

# **State of the Institute - 2014**

**Theodore L. Neff, P.E.  
Executive Director**

**PTI Convention  
Norfolk Waterside Marriott  
Norfolk, VA**

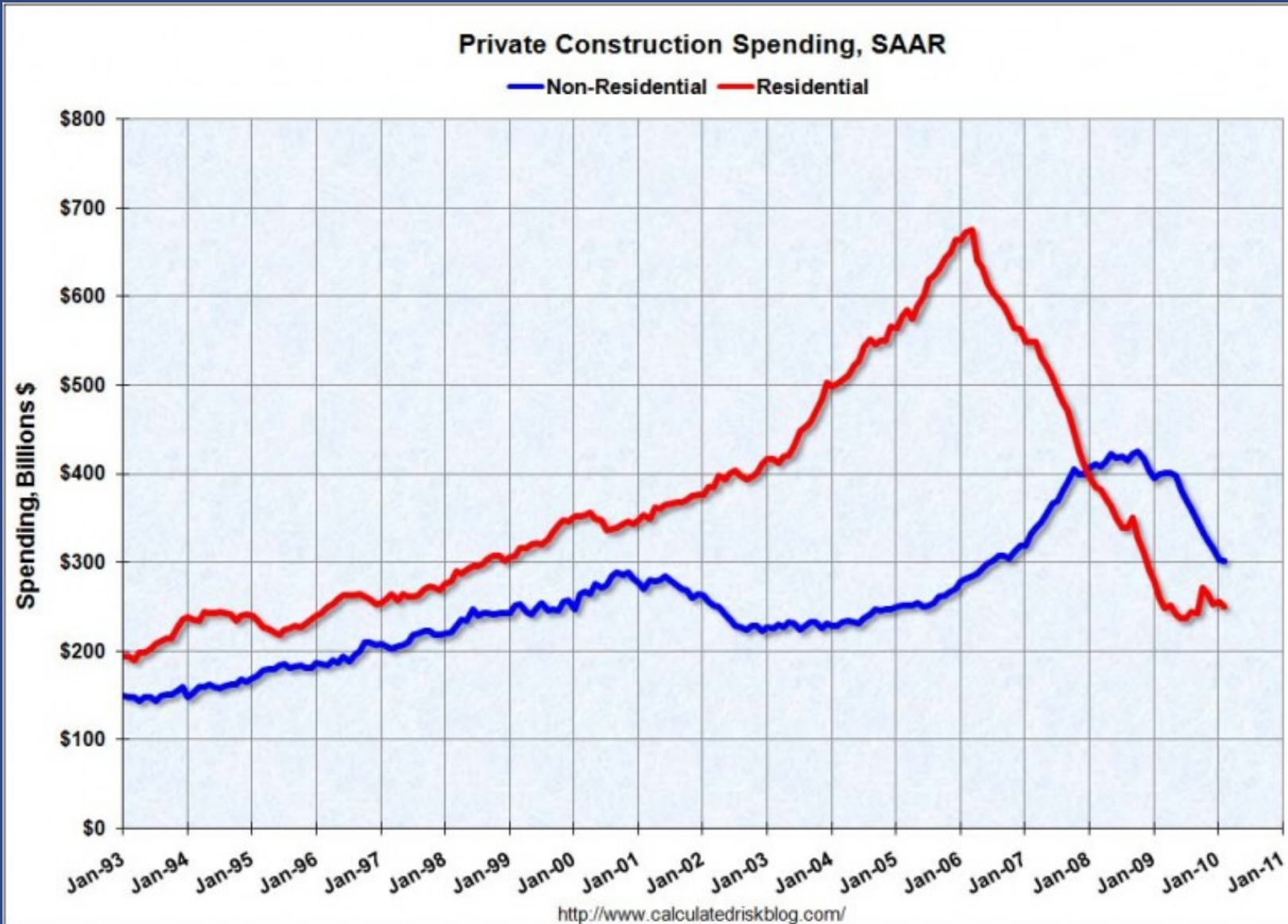
# Global Recession

*2007 - 2010*



# Global Recession

## *Construction Spending*

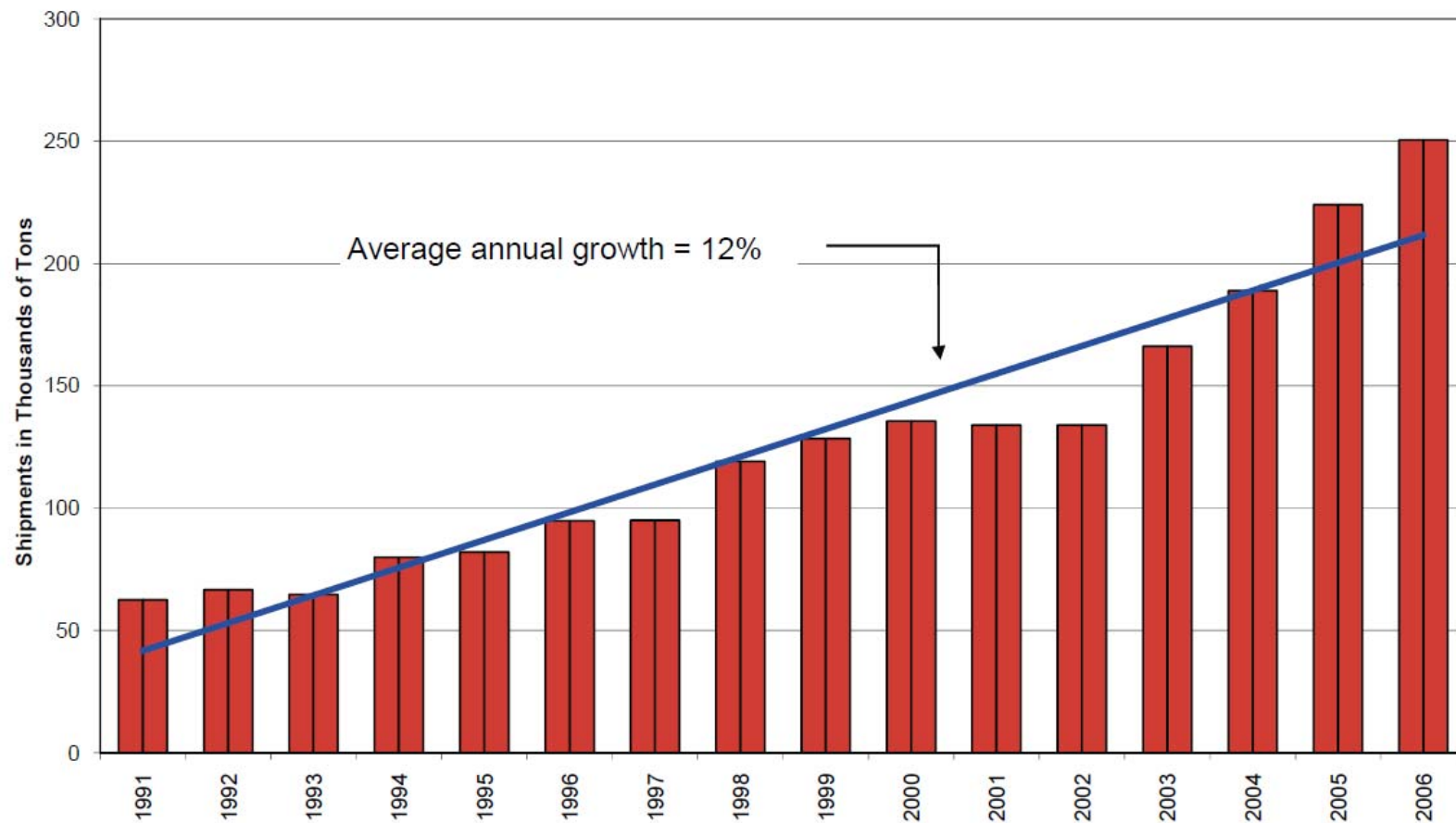


# Post-Tensioning Usage

## *Pre-Recession Trends*

### North American Post-Tensioning Shipments

*Summary for the years: 1991 to 2006*

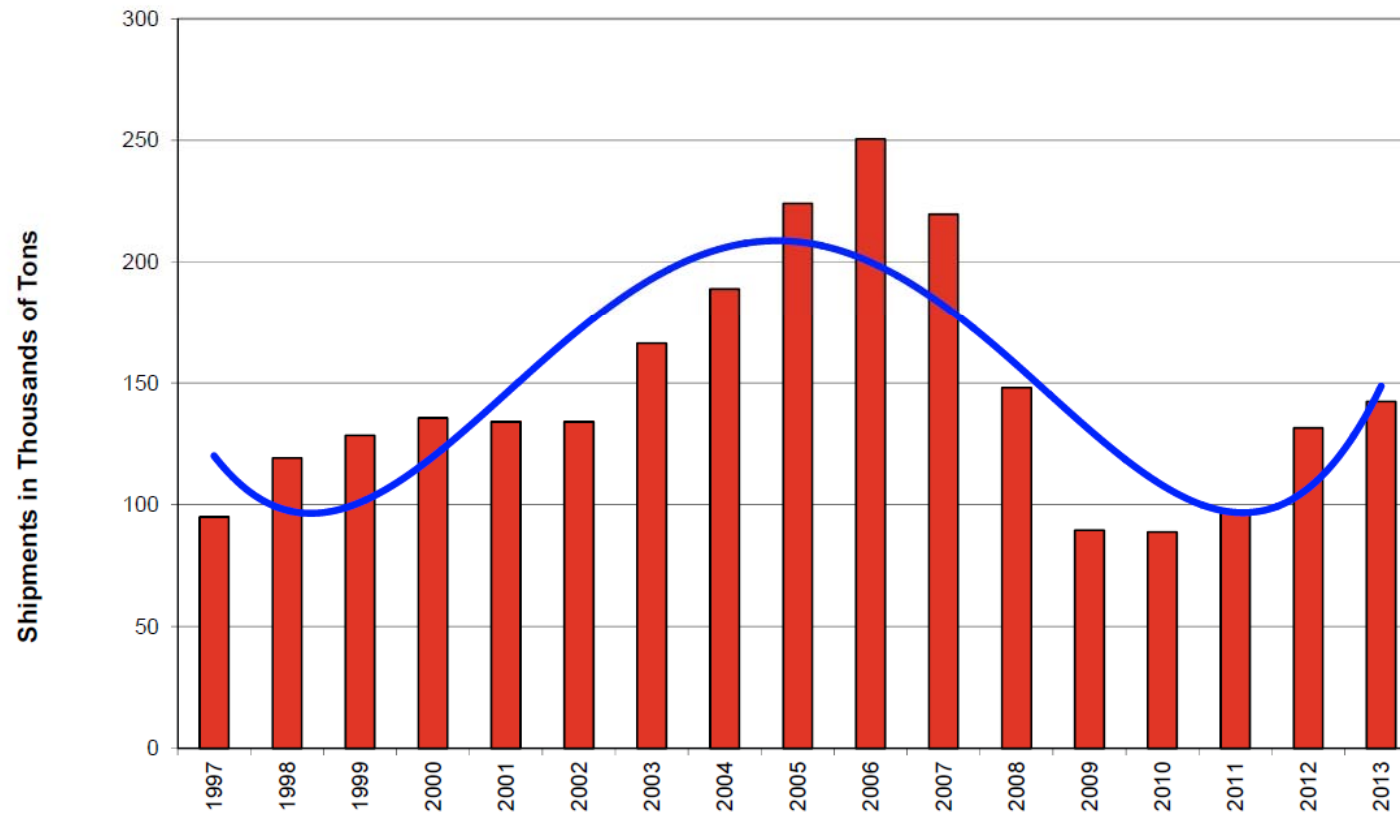


# Post-Tensioning Usage

## *Post-Recession Trends*

### North American Post-Tensioning Shipments

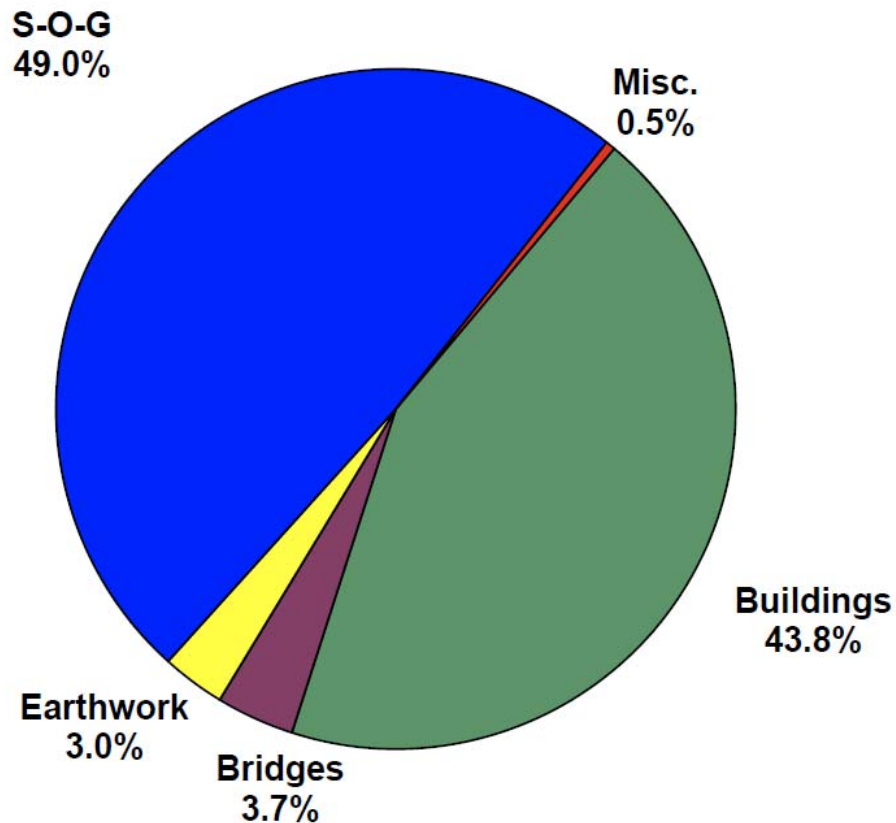
*Summary for the years: 1997 to 2013*



# Post-Tensioning Usage

## *Pre-Recession Market Breakdown*

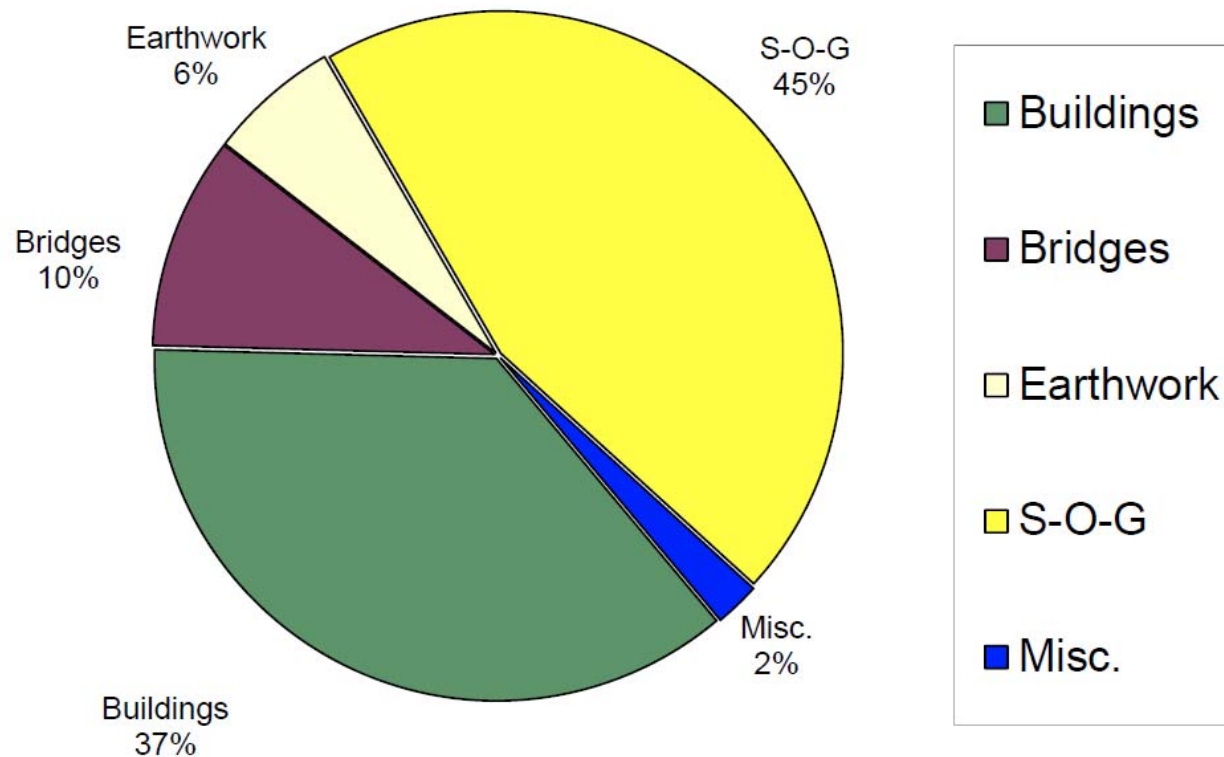
**2006 North American Post-Tensioning Tonnage  
Percentage by Market (PTI Members Only Reporting)**



# Post-Tensioning Usage

## *Post-Recession Market Breakdown*

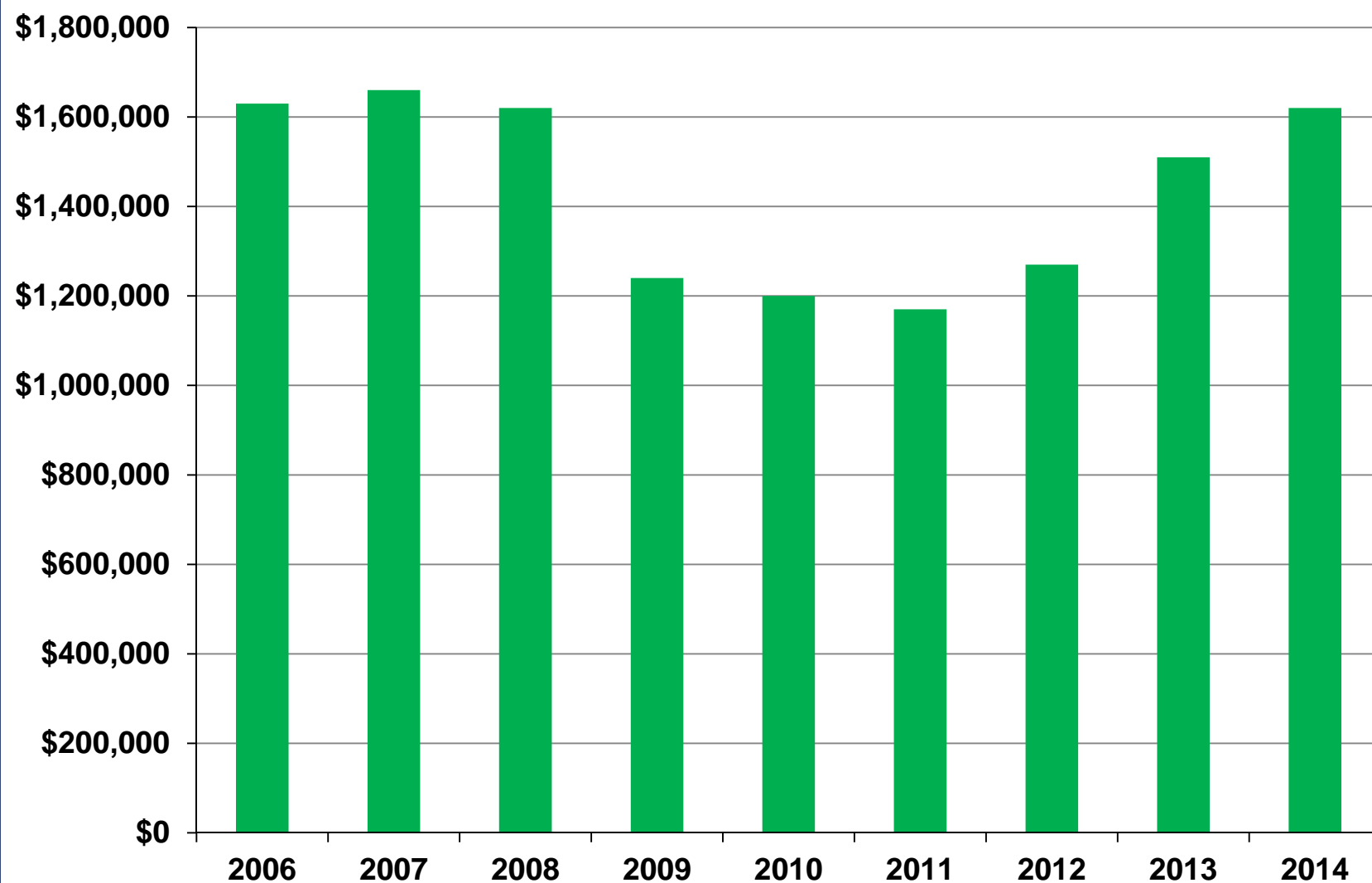
**2013 North American Post-Tensioning Tonnage**  
*Percentage by Market (PTI Members Only Reporting)*





# Post-Tensioning Institute

## *Operating Revenue*





# Post-Tensioning Institute

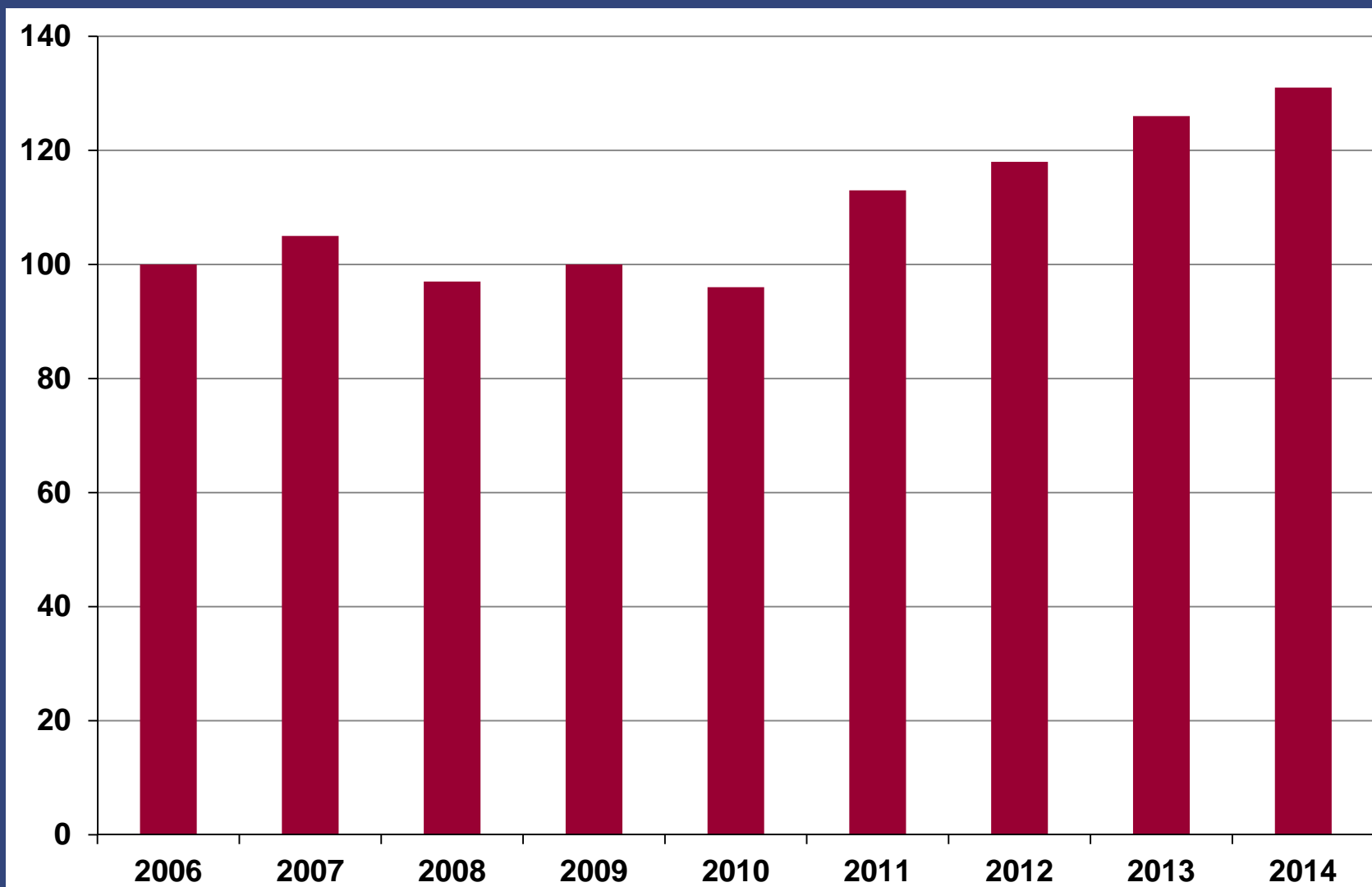


## *Recession Program Cutbacks & Referrals*

- PT Journal
- Design Seminars
- Staff Reductions
  - ❖ Certification Director
  - ❖ Reduced time –select CAM staff
- Marketing
  - ❖ Design Awards
  - ❖ Consultant
  - ❖ Advertising
- Conference Amenities
- Website Enhancements

# Post-Tensioning Institute

## *Company-Level Membership*



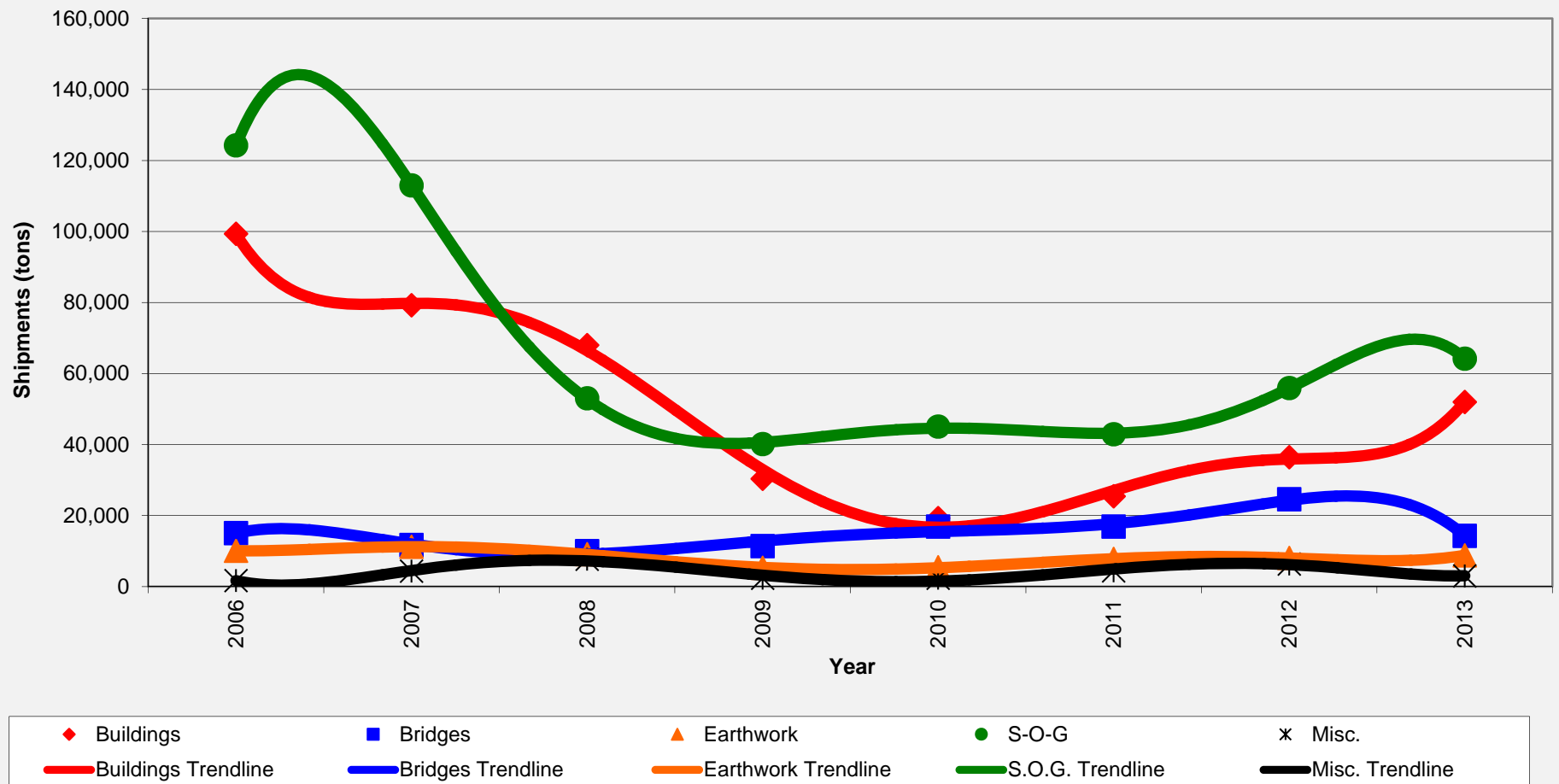
# RECOVERY

# Post-Tensioning Usage

2006 - 2013

## North American Post-Tensioning Shipments

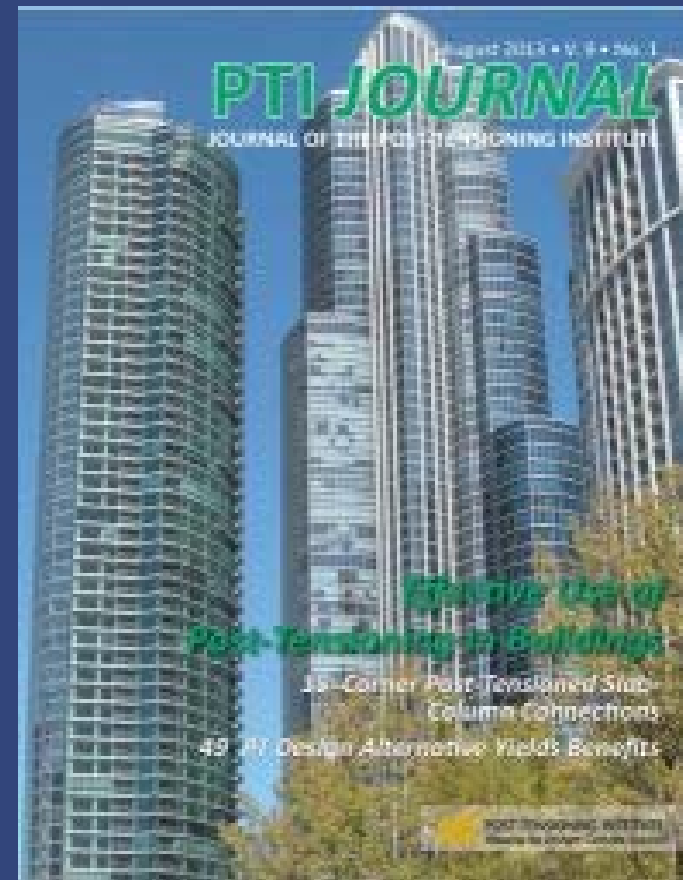
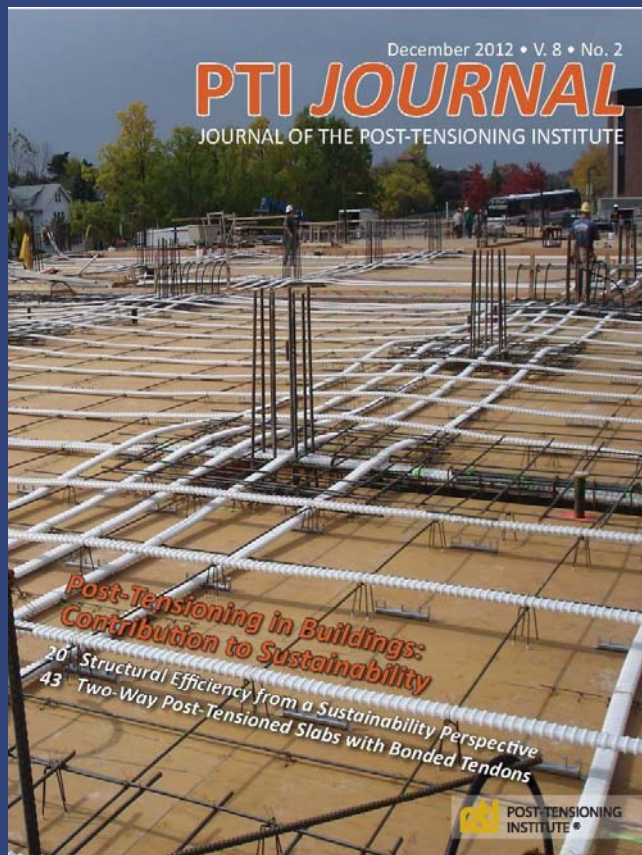
*Trends by Market (based on regression analysis)*



# Post-Tensioning Institute

## 2014 Program

### *PT Journal*



### *Design Seminars*



Webinars



## ■ Staff Additions:

❖ Engineer – Amy Dowell

❖ Marketing Coordinator – Jeff Ponder



### *Personnel Certifications*



*Repair, Rehabilitation and Strengthening  
Field Personnel*

*Slab-on-Ground Geotechnical  
Engineers*



### *National Qualification Program for Grouted Post-Tensioning Systems*



### *Research Fund*



## ■ Trends

- ❖ Sustainability
- ❖ BIM
- ❖ Resources
- ❖ Certification & Standardization
- ❖ Allied Industry Cooperation

## ■ Strategic Priorities

- ❖ Quality
- ❖ Education
- ❖ Certification
- ❖ Market Development



**Thank you for attending!**

**Enjoy the conference**