



STRATEGIC PLANNING SESSION Memorandum of Meeting

8:00 A.M. to 9:30 A.M. MT, Monday, June 17th, 2024
Rimrock Resort Hotel, Banff, AB

Present:

Sam Mitra, Chair	Armtec	Marcia Stinson	AMD
Jason Johnston	Armtec	Lucas Cooper	AMD
Liz Bouchard	Armtec	Dave Watson	Leland
Scott MacRae	Armtec	Mike Green	Leland
Roger Leger	Armtec	Derek Niezen	Ironside
Mike Wilson	Atlantic	Jonathon Paton	Warner
Jason Sherwood	Atlantic	Mike Mounts	Valgroup
Terry Dunn	Atlantic	Chuck Skeen	MarMac
Paul Proctor	Atlantic	Richard Northcutt	MarMac
Matt Field	Atlantic	Bev Byard	Roundel
Bruce Matheson	Frontier	Ray Wilcock	CSPI
Ian Kalverda	Hubb-Cap		

1. Canadian Competition Act - Ray

Ray presented the Canadian Competition Act Guidelines for associations (Competition Act RSC, 1985, c. C-34) that are in effect for all CSPI meetings.

Action: After reviewing all member logos, Bev pointed out that Roundel has changed their logo. Change will be made once new logo received.

2. Welcome and Opening Remarks – Sam

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

3. Review Minutes from November 14th, 2023, and Approve

Minutes were reviewed and accepted. A motion for approval was made by **Dave Watson**, second by **Bruce Matheson** and was carried unanimously.

4. Strategic Plan Vision / Mission Overview

a) Market focus – DOT, key municipalities & consultants

No discussion.

b) Educate colleges and university students

No discussion

c) Review top 10 reasons – why steel?

Top 10 reviewed.

Reason 1 Durability – discussion centered around adding the words Predictable & Measurable. It was decided to discuss it at the November meeting.

Action: [Remove the stars on the photos.](#)

Reason 8 Resilience – Scott stated that we have been underestimating the weight of the crane and the fully loaded railcar. Mike suggested we talk about entrance flex (beveled) versus rigid.

Action: [Will review and advise at the next meeting.](#)

5. Key Performance Indicators (KPI)

a) DOT update

Presentation covered: Buried bridges, CSA G401-24, G90 & 5 mil polymer, watertight coupler demonstration, NZF3000 bolts, coatings and durability – 100 years? sustainability (carbon footprint) present and future, water testing demonstration, discuss DOT challenges, issues, needs.

NL **November 23rd in St. John's** – 8 DOT & 4 members.

1. Requested information on polymer laminated coatings and life expectancy in differing hard / soft water conditions. Supplied technical bulletin #1.
2. Inquired about polymer coating galvanized structural plate as site conditions warranted polymer. Information given after consultation with Warner.

PEI **December 8th in Charlottetown** - 3 DOT & 2 members.

1. Darrel Evans reached out for comment on their standards concerning matching bolt life to structural plate coating life.
2. DOT accepted zinc flake coated bolts required when polymer coated plate is specified.

Action: [Paul stated that polymer laminated is now in the standard, thus No should be changed to Yes on the DOT Chart. Updated.](#)

NB **December 4th in Fredericton** - 6 DOT & 3 members.

1. A few polymer sites from 1970 were brought up by DOT to be visited in 2024.

NS **Fall of 2024**

QC **December 14th in Quebec City** - 6 MTQ & 2 members.

1. Discussion ensued on polymer structural plate, durability, and sustainability. Documents were sent to all in the following week.

ON **Mar 26th in Thunder Bay** – 6 MTO & 3 members.

1. Requested information on microbial corrosion. After consulting with AMD & Cliffs, sent information.

Apr 10th in Toronto – 14 MTO & 4 members.

1. Connecting CSP to concrete manholes. Sent information.

Apr 12th in London – 11 MTO & 4 members.

1. Interested in a follow up presentation on rehabilitation.

Apr 17th in St. Catharines – 12 MTO & 3 members.

1. Develop an OPSS on structural plate bridge package covering design, material, fabrication, and construction. The team will consist of MTO, CSPI, Armtec & Atlantic. Meetings to start this summer once the draft is complete.

Apr 22nd in North Bay – 13 MTO & 2 members.

1. Different methods used to reline inverts only.
2. Methods used on structural plate to counter act Abrasion level 4.
3. Would like CSPI to investigate the use of placing two plates on top of each other for invert protection.

Apr 23rd in Kingston - 12 MTO & 3 members.

1. Very interested in the Structural Plate package.
2. Future webinars.
3. Certification for the PEAK program.

MB **Fall of 2024.**

SK **Feb 28th in Saskatoon** - 12 DOT & 1 member.

Dealt with SK issues:

1. Pipe staining on the obverts
2. Using flange nestable pipe as end stiffeners (SK agreed with CSPI not to use).
3. Durability charts in Technical Bulletin 1.
4) SK asked CSPI to canvas other provinces that may have published deformation %'s of pipe that constitutes a failure. Will follow up with other provinces as meetings take place.

AB **Mar 13th in Edmonton** – 4 DOT & 3 members.

AT issues / questions include:

1. Markings on Leland bolts.
2. MarMac coupler tests in cold climates.
3. Structural Plate package for standard buried bridge crossings.

BC **Mar 19th in Coquitlam** – 6 DOT & 3 members.

BC issues / questions include:

1. Interested in CSP EPD's.
2. Policy on deformation % for rehabilitation.
3. Would like a ½ day seminar on design for Ministry, consultants, and inspection.

DOT Table

Owner	Gal. CSP	AL2 CSP	PL CSP	Gal. SP	TP SP	HDPE	RCP	Certification	Value Eng.
NL	No	Yes	Yes	Yes	Yes	<600mm	Yes	Yes	Yes
PEI	No	Yes	YES	Yes	Yes	Yes	Yes	Submitted	No
NS	No	Yes	No	Yes	Yes	Yes	Yes	Submitted	Yes
NB	No	Yes	No	Yes	No	Yes	Yes	Submitted	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	Yes	Yes	Yes	Yes	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									

b) Municipality & Consultant Update

Municipality Update

2023 presentation covered CSPI, why steel, spiral rib storm sewers, CSA G401-24, G90 & 5 mil polymer, watertight coupler demonstration, coatings, and durability – 100 years, sustainability (carbon footprint) present and future, water testing demonstration, discuss City challenges, issues, needs.

Nov 23rd

St. John's NL

6 City & 3 members

1. Good discussion on spiral rib storm sewers, coatings and 75-year service life.

Dec 6th

Moncton NB

18 City & 4 members

1. Positive discussion on spiral rib storm sewers, coatings and 75-year service life. Members to follow up.

Feb 28th

Saskatoon SK

SPWA - 65 in attendance

Presented "Storm Sewers – Spiral Rib Pipe" at their annual conference.

Mar 11th **Edmonton AB** CEA – 100 in attendance
Presented “Rehabilitation of Buried Bridges, Culverts & Storm Sewers” at their annual conference.
[Action: Reach out for update on city standards.](#)

Mar 14th **Edmonton AB** 4 City & 2 members
1. The city stated they prefer steel over concrete.
City issues:
1) Technical Bulletin 1 and selection of coating
2) polymer repair technical bulletin.

Mar 25th **Thunder Bay ON** 6 City & 2 members
No issues brought up.

Apr 1st **Region of Waterloo ON**
Supplied information on relining and use of grout.

Consultant Update

January

WSP ON Material coating requirements.
FNX-INNOV Rehabilitation.

February

Dillon Consulting Durability.
AECOM ON Durability.

March

ISL Engineering Met with Martin Maier on March 11th in Edmonton to discuss a structural plate package for AT transportation. They are keen to participate with CSPI and AT.

McElhanney Brief visit on March 12th to their Edmonton office to discuss rehabilitation and our Handbook.

Municipalities Table

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 Yes	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	No	No	No	Yes	Yes	
Culverts	No	No	No	HDPE/PE	Yes	
St. Johns	No	No	No	Yes	Yes	

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

c) Number of Students/Institutions presented in last 12 months.

<u>Date</u>	<u>University / College</u>	<u># of Students</u>
Sep 21 st	Loyalist College, Belleville ON	20
Oct 25 th	OGRA Storm Sewer, Oakville ON	25
Nov 21 st	University of Western, London ON	65
Feb 9 th	McGill University, Montreal QC	25
Feb 26 th	University Regina, Regina SK	20
Feb 28 th	University of Saskatchewan, Saskatoon SK	80
Feb 29 th	Toronto Metropolitan University, ON	20
Mar 12 th	Toronto Metropolitan (rehab presentation)	25
Mar 15 th	University of British Columbia	120
Mar 18 th	Okanagan College Kelowna BC	20
Mar 26 th	Lakehead University, T Bay ON	30
Mar 28 th	Niagara College, ON	25
Apr 8 th	University of Windsor ON	45

13 Guest Lectures 520 Students

Action: Simon Fraser University (En^v) – Jason Sherwood to supply contact details.

6. SWAT Team Initiative – Storm Sewer Market

- Objective: Develop a strategy to penetrate municipal storm sewer market.
- 17 Members on the Team
- 3 Meetings held thus far in 2024

Last meeting – May 9th

Next meeting – July 11th

5 Key results in 2024:

1. Presentation to the City of Moncton NB
2. Speaking at the Saskatchewan Public Works Association
3. Speaking at the Consulting Engineers Association of Alberta
4. Member participation at municipal presentations
5. MarMac coupler webinar – water-tight joints.

Future:

1. Communicate to members on CSPI schedule for presentations, city visits, etc.

2. Webinar on Storm Sewers & SWM for members only - sales staff. "How to break through the municipal market".
3. One page on new thinner polymer / thinner galvanized coating (Mike Mounts will advise). Available in CSA G401-24.
4. Future Webinars will be in house and will start in the fall.
5. Please send any provincial associations calling for speakers / papers.
6. Next meeting, discuss feedback from two cities (Edmonton & Moncton).

a) Execution:

1. Are we on the right track?
2. Should we continue?
3. What should we change?
4. How do we get Sales Reps more involved?

Discussion:

- Target smaller centers and municipalities
- Focus on associations; MEGA, SPWA, AORS, Good Roads, CEA
- Reset membership
- Sales reps to target Moncton and follow up on opportunities
- List wins from when we started and present at next meeting
- Members to review what they have sold, prepare one page case studies and promote

7. Discussion / New Business / Old Business

Old Business

Membership Recruitment

- Reach out – potential candidates
- Manufacturers
- Producers
- Suppliers

- 2 potential members reached out:

- Soleno
- Worthington Industries
- No commitment – like the benefits without \$

Discussion:

- Mike will reach out to Pre-Coat
- Members to take the lead where they see a potential fit, see the bigger picture
- To be discussed at next meeting

8. Strategic Plan Adjustments

DOT's: Work on the Structural Plate package with MTO & AT

Municipalities: Refocus as per discussion
Case Studies on Spiral Rib PL

Future Meeting: 5-year planning session conducted by external party (to be discussed in November).

SWAT Team: Send minutes of last meeting to Terry, Paul, Liz, Ian & Bruce.

9. Adjourn & Next Meeting

The meeting was adjourned at **9:45 am** with a motion from **Jason Sherwood**, second by **Scott MacRae** and was carried unanimously. The next meeting will be held on November 12th, 2024, in the Delta Hotel in Waterloo Ontario at the time TBD.

10. Roundel Presentation – Bev Byard

Bev gave an excellent and informative presentation on Roundel (Australia).

Key points covered include:

- The major challenges each year are CSP tonnage and obtaining staff.
- Focus on the mining industry. Iron ore projects related to the resource sectors.
- Drainage culverts are key because of the annual rainy season.
- Projects are very remote, thus onsite manufacturing (5 – 6) supplied by Ironside are used extensively.
- The lengths of CSP ranges in the 15 – 16 meters.
- HPL (High Performance Laminated coating) is imported from South Korea.
- Black steel plate is imported with 16 to 18 week lead times. A huge issue.
- Targeting highways and roads which are dominated by concrete.

Sam Mitra
Chair

Ray Wilcock
Executive Director