

# REINFORCING NEWS

JANUARY 2006

VOLUME 3 ISSUE 1

## Salit Steel begins second century of business

In 2006, Salit Steel begins its second century in the steel business. The company has grown into a recognized brand in North America, with a strong reputation of honesty and integrity preceding its business transactions in Eastern Canada and the United States.

Myer Salit, founder of the company was born in Brest, Litovski, Poland in 1880. Fleeing persecution, he left Europe at the age of 26 to seek a better life in North America.



He arrived in the Port of New York after surviving a disaster at sea. Six hundred and thirty-five lives were lost when the ship that

he was on collided with a reef west of Scotland and sank. After working in New York for a short while, he immigrated to St. Catharines Ontario, where his brother-in-law Harry Rubin was a scrap metal dealer. In 1905, seeing the success of his brother-in-law, Mr. Salit decided to try his hand in the scrap business in the neighbouring town of Niagara Falls, Canada.

Through hard work, self-education and determination, along with a single horse and cart, he built a prosperous business.

Mr. Salit was universally respected and held in high regard by all who dealt with him. His legacy of honesty and integrity was the foundation upon which Salit Steel was built and continues to operate.

After World War II Mr. Salit's son-in-law Irvin Feldman joined the company. Shortly thereafter in 1955, Mr. Salit's grandson Larry Cohen joined the company.

In the early 1950s the company diversified and began distributing new and used steel products to local industry. This marked the beginning of Salit's Steel Service Center.

In 1958 Mr. Salit passed away leaving the continuation of the legacy he be-



Laurence and Steven Cohen

gan in the hands of his son-in-law and grandson.

As the company carried on it continued to grow. In the mid 1960s the company branched out and became a reinforcing steel (rebar) fabricator known as Salit Steel.

In 1981 Larry Cohen's son, Steven (Myer Salit's great grandson) joined the company. During the 1980s the industrial base in Niagara Falls continued to decline and despite strong historical ties, the family decided to sell off the scrap division.

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## Salit's second century

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Upon closing the scrap operation Mr. Feldman retired. Today the company flourishes in its two primary divisions, Rebar and Steel Service Center. The Steel Service Centre acts as a regional distributor, while the company's manufacturing division produces rebar, a reinforcing product used in commercial concrete construction.

Cohen, along with son Steven and some 150 employees comprise a business that is poised for continued success based on its founder's honesty and integrity.

Salit is the first and only fabricator of stainless steel rebar in North America. While building its presence in the carbon rebar and steel markets, the company began supplying assembled reinforcing and structural steel components to the precast concrete and civil engineering industries by purchasing StelCrete in 1995. StelCrete was an established business founded in 1989 with product lines that complemented those of Salit.

Customers regard StelCrete as the supplier for their reinforcing needs, and in turn ensure product quality, and superior service to their clients. In many cases, clients describe substantial net savings due to significantly reduced labour, materials, storage space, and overhead costs when StelCrete is involved.

Salit's management team is not resting on the company's good name. The intent is to grow the company into new markets and prove to its clients every day that they made the right choice. The Cohen family is determined to leave a legacy of good business practice in this century, as it did in the past.



## StelCrete's clients and projects getting media coverage

StelCrete and its clients are getting regular coverage of projects in various industry media.

In October 2005, StelCrete's innovative approach to supply and place reinforcing steel in segments to reduce the amount of field-placing time at the Humber Wastewater Treatment Plant was submitted to *Ontario Construction News* for publication in November.

During the summer, an article appeared in *Concrete Pipe Journal* about Canadian and American codes for reinforcing bars, rebar material and welding. The publication goes to concrete pipe and box precasters in Ontario and other provinces. The story was submitted by StelCrete upon request.

Previously, in late 2004, a story about a Quick Span precast concrete bridge produced by Hanson using pre-welded reinforcing assemblies from StelCrete was published in *Daily Commercial News*, *Ontario Construction News* and *Concrete Pipe Journal*.

StelCrete has implemented a long-term media campaign to showcase its clients and projects throughout Canada and in the NE United States. Providing pre-welded assemblies for the precast concrete industry and civil engineering is a new market, and one that has great potential for growth. It is important for StelCrete to describe applications and the technology behind the products for industry to understand the value of the service.

Although editorial has proven to be four to five times more effective than advertising, it is also important to strategically place ads to complement

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editorial and to grow brand recognition. For this reason, StelCrete has embarked on a series of ads that are intended to direct technical staff of prospective or existing clients to the StelCrete Web site. The ads contain telephone and email coordinates for readers who may wish to speak with a StelCrete representative.

StelCrete's first ad was released during the 2005 football season to *MC Magazine* (publication of the National Precast Concrete Association) in the U.S.A.. It was then submitted to the Ontario Concrete Pipe Association's *Concrete Pipe Journal* where it continues to run. In January 2006, it ran in *Environmental Science & Engineering Magazine*.

Throughout 2006, StelCrete will continue to showcase unique applications of pre-welded assemblies. Occasionally, StelCrete will demonstrate its leadership role in the rebar industry by editorializing on issues or technology that might impact the precast concrete and construction industry as a whole.

StelCrete wants its story to be told, and invites its clients to join forces and talk about projects that improve our communities.



# Epoxy-coated rebar and cages add to service life expectations of leachate collection systems of landfills

As rainwater or snowmelt passes slowly through cells of waste and soil of a landfill, it picks up, among other things, dissolved contaminants such as organic and inorganic chemicals, metals, and biological waste products of decomposition. Known as leachate, this fluid typically has a low pH. It seeps to the bottom of a landfill where it is collected by a system of perforated pipes. The pipes drain the fluid to holding tanks and utility chambers, where it is pumped to the surface and stored for treatment or diverted to a sanitary sewer. Leachate collection systems make use of a variety of materials to deliver a long-term service life, as landfilled wastes may take many decades to stabilize.

When leachate collection infrastructure is installed, there is little possibility of maintenance, other than ongoing care of the utility chambers and pumps that are accessible from the surface. The collection system would be required to operate for a considerable period. Over the life of a landfill, the nature of the leachate may change as it ages, since new chemicals are constantly being added to household products. The design of the collection system must accommodate the known chemical composition of the leachate, including any anticipated change that may impact the performance of the buried structures.

It can reasonably be assumed that the infrastructure of a leachate collection system is under continuous threat of corrosive chemicals. Materials used for the products of the collection system can be designed for maximum resistance to the hostile environment. Some products and materials are likely to perform better than others would. Precautions are taken by de-

signers to deliver maximum performance of the collection system for the design life of the landfill.

StelCrete and Hanson Pipe and Products Canada, Inc. collaborated on the design of precast concrete components for leachate collection systems at two landfills in Niagara Region. The landfills included the Bridge Street Landfill Site in Fort Erie, Ontario in 2002, and the Elm Street Landfill Site in Port Colborne, Ontario in 2003. In 2004 product was supplied to the Mohawk Street Landfill in Brantford, Ontario.

Designers of the collection systems called for special treatment of the reinforcement in the maintenance holes and utility chambers. All reinforcing cages for the maintenance holes and utility chambers were manufactured at Hanson's Cambridge plant to Ontario Provincial Standard (OPS) specifications under a routine cage manufacturing process. The cages were then shipped to StelCrete where they were epoxy-coated and returned to Hanson's plant. The treated cages were used in the standard products that were shipped to the construction sites.



Epoxy-coated cage for maintenance hole component

Some base slab and flat cap reinforcement for maintenance holes and

chambers were specially designed by Gamsby and Mannerow and manufactured by StelCrete using epoxy-coated rebar. Other reinforcement for monolithic bases and slabs were standard OPS designs. The pre-welded epoxy-coated mats were shipped from StelCrete's Niagara Falls plant for immediate use in precast concrete products produced for leachate collection.

Precast reinforced concrete products used for collecting and transporting sewage and storm water rarely require special consideration for the protection of the reinforcing steel in the walls, bases and caps. Concrete restricts ingress of basic components required to initiate corrosion (water, oxygen, chlorides). Pore solution in concrete typically has a very high pH, which leads to the formation of a protective iron oxide film around the steel reinforcement.

In aggressive environments, concrete mixes can be readily altered to resist known chemicals in effluent for the design life of a project. Sacrificial concrete can be added to products, and in some cases liners can be built into the structures at the production plants. Epoxy-coated and stainless steel rebar are sometimes specified to ensure a higher level of safety for the entire structural system or performance of products when aggressive environments are present, or anticipated.

StelCrete can produce epoxy-coated or stainless steel reinforcement for a variety of projects requiring an added level of precaution to ensure performance over the design life of a project.



Got a question?

Go to:

[www.stelcrete.com](http://www.stelcrete.com)

Good ideas don't always come to us between 8:00 in the morning and 5:00 in the afternoon. Sometimes, it is easier and more time-efficient to key board a question rather than pick up the phone.

StelCrete's Web site is open 24/7 and ready to take your inquiry. Go to the Contact Us link on the Home Page of the site and click to open a page that has the company's contact coordinates.

You can take advantage of the contact form to send any enquiry about products and services. This form was set up to save time and to accommodate requests from different time zones and designers who may have a question when our switchboard is closed until the next day, or over the weekend and Canadian holidays.

On the same form is a subscription request to Reinforcing News, StelCrete's publication that keeps clients informed about the firm's new products, services and events. Take a moment and visit our site at:

[www.stelcrete.com](http://www.stelcrete.com)



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## Look for StelCrete at industry trade shows and conferences in 2006

Trade shows and conferences are important places for StelCrete to display its services and products. It is also an occasion for staff to meet with clients and prospects alike to share information and talk about upcoming projects and advances in technology and design.

In 2006, look for StelCrete's table top display at the Annual General Meeting of the Ontario Concrete Pipe Association, February 17 to 18 in Vancouver. This will be the first occasion in 2006 for the company to use its new exhibit system.

To enhance the impact of the new display, StelCrete staff is distributing back issues of Reinforcing News, Project Sheets, Product Sheets, a corporate flyer and displaying a binder of project photos for communicating the availability of products and services. Robert Nichols, G.M., will be on hand to represent the company.

It is anticipated that the table top exhibit will be used at the Precast Concrete Association of New York convention in February 2006, and the annual meeting of Tubecon (Quebec concrete pipe pro-



ducers).

The message in the exhibit is consistent with the legacy of honesty and integrity set by Myer Salit.



Reinforcing News is published by StelCrete Industries Limited. It is distributed via Internet technology and Canada Post. Information is believed to be correct at time of publication. StelCrete Industries Limited shall not be liable for any error or omission. It is published and distributed quarterly, and is intended to provide general information.

*StelCrete's core business is to supply precasters with fully pre-assembled, pre-welded reinforcing cages for all types of products*