



STRATEGIC PLANNING SESSION Memorandum of Meeting

8:00 A.M. to 9:45A.M., Monday June 11th, 2018 – Mont-Tremblant, Quebec

Present:

Kevin Williams, Chair	AIL	Byron Nelson	Leland
Jason Sherwood	AIL	Dave Watson	Leland
Heba Ahmed	Armtec	Todd Gray	ACI
Janine Yetke	Armtec	Mike Mounts	Valfilm
Bruce Matheson	Frontier	Robbert Kamphorst	Bergschenhoek
Dave Newbigging	AMD	Ray Wilcock	CSPI
Stan Lipkowski	AMD		

Absent:

Jim Evans	AK Steel	Kamran Derayeh	AMD
Marc Warden	Hubbell	Ian Berry	Warner
Shane Setter	Ironside		

1. Welcome and Opening Remarks – Kevin

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

2. Review Minutes from December 7th, 2017 and Approve

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

3. Strategic Plan Overview

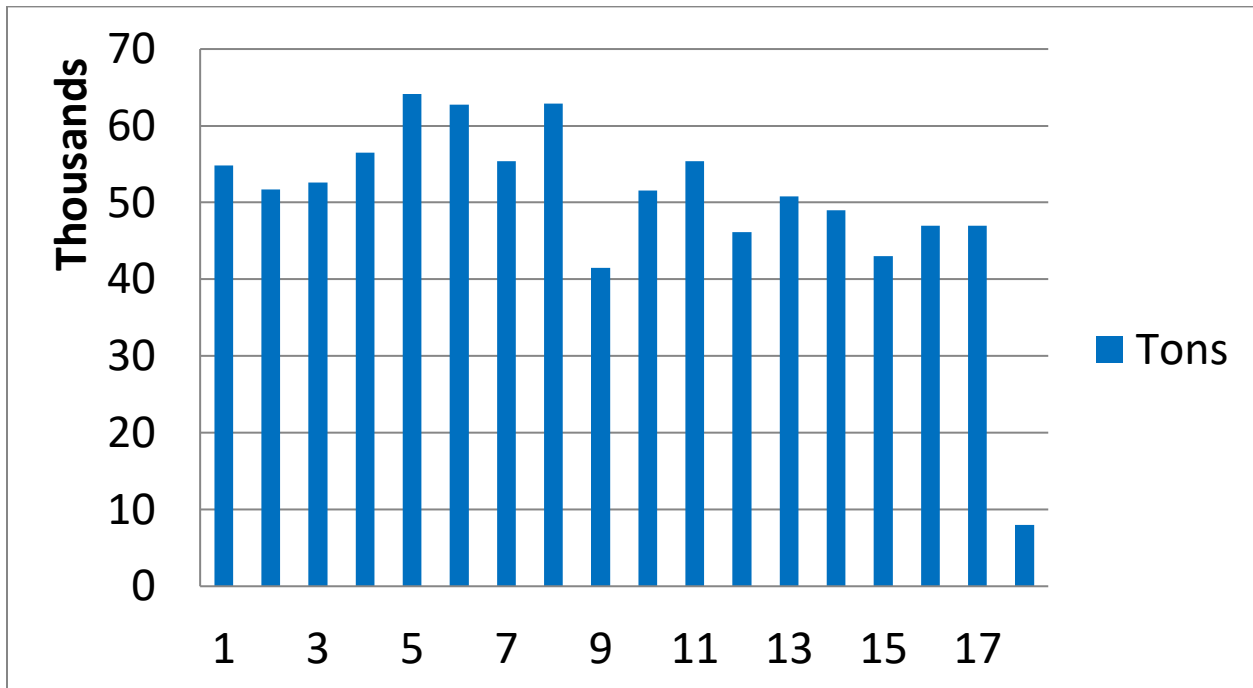
- a) Penetration into the concrete market (DOT and key municipality focus)
- b) Educate colleges and university students
- c) Research initiatives with University Grad Students

4. Key Performance Indicators (KPI)

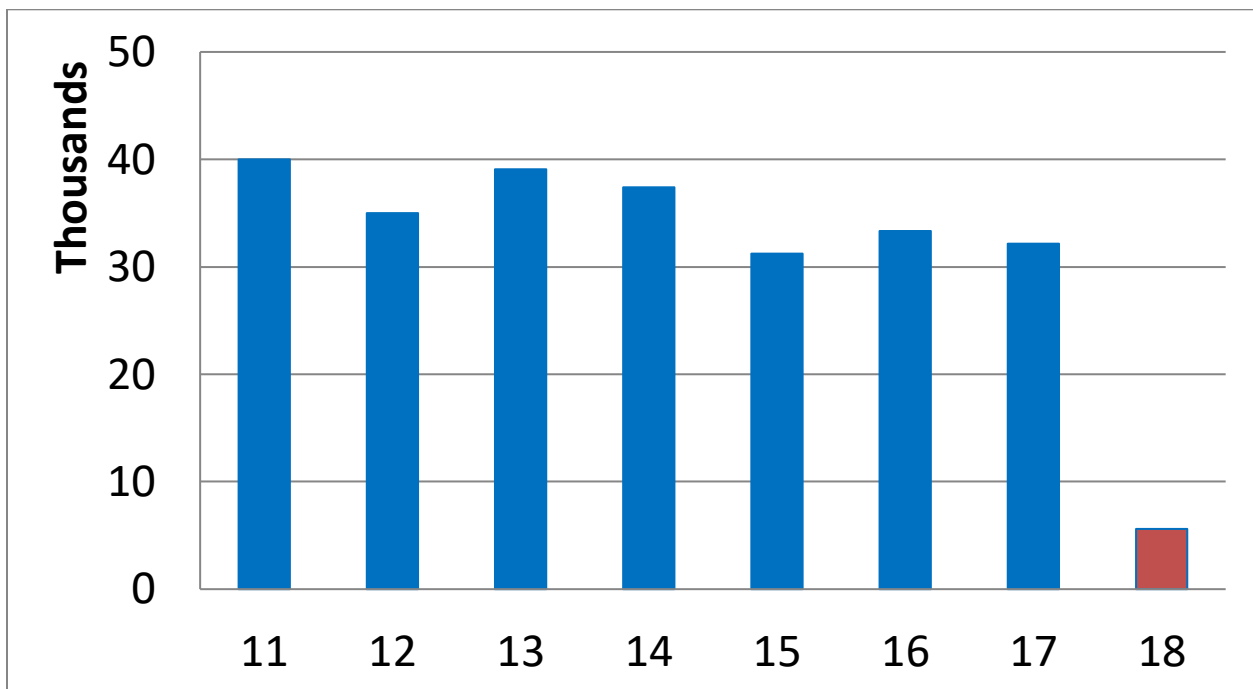
a) CSPI Tons Year over Year

- Ray presented the following graphs showing 2017 CSP tonnage reported at the same level as 2016:

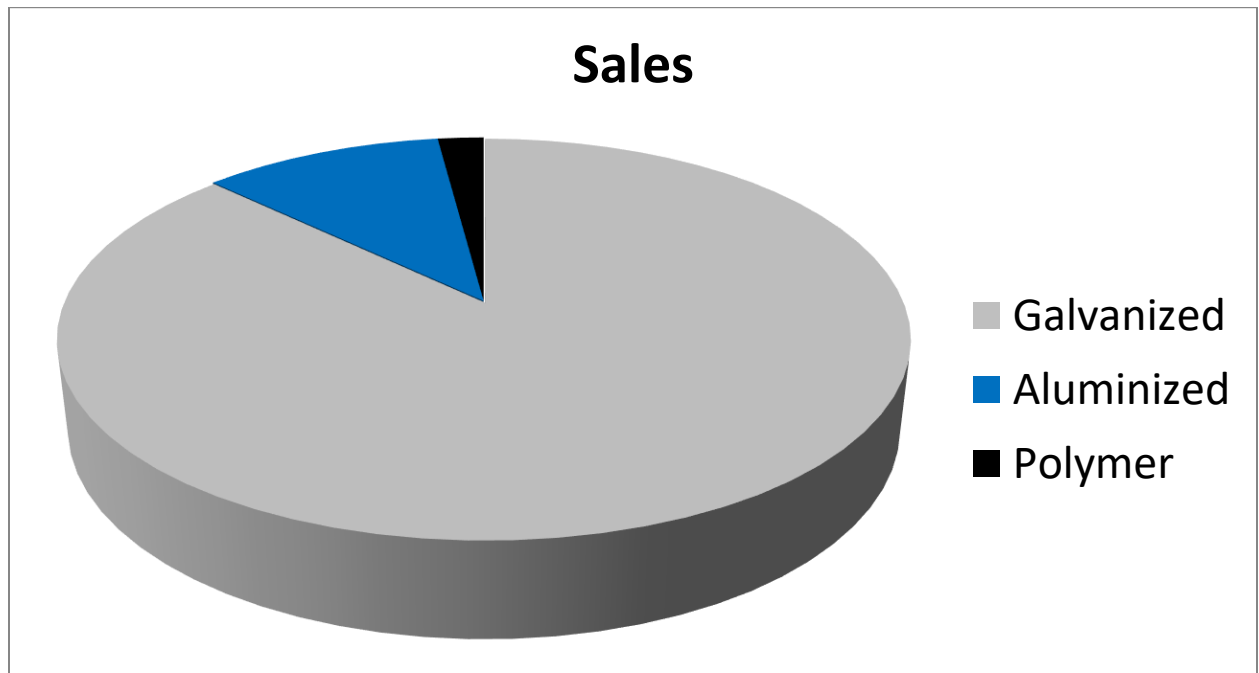
Total Industry CSP Tons Reported 2001 – 2018 1st Q (includes estimates for non-members)



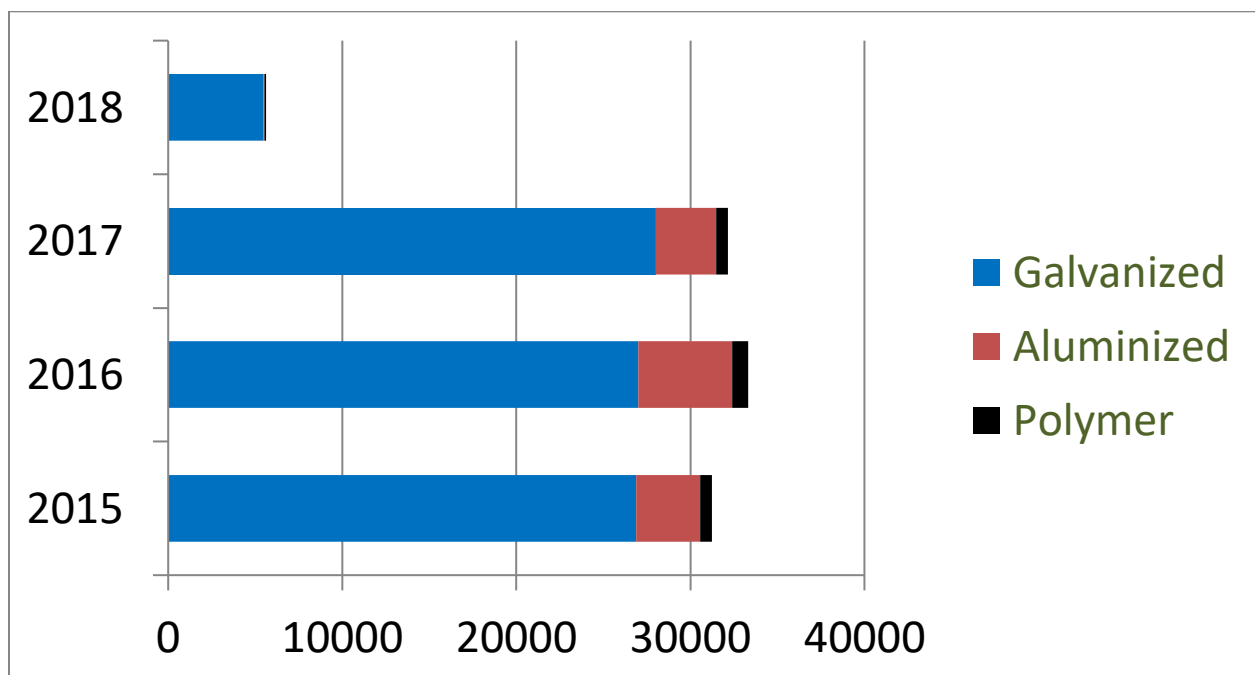
CSPI Tons Reported 2011 – 2018 (1st Q)



CSPI Tons Reported 2017



CSPI Tons Yearly Comparison



b) Number Key Clients visited in 2017/2018

Key DOT Clients Visited

<u>2017</u>	<u>DOT</u>	<u>Staff</u>	<u>Topic</u>
Aug 2 nd	MTO Stakeholders Workshop	24	Improve Communication
Aug 9 th	Alberta Trans	3	Certification, Welding
Aug 21 st	MTO St. Catharines	3	Bridge Manual
Sep 12 th	MTQ Quebec City	6	Bolts / Polymer Plate
Sep 15 th	MTO St. Catharines	1	OGPDG
Nov 2 nd	MTO Thunder Bay	5	Site visit – material test

2018

Jan 24 th	MTO – Stakeholders Workshop	24	Communication
Feb 16 th	MTO Kingston	2	PL CSP
Feb 22 nd	MTO St. Catharines	2	Standards
Mar 14 th	Alberta Trans	1	Relationship
Mar 15 th	Sask	4	Bridge Standards
Mar 21 st	NF	5	Standards
Mar 26 th	Sask	2	Road Standards
Mar 27 th	BC	1	LCA Study

Key Municipalities Visited

<u>2017</u>	<u>Municipality</u>	<u>Staff</u>	<u>Topic</u>
July 6 th	Wellington County – Ontario	2	PL CSP
July 31 st	Sudbury	4	Site visit
Nov 27 th	Hamilton	1	Chief Engineer
Dec 12 th	Halifax	6	Presentation storm sewer

2018

Mar 6 th	Calgary	4	Roads & Bridge standards
Mar 20 th	St. John's	4	Road standards
Mar 29 th	Vancouver	2	Roads & Bridge standards

c) Key Market Product Standards Submissions

DOT's

Owner	Gal. CSP	AL2 CSP	PL CSP	Gal. SP	TP SP	HDPE	RCP	Certification
NFLD	No	Yes	No	Yes	No	<600mm	Yes	Submitted
PEI	Yes	Yes	No	No	No	Yes	Yes	No
NS	Yes	Yes	No	Yes	No	Yes	Yes	No
NB	No	Yes	No	Yes	No	Yes	Yes	No
PQ	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes - CSP
ON	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
MB	Yes	No	No	Yes	No	?	Yes	No
SK	Yes	No	No	Yes	No	Yes	Yes	Yes
AT	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
BC	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

DOT 2018 Update

- Quebec – requested 75-year material service life for Polymer Coated SP and Leland NZF3000 bolts for out of water structures and class 1 Abrasion for structures in the water.
- Ontario – Submitted Polymer Coated bridge package
- Saskatchewan – submitted comments on pipe stiffeners
- NF – submitted specification wording for polymer laminated CSP and polymer coated SP
- Action: Post schedule in member section of the website. Link to DOT standards, highlighting appropriate sections.
- Action: Add the value engineering option column and continue to populate the table.

Municipalities

Municipality	Gal. CSP	AL2 CSP	PL CSP	Gal. SP	TP SP	HDPE/ PVC	RCP	Value Eng.
Vancouver Storm Sewer Culverts	No No	No No	No No	No No	No No	? ?	Yes Yes	
Langley	Follow Van							
Victoria								
Edmonton Storm Sewer Culverts	No Yes	No No	No No	No	No	PVC PVC	Yes Yes	
Calgary Storm Sewer* Culverts	Yes Yes	Yes No	Yes No	Yes	No	PVC & PE Approval Req.	Yes No	
Saskatoon								
Regina Storm Sewer Culverts	No Yes	No Yes	No Yes	Yes	No	PVC<450mm HDPE	? Yes	
Winnipeg								
Thunder Bay Storm Sewer Culverts	No No	No Yes	No No	OPS	OPS	PVC<375mm HDP<900mm	Yes No	
Sudbury								
Toronto Storm Sewer Culvert	No	No	No			PVC	Yes	
Hamilton Storm Sewer Culvert	No Yes	No Yes	No No	OPS	OPS	PVC HDPE	Yes Yes	
London	No	No	No	OPS	OPS	Yes	Yes	
Windsor Storm Sewer Culverts	Yes No	Yes No	Yes No	OPS	OPS	Yes PVC & PE	Yes Yes	
Region of Waterloo Storm Sewer Culverts	No	No	No			Yes<600mm	Yes	
St. Catharines Storm Sewer Culverts	No Yes	No Yes	No Yes	OPS	OPS	Yes Yes	Yes Yes	
Kingston								

Ottawa								
Oshawa								
Montreal								
Sherbrooke								
Quebec City								
Trois- Rivieres								
Saguenay								
Fredericton Storm Sewer Culverts	No No	No No	No No	No No	No No	Yes No	Yes Yes	
Moncton								
Halifax Storm Sewer Culverts	No No	No No	No No			Yes HDPE/PE	Yes Yes	
St. Johns	No	No	No	NFDOT	NFDOT	Yes	Yes	

* Mains only, requires approval from Water Resources on a case by case basis

There is a distinction between storm sewers (urban) and culverts in the rural areas. CSP is allowed in rural area for culvert crossings, however not in city storm sewers. For storm sewers, spiral rib profiles are required to achieve required “Manning’s” flow. Diameters start at 300mm.

Municipalities 2018 Update

- City of St. John’s presentation - Package submitted culvert & storm sewer specifications
 - City of Hamilton – met with Chief Engineer – June submission
 - City of Halifax presentation – June submission
 - City of Calgary presentation – June submission
 - City of Vancouver presentation – Winter submission
 - City of Winnipeg – June submission
 - Road Authority – joined to allow CSPI submission to Ontario municipalities
 - Quebec – register as a lobbyist
- Action: Post schedule in member section of the website. Link to Municipality standards, highlighting appropriate sections.
- Action: Continue to populate the table.

d) Number of Students/Institutions Presented during the last 12 months

<u>Date</u>	<u>University / College</u>	<u># of Students</u>
Oct 24 th 2017	University of Western	30
Nov 2 nd	Lakehead University, Thunder Bay	25
Feb 7 th 2018	St. Lawrence College, Kingston	30
Feb 9 th	University of Toronto	80
Feb 12 th	St. Clair College, Windsor	30
Feb 16 th	RMC College, Kingston	25
Feb 27 th	McGill University, Montreal	35
Mar 6 th	SAIT College, Calgary	50
Mar 7 th	OGRA Storm Sewer course	30
Mar 15 th	Sask Polytech College, Moose Jaw	60
Mar 19 th	Seneca College, Toronto	60
Mar 21 st	Memorial University, St. John's	30
Mar 22 nd	North Atlantic College, St. John's	30
Mar 26 th	University of Saskatchewan	90
Mar 28 th	Okanagan College, Kelowna	30
Apr 3 rd	University of Guelph	30
Jun 15 th	University of Windsor	40

17 Guest Lectures 705 Students

Discussion:

- Suggestion to update the CSPI Handbook. Further discussion is required at a future meeting.
- Future university partnership – eliminate re-corrugating ends. Add this to AISI funding request and L/T items in TAC minutes.

5. Assessment

- a. Are we answering the question why steel? Do we want to keep a dual focus on DOT's and Municipalities?

1. Prefer concrete in congested urban areas – will allow CSP in rural crossings only
2. Past experiences – perception is that steel does not last (rusts / failures)
3. Biased – however younger people coming in are more open

Discussion:

Jason: initiate a marketing survey to DOT's / municipalities to help us with our current approach. Use a marketing club at a university. No more than 5 questions. A good start would be "What can we do to improve our communication / industry / association?"

Dave N: knows of two interns who could help.

Heba: mentioned Wilfred Laurier University has a marketing club.

- **Action: Move this to PPC.**

- b. Are we penetrating the concrete market?
 - i. Product Approvals

Members agreed to focus on standards in storm sewers and culverts. Partner with a municipality on a storm sewer study (costing versus concrete), similar to the TRB study. Maybe a university project?

- Action: Move forward with finding a university partner to complete the costing versus another pipe. Further scope required (culvert/stormwater.... diameter.... material). Identify a lead at the next PPC meeting

- c. Academic Education feedback

Continue to focus on education outreach. Suggestion to have a CSPI webinar on material product comparisons, polymer laminated CSP (Mike) and bolts (Dave). At the end of the webinar, hold a survey of 5 questions with a link.

6. Discussion / New Business

- a. US tariffs – risk versus opportunity

Risks: Galvanized, aluminized & polymer laminated raw material imported prices.

Opportunity: AMD start selling galvanized to all Canadian manufacturers.

Byron: stated that objections need to be filed by June 15th to the Finance dept. Byron will send Ray the information so that CSPI can respond on behalf of the members.

- Action: CSPI to submit objection by June 15th stating impact and ideas to negate.

7. Strategic Plan Adjustments

Kevin summarized by stating that CSPI continue in the same direction, albeit we are at the infancy stage with regards to standards acceptance.

8. Adjourned at & Next Meeting

The meeting was adjourned at **9:41 am**. Next meeting will be at the fall meeting in Kitchener in November at a date to be determined.

Ray Wilcock
Secretary