



SLAG RUNNER



The 93rd. Annual Meeting of the National Slag Association was held at the Hilton in Pensacola, FL

The first day of the meeting was dedicated to NSA Committee Meetings. The Environmental, Technical, and Marketing Committees met in one room and the Plant operators, Safety, and Purchasing Committees met in another room.

Environmental Comm. Highlights

- The **Environmental Committee** got things started with guest attendee **Steve Rowlan of Nucor** discussing Nucor Steel's on-going initiative to catalog slag regulations in various states across the country. In his comments he made it quite clear that the Iron and Steel Industry needs to get more involved with supporting the slag industry in addressing the issue of slag being identified as a recycled material and the subsequent impact EPA regulation portends for both industries. There was considerable group discussion and the decision was made to begin holding meetings between representatives of both industries to coordinate a joint effort to address this issue.

- The **Environmental Committee** addressed the status of the critically important Risk Assessment. **Deborah Proctor of ToxStrategies** provided an update. The evaluation is on-going as is a peer review. Target date for initial publication of the study is January 2012.



Deborah Proctor

- **Michael Connolly, Tube City IMS** provided an update on Steel Slag State Environmental Agency Initiatives around the country.



Tom Green, Edw. C. Levy & Charles Ochola, Tube City IMS: Co-Chairs of Environmental Committee.

*“Our Industry
in support
of the
Environment”*

Technical Comm. Highlights

- **Rich Lehman** provided an update on the FHWA Engineer's Best Practice Guide for Concrete Aggregate.
- A report was given on the status of the **PA DOT meeting** to address their concerns that a base containing slag aggregate is more susceptible to frost heave due to its higher absorption. **Stan Virgalitte, City Slag; Charles Ochola, Tube City IMS and John Yzenas, Edw. C. Levy** outlined the results of a Bowser Morner test program that refutes this assertion. Based upon this study a proposal has been made to PennDOT to change this limitation.
- **John Yzenas of Edw. C. Levy**



gave an update on the OH DOT sulfur issue which has been raised by the OH DOT. A study will be conducted in conjunction with Wiss Janney & Elstner to address the available alkali and sulfur in ACBF to include leachate potentials.

- **Joe Borzillo, Phoenix Services**, presented on a Seal Coat Design Specification that has been developed.

Marketing Comm. Highlights

- **John Murphy, Edw. C. Levy**, reported that John Yzenas's Euroslag paper on "**Utilization of Steel Slag for Soil Stabilization**" was being put on the NSA website. An article that appeared in the **Muscatine Journal in IA** on the use of **Harsco Metals** slag for gravel roads was also being put on the website.
- **Tim Stanfield, Tube City IMS** overviewed a study by Oklahoma State University on the utilization of EAF Slag in the removal of Phosphorus and E-Coli from surface and ground waters. Tim can provide copies of the study upon request.
- **John Murphy, Edw. C. Levy**, updated the audience on new presentations being drafted on Acid Mine Drainage and Asphalt Paving for the University Educational Seminar Program.
- It was announced to the committee that **Tim Stanfield** who had served on the committee for seven years was stepping down as Co-Chair. He will be replaced by **Ryan Bush** also of **Tube City, IMS**.



Tim Stanfield & John Murphy Co-chairs of the Marketing Committee



Plant Operators, Purchasing, & Safety Comm. Highlights

Best Practices Awards



Grant Machine Storage Unit
By **Harper Farish, Tube City IMS**

When asked if they would take on the job of tearing out brick and ladle work the team at Tube City had to ask some questions. What machine they needed to get the job done was the easy question to answer. They purchased a 360 BDR Grant Machine. However, at a constant speed of only 2mph the real question was, where were they going to store it to maximize their efficiency?

They realized they would have to walk it to the melt shop each and every time and they knew this was going to put added wear and stress on the machine. They also knew that keeping it outside was not the best idea as it would be exposed to the elements and often times inclement weather. They knew they couldn't put it inside the melt shop and risk it interfering with additional mil work.

They decided to go to the melt shop with a suggestion. What if they were to put it in a storage container outside the melt shop? The melt shop manager thought it was a great idea and with that they began the pursuit of finding an enclosure for his machine. They enlisted the help of KT Grant, makers of

the machine and they reached out to their corporate purchasing department. What they came up with was a 10x10x22' container that was able to enclose the machine. It also offered up enough interior room to be able to perform pre-checks and maintenance work as well. They also thought to have electrical installed for plugging in the block heater.

Equipment costs can add up exponentially and this best practice will help to alleviate some of that cost.

Traffic Enforcement
By **Bud Bauer, Tube City IMS**

Another idea that came out of Tube City came as a necessity due to congestion in the loading yard. The travel area in question is nearly 3/4 of a mile wide and would get congested with inbound and outbound truck traffic. They were able to eliminate all two way traffic and rerouted one way traffic away from the shop where the congestion was most problematic. They cut a new road, eliminated antiquated piles of material and installed signs that gave clear and concise directions to those transiting the yard.

As a result drivers and operators alike feel safer when transiting thru the newly redesigned yard. This best practice is simple yet safe and effective.

Pit Loader Windows
By **Randy White, Tube City IMS**

It became noticeable that windshields in the hulking pit digging machines were cracking at an alarming rate. They were being replaced at a frequency of every two weeks and costing upwards of \$200 each time! The team looked at alternative solutions but was never able to find the perfect one.

Then the idea was brought up to try riot glass, similar to what was being used in EAF pulpit windows to protect against explosions. This type of glass was proven to withstand heat and abuse that you typically find in digging liquid stations.

The team sized up the windows and then built pillars on the machine so that the windows could be urethaned in place. Safety laminate was installed on the inside to protect the operator in the event that the glass should shatter. Once installed the window was tracked to see how much life they would get. The trial window was able to get 2500 hours and was only changed because it had developed scratches overtime that were making it hard to see out of.

During that same time period the site experienced a steam explosion in one of their pits and yet the integrity of the window was never compromised. The team estimates that this recent best practice has saved them over \$4,000 on one loader, in just one year! As a result all machines on site have now been outfitted with this style of glass.

A Simple Solution, Wire Ties for Guarding

By Dave Brown, Tube City IMS

In the past maintenance on guarding has always been slowed by having to either use heavy and cumbersome tools or by burning off stubborn bolts. The process was only made slower by having to then bolt the fixed or new guarding back in place. The cost and manpower involved in doing this took much longer than expected and contributed to countless hours of unnecessary downtime.

The crew for Tube City IMS came up with a very simple yet highly effective idea to all but eliminate nuts, bolts and welding. The idea was to use wire ties in lieu of expensive and cumbersome hardware. The wire ties could be cut away for quick removal, repairs completed and then the guarding can be quickly and effectively installed. The cost for a set of wire ties is around \$100 for 1,000 ties and that should last about two years.

Motor Covers Help Cover Costs
By Jack Robison, Tube City IMS

The guys at Tube City IMS were experiencing premature failings on their expensive 125 h.p. crusher motors. In the past they had to replace these motors due to the way they were mounted on the crusher with the fans facing up. This allowed fines and other elements to get in and destroy the motor.

They came up with a quick and inexpensive idea by cutting 55 gallon drums in half. They then burned holes and cut slots in the sides to facilitate enough air flow to the motor to keep it from overheating. It also protects the motor from any outside elements including dust and debris. A very simple, yet highly effective, best practice to employ.

Portable Screen Rack is the Answer to Working Smarter

By Craig Moses, Edw. C. Levy Co.

Charleston Mill Service had grown tired of working harder and not smarter. Screen changes on slag plants are inevitable and often times burdensome. The length and width of these screens makes them awkward to transport and handle. As a result Craig Moses, Supervi-

sor for Charleston Mill Service, developed what he calls the portable screen rack.

The concept came when he realized just how difficult it was to transport not only the screens but the hardware and necessary tools up to the deck some 20-30' off the ground. Craig's idea allowed for the necessary number of screens to hang vertical versus lying across a set of forks. The hardware and tools could all be stored in built in gang boxes attached to the screen rack. The rack could then be lifted, by machine, up to the deck and then offloaded by awaiting personnel.

This idea has saved Charleston Mill valuable downtime, made the plant a safer place to work and the employees love the fact that they are now working smarter, not harder!

Drop Ball Fence Adds a Layer of Security

By Mark Vergallito, Harsco Metals

The activity of dropballing scrap can be extremely hazardous. The impact of the drop ball onto the scrap can cause unforeseen and unpredictable sizes of shrapnel to take flight. It also has the capability of going an undetermined distance and in any direction. This is so dangerous that many cranes have installed protective cages on their cab window to prevent injury to the operator.

The team at Harsco recognized that there was a need to not only protect the operator but those working around him as well. They championed an aggressive effort to install drop ball fencing around their cranes at various sites. The team took the time and performed on site evaluations at 5 locations. Once the information was collected they set out to build both a strong and reliable fence sure to protect those on

site from the unpredictability of flying scrap.

They agreed on building the fence out of thick galvanized poles and chain link fence. The fence was hung in such a way that if a section of fencing was ruined, that particular section could easily be replaced.

To date no report of injury or equipment damage has been reported from flying debris. However, the company notes that the fence has done its job as large pieces of potentially dangerous scrap have had to be removed from the fencing. Reassuring them that the time, cost and effort put into this project was all worth it.

My Team Safety Initiative (rebirth)

By Mark Vergallito, Harsco Metals

Harsco certainly feels as though their safety program embodies all of the characteristics that make up a solid program. However, they asked the question; what else can be done to grow the safety culture?

They developed a concept called “My Team”. They wanted each employee to feel like a part of the team, feel connected to their co-workers and help to prevent accidents and incidents as a team. The project took over 18 months to develop but Harsco was committed to the cause.

They mailed out postcards to families so that they were aware of how important they were to this endeavor. Each employee was given a t-shirt that said, “I’m charting a safe course for my team”. Wanting to keep family at the core of this project they implemented a Safety Calendar Initiative in which employee’s children could draw “safety” related pictures. These pictures were then turned into cal-

endars to be handed out. Those chosen were given a t-shirt with their picture on it and a gift card to show the company’s appreciation. The project implored numerous other ideas that all centered around the idea of making safety a team effort. As a result those sites that participated collectively watched their safety performance improve. With a decline in equipment damage and injuries over two years it’s clear to see that My Team is a best practice!

Max-Pro

By Mark Vergallito, Harsco Metals

Harsco knew that like any business data is key. However, what they really wanted was accurate data. They took on the task of implementing a program they called MaxPro. MaxPro stands for Maximum Production and it uniformly and systematically drives continuous production improvement thru targeted plant maintenance. It is useful at every level of the organization as it allows for mineable data that can be managed and evaluated regularly.

What they had found is that prior to MaxPro sites had various means of recording fixed plant downtime. However, mining for that data was strenuous and involved a significant amount of manual labor. It made key performance indicators difficult to calculate and track and as result the information was considered unreliable.

With MaxPro a report is created every shift and it uses a coding system that helps to track, among other things, equipment numbers, types of failures and the amount of downtime. This daily information is then put into a database which can be mined by all levels of the organization. It can generate a variety of reports including KPI’s,

frequency of downtime and availability.

As a result of this endeavor certain sites have been able to cost justify high dollar installations, equipment upgrades, manpower distribution and a variety of other improvements to aid in growing the company’s business model.

Bucket Improvements lead to lower cost at SeaTac

By Joe Zeno, ACS Industries & Jerry Rosario, The Levy Co.

Out in the beautiful landscape of Seattle sits a small bar mill with a unique opportunity for those who work there. There, instead of pouring slag into pots they pour it on the ground. A loader then comes in and digs the slag off the ground to be hauled away. What’s unique is that just below the surface of where the slag is dug is the water table for Puget Sound.

With the help of ACS Industries and Levy a bucket was designed that not only kept the operator from digging into a potential explosion hazard, but the damage to the buckets was drastically reduced!

How did they do it? They looked at replacing the floor design of the bucket with a monolithic floor that allowed for an even and parallel digging surface. They switched machines out after every dig to ensure the bucket had time to properly cool. They built a misting station that the buckets could be set into to allow for it to cool down without thermal shocking it. The average rebuild on a bucket before the best practice was put in place was a short 400 hours. Now, the buckets last upwards of 3,000 hours and the cost went from \$55/hr. down to \$10/hr.

It was teamwork that got SeaTac’s bucket cost down! Internal and

external partnerships fostered enhanced communication and collaboration producing excellent results making this idea a best practice!

Using Innovation to Our Advantage

By Rock Miller, Edw. C. Levy Co.

In 2010 the Levy Company made a rather startling discovery. Statistics showed that a majority of the equipment damage that was happening throughout the Steel Mill Service Division was head on with a stationary object. How could this possibly be that an operator could willingly see the object in front of him or her and still make the determination that he was going to somehow make contact with that object? They needed answers.

A committee was formed to try and determine a root cause for why this was happening and then to put in place a structure of some type to try and prevent such an alarming trend from continuing. One of the ideas that surfaced at this committee was to try and install some type of monitoring device, such as a camera, that could capture real time footage of the event as it happened. This would eliminate those excuses and reveal evidence that would work towards discovering a root cause.

Trialing the cameras took place at a site out in Delta, OH. One camera was donated for a six week trial and it was installed in a 980H pit digger. This machine not only dug pits but also worked around the mill collecting and delivering unprocessed and processed steel. It was a great piece of equipment to get a full scale trial to ensure that this device was going to hold up in our application.

One of the other added benefits of having these cameras mounted inside the equipment is that it now gave management the opportunity to review operator's practices. By reviewing the video during certain segments it was easy for an individual to watch and point out all of the things that were going right and all of the things that were being done wrong. The camera system has allowed individuals to perfect their job skill by sitting down and watching as they perform a certain function, i.e. pit digging.

What started out as a brainstorming idea that would be trialed with great skepticism by operators and management alike, has turned into a companywide "best practice". These cameras have proven to be successful tools in the areas of training, accident investigation, customer relations, root cause analysis and have lent themselves to offering opportunities for improvement.

These simple cameras offer up the opportunity to capture data that was never before possible. To analyze it, make informed decisions because of it and to learn from it, all of this in the spirit of continuous improvement.

Three Point Contact
By Kevin Milligan, Tube City IMS

Noticing operators were not always entering and exiting equipment by maintaining three point contact at all times, Tube City IMS took proactive measures by retrofitting equipment with fixed points to ensure employee safety.

Operators were holding on to unstable doors and steering wheels to enter and exit Euclid cabs. By installing fixed points under the seat and on the top of the cab, operators are able to maintain three point contact at all times thus eliminating potential injury.

NSA 93rd Annual Meeting Survey

The Plant Operators/Safety/ Purchasing Committee would like to have member input concerning the recent annual meeting in Florida. Will you please consider taking the survey? You can list your name when you take the survey or remain anonymous. Following is a link to the survey: <http://www.surveymonkey.com/s/NCF9BQS>.

Thank you in advance if you decide to take it!

Volunteer of the Year Award



NSA Board of Directors acknowledges outstanding volunteer service by employees who do not normally attend NSA Meetings but unselfishly contribute to the Association throughout the year.

Ray Kalouche, NSA Chairman of the Board and Karen Kiggins, NSA President, proudly awarded 2011 Volunteer of the Year Awards to **Michael Pelletier**, Edw. C. Levy Co.; **Mike Roring**, Harsco Metals (accepted by Mike Monberg, President Harsco Metals); **Kathleen Downing**, Edw. C. Levy Co.; and **Tara Gala**, Tube City IMS

Thank you Michael, Mike, Kathleen and Tara for your commendable voluntary work!



Brian Hitt
Banquet Safety Speaker



Joao Bosco Reis Da Silva
"Federal Standardization of Acerita
(BOF slag) on Road Paving"



Cassius Cerqueira
"CCA Brasil - Adding Value to
Steel Co-Products"



Deborah Proctor
"Human Health Risk Assessment for
Iron and Steel Slag"



Scott Hunter
"The Mindset of a Leader"



Truett Degeare
"Sustainability in Today's Economy"



Tim Murphy
"Slag Aggregate in HMA Paving"



Tom Danjczek
"Steel Industry Update - 2011"



Hendrik van Oss
"USGS Update"

Safety Update

NSA SAFETY AWARDS SUMMARY

At the 2011 Annual Meeting we once again celebrated the excellent safety results of our member companies . A recap of 2010 and 2009 safety results for NSA member companies follows:

- In 2010 there were 9 job-sites that achieved 200,000 + hours since their last OSHA recordable incident. In 2009 there were 8 job-sites that achieved this milestone.
- In 2010 for job-sites employing 1 to 10 employees, there were 23 sites that had zero OSHA recordables. In 2009 there were 38 sites.
- In 2010 for job-sites employing 11 to 50 employees, there were 43 sites that had zero OSHA recordables. In 2009 there were 47 applicable sites.
- In 2010, for job-sites employing 51 to 75 employees, there was 1 site that had zero OSHA recordables. In 2009 there were zero applicable sites.
- In 2010, for job-sites employing 76 or more employees, there were 3 sites that had zero OSHA recordables. In 2009 there were also 3 applicable sites.
- Of special note – the Duquesne job-site of Lafarge North America in West Mifflin, PA has achieved 16+ years without an OSHA recordable – a most impressive streak.

A special Thank you to **Kawasaki, ACS, Dust Boss & FESSCO** for their sponsorship of events throughout the Annual Meeting.



NSA thanks **Paul Longville, P & L Safety LLC**, for his expertise, dedication and long-time service as NSA Safety Committee Chairman. Chairman elect **Tom Montagino, Tube City IMS**, will take over starting January 2012.

Most Improved Safety Award Winners



Finally congratulations again to **Dennis Papineau** of the **Edward C Levy Company**. Dennis was the 2010 Safety Slogan winner with his submission of:

STEPUP

Strive To Eliminate Potential Unsafe Practices

Dennis should be enjoying that nice warm varsity jacket about this time of year.

Committee Corner

Plant Operators, Safety, & Purchasing Update

- **Debbie Zawatski** advised about Allied Member Award; she advised about Allied Member brochures; she advised about energy conservation report and asked if people would give her their e-mail address if they want her to e-mail it to them.
- **Paul Longville** reviewed safety results and said that he had the majority of the groups except for one company; Paul spoke about FR clothing; he addressed OSHA's letter of interpretation of NFPA 2112 and explained how it applies to slag industry; he explained the terminology (flame resistant, flame retardant & secondary protection clothing); he explained the different FR fibers available; he advised about the fire suppression presentation coming up on Wednesday.
- A question was asked about the number of washes guaranteed on the fire resistant fabric Paul explained that there is a standard of 24 washes with one, another has 100 washes but that there are plenty of garments with lifetime guarantees; **Tom Paisley** advised what his company does for fire protective clothing; **Tim Wozny** advised what his company does for fire protective clothing; **Rock Miller** said that greens are the 88/12s; the best is carbon fiber clothing.
- **Malcom Dunbar** and **Nicole Platt** gave follow up about thermal incidents; they explained parts about incident; came up with comprehensive inspection report; addressed fire suppression system; came up with wet/dry system; also, added cabling in cabs; the manufacturer, Levy maintenance and the fire suppression company worked together.
- Paul asked if the updates by Cat were issued to all owners; Malcom doesn't know but he recommends calling your Cat dealer.
- Presentations on Best Practices for thermal incidents were presented by Malcom Dunbar and Nicole Platt.
- Debbie asked people to e-mail ideas and goals for next year to her.
- Paul recapped goals; he asked for ideas; he said to feel free to e-mail and that we need to get our safety people involved.
- Tim thanked everyone and recapped; they will support the dump station idea; asked if anyone has any ideas now or to send by e-mail.
- Tom said that this is the third year for Best Practice awards; started with 2 or 3 last year and now up to 12 this year. He asked for everyone to come up with ideas



"Dennis Chambers Allied Member Award"

NSA instituted a new award in 2011 for Allied Members. The award was named after **Dennis Chambers** in recognition of his many years of dedication to the NSA. Dennis is well-known by members of the Association due to his loyalty and ongoing involvement and participation in NSA Committee work. The award is an effort to recognize Allied Members for their contributions to the slag industry and Association. Based on votes by the membership, three Allied Members, **ACS**, **Cat** and **Dealers Transmission** were presented with the award which highlighted Dennis' contribution during the recent 93rd Annual Meeting. Congratulations to **Dennis**, **ACS**, **Cat**, and **Dealers Transmission**.



Committee Corner

Technical Update

- **Steve Rowlan**, Nucor Steel commented that the steel mills should be more involved with slag and that consideration should be given to changing the name of slag to furnace rock or some other name.
- **John Yzenas** reported that the FHWA Engineers Guide has been forwarded to the NSA website.
- Up to date links to DOT websites have been identified and forwarded to the webmaster for posting. Thanks to **Rich Lehman** and **John Olle** for their work.
- **Rich Lehman** reported that the FHWA Task Group is completing the Best Practice Guide. Funding for the project runs out at the end of September. It use will be determined after it is received. He also encouraged all members to become politically active with in all levels of government.
- The sustainability report on slag usage has been completed by **Charles Ochola** and has been forwarded to the webmaster for posting.
- **Stan Virgilette** gave an update on actions of the coalition of Stein, Phoenix, Tube City and City Sales pertaining to the PennDOT issues. Bowser-Morner was hired to do a study looking at the issues of relations between absorption and freeze-thaw, and absorption and drainability. No correlation was found in either case. PennDOT felt the report was too complex and requested that it be simplified. The coalition recommends a change of gradation and increased testing of shipping.
- **John Yzenas** reported that testing done by Wiss, Janney and Elstner to study sulfur and alkali levels in concrete was complete and had been given to ODOT. ODOT was satisfied with the report. The study using slag verse limestone gave similar results. The study does not indicate that slag contributes to any

significant increase in sulfur.

- **Joe Borzillo** gave a short presentation on PennDOT changes on the gradation specifications for sealcoat aggregate. They have tightened the specifications. PennDOT has also increased by 0.03 gal/sq.yd the amount of oil to be used when using slag. He also reported that because of clumping issues PennDOT will no longer use slag for ice control.

Goals for 2012

1. A larger data base is needed to document the alkali and sulfur data. A white paper will provide more valuable information to the industry. It was proposed to have Wiss, Janney and Elstner do the study. **John Yzenas** reported the cost would be approximately \$10,000. Members voted to support the testing. John will break down the cost per member. Upon completion, the study will be posted on the website and published in ASTM.
2. A study on the recommended addition rates of GGBFS for remediation by Dr. Doug Houton of the University of Toronto should be completed in February 2012.
3. PennDOT issues will continue to be addressed by the coalition. It may be necessary to pursue a political solution.
4. Illinois State Toll Highway has decided that steel slag is not a totally green product. Therefore they have banned its use for green projects. **Rich Russell, Jeff Mellon, Pete Beemsterboer, Bill Sanders, and Tim Murphy** have established a task force to address these issues



Committee
Corner

Environmental Update

At the NSA Conference, September 26, 2011, the following topics were discussed: the update to the NSA Human Health Risk Assessment for Iron and Steel Slag, state environmental issues that impact slag processing and use, an USEPA proposed initiative to measure MSW and sustainable materials management, and a new initiative proposed by Nucor Steel to evaluate all state regulations impacting the processing and use of slag.

- Human Health Risk Assessment for Iron and Steel Slag – Extensive revisions to the HHRA have been completed and reviewed by legal counsel. The final version of the HHRA shall be available on the NSA website in January 2012. The NSA Environmental Committee shall solicit review and endorsement from USEPA.
- USEPA proposed initiative to measure MSW and sustainable materials management – USEPA solicited comments through the federal register on the potential to include sustainable materials, specifically including iron & steel slag, into their existing Municipal Solid Waste (MSW) Characterization Report. Comments were due by September 30, 2011. NSA, Tube City IMS, and the Edw. C. Levy Co. submitted comments opposing the inclusion of iron & steel slag into the MSW Characterization Report. A copy of NSA’s letter to USEPA is available upon request.
- Nucor Steel proposed initiative – The primary objective of this initiative is for NSA to work jointly with the steel mills to proactively influence state regulation of iron and steel slag. This effort includes the delineation of all state regulations that impact the processing and use of iron and steel slag, and then prioritizing the states for action based upon the severity of their regulatory impact, our industry’s presence in the state, and the political climate of the state.

Marketing Update

- Four new success stories were submitted in 2011; 2 ready for printing.
- 2012 focus to switch from success stories to case histories.
- Case studies being drafted to provide an update on the Colorado I-70 Glenwood Canyon Overpass Project and the Detroit Airport Project.
- J. Yzenas presented a paper at Euroslag 2010 entitled “The Utilization of Steel Furnace Slag for Soil Stabilization”. Paper summarized Purdue Research Study. Article is being placed on the NSA website.
- Tim Stanfield reported on a research study performed by Oklahoma State University on the use of slag in the removal of phosphorus and E-Coli from water sources. Tim has a copy of the research study which he can make available upon request.
- HARSCO published an article on the use of slag for unimproved roadways in the Muscatine Iowa Journal. The article will be added to the NSA Website.
- Two new presentations are being developed for the University Educational Seminar Program: Acid Mine Drainage and The Utilization of Slag in Asphalt Paving.

Tim Stanfield, Tube City IMS, stepped down as a Co-Chair of the Marketing Committee but will continue to serve as an active member of the committee. The NSA membership and myself especially want to thank Tim for all of his years (7) of hard work, dedication, and commitment to the Marketing Committee. **Ryan Bush** of Tube City/IMS has agreed to assume Tim’s role as Co-Chair of the Marketing Committee.

“Thank you to all of those who attended the Committee Meetings. A special thanks goes out to all of those who gave presentations and provided the information necessary to make these meetings a success!”

Awards Banquet

NSA Awards Banquet Photos





**Champagne Toast
to
Chairman of the Board,
Raymond Kalouche, Tube City IMS
by
Chairman Elect, John Guydan, Edw. C. Levy Co.**



**John (Johnny V.) Vermilye
& Chris Godby, FESSCO**



Hey Folks,

Got the pleasure to see Johnny V. perform down in Pensacola FL. Besides having some great originals, I was blown away at his depth of covers. From Louis Armstrong to current artists, and from just about every musical genre. Plays around the Midwest area mostly, and in this day and age it's great to see passion over price in an artist.

Take care and enjoy the sounds.

**Al Atkinson
Pewag Chain, Inc.**





INDUSTRY NEWS

INDUSTRIAL MATERIALS CONFERENCE

February 21, 2012



NSA members manning the NSA Booth

John Yzenas, Edw. C. Levy Co. Eldon Bohman, Tube City IMS
John Murphy Edw. C. Levy Co. John Ollie, Edw. C. Levy Co.

NSA set up a booth and participated in the Industrial Materials Conference held in Austin, TX November 1 & 2, 2011. The theme of this year's conference was the "Use of Industrial Materials in Highway and Road Construction". The conference discussed FHWA's position with respect to the use of recycled and industrial materials in highway/road construction. A number of presentations were given on the use of materials such as Coal Ash, Fly Ash, Foundry Sand, Paper Mill Products, Tires, and Steel Slag. Timothy R. Murphy President of Murphy Pavement Technology presented his excellent case study: "Highway Construction using Steel Slag" that was given at the NSA Annual Meeting in September. John Yzenas of Edw. C. Levy also gave a presentation entitled: "Steel Slag: Specifications, Environmental Considerations & Availability". NSA was well represented at the conference: John Yzenas, Edw. C. Levy, John Ollie, Edw. C. Levy, John Murphy, Edw. C. Levy, Eldon Bohman, Tube City IMS, Norman Whinery, Harsco Metals, and Michael Connolly, Tube City IMS.



John Yzenas, Edw. C. Levy Co. presenting on "Steel Slag: Specifications, Environmental Considerations & Availability".

Memo to NSA from the desk of Charles Zeynel, Zag International:

I just returned from a swing through Asia including Japan where I met the major steel companies.

Some developing news: the big 3 (Nippon Steel, JFE Steel and Sumitomo Steel) all have decided to cut back production by at least 10% in 2012-2013 because of increased lower price competition from China and Korea for steel plate.

This means a reduction of 10 million MT of pig iron which in turn means 3 million MT less GBFS. And all of this will be taken from exports because domestic demand due to the tsunami.

This means that GBFS supply from the largest exporter will be severely constrained in the coming months and could impact global supply and pricing.

Which really brings me to my real point.....given that ZAG has an expanding presence in the world (we just opened up an office in Australia and will soon open up in Singapore), we learn quite a lot and as we do, we can share some of this information with the NSA.

All the best,

Charles Zeynel

Thank you Charles! We need more NSA members to pass on news items picked up in their travels.

Send news articles to NSA Editor, John Murphy at jmurphy@levyco.net

The American Iron and Steel Institute (AISI) has moved its headquarters to 25 Massachusetts Ave. NW, next to Union Station, which gives the Institute closer access to Capitol Hill than its previous downtown location. AISI completed its move over the Presidents Day weekend.

**American Iron and Steel Institute
25 Massachusetts Ave. NW, Suite 800
Washington, DC 20001**



INDUSTRY NEWS

World of Steel

February 2012 Crude Steel Production

• 20.03.2012
Brussels

World crude steel production for the 59 countries reporting to the World of Steel Association (worldsteel) was 119 million tonnes (Mt) in February 2012. This is 1.9% higher than February 2011.

China's crude steel production for February 2012 was 55.9 Mt, an increase of 3.3% compared to February 2011.

Elsewhere in Asian, Japan produced 8.6% Mt of crude steel in February 2012, down by -3.7% compared to the same month last year. South Korea's crude steel production for February 2012 was 5.4 Mt, an increase of 7.6% compared to February 2011.

In the EU, Germany produced 3.6 Mt of crude steel in February 2012, a decrease of -3.1% on February 2011. France's crude steel production for February 2012 was 1.3% Mt, an increase of 9.3% compared to February 2011. Spain Produced 1.2% Mt of crude steel in February 2012, -14.3% lower than February 2011.

Turkey's crude steel production for February 2012 was 2.8% Mt, an increase of 12.3% compared to February 2011

The US produced 7.3 Mt of crude steel in February 2012, up by 8.5% on February 2011.

Brazil's crude steel production for February 2012, was 2.8 Mt, 3.4% higher than February 2011.

The world crude steel capacity utilization ratio of the 59 countries in February 2012 increased to 79.7%, 3.1 percentage points higher than January 2012. Compared to February 2011, the utilization ratio in February 2012 decrease by -2.8 percentage points.

Rep. Pete Visclosky (IN-1)

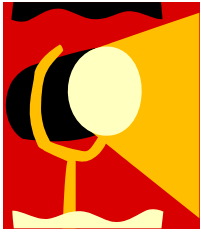


"I was born and raised in Gary, Indiana, a city founded by U.S. Steel in 1906, so I know full well the central role steel plays in our country. I am proud to be the voice of Northwest Indiana's many steelworkers in the House of Representatives, and to fight for the preservation of steelworker jobs throughout the U. S. as the Co-Chair of the bipartisan Congressional Steel Caucus. Steel is integral to the U.S. manufacturing economy as well as our national security, and I will always fight for a healthy, competitive steel industry."

AISI Steel Comment of the week 03/2012

Industrial Resources Council (IRC)

IRC is working with Arkansas ADEQ and Arkansas Marketing Board for Recyclables on an Industrial Resources Workshop. The workshop will be held at Embassy Suites Hotel in Little Rock, Arkansas on April 11, 2012 from 8:30 am—4:00 pm. Presentations on sustainable products in highway applications will include Construction & Demolition Material, Coal Ash, Pulp and Paper Mill By-Products, Scrap Tires and Iron and Steel Slag Products. The Iron and Steel Slag presentation will be presented by John Yzenas, Edw. C. Levy Co. If you are interested in attending this meeting please email Karen Kiggins at kkiggins@nationalslag.org for more information and registration. There is no cost to attend the workshop.



Spotlight On New NSA Member Companies

WELCOME NEW MEMBERS...

AIS Construction Equipment
600 AIS Drive
Grand Rapids, MI
Contact: Shawn Omara
somara@aisequip.com
616-538-2400

Magnetic Lifting Technologies
15 Union Street Bldg. 15
Struthers, OH 44471
Contact: Rick Frischolz
rfrischolz@mltus.com
412-297-6429

RUD Chain
P.O. Box 367
Hiawatha, IA 52233
Contact: sales@rudchain.com
800-553-7993

Safety Track
12900 Haggerty Road, Suite 7
Belleville, MI 48111
Contact: Jeff Stoker
jstoker@safetytrack.net
734-699-7633

Kemper Equipment
5051 Horseshoe Pike, Ste. 200
Honey Brook, PA 19344
Contact: Gregory Deniker
gdonecker@kemperequipment.com
610-273-2066

Powerscreen Indiana, Inc.
255 N. Hitler Ct., Ste. C
Angola, IN 46703
Contact: Bryan Shutt
sales@powerscreenindiana.com
260-665-5816

SMS Mill Services
250 West Hwy 12
Burns Harbor, IN 46304
Contact: Shannon Jordan
sjordan@scrapmetalservices.com
219-787-1341 ext 115

Tredroc Tire Service
2450 Lunt Ave.
Elk Grove Village, IL 60007
Contact: Steve Helfers
bigtire@sbcglobal.net
708-404-1100



NSA Government Affairs by Rich Lehman

Getting to know your State Legislators

The Steel Mill Service Industry is affected everyday by government regulations and regulators. Changes in government regulations can have an enormous impact on the Steel Mill Service Industry. One way you can help our industry is to educate your legislators on our industry. Knowledgeable legislators can help protect our industry from over-regulation. They also may be able to help us change laws that are detrimental to our industry.

This year is an election year and a great time to introduce yourself to your State Legislators. Meet them in their office, volunteer on their reelection campaign, or invite them to your plant to meet you and your employees, their constituents. Help your legislator know the importance of the function your company performs and the jobs you provide to the community. Start a continuing dialog.

One of **Chairman Guydan's** goals for the NSA is to become more politically active at the State and Federal levels of government. He wants to encourage every operation manager to meet their State Legislative members for the district where their plants are located. Be a resource to your legislators for our industry and job providers.

Members of the NSA are working with the steel companies on a project that is going to require legislative action in all the states where we have operations. This project is going to require a joint political effort by our steel mill customers and the National Slag Association members. The NSA members can start preparing for this effort by starting a dialog your state legislators now.

If you are not quite sure how to get started, the NSA can offer **Rich Lehman, Government Affairs Consultant** to the NSA for help. To consult with Rich to get started, call him at 313-303-8966 or email at arlehman@aol.com.



"DUCKS QUACK EAGLES SOAR"

No one can make you serve customers well. That's because great service is a choice.

Harvey Mackay, tells a wonderful story about a cab driver that proved this point. He was waiting in line for a ride at the airport. When a cab pulled up, the first thing Harvey noticed was that the taxi was polished to a bright shine. Smartly dressed in a white shirt, black tie, and freshly pressed black slacks, the cab driver jumped out and rounded the car to open the back passenger door for Harvey .

He handed my friend a laminated card and said: 'I'm Wally, your driver. While I'm loading your bags in the trunk I'd like you to read my mission statement.' Taken aback, Harvey read the card. It said: Wally's Mission Statement: To get my customers to their destination in the quickest, safest and cheapest way possible in a friendly environment.

This blew Harvey away. Especially when he noticed that the inside of the cab matched the outside. Spotlessly clean! As he slid behind the wheel, Wally said, 'Would you like a cup of coffee? I have a thermos of regular and one of decaf.' My friend said jokingly, 'No, I'd prefer a soft drink.' Wally smiled and said, 'No problem. I have a cooler up front with regular and Diet Coke, water and orange juice.' Almost stuttering, Harvey said, 'I'll take a Diet Coke.'

Handing him his drink, Wally said, 'If you'd like something to read, I have The Wall Street Journal, Time, Sports Illustrated and USA Today.' As they were pulling away, Wally handed my friend another laminated card, 'These are the stations I get and the music they play, if you'd like to listen to the radio.' And as if that weren't enough, Wally told Harvey that he had the air conditioning on and asked if the temperature was comfortable for him. Then he advised Harvey of the best route to his destination for that time of day. He also let him know that he'd be happy to chat and tell him about some of the sights or, if Harvey preferred, to leave him with his own thoughts.

'Tell me, Wally,' my amazed friend asked the driver, 'have you always served customers like this?' Wally smiled into the rear view mirror. 'No, not always. In fact, it's only been in the last two years. My first five years driving, I spent most of my time complaining like all the rest of the cabbies do. Then I heard the personal growth guru, Wayne Dyer, on the radio one day. He had just written a book called You'll See It When You Believe It . Dyer said that if you get up in the morning expecting to have a bad day, you'll rarely disappoint yourself. He said, 'Stop complaining! Differentiate yourself from your competition. Don't be a duck. Be an eagle. Ducks quack and complain. Eagles soar above the crowd.'

'That hit me right between the eyes,' said Wally. 'Dyer was really talking about me. I was always quacking and complaining, so I decided to change my attitude and become an eagle. I looked around at the other cabs and their drivers. The cabs were dirty, the drivers were unfriendly, and the customers were unhappy. So I decided to make some changes. I put in a few at a time. When my customers responded well, I did more.'

'I take it that has paid off for you,' Harvey said. 'It sure has,' Wally replied. 'My first year as an eagle, I doubled my income from the previous year. This year I'll probably quadruple it. You were lucky to get me today. I don't sit at cabstands anymore. My customers call me for appointments on my cell phone or leave a message on my answering machine. If I can't pick them up myself, I get a reliable cabbie friend to do it and I take a piece of the action.'

Wally was phenomenal. He was running a limo service out of a Yellow Cab. I've probably told that story to more than fifty cab drivers over the years, and only two took the idea and ran with it. Whenever I go to their cities, I give them a call. The rest of the drivers quacked like ducks and told me all the reasons they couldn't do any of what I was suggesting.

Wally the Cab Driver made a different choice. He decided to stop quacking like ducks and start soaring like eagles.

*In these "interesting economic times," it's just this type of attitude that could well make the difference between your company just thriving or surviving. Take a lesson from Wally: **Ducks quack, Eagles soar.***



The NSA 94th Annual Meeting will be held October 1-4, 2012 at Wild Dunes Resort on Isle of Palms, SC

2012 Working Committee Meetings

**Plant Operators, Safety & Purchasing Committees
March 29, 2012**

**Hosted by Kress Corp.
Wingate by Wyndham Peoria
7708 N Route 91
Peoria, IL**

Marketing, Technical & Environmental Committees

**April 16-17, 2012
Holiday Inn Midway
6624 S. Cicero Ave.
Chicago, IL**

UPCOMING MEETINGS:	
IRC Arkansas	April 11, 2012
ASTM	June 24-29, 2012
EUROSLAG	Oct 10-12, 2012
Global Slag	Nov 12-13, 2012
ASTM	Dec 2-7, 2012



Dear NSA Members,

Thank you for your exceptional support to the National Slag Association over the past year. Special thanks goes to our dedicated Board of Directors, amazing Committee Chairmen and Chairwoman and Committee Members, the heart of the Association.

Working closely with sister associations over the past few years has resulted in an official alliance under the name of "World of Iron and Steel Slag" (WOISS). Members of WOISS include National Slag Association, Australasian Slag Association, Brazilian Slag Association, Euroslag Association and Nippon Slag Association with quarterly conference calls and a yearly meeting. This years meeting will take place in conjunction with Euroslag.

A "Slag Coalition" has been formed with Steel Companies under the direction of Steve Rowlan, Nucor Steel and NSA Board of Directors. The objective of the coalition is to explore legislative opportunities for Iron and Steel Slag.

John Murphy, Edw. C. Levy Co and Co-Chair of the Marketing Committee is also editor of NSA's newsletter the Slag Runner. The Slag Runner has gone from a quarterly newsletter to a bi-annual newsletter over the past few years as we have had little luck in getting consistent news from our membership. We would love to take it back to a quarterly newsletter with your help. I join John in encouraging our membership to send news about your company, the industry, new applications, products, promotions and achievements. Please help us by sharing your company news!

Thank you to Raymond Kalouche, Tube City IMS, for his excellence in guiding the NSA over the past three years and *welcome* to John Guydan, Edw. C. Levy Co. as new Chairman of the Board.

I look forward to seeing you at NSA Working Committee Meetings in March and April and together making 2012 a great success!

Kind regards,

Karen Higgins

President
National Slag Association

<p>National Slag Association P.O. Box 1197 Pleasant Grove, UT 84062 Tel: 801-785-4535 Fax: 801-785-4539 www.nationalslag.org</p>
--