



STRATEGIC PLANNING SESSION Memorandum of Meeting

8:30 A.M. to 10:00 A.M., Thursday November 21st, 2019 – Kitchener, ON

Present:

Kevin Williams, Chair	AIL	Bruce Matheson	Frontier
Jason Sherwood	AIL	Marc Warden	Hubbell
Nick Spence	AIL	Dave Newbigging	AMD
Randy McDonald	AIL	Kamran Derayeh	AMD
Dennis Park	AIL	Dave Watson	Leland
Heba Ahmed	Armtec	Jim Evans	AK
Liz Bouchard	Armtec	Mike Mounts	Valfilm
Scott MacRae	Armtec	Ray Wilcock	CSPI

Guests:

Chuck Hitt	Worthington	Pat Loney	Worthington
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1. AISI Antitrust Guidelines

Ray presented the AISI Antitrust Guidelines that are in effect for all CSPI meetings. A copy will be circulated with these minutes.

2. Welcome and Opening Remarks – Kevin

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

3. Review Minutes from June 10^h, 2019 and Approve

Minutes were reviewed and accepted. A motion for approval was made by **Scott MacRae**, second by **Bruce Matheson**.

4. Strategic Plan Overview

a) Market focus - DOT and key municipalities

Covered under the KPI results below.

b) Educate colleges and university students

Covered under the KPI results below.

c) Developing knowledge – why steel?

Discussion ensued on the top 10:

Jim – fewer joints on #3 or 5 and fire resistant (non-combustible) under Resilience #8

Jason – staged construction under #9
 Dave – move sustainability to the top of the list
 Kamran – move all under the core 3 Cost, Durability, Sustainability
 Bruce & Liz – remain with 10 for presentations, for marketing

Action: Incorporate above ideas and recirculate to all who attended.

5. Key Performance Indicators (KPI)

a) Tonnage – reporting discussion

Board to discuss in closed session about future reporting.

b) Number Key Clients visited in 2019

<u>Date</u>	<u>Client</u>	<u>Topic</u>
Feb 4 th	FP Innovations BC	Forestry roads
Feb 6 th	Thunder Bay ON	Storm sewer standards
Feb 11 th	MTO Kingston	Polymer laminated site – Highway 62
Feb 13 th	Kingston ON	Storm sewer standards & relining
Feb 27 th	Saskatchewan DOT	Standards – polymer inclusion, update
Mar 11 th	Fredericton, NB	Storm sewer and culvert standards
Mar 12 th	New Brunswick DOT	Standards – polymer inclusion, Galvalume test site
Mar 19 th	St. John's, NL	Storm sewer and culvert standards
Mar 20 th	Newfoundland DOT	Standards – polymer inclusion
Mar 25 th	Alberta Trans DOT	CSA G401, Bolts, EPD, Galvalume, Kleskun Hills
Mar 26 th	Calgary Structures AB	CSA G401, Bolts, EPD, Galvalume, Rehabilitation
Mar 26 th	Calgary, Roads AB	Storm Sewer Spiral Rib Pipe submission
Mar 27 th	BCMOT DOT, Kamloops	CSA G401, Bolts, EPD, Rehabilitation, Coquihalla Hwy project
Mar 28 th	BCMOT DOT, Victoria	Coquihalla project, positive, needs to be focused
Mar 29 th	BCMOT DOT, Coquitlam	Bridge Presentation, rehabilitation discussion
Mar 29 th	Vancouver BC	Storm sewer standards, rehab of underpasses
Apr 6 th	TAC Standing Structures	Committee meeting in Ottawa
Apr 16 th	Nova Scotia, DOT	Standards – polymer inclusion
Apr 23 rd	Manitoba, DOT	Standards – aluminized, polymer inclusion
Apr 24 th	Saskatchewan DOT	Standards – aluminized, polymer inclusion
May 14 th	Region of Waterloo	Storm Sewer spiral rib presentation
Jun 7 th	PEI DOT, Charlottetown	Standards – polymer inclusion in water
Jul 26 th	MTO Roads (OGPDG)	NZF3000, Galvalume, Bancroft PL site
Jul 31 st	MTO Structures	SP Standards, Tenders, QVE issues
Aug 1 st	MEGA Event	Relationships / contacts
Aug 12 th	AB Trans	Bridge Inspection Guidelines
Sep 9 th	MTQ Structures	NZF3000, PL 50 Years, Tome update
Sep 10 th	MTQ Lab	Next round of bolt testing
Nov 12 th	City of Hamilton	Storm Sewer spiral rib presentation

Total Visits & Presentations in 2019 29

Comment from Heba – use NS DOT with the city of Halifax

c) Key Market Product Standards Submissions

DOT's

Owner	Gal. CSP	AL2 CSP	PL CSP	Gal. SP	TP SP	HDPE	RCP	Certification	Value Eng.
NL	No	Yes	No	Yes	No	<600mm	Yes	Submitted	Yes
PEI	Yes	Yes	No	No	No	Yes	Yes	No	No
NS	Yes	Yes	No	Yes	No	Yes	Yes	No	Yes
NB	No	Yes	No	Yes	No	Yes	Yes	No	Yes
QC	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes - CSP	Yes
ON	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
MB	Yes	No	No	Yes	No	?	Yes	No	Yes
SK	Yes	No	No	Yes	No	Yes	Yes	Yes	Yes
AB	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
BC	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
NT									
YT									
NU									

- **Green – verbal acceptance & change from last meeting**

Comment from Jason – put a link in for value engineering that relates to the provincial standards (understand requirements) in the member's website

Municipalities

Municipality	Gal. CSP	AL2 CSP	PL CSP	HDPE/ PVC	RCP	Value Eng.
Vancouver Storm Sewer Culverts	No No	No No	No No	? ?	Yes Yes	
Langley	Follow Van					
Victoria						

Edmonton Storm Sewer Culverts	No Yes	No No	No No	PVC PVC	Yes Yes	
Calgary Storm Sewer* Culverts	Yes Yes	Yes No	Yes No	PVC & PE App. Req.	Yes No	
Saskatoon						
Regina Storm Sewer Culverts	No Yes	No Yes	No Yes	PVC<450mm HDPE	? Yes	
Winnipeg	Pending	No	No	PVC<900mm	Yes	
Thunder Bay Storm Sewer Culverts	No No	No Yes	No No	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	PVC HDPE	Yes Yes	
London	No	No	No	Yes	Yes	
Windsor Storm Sewer Culverts	Yes No	Yes No	Yes No	Yes PVC & PE	Yes Yes	
Reg. Waterloo Storm Sewer Culverts	No No	No No	No No	PVC Yes<600mm	Yes Yes	
St. Catharines Storm Sewer Culverts	No Yes	No Yes	No Yes	Yes Yes	Yes Yes	
Kingston	No	No	No	PVC	Yes	
Ottawa						
Oshawa						
Montreal						
Sherbrooke						
Quebec City						
Trois- Rivieres						
Saguenay						
Fredericton Storm Sewer Culverts	No No	No No	No No	Yes No	Yes Yes	
Moncton						

Halifax Storm Sewer Culverts	No	No	No	Yes HDPE/PE	Yes Yes	
St. Johns	No	No	No	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.

Discussion followed:

Heba – Ray to start lobbying with the Sr. people at the cities / mayors / general managers, etc.

Member companies target the engineering staff

Liz – add some simple facts about each issue

Randy – brand name of spiral rib pipe, shift to PPC. Use core message of cost, durability and sustainability

Marc – use sales reps to set up meetings / contacts

Heba – look at what CSSBI is doing with targeting influencers

Marc – continue with strategy and test

d) Number of Students/Institutions Presented in 2019

<u>Date</u>	<u>University / College</u>	<u># of Students</u>
Feb 4 th	University of BC	150
Feb 4 th	University of BC, Dr. Yahya Nazhat (Coquihalla LCA project)	
Feb 6 th	Lakehead, Thunder Bay	40
Feb 11 th	St. Lawrence College, Kingston	40
Feb 11 th	Queen's University, Dr. Ian Moore (Mitacs project on rehabilitation)	
Feb 13 th	RMC University, Kingston	20
Feb 21 st	St. Clair College, Windsor	34
Feb 25 th	Sask Polytechnic, Moose Jaw	32
Feb 25 th	University of Regina	40
Feb 27 th	University of Saskatchewan	80
Mar 1 st	University of Toronto	100
Mar 7 th	Ryerson University, Toronto	75
Mar 11 th	University of New Brunswick	15
Mar 14 th	University of Guelph	20
Mar 19 th	NAIT College, St. John's	25
Mar 20 th	Memorial University, St. John's	15
Mar 21 st	Universite de Moncton	15
Mar 25 th	NAIT Edmonton	12
Mar 26 th	SAIT Calgary	60
Mar 27 th	Okanagan College, Kelowna	32
Mar 27 th	OGRA Storm Sewer Design	19 (Heba Ahmed presented)
Mar 29 th	University of BC	Dr. Dharma Wijewickreme (LCA)
May 17 th	University of Windsor	35
Nov 14 th	Western University in London	30

22 Guest Lectures

889 Students

6. Assessment

a. Are we answering the question why steel?

i. DOT Feedback

<u>DOT</u>	<u>Submission</u>	<u>Follow Up</u>	<u>Comments</u>
NL	May 10, 2018	Mar 2019	Met with John Morrissey and staff on Mar 20th. John accepted updates for Polymer & NZF3000. Expect standard updates later this year.
PEI	Jun 7, 2019	June 19/19	Presentation given to Darrell Evans & Neil Lawless on June 7th. Back up documents asked for, spiral rib hydraulics & other Maritime standards.
NS	Apr 16, 2019	Fall 2019	Presentation made to Will Crocker and staff. Received a verbal commitment to update standards to include polymer and NZF3000. Paul Proctor (Ail) is on the committee.
NB	Mar 12, 2019	Apr 16, 2019	Presentation made to Serge Gagnon's staff. Requested back up documents, sites with polymer, and suggested wording for standards. Sent on April 16th.
QC	Sep 10, 2018	Sep 9, 2019	Requested 75-year material service life for Polymer Coated SP and NZF3000 bolts for out of water structures and class 1 Abrasion for structures in the water. Met with Nicolas Fauchon & staff in Quebec City on Sept 9th. Will not approve 75 years until bolts pass abrasion tests. Tome update submissions need to be in by June each year.
ON	Jul 31, 2019	Aug 30, 2019	Met with Tony Merlo and staff on July 31st. A number of issues were discussed with follow up later this year with Tony and replacement. Tender material issues covered along with QVE submission on August 30th. With Tony retiring, do not expect quick action on anything in 2019.
MB	Apr 23, 2019	Apr 29, 2019	Presentation made to Ruth Eden's staff on aluminized, polymer and NZF3000. Back up documents requested and sent on Apr 29th.

<u>DOT</u>	<u>Submission</u>	<u>Follow Up</u>	<u>Comments</u>
SK	Apr 24, 2019	Jul 18, 2019	Presentation made to Steven Greier & staff on aluminized, polymer and NZF3000. Stated that the Ministry is open to standard inclusion. Requested wording for standards, test results on bolts, and plant certification bulletins. Documents sent on May 23rd. Received a request on plant certification. Responded on July 18th.
AB	Aug 12, 2019	Aug 22, 2019	Met with Rishi Adihikari. Discussion included updates to CSA G401, bridge inspection guidelines and polymer laminated project at Kleskun Hills. Follow up on bridge inspection guidelines and request sent on August 22nd.
BC	July 18, 2019	Aug 2, 2019	Conference call held on July 18th pertaining to Buried structures (proprietary versus consultant design). On August 2nd, sent letter to David Woolford & Gary Farnden covering "Future direction of Proprietary Structures". Offered assistance in updating the process for all buried plate structures.

ii. Municipality Feedback

<u>Municipality</u>	<u>Submission</u>	<u>Follow Up</u>	<u>Comments</u>
St. John's NL	May 8, 2018	Aug 8, 2019	Met with Scott Winsor & Mark White on March 19th. Additional backup sent on April 22nd. Follow up - no response.
Halifax NS	Aug 15, 2018	Aug 8, 2019	Refused our application (not interested). Subsequent follow ups have received zero attention. Sent letter to Mayor – heard from G.M. Evasive and dismissive.
Fredericton NB	Mar 11, 2019	Aug 8, 2019	Met with Jody Boone on Mar 11th. Documents sent on March 22nd. Follow up – no response.
Hamilton ON	Dec 2, 2018	Aug 12, 2019	Requested individual submissions by manufacturer. Received and invited to make presentations on November 12th.
Kingston ON	Aug 8, 2019	Fall	Product application sent.
Windsor ON	Jan 2, 2019	Aug 8, 2019	Application sent along with backup documents. Follow ups have received no feedback. Call Anna Godo in Dec and may have to elevate.

<u>Municipality</u>	<u>Submission</u>	<u>Follow Up</u>	<u>Comments</u>
London ON	Jan 2, 2019	Aug 22, 2019	Application sent along with backup documents. Informed that committee has not met yet. Followed up with Jane Fullick who passed it on to Marcus Schaum. Waiting to hear back.
St. Catharines ON	Jan 2, 2019	Aug 8, 2019	Application sent along with backup documents. No response from Dan Dillon who retired. Made contact with replacement, Anthony Martuccio. Waiting for response.
T Bay ON	Feb 6, 2019	Fall 2019	Met with Rick Harms at TAC in Sept. Rick asked CSPI to make a presentation to the committee in the fall or winter.
Waterloo Reg ON	Dec 19, 2018	Aug 30, 2019	Presentation to the committee on May 14th. Received email on Aug 30th that our application has been denied. Sent email to William Kinnaird requesting a reason for their decision.
Winnipeg MB	Dec 21, 2018	Aug 15, 2019	Application and documents mailed on Dec 21st. Heard from Tyler Phillips on Aug 15 that the committee has yet to review our application. Will follow up later this year.
Calgary AB	Mar 26, 2019	Aug 12, 2019	Met with May Cayanan on Mar 26th. Sent May Plant certification info. Heard from Bill Ng on August 12th. CSP is in their storm sewer standards. Clarification asked for – waiting for response.
Vancouver BC	Mar 29, 2019	Dec 2019	Met with Dane Doleman on Mar 29th. Standards are in disarray and are being consolidated. He asked if we would wait until published. Will follow up every 3 months.

- b) Are we penetrating the concrete market?**
i. Product Approvals – visualization & critique
II. Knowledge to develop

c) Academic Education feedback

TAC Item – approach professors with regards to specific projects that students can take on for capstone or MITAC related projects.

d) Education of members (webinars / E-Blasts)

7. Discussion / New Business / Old Business

No new business was brought forward.

8. Strategic Plan Adjustments

It was agreed to continue forward with the overall direction with a few tweaks as identified above.

9. Adjourned at & Next Meeting

The meeting was adjourned at **10:15am**. The next meeting will be held in Victoria BC on June 15th at the Fairmont Hotel at a time to be determined.

Kevin Williams
Chair

Ray Wilcock
Executive Director