

Director's Notes

How should EIG act in the face of increasing competition? Being the #1 player in corrosion-resistant reinforcing bar makes epoxy-coated reinforcing steel the largest target. Competitors are looking at slicing off some of our market share and they are encroaching our space using a mixture of fear and logic.



An article on the defense of market share is presented in a book titled "To Defend or Not to Defend?" by Timothy Calkins from Kellogg Business School. "You can't defend everything," but in his view companies defend far too infrequently. "You can get into trouble when you don't defend," he says. "You can trace a lot of business problems back to ineffective defensive efforts."

The major items being used by our competitors include:

- The inability of the coating to resist damage and the consequent wide-spread corrosion that may occur
- The fear of failure, such as that observed in the 1980s structures in Florida
- The need to try something new
- The ability to remove the corrosion problem entirely
- The cost-effectiveness of their products

EIG will continue to defend epoxy-coated reinforcing steel as competitive threats present themselves. The question is, can we do enough with our current resources?



CRSI Fall Business Meeting

The CRSI Fall Business meeting is being held on the first week of November and EIG looks forward to seeing many of you at the meeting.

EIG will be active at the Durability Roadmap Task Group meeting where discussions on corrosion education and research publications are to be discussed. EIG will also participate in the Epoxy Coating Committee meeting,

where any negatives or comments from the ballot of the Custom Line Standard by the CRSI Standards Committee will be discussed. There will also be discussions in the IMCC meeting on the development of an epoxy-coated bar supports standard.

EIG will participate in the Durability Committee and the Epoxy Fabrication Committee, where progress with the new Standard will be discussed.

NESMEA

The North Eastern States' Materials Engineers



Association (NESMEA) met in Massachusetts in October and EIG had a booth at the meeting. Approximately 100 people were at the meeting, with the majority from DOTs in the New England region. Excellent discussions were held, with most of the agencies happy with the performance of ASTM A775 epoxy-coated reinforcing steel. Vermont indicated that it is moving to other products including ASTM A1055 dual-clad reinforcing steel and stainless steel. Concern was raised by one agency regarding the bending and patching practices being observed at precast manufacturing plants. EIG has discussed possible remedies with Dean Frank from the Precast Concrete Institute, who oversees their certification programs.

The Zinc Association was exhibiting at the meeting, with two staff members discussing the continuous galvanizing process. They were distributing the MTO document that discontinued use of epoxy-coated reinforcing steel.

ACI, Washington DC

EIG participated at the ACI meeting in Washington DC. A topic which seemed to dominate a significant number of discussions was the development and use of high strength reinforcing steel.

During the meeting, EIG held discussions with Professors Michael Thomas, David Darwin, Matt O'Reilly, Francisco Presuel-Moreno, and Robert Frosch on ongoing work relating to corrosion, including epoxy-coated reinforcing steel.

Dr. David McDonald chaired a technical session on Service-Life Modeling – Case Studies and Validation. The presentations included talks by Michael Thomas on the accuracy of Life-365 and by Bruce Smith on the use of models by San Diego Association of Governments (SANDAG). Bruce Smith is responsible for rail lines from San Diego to Los Angeles and presented research that has led to epoxy-coated reinforcing steel being extensively used along with calcium nitrite to provide a 100-year design life.

Several EIG competitors were exhibiting at the meeting, including Composite Rebar Technologies promoting fiberglass clad dowels and several fiberglass dowel suppliers.



Chicago Transit Authority

Based upon information from EIG and CRSI, it appears that the CTA is moving back to permitting epoxy-coated reinforcing steel on its projects.

IDOT Roughcoat

Illinois Department of Transportation (IDOT) is wishing to conduct research on the effect of coating roughness on bridge deck cracking and reached out to the industry for assistance. During a conference call, suppliers to IDOT were presented with a proposal for four bridges with a total tonnage of approximately 800,000 lb. EIG helped draft a special provision that was circulated to EIG members prior to being submitted to IDOT. The SP included:

1. Two epoxy coating layers
 - a. Layer 1 meeting ASTM A775 at a thickness of 7+/- 2 mil
 - b. Layer 2 Provide a total coating less than 12 mil for bar sizes less than #6
2. Bar lengths to be a minimum of 40 ft.
3. Bars coated with the 2nd layer shall not be required to pass the bend test
4. Patching materials meet ASTM A775
5. Final roughness based upon the research of Sim at Purdue
 - a. Black bars
 - i. $R_{max} = 1100 - 1600$.
 - ii. $P_c = 150 - 220$
6. Holidays < 1/ft

Please let EIG know if you want more information on the program.

ASBI, Hartford CT

Carrie Sayers from ABC Michigan and Jim Henson from Leader Graphics assisted with manning a booth at this meeting, while EIG was at ACI. The meeting attracted 330 attendees, including DOTs and most of the major bridge engineers in the country. A number of questions were obtained regarding the patching of epoxy-coated reinforcing steel. The conference program also included a visit to the Pearl Harbor Memorial Bridge in New Haven CT, which extensively utilizes epoxy-coated reinforcing steel (See <http://tinyurl.com/llk9lq4>). Many thanks are extended to Carrie and Jim for their valuable help.



ASTM Meeting, New Orleans

The ASTM meeting will be held in New Orleans in November. At the A1.05.04 Coated Reinforcing meeting, the ballot to ASTM A775 will be discussed along with results from the recently balloted continuously galvanized reinforcing steel standard. Please let EIG know if there are changes or modifications required to any of the coating standards.



Quote

Happiness is like a butterfly: the more you chase it, the more it will elude you, but if you turn your attention to other things, it will come and sit softly on your shoulder.

-- Henry David Thoreau

| Date | Event |
|------------------|--|
| November 2 – 6 | CRSI, Chicago, IL |
| November 10 – 13 | ASTM, New Orleans, LA |
| December 4 – 5 | Accelerated Bridge Conference, Miami, FL |
| January 11 – 15 | TRB Washington, DC |
| February 3 – 6 | World of Concrete, Las Vegas, NV |
| March 9 – 13 | CRSI Technical Meeting, Tempe, AZ |
| April 12 – 16 | ACI, Kansas City, MO |
| April 19 – 23 | AASHTO Subcommittee on Bridges, Saratoga Springs, NY |