

PIPELINE

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National Association
of Steel Pipe Distributors, Inc.
14760 Memorial Dr., Suite 302
Houston, TX 77079



INSIDE

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President's Message

How do we thrive in times like these?

What will the Section 201 ruling mean to our industry? Will President Bush offer a plan that allows Welded Carbon Steel tubular imports to maintain market share or will he impose an inflationary tariff on imported Carbon Steel Welded tubular products?

Will the consumer union prevail in its efforts to convince President Bush that a tariff on steel will hurt the overall economy?

Will the integrated steel industry receive its requested tariff of 40 percent?

Will US citizens bear the burden of absorbing the legacy costs of retired steel company employees in a government subsidy plan, a violation of our own fair trade laws?

What is the root cause of the demise of the integrated mills, which have recently failed? Is it imported steel or their inefficiency as compared to the independent mini-mills?

What will be President Bush's final decision as he tries to balance our national interests of having a viable steel industry with the need to not further burden the already recessionary economy or cause prices to rise? If a tariff is imposed will the World Trade Organization adjudicate the tariff as illegal as the tariff is considered a government subsidy by the rest of the world?

Our President has a most difficult challenge, one with no clear-cut resolution. It is said that for every steel-producing job in the US, there are 57



by Gerald Merfish
NASPD President

steel-related jobs that will be affected by restrictions on imports. What will he do?

Well, according to the judiciary schedule, by the time we convene our National Convention in Miami, we should know the President's decision and we can determine a course to escape this quagmire. If the announcement occurs as planned, we will discuss how the ruling impacts the distribution channels for steel pipe at the Convention.

Perhaps the greater question is how can our companies thrive in the face of our current recession? This may be our biggest challenge as we try to generate an acceptable profit on fewer sales dollars.

One way is to stay fully knowledgeable about how current or impending events affect our businesses and our customer's businesses. Try to develop a number of different scenarios that may occur, and plan a course of action for each. Stay in touch with your customers

and listen to what they are saying.

Additionally, businesses should look inside their organizations for overhead that can be eliminated. Look for duplication of effort within your company. Start with a clean slate and redesign your internal workflow. Do not allow anything to be sacred. Look at each expense to determine the impact on the bottom line. It is easy to say that we cannot function without a particular item, but in the long run the issue is, can we afford it?

Consider attaining a more substantial percentage of your customers' business. Do not do this by cutting prices, as this will not generate more gross profit to cover your overhead. The market will react to your cost-cutting by matching your prices. Rather, be innovative and offer new services to your customers to generate more gross profit dollars.

Our employees are among our most valuable assets. Perhaps the most overlooked resources are the ideas that active participating employees generate. Talk openly about your company's situation and seek their advice. Often the best ideas for lowering costs and creating efficiencies come from those who know your company the best ... your employees.

I hope to see you in Miami where we will explore the effects of President Bush's decision and be challenged by our program to improve our businesses in the face of this recession.

From the Executive Director



by Susannah Feux Porr
NASPD Executive Director

We will be here

I am writing this message at a time when my heart is heavy from the news we just received about Cullen and Debi King's great loss. Cullen's mother, June King, died in mid-January after a long illness, and tragically his daughter Callie also passed away within hours of her grandmother. I know Cullen will forgive us all for our inability to appropriately express our feelings. Our phones have been flooded with members calling and asking what they can do to show Cullen and his family the support they so greatly need. We are overwhelmed at the thought of the pain our friend has endured. Cullen is a dear friend to the NASPD and though we will never understand the loss that he has endured, we grieve.

As NASPD members, we have seen many times together, both good and bad. We cheer for our friends' triumphs, celebrate milestones, and rally together in times of sadness. Inevitably, we have lost many dear friends over the years. Some deaths come as a bitter-sweet relief to the end of a long and painful illness, while others come too quickly and are unexpected. We hope that when Cullen and his family are ready, they can turn to their friends for the support they need. We will be here.

Program Committee

Welcome to Miami!

by Greg Semmel
Co-Chairman



We always have a good time with great friends when we meet here. The weather will be warm, and the sky and the ocean will be blue. These things I promise you.

Our committee has worked hard to prepare the program for you. There is a lot of water around Miami and we plan on taking full advantage of it. Many activities are centered around the pool, the ocean and the view. Be careful of the alligators and the sharks, as we wouldn't want anyone to become 5 o'clock news!

There are many things going on in the pipe business these days. I suspect that business has picked up for most of us by now, compared to how bad it was at the end of the year. The 201 panel will enlighten us on what has transpired from our last meeting in Houston. Doug Yadon will attempt to tell the future of the pipe business as he does in the *Preston Pipe Report*.

Look at who's back! Roland Balkenende, now with The Tenaris Group, will speak on global trends in our pipe industry. (Welcome back, Roland! Once you've been a pipe seller it's hard to leave and stay gone, isn't it?)

In January, the Program Committee tried a new way to conduct its meeting. We used an online chat room for members to communicate back and forth. Our first experience went so well, that we used it again to plan for the Summer Conference in Chicago. The good news is that the Program Committee will not need to meet in Miami! If you like the idea of having your meetings over before you arrive at a conference or convention, contact Susannah Porr at NASPD (281-531-7473) to see if that option is available for your committee.

FYI, anyone can sit in on the committee meetings in Miami. Feel free to drop by. Your input makes the NASPD a better organization.

If you have been to Chicago then you know what's in store for you at our Summer Conference. If you haven't, I suggest that you mark your calendars for June 6-9 because it is one of the coolest and most visitor-friendly cities in the country. I rank it third behind New York and San Francisco in restaurants and second behind San Francisco in ambiance.

If anyone has been to Chicago and can recommend restaurants or exciting things to do in the windy city, we would appreciate your comments.

The Program Committee is always looking for topics, speakers and ideas related to the pipe distributor.

Please contact me at 800-325-9000 or gsemmel@omegasteel.com with your suggestions or comments for the Program Committee.

Recommended by the natives:

Dining in Miami

Jorge Woldenberg of Corpac Steel, NASPD member and Miami Beach resident, recommends the following restaurants for your dining pleasure during your visit to Miami Beach.

Joe's Stone Crab
11 Washington Ave.
Miami Beach, FL 33139
Phone: (305) 673-0365

The Forge
432 41st Street
Miami Beach, FL 33140
Phone: (305) 538-8533

Tuscan Steak
433 Washington Avenue
Miami, FL 33139
Phone: (305) 534-2233

Café Ragazzi
9500 Harding Ave.
Surfside, FL 33154
Phone: (305) 866-4495

China Grill
404 Washington Avenue
Miami Beach, FL 33139
Phone: (305) 534-2211

Carpaccio
9700 Collins Ave.
Bal Harbour, FL 33154
Phone: (305) 867-7777



by Don Porr, Co-Chairman

NASPD offers online inventory listings

As discussed and authorized at the Fall Conference in Houston, we completed an analysis of the viability of a Website of inventory listings for our Regular NASPD members.

We plan to have the site up and running by the end of April. As we near a completion date, an "early bird special" will be offered in an effort to sign up a core user base to assure a successful launch.

To briefly recap the intended scope of the project, this will be a site for Regular NASPD members who have paid a subscription fee to list and/or view selected inventories. The site will be accessible through the NASPD home page (<http://www.naspd.com>). Once you have access, you can list as much or view as often as you choose without additional charges. This will not be a transactional Web site. Viewers who are interested in purchasing a product will contact directly the distributor via an email link on the listing. No prices will be listed on the site. Distributors are asked to only list products that they own and have in inventory. To encourage distributors to list only products that they have in inventory, a rating system (similar to that of yahoo.com) will be incorporated to let buyers rate sellers on the accuracy of their inventory lists.

If you have any questions about the project, call me at 713-590-1449.



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Welcome!

NEW MEMBERS

NASPD welcomes the following new members who joined at the Fall Conference.

Steel Group, Inc.

Steel Group, Inc. imports Line Pipe, Standard Pipe, Structural Pipe, OCTG Tubing, OCTG Casing, and other steel products such as Carbon Wire Rod and PC Strand from Argentina. Specs handled include ASTM, A53, and SCH. 40 and 80, Grades A and B. OCTG specs include ERW, API 5CT, J55 and plain ends. Steel Group carries the following sizes: Casing 4 1/2" and 5 1/2"; Line Pipe API 5L up to Grade 60; tubing 2 3/8", 2 7/8" and 3 1/2"; and Standard Pipe and Galvanized up to 4 1/2". All products are Prime grades.

Steel Group, Inc. is an Associate Member. The President and NASPD Contact is Carlos A. Beccaria.

Steel Group, Inc.
111 N. Canal St., Suite 1145
Chicago, IL 60606
Phone: 312-474-0700
Fax: 312-474-0541
Steelgroup@aol.com

Tubos Reunidos America, Inc.

Tubos Reunidos America, Inc., Associate Member, sells and markets tubular products produced in Spain by Tubos Reunidos and Productos Tubulares. Product mix includes Line Pipe, OCTG Tubing and Casing, Heavywall, Mechanical Tubing, Pressure Tubing, Stainless Pipe, Alloy Pipe, and Coupling Stock in Prime Seamless grades. Products manufactured are OCTG, Line Pipe, Heat Exchangers, Mechanical Boilers, and Stainless. Specs carried are ASTM A106 through ASTM A312 Stainless in size 1/2" through 20", and OCTG J55 through P110 in sizes 1/2" through

7".

The President and NASPD Contact for Tubos Reunidos America, Inc. is John A. Cary.

Tubos Reunidos America, Inc.
550 Post Oak Blvd., Suite 460
Houston, TX 77027
Phone: 713-960-1014
Fax: 713-960-1114
Email: JohnC@tubosinc.com
<http://www.TubosReunidos.com>

Stelfer Steel & Pipe, LLC

Stelfer Steel & Pipe, LLC, Associate Member, offers Line Pipe, Heavywall, Mechanical Tubing, OCTG Tubing and Casing, Pressure Tubing, Standard Pipe and Waterwell. Product grades sold are Prime Line Pipe, A106, Gas and Water Pipe. Stelfer Steel & Pipe, LLC provides a range of specs including A106, A53 and API and OCTG specs J55, K55, L80, N80 and P110. Sizes offered are Line Pipe up to 20", Casing to 13-3/8" and Gas and Water Pipe up to 12".

The President and NASPD Contact for Stelfer Steel & Pipe, LLC is Jurgen Schlate.

Stelfer Steel & Pipe, LLC
12-A Main Street
Norwalk, CT 06852
Phone: 203-838-5200
Fax: 203-838-4470

Stupp Corporation

Stupp Corporation, NASPD Associate Member, manufactures custom steel ERW Pipe in specs API 5L, ASTM, AWWA, ASME, and API 5L through X 70 in the following sizes: OD 10 3/4" through 24" and wall .250 through

.500. Product mix includes Line Pipe, OCTG Casing and Standard Pipe. All grades are Prime.

The President of Stupp Corporation is Dan O'Leary and the NASPD Contact is Don Bohach, VP Marketing & Sales.

Stupp Corporation
12555 Ronaldson Rd.
Baton Rouge, LA 70807
Phone: 225-775-8800
Fax: 225-775-7610
<http://www.stuppcorp.com>

Branch office:

2929 Briar Park Dr., Suite 435
Houston, TX 77042
Phone: 713-781-3100
Fax: 713-781-3512

Kayem Pipe & Steel, Inc.

Kayem Pipe & Steel, Inc. (KPSI), Regular Member, stocks API 5CT Seamless and ERW OCTG ranging from 1-1/4" through 3-1/2" tubing and 4-1/2" thru 20" casing in grades J-55, K-55, N-80, L-80, S-95, P-110, and Q-125. KPSI also stocks 2-3/8" J-55 FBANU and 2-7/8" J-55 FBANU tubing, internally plastic coated, for use in highly corrosive and temperature-sensitive applications. It also stocks API 5A Seamless and ERW Line Pipe ranging from 2-3/8" through 16" in grades 5LB, X42, X46 & A-106. The President and NASPD contact is Douglas Kayem.

Kayem Pipe & Steel, Inc.
325 North Saint Paul, Ste. 1225
Dallas, TX 75201
Phone: 214-979-0042
Fax: 214-979-0074
Email: d.kayem@kayempipe.com

UPC Interpipe Inc.

UPC Interpipe Inc., an NASPD Regular Member, sells Line Pipe, OCTG Casing, Heavywall, Pressure Tubing, and Alloy Pipe in API 5L, 2H, A671, 672 and 691 specs. Sizes range from 16" to 110". UPC Interpipe specializes in Heavywall and large OD pipe.

The President and NASPD Contact is Robert Sokulski.

UPC Interpipe Inc.
12651 Briar Forest Dr., Suite 250
Houston, TX 77077
Phone: 281-531-7700
Fax: 281-531-9906
<http://www.upcgroup.com>

Sim-Tex, Inc.

Sim-Tex, Inc., Regular Member, is the exclusive mill rep for four foreign pipe mills: Hyundai, Benteler, Hellenic and Wirsbo. It distributes Line Pipe, Standard Pipe, OCTG Tubing and Casing, Stainless Pipe, Couplings and Coupling Stock, and Structural Steel in Prime and Reject grades. Specs include API 5CT, ASTM A106 and A53, and OCTG specs J55, N80, L80 and P110. Tubing runs in size from 2 3/8" through 3 1/2"; Casing from 4 1/2" through 20"; and Line Pipe up to 24". Sim-Tex, Inc. also offers threading services through 20", upsetting, end finishing, and ID and OD coating. Chuck Scianna, President, is the NASPD Contact.

Sim-Tex, Inc.
12605 East Freeway, Suite 540
Houston, TX 77015
Phone: 713-450-3940

Fax: 713-450-1570
<http://www.sim-tex.com>
Stemcor USA, Inc.

Stemcor USA, Inc., an NASPD Associate Member, is a global steel trading company with 32 offices around the world. Stemcor offers Standard Pipe, Line and Casing Pipe, Waterwell Casing, Structural and Mechanical Tubing, Fire Sprinkler Pipe and Fencing. Prime specifications offered include ASTM, ASME, API and BS manufactured by various production practices/types in a range of sizes depending on mill of origin.

The President of Stemcor USA, Inc. is Peter Blohm. The NASPD contact is Gary Boral, Product Manager.

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350 Fifth Avenue, Suite 7815
New York, NY 10018
Phone: (212) 563-0262
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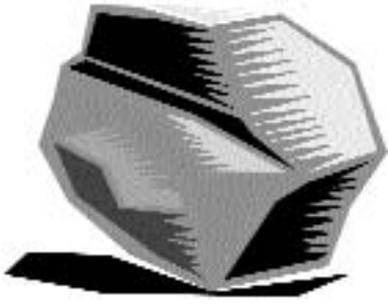
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The value of rock-solid

business relationships in turbulent times

By Ed Rigsbee, CSP

“**R**elationships really matter when things go wrong,” said Pat Marantette, president at E.T. Horn Company. It was on a warm and sunny Southern California day that I visited Pat at his specialty chemical distribution facility in La Mirada. The purpose for my visit was to interview him in preparation for my presentation the following winter at the 29th annual meeting of the National Association of Chemical Distributors.

Pat spent a fair amount of time stating his case about relationships mattering most when things went south. Of my several hundreds of interviews, Pat was the first to put business relationships in such a light. And, he’s absolutely correct.

I have spent much of the past decade both researching and preaching the virtues and values of partnering and developing strategic alliances. Recently, as you know, our world changed—things went south in New York and Washington, DC. As a result, many industries, the airlines as a prime example, have been or will soon be devastated. At times like this, the quality of the relationships that management has built with their suppliers, customers and employees is quite transparent.

While we are living in a time of high technology, in times of heavy stress, high touch is crucial. Sure, there is plenty of the impersonal e-commerce, e-auction sites and industry portal sites, yet in turbulent times we fall back to the much-needed high touch. As America moves into uncertainty, a roller coaster ride for business and industry is assured. The best antidote for the motion sickness that accompanies high-speed ups and downs is rock-solid business relationships.

Norbert Oberz, founder of the successful Sport Chalet sporting goods chain headquartered in La Canada, California built the foundation of his business throughout the 1960s and 1970s on the relationships he built. With his employees, he took care of them. He even bought up small

houses close to the original Sport Chalet in La Canada for selected employee housing. With his customers, he delivered unsurpassed service and value. People always knew they would get a square deal from Norbert. And with his suppliers, he always paid them. Granted, in drought years it might only be five dollars every other week, yet he continued to pay in good faith.

Visiting with Steelcase in Grand Rapids, Michigan, one executive told a story of how the company helped a long-time dealer that was in big-time financial trouble—of the visit to the family home of the dealer and sharing options at the dinner table with the dealer and his sons. And how Steelcase helped that loyal dealer back into a position of strength in his market.

After writing three books and several hundred articles on partnering,

alliances and business relationships, let me share 10 tips that will help you to keep your business relationships rock-solid.

1.

Behave toward one and other the way you want them to behave toward you. Perhaps go even farther and behave toward them the way they would like you to. It is a subtle difference but makes a huge difference.

2.

It’s more important to be a good partner and get things done, then to obsess on being right. Think about how many times another driver ran a light or made an illegal lane change into your lane. Sure, if they hit you it would be their fault because you were in the right, but you got out of their way. Why did you do this when you were right? Because you did not want to put yourself in danger or go through the trouble of dealing with the other driver’s insurance company. It is the same idea in the business environment. Just focus on getting things done.

“While we are living in a time of high technology, in times of heavy stress, high touch is crucial.”



3.

Make relationship bank deposits before you try to make withdrawals. Can you just walk into any bank and instantly get \$100,000 simply by asking? Perhaps with a ski mask and some deadly hardware you can, but

realistically, you probably can't, as they don't know you. If you have a relationship with a specific bank, perhaps you can. The relationship most likely would consist of a loan or a credit line, one or more accounts and a history. That is your relationship bank deposit with that specific bank. It is the same thing

with all relationships; you must do some giving before you can expect to do some receiving.

4.

Regularly share relationship value updates with those whom you have a relationship. This consists of putting on paper the value you believe you are receiving, the value you believe they are receiving and ideas to make the relationship better. As I stated, commit these three elements to paper, ask the other party to do the same and then switch documents. This is a safe conduit for evaluating the value of your relationship and not getting personal in the process.

5.

Know what others need. It is literally impossible to create value for another company, organization or person if you don't know what they hold as valuable. It is easy to get carried away with doing stuff for another as it feels so good. But, suppose what you are doing for them is valueless to them? They why do it? Just to make you feel better? Your energies could be better spent in creating the kind of value (perhaps service) the other could use.

6.

Be clear about what you want from your relationship and what you are willing to give to it. The idea of unrealistic or unstated expectations rings loudly here. How can another (organization or person) do for you if you are unwilling to be open about your needs?

7.

Be committed; always show your confidence and passion toward your relationships. This applies equally toward a person or organization. Maybe they need to see your level of commitment before they are willing to state theirs. It does not work to be "in" the relationship



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when it is convenient and “out” when it is not. Sorry, you cannot ride the fence here.

8.

I realize it is all too cliché, but do more for your others than you promised. The problem with participating at the minimum level is that stuff happens and frequently things get in the way of completing things or actions in progress. Then you come up short-handed, falling short of your committed participation level. If you always do more, you will rarely deliver less than that of another’s expectations.

9.

Resolve conflict immediately. Like a splinter left in your finger to fester and cause pain, personal or organizational conflict left unchecked is simply a time bomb waiting to explode. To effectively resolve conflict, focus on what matters and don’t worry about being right.

10.

You can’t have a relationship with an organization or individual that doesn’t want one. Be honest, and ask yourself if a relationship is even possible. If you operate as if there is a relationship, partnership, alliance or anything else but there really isn’t, you are setting yourself up for disappointment and failure. As I have told thousands in my seminars, pick your partners well.

Ed Rigsbee, CSP is the author of PartnerShift, Developing Strategic Alliances and The Art of Partnering. Rigsbee is a regular keynote presenter at corporate and trade association conferences across North America. He can be reached at 800-839-1520 or EdRigsbee@aol.com.



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Navigating the economic terrain

An economist looks for signs of recovery

by Scott Franklin

One year ago, economists were confidently predicting an upturn in the economy by the summer of 2001. Reductions in inventory, a shakeout of the unprofitable "dot-coms," and a return to business spending on technology were all factors expected to result in robust national growth and a stock market upturn.

One year later, the conventional wisdom among economists is similar—a recovery beginning in the second or third quarter of 2002. Economists may not always be correct, but we're very consistent. Will the mid-year recovery prove to be another blown forecast, or are there factors that will allow this long-awaited recovery to come to fruition? There are some positive signs that distinguish 2002 from a year ago.

Eleven rate cuts by the Federal Reserve and a targeted short-term interest rate of 1.75 percent are now in place, so liquidity is more than adequate to accommodate spending by both consumers and businesses. Inventories fell throughout 2001, and eventually companies will need to replenish stock. Despite unemployment rates that are expected to reach 6.0-6.5 percent this year, household income increased throughout 2001, a circumstance most unusual in recessionary times.

A record number of mortgage refinancings, tax rebates, and falling energy prices put dollars into the hands of households and supported a strong housing market and consumer spending in other areas. The sharp increase in auto sales in the fourth quarter indicated that consumers were quite willing to undertake major expenditures if the right incentives were offered.

Although tax rebates and zero percent financing may have been one-time events, mortgage refinancing is the gift that keeps on giving. The hundreds of dollars saved in monthly mortgage payments provide an on-going source of discretionary income for America's homeowners.

In terms of the predicted economic recovery, there are some factors that might indicate a prolonged slowdown. Consumer spending could prove to be a two-edged sword. In past recessions, household spending (which represents about two-thirds of the nation's GDP) has been a critical factor in leading the recovery. However, consumer spending has remained robust in this current recession, and "pent-up demand" cannot be counted on to lead the recovery.

Moreover, once economic growth resumes, employers are expected to be cautious in hiring, depending more on productivity gains than new hires to satisfy the increased demand for product. During the late 1990s when demand was sizzling, technology firms tended to be very aggressive in hiring so they could maintain available product and not lose market share. Having taken a disproportionate amount of lumps during this economic downturn, tech firms are going to exercise great caution in their hiring practices.

In November 2001, the manufacturing sector experienced its thirteenth straight monthly decline. Inventories will continue to diminish, but increased capital spending is unlikely until firms begin to see a consistent increase in demand for their product. The technology sector appears

unlikely to rebound quickly. Domestic demand is tepid, overseas markets are showing weakness, and the sector is not producing any "must have" innovations.

A recent survey by Financial Executives International and Duke University found that 47 percent of chief financial officers surveyed indicated that they expected to *cut* capital spending in 2002. A barometer for manufacturing sector activity, the purchasing managers' index, rose to 48.2 in December. An index of 50 indicates that an equal number of firms report a rise or decline in economic

activity. A reading of above 50 indicates positive growth, while an index of below 50 is negative. For 17 straight months, the index has been in negative territory. The fact that the stock market reacted so favorably to a negative index, indicates the recent depths that the manufacturing sector has reached.

On balance, the speedy liquidation of business inventory and reduction in capacity bode well for a rebound in 2002. If overseas economies remain stable and consumers continue their past spending patterns, the long-predicted recovery may soon begin.

Scott Franklin is a principal at First Generation Consulting and holds a master's degree from the London School of Economics. He develops seminars, speaks, and writes about economic issues facing the business community. Scott can be reached by e-mail at firstgen@compuserve.com or by phone at 913-642-6951.



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QTY	OD	WALL	DESCRIPTION	AVG LNG
320'	98"	.625	Used Tank Shells	40'
70'	60"	2.00 - 2.50	Used	SRL
94'	48"	1.750	Used	SRL
150'	48"	1.250	Used Bare	SRL
93'	36"	1.50	Used	DRL
240'	30"	1.250	Surplus & Used	DRL
600'	30"	1.000	Surplus & Used, Bare	SRL/DRL
160'	30"	.750	Surplus	DRL
600'	26"	.750	Used Bare	DRL
172'	24"	.750	Surplus, FB	SRL/DRL
564'	24"	.625	Used Bare	DRL
170'	24"	.500	Surplus, FB	SRL/DRL
372'	24"	.406	Surplus, FB	SRL/R-2
360'	22"	.500	Surplus, FB	DRL
1,300'	22"	.344	#1U, Mach Cleaned, B.E.	47-49
800'	20"	.625	#1U, Bare, B.E.	DRL
240'	16"	.656	Surplus, FB	DRL
880'	16"	.500	Surplus, FB	DRL
5,600'	16"	.312	Used, C&W	DRL
5,500'	10"	.438	Surplus, FB	DRL
4,400'	10"	.365	Used, C&W	SRL/DRL
1,400'	9.5"	.375	Used	SRL
1,900'	8"	.500	Surplus, FB	DRL
1,350'	8"	.406	Surplus, FB	DRL

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DISPATCHES

Edgen to acquire SISCO

Edgen Corporation announced its intent to acquire Service Industrial Supply Company (SISCO), one of the nation's largest stocking distributors of pipeline specialty products.

Established in 1979, SISCO operates from a 20,000 square foot facility in Houston, which houses extensive inventories of finished high-yield fittings and flanges, as well as other standard products for energy industry applications.

Edgen President and CEO Jay Roccaforte noted, "The acquisition of SISCO will allow us to expand the range of products and services we can offer to customers in the gas transmission business." Edgen, (Regular member, Baton Rouge, LA) provides Prime Carbon Steel Pipe, Specialty Pipe, Valves, Fittings, Flanges, Structural Steel products, and services.

In other news, Edgen announced the creation of a Corporate Purchasing department that will be responsible for procurement of Carbon Steel Pipe. Mary Stickler, former Vice President of Edgen's Thomas Pipe division, will head up the new department.

NetworkOil becomes Network International

NetworkOil, Inc. (Affiliate member, Houston) has changed its name to Network International. The name change reflects the company's continued expansion into international markets. Network International sells surplus equipment through traditional auctions, Internet auctions and private sales.

Network International also announced several promotions. Stuart M. Page, formerly CEO, will become Chairman and CEO. J. Boyd Heath, formerly CFO, will become President and CFO. J. Kevin Bartol retains the title of COO of Network International and assumes new responsibilities as President of The Jillian Group, a newly formed division focused on delivering investment banking services to the construction industry.



Glenn P. Warner



Lucy Holston



William Davis Gardner

P&W announces promotions

Harry A. Warner, CEO of P&W Industries (Regular member, Covington, LA), announced several promotions.

Glenn P. Warner was named President and Chief Operating Officer. Warner will also serve as Executive Vice President and Chief Financial Officer of Parish Concrete, Inc. William Davis Gardner was named Executive Vice President of P&W Industries and elected to the Board of Directors of Parish Concrete, Inc. Lucy Holston was named Vice President of Administration for P&W.

P&W specializes in the resale of steel products and processing of scrap metals.

Moving up at Berg Steel Pipe

Dr. Adolph Gartner, Board Chairman of Berg Steel Pipe Corp. (Associate member, Panama City, FL), announced the promotion of David J. Delie to President and CEO. L. John Burton was promoted to Vice President-Operations. Berg Steel manufactures large diameter pipe.

Special Olympics honors Raus

Alice and Bob Rau (BBL Co., Lederach, PA) were nominated for and accepted to the Pennsylvania

Special Olympics Hall of Fame. Induction will be on March 21 in Philadelphia. Bob and Alice are in their 20th year of working with the Special Olympics. They were nominated for the honor by Montgomery County, PA.

Birth announcements

Keiser

Gwen and David Keiser (Tioga Pipe Supply Co., Inc., Philadelphia) announce the birth of Isaac H. Keiser on January 12. Isaac was welcomed by big brothers Max and Ezra. The Keisers are proud to follow in the tradition of David's parents Mort "Pops" Keiser and the late Ellie Keiser by having three sons.

Kay

Kim and David Kay (Alameda Pipe & Supply Co., Inc., Gardena, CA) are the proud parents of twin boys Jackson and Benjamin born June 22, 2001. ■

Got news?

Send your announcements to NASPD, attn. Pipeline: 281-531-7475 (fax) or email: naspd@aol.com

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