

PIPELINE

The Official Publication of the National Association of Steel Pipe Distributors, Inc. • Fall 2003

NASPD from Coast to Coast



NASPD members pause to reflect on the beauty of the Sonoma Valley during a Wine Country Tour. Look inside for more pictures from the NASPD Summer Conference in San Francisco.

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INSIDE

Washington, D.C.
speaker preview

Texas Pipe
celebrates
85 years

New members



Lone Star Steel ad

(Full page)

President's Message

Building on a solid foundation

by Robert Griggs
NASPD President

If you weren't in San Francisco June 19 -21, you missed something special. The NASPD Summer Conference, the city, the wine, the dinner and show in Chinatown, the program, the conversation, the beautiful Fairmont Hotel—all were great. The locals urged NASPD members to come back every year because of the wonderful weather we brought with us.

The news at the conference was positive as far as NASPD is concerned. Even with the soft economy, we are holding our own with membership and finances. We rolled out the new Training Manual to positive reviews.

I thank Dianne Burger and Dennis Hayden for their work as co-chairs of the Membership Committee. They have worked tirelessly to keep our

memberships levels up. You might have seen a memo from them in July in which they asked all NASPD members to call three companies and encourage them to join. In these trying times we need each of you to keep our organization moving in a positive direction. Please take some time to help Dianne and Dennis keep the solid foundation that we have established.

With the help of Past President John Mocker we have a fantastic line up for the Fall Conference in Washington, DC, Sept. 18 - 20. Among the distinguished speakers are U.S. Secretary of Labor Elaine L. Chao, U.S. Senator Jim Bunning and Senate Majority Whip Mitch McConnell.

One of the important areas that we continue to work on is the Pipe Listing Website. Look for some positive changes in the future. We are implementing a small membership dues increase for Regular Members only.



This increase will enable Regular Members to list their pipe inventory on the site at no additional cost. We already have more pipe listings than any other site on the Internet. We want to continue building the momentum and establish NASPD's Pipe Listing Website as "the place" to look for pipe as we continue stepping into the 21st Century. There will be a demonstration of the Pipe Listing Website on Saturday, Sept. 20, at 9:30 a.m. at the Fall Conference in Washington, D.C. Please attend and see what the future has to offer.

The beauty and history at our nation's capital will amaze you. I look forward to seeing you there.

Trident Steel ad

From the Executive Director

Get involved, go to Washington, D.C.



by Susannah Feux Porr
NASPD Executive Director

Our Fall Conference, Sept. 18 - 20, in Washington, D.C. has shaped up to be a fantastic program. I want to give special thanks to John Mocker for his assistance in obtaining some very influential people to fill our program with a "Who's Who" list from our nation's capital. Thanks also to Gerald Merfish, who procured a senior representative from the American Israel Public Affairs Committee to speak to our group about the continuing problems in Israel. To top it off, an ex-CIA spy will entertain lunch guests with amazing tales from his days serving our country during the Cold War.

This is a time of substantial growth

in our country and in our world. We are all trying desperately to find a way to live in peace in a global village. There is no better place to begin to address that struggle than in our nation's capital. Regardless of your political leanings, views on foreign policy, or feelings about the war in Iraq, the United States has a great responsibility to our world at large—and Washington, D.C. is where it all begins. Take this opportunity to exercise your authority as a voting citizen and schedule a meeting with your local representatives in D.C. What better time to play an active part in our democratic process? ■

Dufour, etc. ad



NASPD offers entry into E-commerce

by Janel Apps Ramsey
Committee Chair

The NASPD is taking significant steps forward on the World Wide Web. We have updated the Pipe Listing Website to be more user friendly and accessible. The improvements include a quick search function that enables you to type in a diameter and/or mic to see immediately if what you need is in stock. We have also started sending out a sampler that includes items listed on the Website for easy review.

The current subscribers to the Pipe Listing Website voted in favor of opening the site to non-members for viewing only. The main reason for opening the site is to provide members with more exposure to potential customers who might surf onto the NASPD Website. This provides free advertising and attracts more business to your company, plus it draws potential members to the organization. If you have any questions contact Susannah Porr at the NASPD office at naspd@aol.com.

E-commerce and presence on the Net are important in the steel industry. "The \$700 billion global steel industry is second largest after the automobile industry and, according to industry predictions, E-commerce

will have a particularly large and sudden impact on the way steel is traded globally." (Lobo, Linus. "Steel Firms Jump on the E-Commerce Bandwagon" <http://www.expressindia.com>). Therefore, one of the best things that the NASPD can do for you is to provide an online avenue to lead more people to your company. According to a report by VINNOVA, "The Internet offers the potential to trade electronically in an open network environment that in principle is accessible and adaptable to the needs of any trader or type of transaction. Different kinds of business relationships are to a growing extent supported by IT [information technology], and E-com-

merce is becoming a more indispensable tool in many companies." ("Electronic Commerce in the Music Industry and Steel Industry in Sweden," <http://www.VINNOVA.se/publ/pdf/vf-01-04.pdf> p.11.) By providing this tool for our members, we make everyone more successful in an Internet economy.

The NASPD wants the Pipe Listing Website to be a valued tool to the organization and to your company. By moving forward with our goals of being more accessible we will provide more value for your membership. Please let us know what more we can do for you.



*Make plans now to attend
the next NASPD Annual
Convention, at one of our
favorite destinations!*

San Antonio

Feb. 26 - 28, 2004





Helping celebrate Texas Pipe & Supply's 85th anniversary are (from left): Art Shelton, Executive Vice President and COO; Eddie Breland, President; and Keith Rubenstein, Chief Technology Officer.

Texas Pipe reaches 85-year milestone

Texas Pipe & Supply Company, recognized as one of the nation's top pipe distributors, is celebrating its 85th anniversary this year. Texas Pipe is also distinguished by the fact that it is a family-run business, now in its fourth generation.

Since 1918, Texas Pipe has grown with the industry and maintained its commitment to making customers the number one priority. Over the years, the company has expanded to include a complete inventory of Carbon and Stainless Steel Line Pipe, fittings, flanges and value-added services. Technology advancements continually enhance service, speed and efficiency. Locations have been added to build a delivery system that is second to none. While the company started modestly in rural Humble, Texas, today the redistribution yard and primary export facility sits on 93 acres in the shadow of Reliant Stadium. Eight stocking



Bo and Jerry Rubenstein are part of the third generation of family members to run the company. The fourth generation is following right behind.

branch offices across the US are positioned to deliver pipe promptly to any location in the country and world.

"Many things have changed over the past 85 years, but the most important things remain the same," said Art Shelton, Executive Vice President & Chief Operating Officer. "Texas Pipe has always been and will always be about customers. Many of our customer relationships span decades. On top of that, we have a great team of associates, some who have worked here 20, 30, 40 years. Because of

them, we can provide the highest service level standards in the industry."

As for the future, "We focus on what we can do better for our customers," Shelton said. Plans for expansion in customer service and operations are at the top of the list.

Welcome!

New members

Mark Steel International LLC

Mark Steel International LLC (Associate Member, Western Region) offers Drill Pipe, Couplings, Coupling Stock, Fittings, OCTG Tubing & Casing, Fittings, Valves, Heavy Wall, Line Pipe, Mechanical Tubing, Structural Tubing, Pressure Tubing, Stainless Pipe, Standard Pipe, Structural Steel, Waterwell and Alloy Pipe in Prime grades.

Products originate from HengYang, China; Yieh Loong, Taiwan; Yeh Phui, Taiwan; Jaung Yan/Taiwan and China; Kao Hsing Chan, Taiwan; Hyundai, Korea; Seah, Korea; Suenji, China; P.T. Spindo, Indonesia; Supreme, Philipines; Sumitomo, Japan; and JFE Steel, Japan.

Mark Steel carries ASTM A53 Gr A and Gr B; API 5L Grade A and B; ASTM A106, SA106, and API 5CT, and OCTG specs J55, L80, N80 and P110. Sizes are Seamless 1/2" - 5"; ERW Pipe 1/2" - 20"; and DSAW 28" - 42".

The NASPD Contact for Mark Steel is Mark Ono, President.

Mark Steel International LLC
660 South Figuero St., Suite 1880
Los Angeles, CA 90017
Ph: 213-623-8066 • Fax: 213-623-8502
Mark@mainter.us

Corus America Inc.

Corus America Inc. (Associate Member, Eastern Region) specializes in Heavy Wall and Large OD Pipe. It manufactures the following: API 5L Line Pipe through Grade 80; HFI - ERW 8" - 20"; DSAW 16" - 42"; OCTG J55 only and Specialty Pipe ASTM 671, 672, 691 (18" - 84"). Specs handled are API 5L, ASTM, B5, DIW and ISO 9000.

Sizes include 8 5/8" - 20" Casing, 8" - 20" HFI ERW Line Pipe, 16" - 42" DSAW Line Pipe, and 18" - 84" SAW Specialty Pipe.

Frank McWilliams, Product Manager, is NASPD Contact for Corus America Inc.

Corus America Inc.
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frank.mcwilliams@corusgroup.com

Crispin ad

Speaker Preview — Washington D.C.

NASPD 2003 Fall Conference , September 18 - 20, 2003

Elaine L. Chao

Secretary of Labor

How the President's Jobs and Gross Plan is Helping the Economy and Your Industry (Early Bird Session)

Thursday, September 18, 2003 3:00 - 3:45 p.m.

Guests must register in advance, no additional fees.

Elaine L. Chao is the nation's 24th Secretary of Labor, representing a new generation of American leadership. Since her confirmation by the US Senate on January 29, 2001, she has been dedicated to carrying out the Department of Labor's mission of inspiring and protecting the hard-working people of America.

Senator Mitch McConnell

Senate Majority Whip - 108th Congress

Current Issues Facing Congress and the Nation

Friday, September 19, 2003 10:45 - 11:30 a.m.

On November 12, 2002, Senator Mitch McConnell was unanimously

elected Majority Whip by his Republican colleagues. As Majority Whip, McConnell is the second ranking Republican in the United States Senate. McConnell currently serves as a senior member of the Appropriations Committee. He is chairman of the Foreign Operations Appropriations Subcommittee, a key foreign policy perch, and a senior member of the Agriculture and Rules Committees.

Howard Kohr

Senior Rep,

American Israeli Public Affairs Committee

The Current State of the

Israeli-Palestinian Conflict

Friday, September 19, 2003 10:00 - 10:45 a.m.

Howard Kohr will speak to attendees on the current state of the Israeli-Palestinian conflict. AIPAC has 65,000 members across all 50 states who are at the forefront of the most vexing issues facing Israel today: stopping Iran from acquiring nuclear weapons,

fighting terrorism and achieving peace. From procuring nearly \$3 billion in aid critical to Israel's security, to funding joint U.S.-Israeli efforts to build a defense against unconventional weapons, AIPAC members are involved in the most crucial issues facing Israel.

David Phelps

American Institute for International Steel

Steel Trade Policy 2003-2004

Friday, September 19, 2003 8:30 - 9:00 a.m.

David Phelps is President of the American Institute for International Steel (AIIS). He is responsible for helping AIIS fulfill its mission to support free trade and economic growth through competition in the steel trade, and to oppose protectionist barriers to trade, including tariffs, non-tariff barriers and subsidies.

THANK YOU

The NASPD salutes **John Mocker** for his tireless efforts to make the 2003 NASPD Fall Conference one we will long remember. John always graciously shares his time and talents with the NASPD, but this time he has gone far above and beyond the call of duty. The guest speakers at the NASPD Fall Conference are giving their time in response to John's request. We are honored to have him as a member and friend of the NASPD.

Senator Jim Bunning

*U.S. Senator for Kentucky
108th Congress
Energy and Economic Policy*

Friday, September 19, 2003 9:00 - 9:45 a.m.

Competition has been the hallmark of Jim Bunning's life. And he is no stranger to winning either. As a youngster, Bunning fell in love with baseball and displayed a competitive spirit and a willingness to work hard. That combination carried him on to a highly successful 17-year career as a Major League baseball player. The same competitive spirit that made Jim Bunning a Hall of Famer in baseball has also served him well in public office. As Chairman of the Social Security Subcommittee, Bunning is one of the House's foremost defenders of Social Security and one of the leading spokesmen for Social Security fairness and reform. Bunning also played a key role in the passage of legislation making Social Security an independent agency and was the author of successful legislation to raise the unfair "earnings limit" for seniors.

.....

Antonio J. Mendez

*NASPD Networking Luncheon
Saturday, September 20, 2003
11:30 a.m. - 1:00 p.m.*

Guests must register in advance, no additional fees.)

Have you ever wondered what it's like to be spy? Learn from the "Master of Disguise" himself. Antonio Mendez will take you inside the true-life world of espionage -- the elusive identities, the sophisticated gadgetry, and the triple-think strategies. For 25 years Mendez worked under cover, often overseas, participating in the shadow conflicts in some of the most

important theaters of the Cold War. He will share many of these covert action and human intelligence collection operations and the most exotic applications of his specialty, making false documents and disguises for intelligence officers. In January 1980

Mendez was awarded the Intelligence Star for Valor for single-handedly engineering and conducting the rescue of six US diplomats from Iran during the hostage crisis.

PK Pipe ad

NASPD Summer Conference

San Francisco, June 19 - 21



Dianne Burger, Peter Borgards and Frank McWilliams



Rich Northfield, NASPD President Robert Griggs, Hilary and Don Karchmer



?, Rodger Brewer and ? at ?



?, Deb and Jack Miller

*Right: Dennis Hayden and new member Mark Ono.
Below: Gary B., Anne and Bill Carleton and Dan Carito.*



Above: ?, Cathy and George Streff.

Right: Jorge Santibanez and Ray Davila





Greg and Judy Boylan



Baby makes three! Kaitlyn, Kurt and Jennifer Walker



??



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More snapshots from the Summer Conference

P&W ad



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Alice Rau, Tina Juristy and Bob Rau

Kahn ad



?, Karen D?, Ricki Veters and Michele Bianco



Attendees pay close attention during ... ?



Dilip Bhargava and Vince Bianco



? and Peter Borgards



?



Jackie Rosenberg and Dan Carito

TX Pipe & Supply ad

Kayem ad

DISPATCHES

Announcing Black Diamond Pipe & Tube

Effective July 1, Robert Shinn and Dean Cunningham, formerly of Dean Lally LP, and Fred Kahn and Ted Kahn of Kahn Steel Company, purchased the assets of the Dean Lally Steel Supply and Basement Column divisions, and announced the formation of Black Diamond Pipe & Tube, Inc.

Black Diamond Pipe & Tube, Inc. will continue to operate out of the Orland Park, IL facility until relocating to a newer 150,000 SF facility in the Chicagoland area. Black Diamond Pipe & Tube stocks prime and structural grades of pipe from 1/2" OD through 48" OD in all wall thicknesses and all grades and sizes of square and rectangular tubing. Philip Garvey is the Sales Manager.



Man about town ...



Above: John Mocker met President George Bush at a recent event. Right: Mocker with First Lady Laura Bush at a private reception in Cincinnati.



Boulet named Business Director for Bayou Companies

David Boulet was named Director of Business Development for The Bayou Companies (Associate Member), in New Iberia, LA. Boulet has more than 14 years experience in the energy industry, primarily in oilfield services. He previously served as Director of Oil & Gas/Energy Technologies for the State of Louisiana.

In other staffing news, Volodimir Gnativ joined CCSI, one of the Bayou Companies, in Conroe, TX. Gnativ is a native of Ukraine and has been working in the US for the past five years in the area of Information Technology.

M/K recognizes outstanding suppliers

Marmon/Keystone (Regular Member) recently held its ninth annual Supplier Recognition Day at the Butler (PA) Country Club. More than 70 multinational supplier representatives from 43 countries participated in the activities. Among the day's honorees was supplier Southland Tube, Inc. (Regular Member) of Birmingham, AL. Southland Tube was recognized for achieving perfect performance for on-time delivery, zero defects and outstanding service.

Wedding Bells

NASPD sends its best wishes to Peter Borgards of CPW America Co. and Johanna Cortez Campbell. The couple will wed in Austria on Sept. 20.



Honggie Kim, President of State Pipe & Supply, congratulates Ed Smith on his retirement.

Retirement

State Pipe & Supply, Inc. announced the retirement of Ed Smith, Vice President and General Manager. Smith has enjoyed an extensive career spanning more than 40 years in the pipe business.

Starting in 1961 and for the first eight years of his career, Smith worked in the financial end of the business. From 1969 to 1973, he served as the Regional Manager for Amstar Steel in Southern California. In 1973, he moved on to Keenan Pipe & Supply as the Executive Vice President and General Manager. He left Keenan Pipe in 1982 to serve as the Executive Vice President of State Pipe & Supply from 1982 through 1986. From there, Smith started Omega Pipe, a division of Thyssen Steel, 1986 through 1999. He returned to State Pipe & Supply in 2000 and retired in April.

Thank you

NASPD thanks Alice Rau for sharing her time and talents at the NASPD Fall Conference. Her assistance at the registration desk is greatly appreciated.



Arntsen ad

Training Manual ad

FPO

(For PositionOnly)

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ADVERTISING IN PIPELINE: Contact Chari Archer: phone: 512-219-6384; e-mail: chari@tkp.com; delivery address for advertising materials: 8211 Wexford Dr., Austin, TX 78759.

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**National Association of Steel Pipe Distributors
NASPD Training Manual**

The NASPD Training Manual is a comprehensive body of knowledge for the tubular products industry. Train new employees or brush up on your skills.

Topics covered in the manual include: Selling, Manufacture, Coatings and Linings, Fabrication, Associated Products, Applications and Specifications, Basic Math Skills for Steel Pipe Distribution, Quality Control, Sales Training and Applicable Math.

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Thank you!

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NASPD thanks the following companies for their generous sponsorship of the Summer Conference in San Francisco, June 19 - 21.

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Baltimore Pipe Inc.
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