



# NCSIPA



STEEL: PROVEN 100-YEARS STRONG

## A Celebration of Success – Working Together for 60 Years

2016 Annual Meeting  
Bonita Springs, Florida

April 2016

**NCSA**



STEEL: PROVEN 100-YEARS STRONG

Welcome Members  
Thank You



Fabricators, Mill Producers, Dealers, Coaters, Suppliers,  
Affiliates





## “Charting Our Course”

- Planning & Executing
- Managing through distractions
- Focus on the path and the goal

Wallace Johnson had it right  
It's a new year, but the same message holds true  
We must PLAN to win and we must EXECUTE!!

**NCSIPA**



STEEL: PROVEN 100-YEARS STRONG

## Looking Forward – Heading into 2016

### “A Celebration of Success – Working Together for 60 Years”

- What is success?

*“Coming together is a beginning; staying together is progress; working together is success”* **Henry Ford**

*“Increase tonnage and market share for the CSP industry”* **NCSIPA**

**NCSPA**



STEEL: PROVEN 100-YEARS STRONG

## Achieving Success

How do we achieve success?

- Setting a clear vision

*“Above all, preparation is the key to success”*

**Henry Ford**

- Taking action and working together

*“If everyone is moving forward together, then success takes care of itself”* **Henry Ford**

**NCSPA**



STEEL: PROVEN 100-YEARS STRONG

## Our Mission

### Increase Tonnage & Market Share

- Improve product acceptance – getting CSP approved where it's not approved today (TARGET STATE INITIATIVES)
- Protect the current CSP approvals – keeping the competition out
  - Remind our engineers/customers why they are using CSP
  - Defend against the competition (concrete and plastic)

Promotion (influencing decision-makers) is the key to our  
Success

**NCSPA**



STEEL: PROVEN 100-YEARS STRONG

# The Challenge

- Membership – create value & show it
- Participation – membership involvement in committee action items
- Product Acceptance – play offense & defense
- Marketing our Story – effectively reach our audience

Let's all take the NCSPA Challenge  
in 2016!!