

**EIG Business Meeting Minutes**  
**Swiss Hotel, Chicago**  
**November 5, 2012**  
**9:00 – 10:30 AM**

**Attendees**

JP Simmet (Chair)  
Pete Fosnough  
Sandra Goebel  
Elliot Davis  
Eugene McManus  
Scott Stevens  
Kuru Varughese  
Sam Attaguile  
RJ Labrador  
Fred Rocha  
Art Tofte  
Bob Risser  
Steve Hall

Danny Johnson  
Tim Smock  
Mike Barrett  
Chris Lopez  
Tom Greenfield  
Bill Manaci  
Marshall Bonds  
Kurt Kirby  
Craig Diet  
Marcelo Acuna  
Brice Wager  
David McDonald (Staff)  
Freddie Rocha

Nelder Salazar  
Carrie Sayers  
Tom Cressman  
Natalie Caratelli  
Brian Froderman  
Eugen Geisz  
Dennis Bernotas  
Jeff Estep  
Pete Diggs  
Jim McLuin  
Rob Phillippi  
Mike Vrshek

1. Anti-Trust
  - a. The Chair informed the meeting of the CRSI Anti-Trust Policy and that this was in effect for the meeting.
2. Welcome
  - a. The Chair welcomed members of EIG and the newest member Scott Stevens from Dimension Fabricators
3. Introductions
  - a. Attendees introduced themselves
4. Approval of Agenda
  - a. The agenda was approved without change (Kirby/Simmet/unanimous)
5. Approval of Spring 2012 Minutes
  - a. The minutes of the Spring 2012 meeting was approved without change (Fosnough/Dietz/unanimous)
6. Managing Directors (DBM)
  - a. David McDonald presented the managers' report (attached)
  - b. Discussions included:
    - i. Substantial staffing for other products to complete against epoxy was being observed.
    - ii. Need to develop comparative literature against galvanized reinforcing

- iii. Questions regarding the effectiveness of the web and marketing campaigns were raised.
    - 1. A request was made by McDonald to form a 5-year marketing plan. Volunteers included: Goebel, Fosnough, Attaguile, Wager and Dietz.
  - iv. Suggestions for webinars on epoxy-coated bars were raised.
    - 1. Goebel will present costs of webinars to the newly formed marketing team.
  - v. Questions regarding upcoming research were raised.
    - 1. McDonald indicated results from the FHWA and Perdue were to be presented in 2013.
  - vi. Questions regarding the effectiveness of cathodic protection systems were requested.
    - 1. McDonald indicated that these systems were being used on historic structures, but requires extensive monitoring to be effective.
7. Proposed Budget 2013
- a. Proposed budgets were presented and a discussion led by the Chair. These included 0, 5 and 10% changes in dues.
  - b. Questions were raised regarding the use of \$50K for epoxy literature
    - i. McDonald indicated that this included development of information for the website and this was not extensive production of paper copies.
  - c. Discussions were made regarding need to become more aggressive in our work to minimize attrition, rather than being reactionary.
  - d. A motion was made by Wager seconded by Varughese that **EIG maintain a balanced budget and those expenses meet the incoming dues that would be held the same as those for 2012.**
    - i. Discussions included:
      - 1. Dues may be able to be changed in 2013, based upon the outcome of the 5-year marketing plan and information obtained from Regional Managers.
      - 2. Special assessments could also be used for marketing needs as they arise.
      - 3. McDonald indicated that the reserve was at 4 months of expenses (\$135K) and that typical non-profit recommended reserve at 6 months.
    - ii. The motion was carried 7 for, 1 against.
8. Old Business
- a. Plant Certification
    - i. The proposed standard to epoxy plant certification went to ballot in September and will be discussed in the upcoming meeting.
    - ii. Risser discussed fees for Plant certification
      - 1. Fees have not been changed since 1991 and WJE fees keep rising.
      - 2. A proposal has been made that the fees be established by a task group of the Finance committee that is to include the chair of the IMCC and other affected members.
      - 3. Risser requested information prior to the Finance committee meeting on this proposal.
  - b. Fabricator Certification
    - i. The fabrication program has been sent to the Standard committee
    - ii. IMCC will not act on this document until it is formally a standard.
  - c. Technical - ASTM
    - i. ASTM is meeting in Atlanta next week and ASTM A775/A934 are being discussed

9. New business

- a. No new business was proposed

10. Adjourn

- a. A motion to adjourn at 10:35 AM was proposed, seconded and unanimously accepted.

DRAFT