

**CORRUGATED STEEL PIPE INSTITUTE
PRODUCT PROMOTION COMMITTEE
Memorandum of Meeting**

10:00 A.M. Wednesday October 5th, 2016 – Cambridge, Ontario

Present:

Janine Yetke (Chair)	Armtec	Heba Ahmed	Armtec
Bruce Matheson	Frontier	Kamran Derayeh	AMD
David Watson	Leland	Jason Sherwood	Atlantic
Mike Mounts	Valfilm	Ray Wilcock	CSPI

Absent:

Byron Nelson	Leland	Robert Rohr	ACI
Chris Groot	ES Hubbell	Ian Berry	Warner
Shane Setter	Ironside	John Tran	AMD

1. Welcome & Opening Remarks

Janine opened the meeting and welcomed all members. Go-To-Meeting was used. Attendance was taken and is recorded above.

2. Review Memorandum of June 13th & July 18th 2016 meetings

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

3. 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	Scheduled
Oct 20 th	NS DOT	Buried Bridges	Scheduled
Oct 21 st	NB DOT	Buried Bridges	Scheduled
Nov	MTO Regions Region of Waterloo	Buried Bridges SW Management	Pending Pending
Dec	NF DOT PEI DOT Kitchener Waterloo	Buried Bridges Buried Bridges SW Management SW Management	Pending Pending Pending Pending

Jan - Mar	London	SW Management	Pending
	Hamilton	SW Management	Pending
	Ottawa	SW Management	Pending
	Hull	SW Management	Pending
	Edmonton	Buried Bridges	Pending
	Man DOT	Buried Bridges	Pending
	Sask DOT	Buried Bridges	Pending
	Alta DOT	Buried Bridges	Pending
	BC DOT	Buried Bridges	Pending
	MTQ	Buried Bridges	Pending
	Thunder Bay	SW Management	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 /
Waterloo, ON | 14. Quebec City, PQ | 24. Saskatoon, SK |
| 6. Winnipeg, MB | 15. Saint John, NB | 25. Sudbury, ON |
| 7. Victoria, BC | 16. Oshawa, ON | 26. St. John's, NF |
| 8. Montreal, PQ | 17. Kingston, ON | 27. Calgary, AB |
| 9. Moncton, NB | 18. Ottawa, ON | 28. Edmonton, AB |
| | 19. St. Catharines, ON | |

b) Target Markets / Buried Bridges, SWM Systems & Storm Sewers

The buried bridge presentation to Tony Merlo and the Head Office bridge staff was received very well and feedback was positive. Tony stated that educating MTO managers and staff was welcome and key towards understanding. The next step is to present to the Regional Bridge heads and then to the Regional staff. This will involve 6 presentations. Once that is complete, we will look towards getting into the Design Manuals.

Janine asked how CSPI could accelerate the promotional effort and change pending to scheduled presentations. Ray stated that member sales reps could help by reaching out to their municipality contacts and work together to schedule dates. Ray asked about tag teaming with Mark Adamaley of Contech who gives SW Cleaning presentations to municipalities in Eastern Canada. Heba and Jason expressed concerns and it was decided that this was not to be pursued. Jason asked whether CSPI did lunch and learns with road builder associations. Ray stated that he has done a few as well as Dave in the past. Jason suggested buried bridges and coatings would be of interest to the BC Road Builders Association. Jason sits on the Executive and asked Ray to pursue this with Phil Carroll.

Action Items:

- a) Ray will put together a SWM presentation by October 31st and seek committee input.**
- b) Members to involve Sales Reps with contacts / scheduling of Municipality presentations.**
- c) Ray to work with Phil Carroll on BC Road Builders presentation outline.**

Past issues to be aware of:

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.

c) Scheduled Presentations / Pending Confirmations

Covered in a.

d) Market feedback – areas to cover in promotion / presentation

Heba stated that repair methods of polymer laminated CSP needs to be covered in the SW presentations. Jason asked that coating selection of storm sewers be included. Heba mentioned that she has been asked by consultants if SW systems can be installed under roads besides parking lots. The design taking into account the live loads should be covered in the presentation.

e) Scholarship Award Discussion

The committee decided to stay the course with regards to the University Outreach Program. There was discussion involving “calling for papers” with PHD / Masters Students on topics requiring solutions. Janine asked Ray to table this idea at the TAC meeting on October 7th. Given that resources are limited, the idea is to reach out to professors to determine if interest exists. It may be an open topic or one that CSPI submits. Ideas were as follows:

Heba suggested:

- Rehab in steel versus concrete
 - Modeling / strain gauges
 - Design methodology
 - Does data exist?
 - Check with NCSPA

Kamran offered the use of AMD’s lab provided it is CSP related.

4. Website Update

Changes / Stories / Videos / Members Map / Mail Lists

Ray briefly explained the changes to the CSPI website as follows:

- User ID & Password changed on July 31st
- Tech Bulletins posted

- Certification Program for CSP
- Certification Program for SPCS
- Winter Construction Guideline
- Polymer Laminated CSP Guidelines
- Value of the Water Test Kit in the selling process posted
- University Awards & papers posted
- Overall Clean Up
- Tools available E-blast sent to all members on August 24th – 35.3% open

For Discussion at Future Meetings:

Past discussion on ideas for future stories included, TUBAO, ACI, & Warner.

- Randy McDonald presented the idea of “How is Helical Spiral Pipe Made”.
- A suggestion was made to create a “Theme for stories / releases”, such as Eco, Forestry, Roadbuilding, etc.
- Kamran suggested an overall encompassing story related to CSP and its impact on jobs, roadbuilding, history, etc. He suggested that all parties participate and present a positive “feel good” story.
- Phil suggested the story on repairs of TRENCHCOAT as he has received a number of questions from BC DOT. Bruce stated that it was too soon given that the research just commenced in August 2014. It was agreed that this will make for a good story in the fall once the test results are in.
- CSPI works with a lot of owners on a lot of different projects. Would an article on how CSPI works with owners be a good article?”

5. Projects for PPC

a) Ideas for Future Webinars

CSPI does not have a budget for webinars at this time due to the elimination of the \$1 media tonnage charge in 2015. It was agreed to keep this on the list and look at down the road, if the budget warrants.

Future webinar ideas are as follows:

Phil Carroll suggested a future webinar on QVE (Quality Verification Engineer) a component of the Bridge Spec to be given by MTO.

- 1) Case studies – maybe one every few months on a project application.
- 2) Introduction to the Green handbook
- 3) How to design SPCSP structures
- 4) Performance Guideline for Buried Steel Structures
- 5) Advantages of buried structures vs. conventional clear span bridges
- 6) Selected DOT experience and procedures , i.e. this recent webinar was from MTO, would some other steel friendly DOT's be willing to present on what they do?
- 7) Advantages of CSP versus competitive materials.

- 8) Selection of CSP materials, water & soil chemistry.

b) Trade Shows & Conferences for 2016

September TAC in Toronto 2.5 days completed
4 Presentations pending / 3 follow up enquiries
30 delegates added to data base

Action: Ray to submit paper for 2017 conference in NFLD.

February OGRA
ORBA

March Tri Party Alberta

Action: Ray to submit a paper for presentation – Buried Bridges.

c) Education Outreach

An E-Blast was sent out to the university / college database advising winners and the papers were posted to the website. 30% Open rate

d) Photo / Project Contest - 2017

Idea from June meeting:

Stephen suggested that an 11th category be added for photos from outside the membership. This was unanimously endorsed and will be implemented for the 2017 program.

g) Non Member Activities

- 1) Canada Culvert – decided not to join in 2016.
- 2) Prairie Steel – reached out to owner – decided not to join in 2016

6. AISI List of Projects for 2017 presented

Ray presented to AISI in Washington on August 16th. Result will be known sometime in December.

2017 Projects	<u>Presented</u>
1. Polymer Laminated Steel	10,000
2. CSA Certification Programs	10,000
3. Bolt Research & Testing	5,000
4. University Outreach Program	5,000
5. Galvalume project in 3 Provinces	5,000
6. Floodnet	1,000
7. CSA G401 rewrite for 2019 / 2020	5,000
8. Rerolled Ends – elimination	4,000
9. Testing of Water Tight Joints in the field	5,000
10. Metallic Coated Technical Bulletin	2,000
11. Environmental product declaration for CSP	3,000

12. Life cycle assessment comparing plastic, concrete and steel SWM systems	<u>5,000</u>
Total	60,000

Number 11 (<http://www.environdec.com/en/What-is-an-EPD/>).

Kamran offered to make a Galvalume presentation at the annual TAC meeting in June 2017. Committee agreed and this will be scheduled.

7. Discussion & New Business

No new business.

8. Adjournment & Next Meeting

The meeting was adjourned at 11:22am. Next meeting will be on December 8th in Kitchener at the fall / winter meeting.

Ray Wilcock
Secretary