

# MINUTES

BOARD OF DIRECTORS  
AUGUST 16, 2018 – 8:00 AM  
AGA OFFICE

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Dan Bever, President

Craig Hamilton

Godfroy St. Pierre

Jeff Boychuk

Phil Rahrig, Exec. Director

Dottie Van Lue, 1<sup>st</sup> VP

John Lincoln

Brian Miller

Paul Strain

Steve Wilkinson

Keith Ewing, 2<sup>nd</sup> VP

Grady Phillips

John Gregor

Frank Gerace

The meeting was called to order by President Bever

All signed the AGA Anti-trust & Conflict of Interest Policy Statement (on file)

Roll call and Mr. Phillips and Mr. Boychuk were absent

## **Market Development Committee Report –Tommy Rose**

A briefing on the potential market for steel distribution poles and funds required to develop the market in cooperation with SMDI (marketing arm of the American Iron and Steel Institute) and IZA was given by Melissa Lindsley. The Board indicated a willingness to approve the 3-year funding requirement dependent on the other partners, if the MDC would & could present that as part of their upcoming budget proposal (2019 & beyond). The Board “action” was to tell the MDC to continue to explore those possibilities within the confines of the budgetary process.

The update of the web site is 99% complete and operating well. Not in the scope of the update is the need to have a module allowing for the search engines to crawl in the member only area of the site.

The committee reallocated unused marketing funds from other 2018 programs to fund the development of the module.

The Rebar PFG is at the stage where all the technical elements of support are in place and “boots on the ground” to promote HDG rebar are needed to meet with bridge engineers, private and public. The PFG is formulating a plan to solicit funds to hire a consultant to make those contacts.

## **Member Services Committee Report – Brian Miller**

Benchmarking - the committee decided to add two additional question groups to the survey conducted in January of this year and to be sent in January of 2019.

AHPs – Association Health Plans – The concept of AHPs which allow all U.S. based members of the AGA to participate in healthcare coverage at the large-group rate through one or two providers across the country, was discussed. The annual savings for most small employers now getting coverage on their own in the small group pool is approximately \$1,000 per employee covered. The committee directed staff to send a separate survey to members, both those companies self-insured and traditionally insured to determine the level of interest and to learn the current cost/year/employee to provide healthcare coverage.

Member Educational Roundtables - AGA will likely start out with a Digital Marketing webinar, explaining the many benefits AGA has identified by integrating the Salesforce CRM with our web site.



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The concept is to educate members about the possibilities to expand their marketing efforts in the digital world and to utilize the AGA database within Salesforce to achieve broader awareness of HDG. Depending on the success of the first webinar format roundtable, the other two ideas (Finance, Areas of Liability) may follow.

Annual Conference 2021 Site Selection - A contract has been signed to hold the 2021 annual conference from March 20-24 at the Loews Coronado Bay, just across the water from downtown San Diego. The negotiated nightly room rate is \$239.

Branding – Staff learned at InterGalva '18 in Berlin the EU galvanizers are using specific branding and branding messaging to fend off quality improvement pressure and to highlight the importance of galvanizing to the marketplace. Specifically, they are promoting the use of “master galvanizer” inspection of all product before it leaves the plant, a logo for use continent-wide. AGA staff suggested something akin to this, perhaps a stamp or stencil galvanizers could put on every piece of HDG steel or batch of HDG steel indicating “master galvanizer inspected” and/or galvanized by a proud member of the AGA with the member name and AGA logo prominently displayed.

#### **Technical Services Committee Report – Craig Hamilton**

A regional process seminar is planned for the Chicago area in late fall. A minimum of 10 galvanizers is required to make the seminar effort feasible.

Changes to ASTM D7803, preparing HDG steel for powder coating, were submitted by Dr. Tom and the changes are in ballot.

Slip-critical connection research on HDG to HDG and HDG to silica paints is complete and the results have been submitted for publication in key journals. At the request of the Research Council on Structural Connections, additional research on HDG to metallizing and metallizing to metallizing is planned. Funding will come from AISC and RCSC, as well as AGA.

Blast media study results are being compiled and analyzed, with a completion date early in 2019 and publication to immediately follow.

The NSBA/AASHTO guidespec development effort for galvanizing steel bridges is planning a meeting in Austin, TX to hold a vote on approval of the guidespec as it is currently written. AGA and all galvanizers who are attending are encouraged to vote “no” due to some language detrimental to galvanizing. “Working at Heights” Health and Safety Note has been reviewed by the TSC but industry adherence to the OSHA requirements as outlined in the Note is problematic. Staff to investigate how fabricators and steel service centers handle the OSHA requirement.

A new version of the Inspection App is functioning, and the changes are pushed to the App, so no downloading of the new version is necessary. A video of the various appearances of the galvanized coating is being considered.

The TSC budget for 2019 was approved by the committee and will be submitted to the Board Budget Committee for consideration.

A new, scaled-down version of the process survey is being considered for 2019. It has been almost ten years since the last survey.

## **Old Business**

### **Certification of Galvanizers Subcommittee - J. Gregor**

All members of the subcommittee and any member that can do so are encouraged to attend the next meeting in Austin, TX (October 8-9) to support Dr. Tom’s “no vote” on the current version of the GuideSpec.

### **Chinese Imports – P. Rahrig**

The HTS codes for fabricated structural steel have been included in the 301 tariffs against China and effective August 23, 2018 all fabricated and galvanized fabricated structural steel imported from China will carry a 25% tariff. It is likely the HTS codes will also be added to the 232 tariff which will impose the 25% tariff on 11 other countries, including Mexico and Canada.

## **New Business**

### **Board of Directors' appointments**

President Bever identified two individuals he will be contacting to determine their willingness to replace Grady Phillips and Jeff Boychuk who resigned from the board since the last meeting. Once he has confirmed their willingness to serve, he will nominate them via an e-ballot for full board approval.

### **Investment Committee Report – 2<sup>nd</sup> Vice-President Keith Ewing**

With no current identified need to utilize the reserves currently invested in a 60/40 fixed income to equities ratio, the committee proposes to gradually increase the portfolio to a 50/50 split with the possibility of a 40/60 split in the future depending on the portfolio performance in the next year to 18 months. The equity portion of the portfolio is to remain in the moderate risk category.

The plan is to also measure BOKF's (investment advisor to AGA) performance on an annual basis, as compared to some pre-determined index.

*Motion: John Gregor – to alter the composition of the AGA portfolio to a 50/50 split of fixed income to equities and implement a measurement of the investment advisor performance.*

*Second: Godfroy*

*In Favor: 8     Abstain: 2*

One board member would like the committee to determine if the current portfolio contains any Unit Investment Trust funds and consider using them.

### **Personnel Committee Report – President Bever**

All the appraisals were reviewed by the committee and a salary recommendation for each was developed for inclusion in the proposed 2019 overall AGA budget.

### **Endowment Fund**

In addition to the Richard L. Brooks scholarship awarded each year, there was discussion about developing an endowment to fund many more scholarships in future years. This endowment would be open to all member companies wishing to memorialize/recognize an important person in their company.

### **Merchant Services Account for Credit Card Payments (TF, AC, Publications)**

Staff gets requests from non-members attending TechForum or paying for publications to pay by credit card. If AGA had this capability, we could service these payments and ensure prompt payment. Staff to investigate using the QuickBooks functionality to provide this service.

### **Staff Succession Plan - impact on association, budgetary considerations, search committee**

Succession plans for the executive director and technical director were discussed at length, with options to include development of current staff or re-structuring staff to include a person identified as having succession ability into the technical and/or marketing director positions.

Exposure of current staff to sales and marketing in the field was also discussed and encouraged to develop their expertise and preparedness for advancement into the key director positions.

### **IZA Report – Steve Wilkinson**

The 2<sup>nd</sup> Annual zinc Roundtable Conference will be held in Chicago November 8-9. End users and zinc forecasts are the interesting sessions for galvanizers.

IZA is focusing on zinc thermal spray markets, with an eye on ships, wind towers, and bridges (only as a complementary service to galvanizing).

### **Meeting Location**

It was suggested AGA consider a July/November format for the two meetings held in Denver. Also, it was suggested the summer meeting be held in the Midwest (Chicago) or the East (Atlanta) so travel for many could be minimized to two or possibly even one day.

### **Goodwill Comments – All**

### **Adjournment**

*Motion: John Gregor – to adjourn the meeting*

*Second: Dottie Van Lue*

*In Favor: All*

Next Meeting – December 6, 2018