plan going forward. Kevin stated that TAC needs to decide where it fits within the material spectrum as we are still waiting for Pete Ault's report due out by the end of December 2017.

11. Adjournment & Next Meeting

The meeting was adjourned at **12:11pm**. Next meeting will be called by the chair.

Ray Wilcock
Secretary