

Meet Cliff Jones!

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- 1. I joined PPIC as a business consultant on a short term contract to help them put effective business processes in place. I stayed.*
- 2. PPIC is the leader in condition assessment of pressurized transmission pipelines – including force mains.*
- 3. We are moving into video inspection of live pressurized mains. We are looking for contacts and help within NASSCO to help us understand the value of the service we offer.*
- 4. Utilities need to spend money on their infrastructure and need to spend it carefully, replacing only what they need to replace, repairing only what needs to be repaired. The industry can not afford to have money spent on unnecessary repairs and replacements, and can not afford to put in new pipe where existing pipelines still have a significant remaining life. However inspecting, and cost effectively repairing, existing pipelines requires a long term strategic view on the asset management. This is typically not how utilities operate. It takes a very forward thinking utility manager to spend on condition assessment. The easy, short term, approach is to do nothing until the lines start failing. We need to help utilities understand the value of condition assessment.*
- 5. NASSCO needs to help with the education process on how condition assessment and asset management processes save money in the long term – avoiding unnecessary pipeline replacements and avoiding emergency spending.*

6. *Too early to tell, we have just joined. But we hope to learn a lot from NASSCO members*
7. *PPIC is looking for partners all over North America, especially on a local basis. We are a service company but operate out of Toronto, Phoenix and Dallas. We need local support to work with utilities and resource projects.*