

# **The Association/ Industry Partnership – Facing Future Challenges Together**

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Post-Tensioning Institute**

# The Association/ Industry Partnership

## *Presentation Outline*

- **Pitfalls of Going It Alone**
- **Benefits**
- **Key Areas:**
  - ❖ **Codes & Standards**
  - ❖ **Technical Assistance/ Support**
  - ❖ **Advocacy**
  - ❖ **Business Intelligence & Information**
  - ❖ **Marketing**
  - ❖ **Research**
  - ❖ **Education**
  - ❖ **Business Development**
- **Keys to Success**

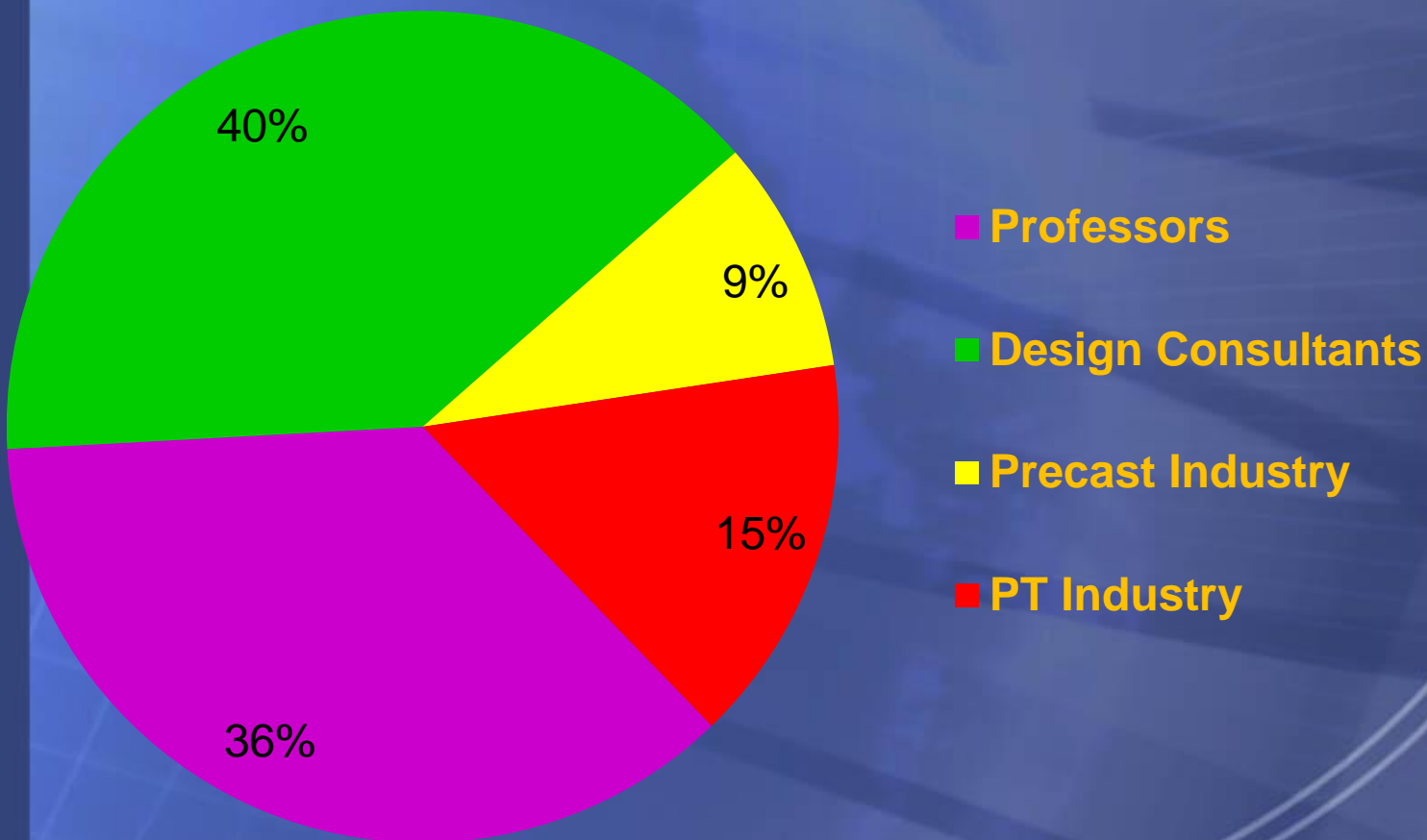
# The Association/ Industry Partnership

## *Pitfalls of Going It Alone*

- **Limited Resources**
  - ❖ Time
  - ❖ Money
- **Limited Expertise**
- **Cost**
  - ❖ Travel (Time & \$\$\$)
  - ❖ Labor
- **Competing Voices**
  - ❖ Industry competitors
  - ❖ Competing industries



# ACI 423 Committee Membership

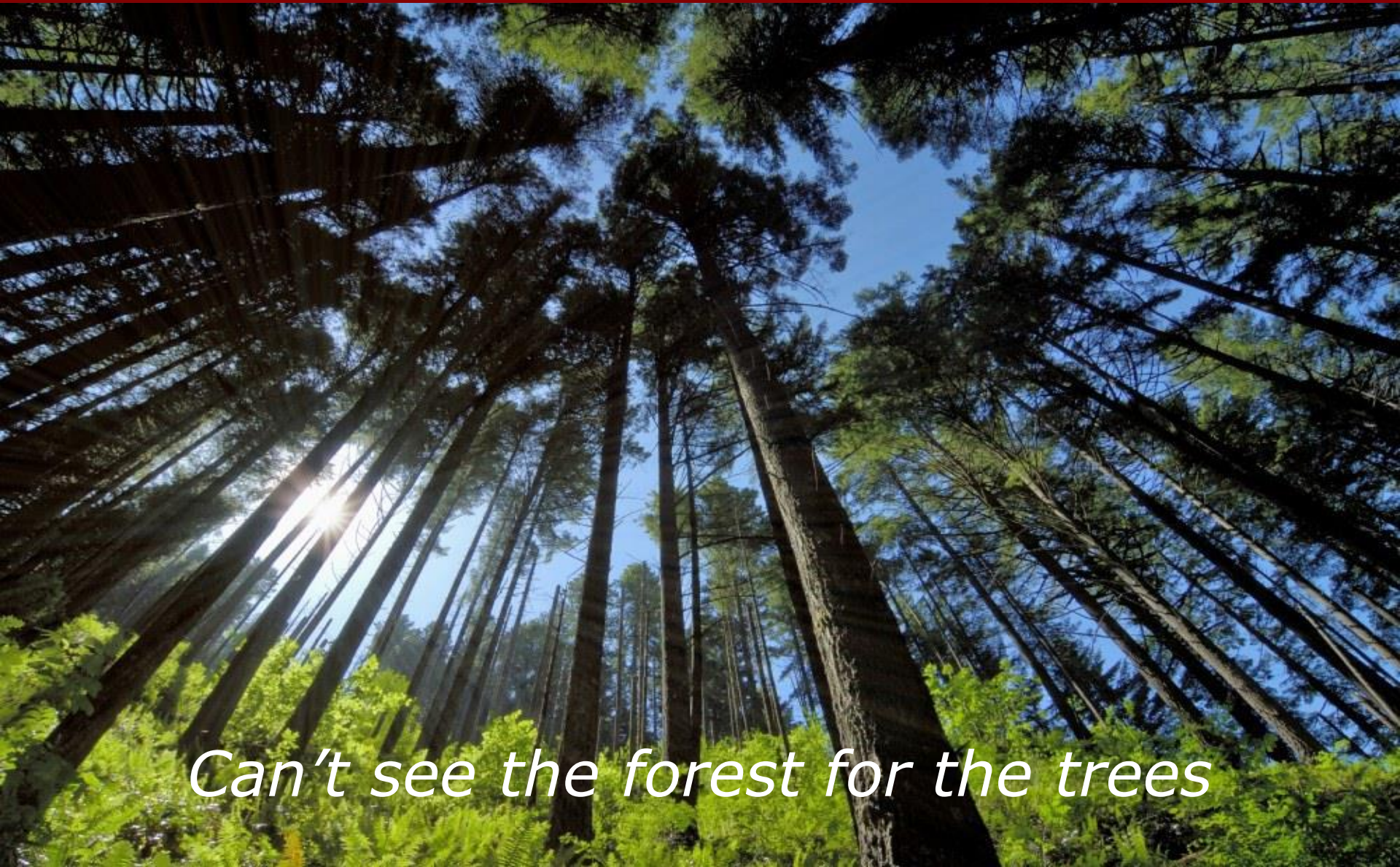


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## *Pitfalls of Going It Alone*

- **Focus**
  - ❖ Short-term/ Bottom-line
  - ❖ Reactive instead of Proactive
- **Higher Risk**





*Can't see the forest for the trees*

**If you want to go fast, go alone.  
If you want to go far,  
go with others.**

*African Proverb*



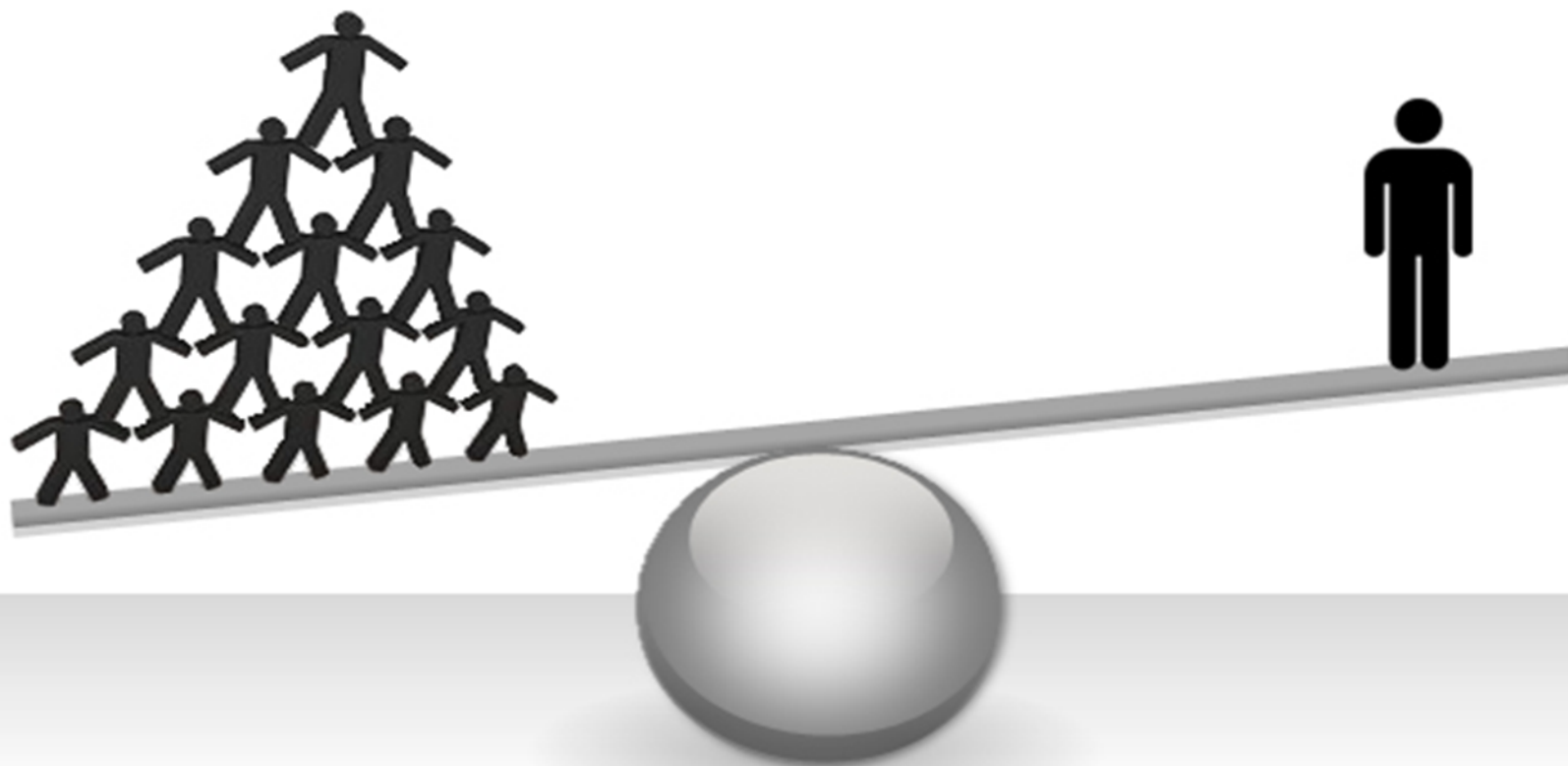
# The Association/ Industry Partnership



- Pool/ Leverage Resources
- Access to Expanded Expertise/ Capabilities
- Savings
  - ❖ Time
  - ❖ \$\$\$
- Credibility
- Strength in Numbers
- Can have Long-Term, Proactive Focus
- Greater Effectiveness

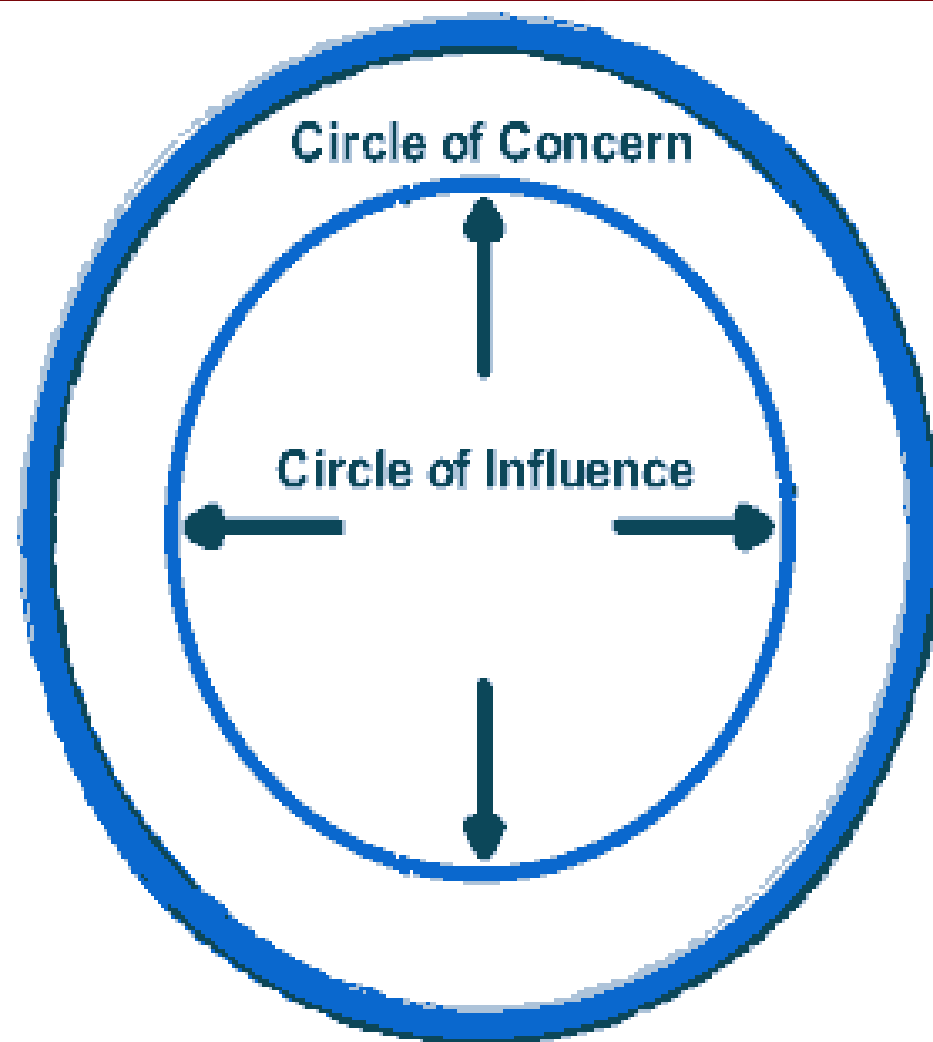
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## *Leverage Resources*

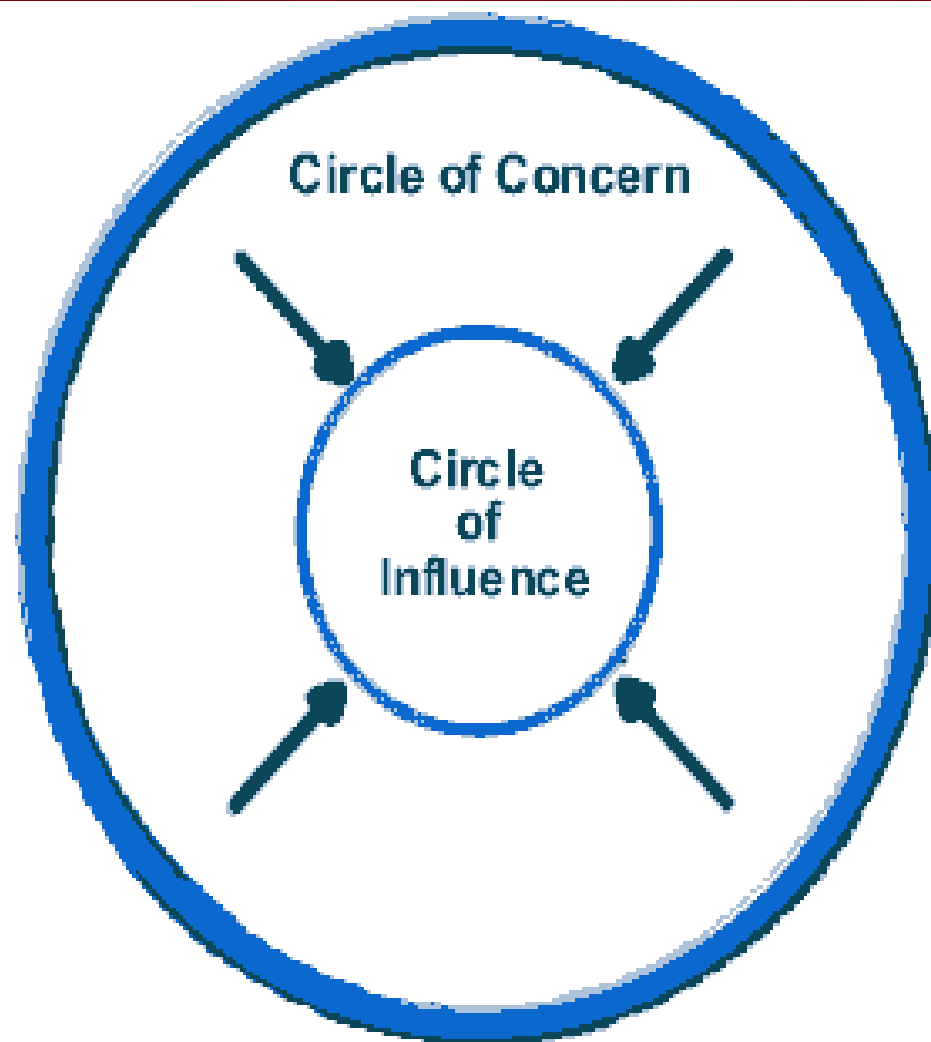


# The Association/ Industry Partnership

## *Benefits – Proactive Focus*



**Proactive Focus**



**Reactive Focus**



# The Association/ Industry Partnership

## *Benefits – the Long View*



- Codes & Standards
- Technical Assistance/ Support
- Advocacy
- Business Intelligence & Information
- Marketing
- Research
- Education
- Business Development

- **Uniformity/ Standardization**
- **Quality - Raise the Bar!**
- **Early warning system**

# The Association/ Industry Partnership *Codes & Standards – Raise the Bar*





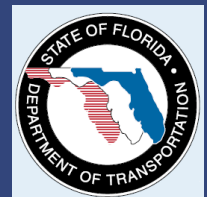
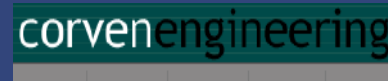
PT/ASBI M50.3-12

## Guide Specification for Grouted Post-Tensioning



# The Joint PTI/ASBI Task Group

Designers , Contractors, Suppliers, Academia, Owners



# The Association/ Industry Partnership

## *Technical Assistance/ Support*

- “How-To” guidance – design and construction
- Technical disputes
- Publications/ Reference materials

- Government Policy & Regulation
- Technical
- Funding
- Political
- Public





Ironworker-Management Progressive Action Cooperative Trust

## **Proposed Regulatory Text for New Reinforcing Steel and Post-Tensioning OSHA Regulations From Industry Stakeholders**

- I. Site Access and layout.** The controlling contractor shall ensure that the following is provided and maintained:
- (1) Adequate access roads into and through the site for the safe delivery and movement of derricks, cranes, trucks, other necessary equipment, and the material to be erected and means and methods for pedestrian and vehicular control. Exception: this requirement does not apply to roads outside of the construction site.
  - (2) A firm, properly graded, drained area, readily accessible to the work with adequate space for the safe storage of “reinforcing and post-tensioning” materials and the safe operation of the “reinforcing contractors” equipment.
  - (3) Adequate exterior platform for landing materials on the floors of multi-tiered buildings.
  - (4) Adequate benching and/or shoring prior to the commencement of reinforcing operations in excavations and/or trenches.

# The Association/ Industry Partnership

## *OSHA Partners*

- International Association of Bridge, Structural, Ornamental and Reinforcing Iron Workers
- Ironworker Management Progressive Action Cooperative Trust
- Concrete Reinforcing Steel Institute
- Post Tensioning Institute
- National Association of Reinforcing Steel Contractors
- Western Steel Council
- The Center for Construction Research and Training

# The Association/ Industry Partnership

## *Business Intelligence & Information*

- Industry Statistics
- Market Trends

## PTI TONNAGE REPORT

SUMMARY OF POST-TENSIONING INDUSTRY  
SHIPMENTS IN NORTH AMERICA

**1972 - 2013**



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- Promotional Presentations
- Exhibits
- Advertising
- Direct Mail
- E-Mail
- Social Media

- Issue Resolution
- Innovative Technology
- Market Development

- Seminars
- Conferences
- Student Programs

- **Networking**
- **Referrals**
- **Image/ Reputation**

# The Association/ Industry Partnership

## *Keys to Success*

- **Representation**
  - ❖ Critical Mass
  - ❖ All Stakeholders
- **Process**
  - ❖ Consensus
  - ❖ Legal
- **Participation**
  - ❖ 2-Way
  - ❖ Communication
  - ❖ Teamwork



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PTI TECHNICAL ADVISORY BOARD



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TCM 2011

# Certification Committee Manual

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PTI CRT-140 G3-1014  
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PTI POLICY STATEMENT ON COMPLIANCE WITH  
ANTITRUST LAWS

PTI POLICY STATEMENT

**STATEMENT ON COMPLIANCE WITH ANTITRUST LAWS**

The staff officers, directors and members of the Post-Tension Institute have discussed the Institute's status and policies regarding compliance with PTA specific requirements of the both the internal and external compliance procedures, following a meeting held on July 26, 2012.

On July 24, 2012, the Executive Committee authorized Legal Counsel to represent the Institute at all activities within the scope of antitrust laws and related matters before the Department of Justice meetings, beginning with the 90<sup>th</sup> of October meeting of PTTC.

Legal Counsel has advised that the Institute is in full compliance with the antitrust laws and related matters before the Department of Justice meetings, beginning with the 90<sup>th</sup> of October meeting of PTTC.

LFC

**LEGAL LIMITATION ON DISCUSSIONS AT PTI MEETINGS AND EVENTS:**

[illegible][illegible]

**ACTIVITIES AND PRACTICES PROHIBITED AT ALL PTI MEETINGS AND EVENTS**

Designed to induce any manufacturer or distributor to sell or refrain from selling, or to profit, costs, contract terms affecting price (such as discounts and credit terms), or too low, with the exception of certain resale pricing agreements between manufacturers and retailers.

your discussions during formal and informal PTI meetings and social events will be provided by legal counsel, who is required by Article IV, Section 4 of the Board of Directors and the Executive Committee.

**If you're not part of  
the solution, you're  
part of the problem.**

**~African Proverb (Unknown African  
source)**

# The Association/ Industry Partnership

## *Keys to Success – 2-Way*



# The Association/ Industry Partnership

## *Keys to Success - Teamwork*



# TEAMWORK

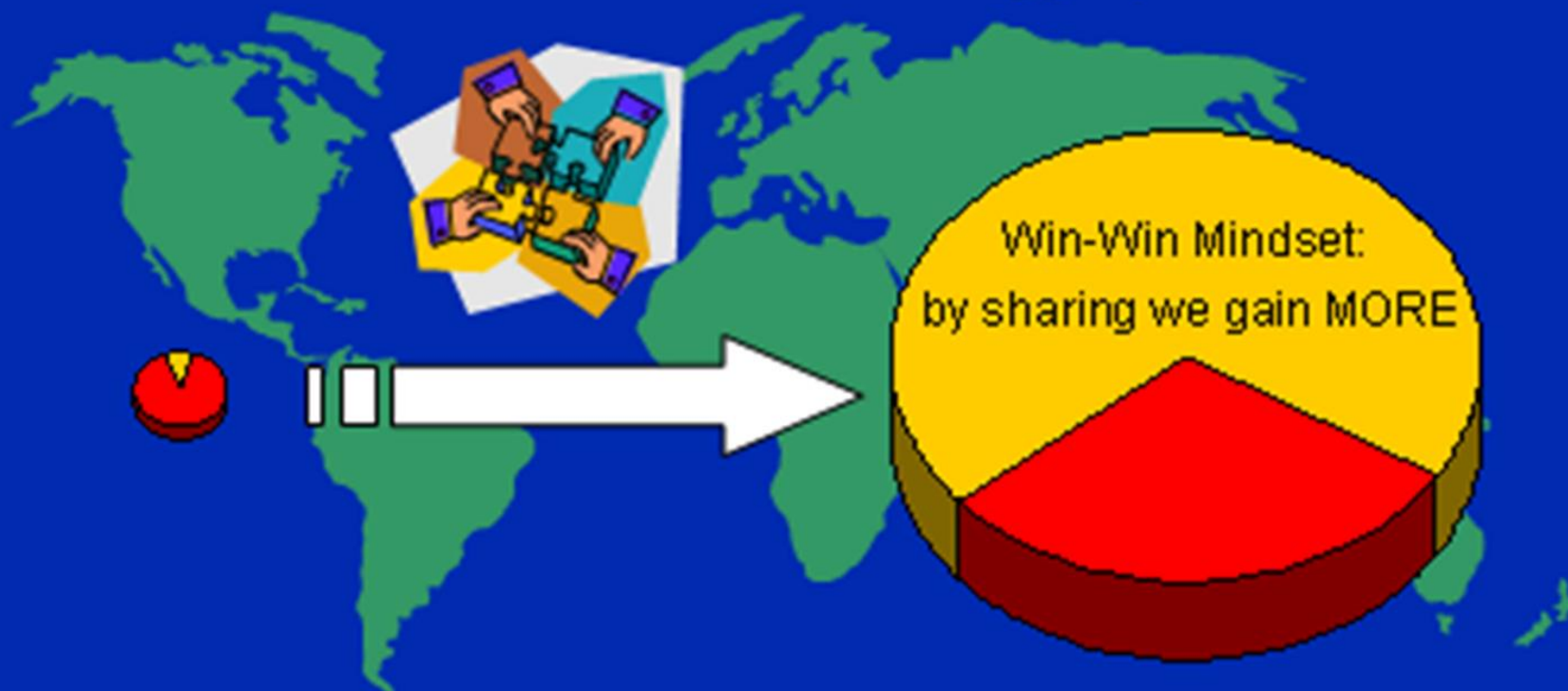
Overcoming differences to work towards a common goal.



# The Association/ Industry Partnership

**Strategic choice to make:**

**Would you like to have a bigger slice of a smaller pie or  
a smaller slice of a bigger pie?**



- Focus your resources on what you do best and partner for the rest
- Enlarge the pie to have enough to go around