

IAGI Newsletter

NEWS, NOTES AND RESOURCES FROM IAGI

A Note from IAGI's President—Brian McKeown



Dear IAGI Members,

My primary goal when I became President of IAGI was to tout the importance, expertise and professionalism of the Installer. All the pretty pictures and plans don't mean anything until someone builds it. Only then will the project come to life.

The Board of Directors has approved a new program for IAGI—the IAGI Installation Awards of Excellence. The goal of the program is to publicly acknowledge the important work the installers do for the geosynthetic industry.

The IAGI Installation Awards of Excellence have two categories for submission of installations: The “Extreme Installation Award” and the “Innovative Installation Award.” From these two categories, judges will select one project to be

“Project of the Year.”

Three awards will be given to three different projects.

Information on how to submit an entry and the rules can be found on page 2 of this newsletter. If you have any suggestions for improvement, please contact me or one of your board members.

This past June we held our first General Membership meeting via webinar. This is a good way for all members to participate from anywhere in the world. We will be moving the time of future meetings so members from around the world can participate during their work day. We will be holding another webinar and conference call on September 23, 2010. Please mark your calendar and join us. The instructions for accessing the webinar can be found on page 8.

I am also happy to see that we have conducted our first polyethylene certified welding exam in the Indonesian language. We have pictures and details on page 5. Congratulations to those welders who passed the exam.

I hope your projects are going well.

All my best,
Brian McKeown



Brian McKeown,
IAGI President

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IAGI's Installation Awards Program



IAGI is pleased to announce the commencement of the IAGI Installation Awards program. The goal of the program is to publically acknowledge the important work the installers do for the geosynthetic industry.

IAGI wants to recognize the best of the industry and reward the leading individuals and companies for their innovative and experienced work in geomembrane installation.

Entry into the IAGI Installation Awards program is open to all IAGI members. Three awards will be given. Two categories for entry include: **Extreme Project Award** and **Innovative Installation Awards**. The **Project of the Year Award** is selected by the judges based upon the highest score from the Extreme Award and the Innova-

tive Installation Award submissions. Three awards will be given to three projects.

Extreme Project Award

The category is open to those projects that either solve very difficult and challenging problem(s) or the installation requires the installer to be creative in installation, fabrication or methodology.

The “extreme” in this award can mean many different things. Examples are listed below but do not constitute the full range of what can be considered “Extreme.” The judges will consider all entries.

- working within an impossible timeframe;
- managing climatic challenges;
- challenge in accessing the job site;
- typography challenges.

Innovative Installation Award

This award is open to those projects that require Installers to be innovative in installing geosynthetics on the jobsite. The judges will look at how the installer executed the installation, what changes they had to overcome to do a professional installation. The “Innovative Installation” in this award can mean many things. Examples are listed below but do not constitute the full range of what can be considered “Innovative Installations”

- provide or support a “green” solution to an environmental problem;
- effective application of cutting-edge technologies;
- innovative application for geosynthetic products;

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ACE Geosynthetics

<http://www.geoace.com> E-mail: sales@geoace.com

IAGI's Installation Awards Program (continued)

- a project that pushes the state of geosynthetic installation practices.

Enter:

To enter the IAGI Installation Awards of Excellence, submit an application and 5-6 pictures of the project. Request an application by e-mail: iagi@iagi.org. Please do not send the original photographs. The pictures cannot be returned to the entrants. We prefer that photographs are submitted in a high resolution JPG format.

What not to submit:

1. The same project in more than one category
2. Projects completed before December 31, 2005

Rules:

Entries become the property of IAGI and will be used in the IAGI newsletter and solicited for publication in other industry magazines. Press releases about the award winners and their projects will be sent out from the IAGI offices to members of the media.

Photos and attachments cannot be returned. Please provide copies and not original documents to the awards program. If your photo is copyrighted, (if a professional photographer holds the rights to reproduce the photo) you must send a letter of permission allowing IAGI to use the image. Please provide the required photo credit information for all photos.

Send Submissions to IAGI at:

PO Box 18012

St. Paul, MN 55118 USA

E-mail: iagi@iagi.org.

Contact IAGI for information on how to upload a file to an FTP site if your submission file is too large to e-mail.

Awards Submission deadlines:

August 1, 2010	Submissions open for AWARDS
November 1, 2010	Submission closed for AWARDS
January 15, 2011	Finalists notified
March 14 – 15, 2011	Winners announced during the "GeoFrontiers 2011" conference

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Maximizing Your Surety Bond Credit Potential

By Larry Michaels

If you desire to increase your overall capacity to obtain higher levels of surety credit, you must establish and maintain a relationship of mutual trust, confidence and respect between yourself and your surety.

Here are a few tips outlining what 'best of class' contractors do to maintain high levels of surety bond credit.

- Choose only certified public accountants, attorneys, bankers, insurance and bonding agents who are recognized as contractor-oriented professionals servicing your industry. These professionals can become your 'strategic financial partners'.
- Develop a construction industry standard accounting system with work-in-process job costs tied to your general ledger on percentage of completion method.
- Do an annual business plan and review this with your financial professionals.
- Develop a corporate continuity plan and buy/sell agreement.
- Provide quarterly balance sheet, income statement and work-in-process reports to your financial professionals.
- Provide at least an annual bank letter of reference outlining your credit accommodations.
- Provide resumes and company background information and pre-qualification information annually.
- Anticipate large or unusual surety bond needs and communicate that to your surety well in advance.
- Understand and review financial ratios and surety financial analysis with your bonding company for each financial report.

The 'best of class' contractors treat their financial professionals as an unpaid board of directors. They meet and discuss business plans and strategies at

least annually and more often if needed.

Ask your surety agent and bonding company for specifics as to what you can do to increase your surety capacity. Be direct and ask for direct and candid responses. This is not intended to be criticism or fault finding of your operations, but rather information that will allow you to make informed business decisions regarding your surety credit. While you might disagree with what the agent may suggest, you will know what makes them comfortable or uncomfortable.

Most sureties that enjoy a good, long-term relationship with a contractor respond favorably when asked to stretch credit into the unusual or out of the ordinary due to the excellent communications that have been established over the years. If your surety is not comfortable, you have the option to ask your bonding agent to explore the market for a more compatible surety. A knowledgeable, experienced and well-trained bonding agent can help you maximize your surety credit potential.

If this article sounds like it is focused on the financial side of construction, there is a reason for that. Contractors do not fail in the field or on the operations side of the business. The 'Achilles heel' for a construction company is the financial management of the company. And how many of us have an advanced degree in construction finance? Or any business finance training? That is why your 'strategic financial partners' are so important to you.

Larry has over 30 years of experience providing surety bonding services to the construction industry. He is a construction bond specialist whose experience as Bond Manager includes eight years with USF&G Co. and three years with Wausau Insurance Co. He has also served as Executive Director of the Wisconsin Underground Contractors Assn. and twice as President of the Wisconsin Surety Assn.

Larry is a Surety Bonding Agent for THE BREHMER AGENCY in Butler, WI.

First Indonesian CWT Testing Held

Sutanto Hokermin, Geostructure Dynamics, has been a driving force in getting the polyethylene Certified Welding Technician exam translated into the Indonesian language. In the last newsletter we announced that the translation was completed.

The first exam in Indonesian was administered on April 21-22, 2010 by Bill Steinke (a.k.a. Uncle Bill). The testing was held in Cikarang Indonesia. This facility is located approximately a one hour drive east from Jakarta. Amelia Makmur shared photographs from this event.

Congratulations to all those welders who passed the CWT exam.



Front (left to right): Iwan Barnas, Endang Badruzaman, Agus Supriyantara, Tri Yuniardi, Akhyar, Ujang Subandi.

Behind (left to right): Sutanto Hokermin, Saiful Bahtiar, M. Arifin, Hanafi, Komari, A. Nur Sarifudin, Hartanto Legowo, Watub Alaena, William Steinke (Uncle Bill).

Amelia Makmur provided information and pictures for this article.

New Members

Andex del Norte S. A.

Contact: Mr. Cardozo Jesús
 Av Elias Aparicio 141 – 3er Piso, Oficina 4
 Lima, Perú 12
 Tel: +511 3681830
 Fax: +511 3680757
 Email: geosoluciones@andex.com
 Website: www.andex.com.pe

Installer Member

Company profile: Soluciones integrales de Bioingeniería de Suelos para tratar problemas de Control de Erosión, Estabilización de Taludes, Soporte de Carga, Revestimiento de Canales, Drenaje y Revegetación de áreas degradadas en minería, hidrocarburos y otros.

(Integral solutions of Ground Bioengineering to deal with problems Control of Erosion, Stabilization of Slopes, Support of Load, Coating of Channels, Drainage and Revegetation of areas degraded in mining, hydrocarbons and others.)

PT Inti Geotek Pratama

Contact: Thio Jemi
 Jl. Kamal Outer Ring Road Cengkareng,
 Jakarta 11730

Indonesia

Ph: 62-21 5435 6565
 Fax: 62-21 5435 6560
 Email: jemi@geotek.co.id

Installer Member

Company profile: Geosynthetics, GCL, Silt Protector, Pipe, and Other products

SEMAI (Soluciones en Medio Ambiente e Ingeniería Ltda.)

Contact: Mr. Ricardo Schmalbach
 Cra 145 #19-58
 Bogota
 Colombia
 Tel: +57 1 6125872
 Email: rshmalbach@hotmail.com

Installer Member

Sunbes Specialist Services Sdn. Bhd.

Contact: Mr. Wee Keong Choong (C.O.O.)
 27, Jln 3/108C, Tmn Sg Besi,
 Kuala Lumpur 57100
 Malaysia
 Tel: +6 0379819768
 Fax: +6 0379806722
 Email: sunbes@sunbes.com.my
 Website: www.sunbes.com.my

Installer Member

Company profile: We are a specialty contractor in:

1. Building structure repair and refurbishment.
2. Geo lining installation.
3. Slope and foundation protection and stabilization.



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Featured New Products

XR-5® PW

Continuing more than 60 years of breakthrough fabric solutions, Seaman Corporation is proud to introduce the latest addition to the XR-Technology family. XR-5® PW is a 45-mil high performance geomembrane product, backed by a 20 year warranty. It was specifically engineered for potable water floating cover applications where UV protection, tensile strength and puncture resistance are critical to keeping water safe for consumption.



XR-5 PW is the only coated fabric with NSF 61 approval for potable contact water contact. For more information about XR-5® PW and other XR® Geomembrane Systems please contact Bill Shehane by phone at +1 330-262-1111; e-mail at bshehane@seamancorp.com or www.seamancorp.com.

Note: IAGI welcomes new product announcements. Please send to Laurie Honnigford at iagi@iagi.org. A maximum of 100 words and one picture will be included.

Save money on your shipping costs thru YRC

IAGI offers members a money saving programs with YRC and OfficeMax. One program available in North American is through Yellow (Freight) and Roadway. By signing up for this service, your company can save money on shipping. Below is an example of potential savings:

EXAMPLE #1: Kansas City, KS → Las Vegas, NV
(350 lbs standard pallet)

Exhibit Contractor quote: \$1071

IAGI YRC Program quote: \$550

Member Savings: \$541

EXAMPLE #2: Kansas City, KS → Chicago, IL
(350 lbs standard pallet)

Exhibit Contractor quote: \$948

IAGI YRC Program quote: \$309

Member Savings: \$639



The expertise of **YELLOW** and **Roadway**

Additionally, your company can save money on office supplies through IAGI's partnership with OfficeMax. Participating members save more than \$200 annually through the IAGI OfficeMax program and offers savings of up to 70% off of the suggested retail price with FREE next day delivery.

To participate in these programs contact:

Ben Oglesby

Marketing Coordinator

YRC North American Transportation

Office: +1 913-344-5702

Fax: +1 913-891-4986

Email: Ben.Oglesby@yrcw.com

PROFESSIONAL INSTALLERS — PROFESSIONAL INSTALLATIONS

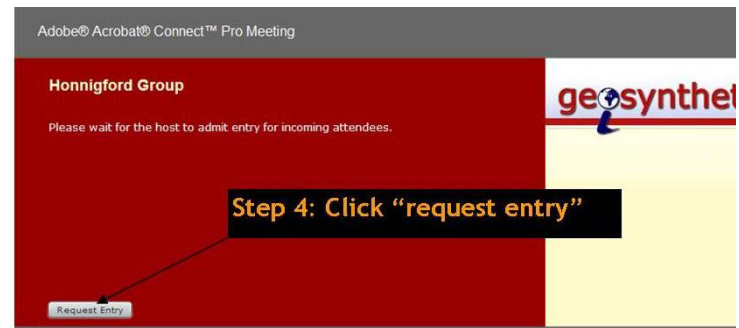
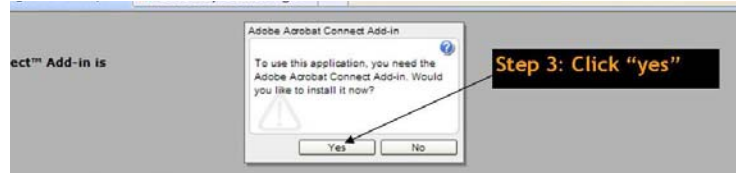
General Assembly Meeting—via webinar!

IAGI President Brian McKeown held the first General Assembly on June 23rd, 2010— via webinar. Thank you for all you who took the time to attend this inaugural meeting. Webinars will allow all our members to participate in association activities. This meeting offered an opportunity for IAGI members to connect with one another and find out what the association is doing.

“Webinars are the way meetings will be held in the future” commented Brian McKeown “and it will allow members from around the world to participate in IAGI activities.” The audio version of this webinar was held via conference call. Future meetings will be held with Voice over Internet Protocol (VoIP). Instructions will be included with the meeting announcement.

IAGI will be conducting the next meeting on September 23rd, 2010. The time of the meeting will be set at a later date and a notice will be sent via e-mail. Please put the date in your calendar. IAGI will hold the meetings at different times so members around the world can participate in the meeting during their work day.

Joining the meeting is easy. You open an internet browser and type in the webinar address. Here are the step by step instructions:



Industry News

Land and Water Magazine

The Land & Water Magazine is now available in a digital version. The best part is it is free. Visit the Land and Water website at www.landandwater.com. There is a sign up section along the left side of the webpage.

**Send us
your news!**

Take advantage of having the magazine delivered to your inbox. The cool thing is that you can share specific articles with co-workers, friends and employees with a click of a button.

Morris Jett

Morris Jett has retired from PolyFlex, however he would like to stay in touch with old industry friends. Morris can be reached via e-mail: morris.jett@sbcglobal.net or his mobile number: +1 972-342-6263.

American Environmental Group, Ltd. acquires GSE Installation Division

On July 1, 2010, American Environmental Group, Ltd. (AEG) completed the acquisition of GSE Lining Technology, LLC's (GSE) Installation Division assets.

This strategic initiative, not only increases the number of experienced personnel working for AEG, but also greatly diversifies the company's client base and bolsters its ability to provide its services on a national platform. AEG intends to keep the division intact and remain operating out of the Houston, TX area. Additionally, the company in-

IAGI Board Elections

IAGI will hold Board elections this fall. If you wish to be put on the ballot for the Board, please contact Laurie Honnigford at iagi@iagi.org or +1 651-554-1895.

GeoFrontiers 2011

GeoFrontiers 2011 will be held March 13 – 16, 2011 in Dallas, TX at the Sheraton Dallas Hotel. The objective of GeoFrontiers 2011 is to share new developments in geotechnical engineering technologies. Attendees will be exposed to the latest state of the art and practice as applied to geotechnical engineering. Registration will open soon.

tends to use this new operational center in the southwest to expand its reach of services for landfill gas system construction and system operations and maintenance.

The divestiture removes GSE from any potential conflicts in the installation market and will allow GSE to focus on its core business of developing and manufacturing quality geosynthetic products.

INTERNATIONAL ASSOCIATION OF GEOSYNTHETIC INSTALLERS

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AIC Mission Statement

To establish criteria for recognizing the geosynthetic installation companies that meet a minimum level of professionalism, experience and business practices. The program's goal is to promote growth in the geomembrane installation industry and promote better quality workmanship.

American Environmental Group, Ltd.

Atlantic Lining Company

Atlantic Poly Liners, Inc.

CETCO Contracting Services

Clean Air and Water Systems, LLC

Colorado Lining International

DDT Liners

Environmental Fabrics, Inc.

Hallaton, Inc.

Layfield Environmental Systems Ltd.

Poliliner de Mexico S.A. de C.V.

Solmax-Texel Geosynthetiques, Inc.

Soluciones Ambientales Integrales, S.A. De C.V.

Taylor Geosynthetics Inc.

Titan Environmental Containment Ltd.

Western Tank and Lining Ltd

**Specs Calling for AIC
Companies**

Installers have reported that some jobs are now requiring AIC as a pre-qualification for a bid. Join this distinguished list of companies by applying for AIC today.