



PUBLISHED AS AN INFORMATIONAL SERVICE TO OWNERS AND ENGINEERS OF STEEL WATER STORAGE TANKS BY TANK INDUSTRY CONSULTANTS, INC., P.O. Box 24359, SPEEDWAY, IN 46224, E. CRONE KNOY, P.E., PRES.

EDITOR'S CORNER

WHO WE ARE -- AND WHO WE AREN'T

I guess we should be proud, but we are a little disturbed -- we are finding that there are other companies using confusingly similar names (such as TANK CONSULTANTS), and other inspection companies using our tank collage trademark which we had prepared for our exclusive use by a professional artist several years ago.

What disturbs me is that these marketing subtleties may lead our clients to believe that TANK INDUSTRY CONSULTANTS, INC. has other locations, and that the services offered at these other locations are services of our company. As of the writing of this TANK TALK in June, 1986, TIC has no other locations and operates under no other names other than TANK INDUSTRY CONSULTANTS, INC., an Indiana Corporation, whose charter states that we are incorporated to perform design, specification, and inspection services for storage tanks.

We have cooperated with several consultants across the country, sharing information of benefit to the industry through the various industry and professional associations. WE HAVE NOT AUTHORIZED ANY OTHER ORGANIZATIONS TO USE OUR NAME OR TRADEMARK.

Again, we should be flattered by our competitors' desire to imitate us, but PLEASE use your own identities -- not ours!

SEMINARS

SPFA/AISI Seminars on Steel Tanks will be held in Denver 6/5, Seattle 9/24, Houston 10/14, St. Louis 11/13, and Los Angeles 2/10.

TIC's two-day seminars on Tank Maintenance will be held this fall and winter in Atlanta, Kansas City, Chicago, Indianapolis, and Newark. One-day New Tank seminars are planned for Chicago, Indianapolis, and Newark. Dates, cost, and sites are available upon request.

TALKING ABOUT TANKS

We'll see you at the AWWA National in Denver at our Booth 634 June 22-25. I will be speaking on "Tank Maintenance: Helping You Help Yourself" at 3:00 pm on Monday June 23. Dave Cull will be telling you that "Water Tanks are Beautiful" on behalf of SPFA at 11:00 am on Wednesday June 25. Both presentations are part of the Product Information Forum held in Room 2G in the Denver Convention Complex. While at the AWWA in Denver, don't forget to stop by the Steel Plate Fabricators Association Booth 552-554. The AWWA Steel Tank Committees will be meeting at various times that week.

September 7-10 takes us to the AWWA Distribution System Symposium in Minneapolis where Cindy Knoy will speak on "Water Tanks Can Be Beautiful", and I will discuss "Wax Grease Coatings in Potable Water Tanks". At the same time other staff will be at the Texas-Southwest Section AWWA in New Orleans.

OLD TANK TALKS

Some of you may not have received all of the issues of TANK TALK. Back issues are available. Subjects discussed in these back issues were:

- Abrasive Blast Cleaning Standards TT2,3
- Coating Adhesion Loss TT2
- Exterior Coating Systems TT4,5,6
- Frozen Tanks TT1,5
- History of TIC..... TT1-6
- Inspection Instruments TT5
- Scheduling Pre-Bid Inspections and Bids . TT2
- TIC Seminars TT5,6
- TV Inspections TT1
- Ultrasonic Thickness Measurement TT3
- Washing Out Tanks TT5
- Wax Grease TT1

Write or call for copies of back issues.

Copyright © 1986 TANK INDUSTRY CONSULTANTS, INC. All Rights Reserved

QUALITY CONTROL INSPECTION

"Inspection of the work in process by experienced inspection personnel will offer additional assurance of quality protective coating application. Inspections may be performed on a continuous resident basis or spot (critical phase) basis. The actual cost of inspection may be less using spot as opposed to full-time resident inspection. However, with spot inspection it is often necessary for work to be redone to comply with the specifications. This somewhat lowers the quality of the finished product, lengthens the job, and is frequently a cause of conflict between the contractor, owner, and inspector. Resident full-time inspection minimizes the amount of 'rework' required."

The above paragraph has been a part of the "closure" portion of our standard PRE-BID INSPECTION reports for the last year. It emphasizes the fact that painting is "covering up", and that the only way to assure that the repairing, cleaning, and painting of steel structures is done properly is to have an experienced, competent inspector on the project. I used to be reluctant to attempt to convince the owners and engineers of tanks of the need for full-time inspection, as it is expensive, and I felt that our clients would think we were "feathering our own nest". However, the more we see of projects with no inspection or part-time inspection, we feel that it is our responsibility to make our clients aware of the need for good inspection.

A good inspector must be able to access the work using specialized rigging; must have a knowledge of the specifications, materials, equipment, and rigging; and must be able to communicate with the owner, engineer, and contractor in a positive way in order to see that the project is accomplished in a safe, quality, and timely manner. An inspector's job is not to slow down the job or see how rough it can be made on the contractor.

Some governmental agencies have a fixed percentage of the contract (say 6%) as a ceiling for inspection. This is not enough for painting and repair contracts. An extremely low bid for the contract coupled with the usual inefficiencies of the extremely low bidder's operation, can cause inspection costs to be a high percent of the contract. The best (or worst) example of the leverage which can be caused by this happening is the case where the

contractor bid less than one half the "real price" of the project, and then took times as long as estimated to perform the work. In this case, the inspection costs of the repainting project were almost 75% of the contract price. The owner still spent less than the estimated cost of the project and got a quality job. Unfortunately, contractors cannot stay in business with these low prices. They should bid what it takes to do the job properly, and should make a profit, as good contractors are needed to do the work. We are not interested in getting rich because of poor contractor's workmanship.

A final note -- Inspection can only be effective if the SPECIFICATIONS for the project are adequate. Adequate SPECIFICATIONS require a comprehensive PRE-BID INSPECTION so that all work can be included in the scope of the project, minimizing change orders.

BID TIMES

As I stated in TANK TALK 2, if your tank is located in the northern part of the country, repainting bids should be taken in the winter, preferably no later than February. Bidding later than February usually finds the good contractors pretty well booked up, making their prices higher, if they bid at all. This means that your PRE-BID INSPECTION should be conducted in the summer or fall prior to the writing of SPECIFICATIONS.

THE ENVIRONMENT

"NOTE: The interior and exterior coating systems on this tank may have a lead based primer. It should be taken into consideration that Federal, State, and local environmental agencies are beginning to place stricter controls on the removal of lead base paints from steel structures by the use of conventional abrasive blasting techniques. The paint and blast residue may be considered to be hazardous waste depending on the concentration of lead or other particles in the residue....."

The above paragraph portion now appears in our PRE-BID INSPECTION reports when the coatings presently on the tank are suspected to contain lead or other elements or compounds thought to be detrimental to our health. The environmental aspects of tank maintenance will be discussed in TT8.