

PIPELINE

The Official Publication of the National Association of Steel Pipe Distributors, Inc. • May/June 2002



- ▶ Sol's Pipe helps NYC clean-up
- ▶ New members
- ▶ What is your mission?

National Association
of Steel Pipe Distributors, Inc.
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Houston, TX 77079

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Houston, TX 77003

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NASPD Summer Conference

June 6 – 8

President's Message

What is your mission?

It would be easy for this article to deliver an update about the Section 201 ruling and tell you about the fabulous program we have planned for our upcoming Chicago meeting. And I hope you would have gained some bit of knowledge and motivation to attend. Although the 201 issue and Chicago program are on my mind and may be part of my responsibilities as NASPD President, I would like to depart from the expected and talk about a more personal process.

Mission—How do you measure the meaning of mission in your daily life? Is it to work as hard as you can? Is it the discipline to stay the course and have a successful business? Generally, mission is held to be the setting of an outcome and having the discipline to stay with the task until it is complete.

As owners and executives of steel pipe distributor companies in a solid strategic industry, we often define our missions in terms of business success. Our successful businesses are developed with an incredible commitment to succeed. Yet often, successful business entrepreneurs look inward in mid-life and find themselves asking for more.

What is it that these people are missing in their lives? Although they have developed wonderful businesses and careers, been involved members of their families, and made substantial contributions in the philanthropic world, they are missing something to be able to say they are “fulfilled”. Behavioral patterns develop to sup-



by Gerald Merfish
NASPD President

port all of these endeavors but something is still missing.

Often this missing piece is the individual himself, or herself. By becoming servants to their businesses, their families and to society, they fail to realize that they have left themselves out of life's formula. This situation is not rare but how do we get that way? How do we get so disciplined to doing for others that we lose sight of caring for ourselves?

In our early post-college business and family careers, we think about what we want in life. We look upon these aspirations and goals as our mission. With our high energy, commitment, discipline and skills we achieve these goals fairly easily and then set a new higher goal. We continue this dance of ever-setting higher expectations throughout our lives. Achieving these goals rewards us with a continued belief in our capabilities.

But all of a sudden, we find ourselves wanting more, but not more of what we already have. We want those things that were left behind in our race to achieve our goals. We look back and wonder if each time we reset our goals if we should have re-examined where we were rather than just upping the ante.

Certainly, the occurrences of September 11 have caused many a person to reassess their aspirations and to find greater meaning in their lives. People are now taking the time to sit down by themselves and establish goals for the balance of their lives—goals that they did not consider when they were in their youth.

It is not too late for each of us to do this. Give it a try. Sit down and write out your goals. Think back to the time when you were 25 years old and what your goals were then. Think how those goals evolved over your life. Set family, societal and financial retirement goals because they are important. But also set expectations about how you want to reflect on your life when you are in your later years.

Let this then become your mission. A real test is to write the eulogy you would like your mourners to hear at your funeral. A morbid thought, perhaps, but it puts things in perspective. Let this be your guiding light for the rest of your days. And remember to make yourself a big part of this mission. Then have the discipline to live the mission so that when our lives are near the end, we can proudly say that our role on earth has been fulfilled.

MARK YOUR
CALENDARS

2002 Fall Conference, Sept. 26 - 28

Hotel Vancouver, BC
Canada

2003 Annual Convention, March 6 - 8

Omni Royal Orleans
New Orleans, LA

2003 Summer Conference, June 19 - 21

Fairmont Hotel
San Francisco, CA

*For more information call 281-531-PIPE or register online at
<http://www.naspd.com>*

From the Executive Director

*Increasing the value
for your membership*



by Susannah Feux Porr
NASPD Executive Director

There are many exciting things happening in the NASPD. We are proud to announce the launch of our Pipe Listing Website in May. This was no small feat and could not have been accomplished without the tireless dedication of Don Porr. An equally exciting and enormous undertaking is our Education Training Manual, spearheaded by Robert Griggs. With the help of our experts, we hope to have some significant progress to show members at the Summer Conference in Chicago.

Both of these projects are great examples of how the NASPD is working harder than ever to give you more value for your membership.

We are sad to say goodbye to NASPD'S Administrative Assistant Elaine Prichard. Elaine has been with us for more than three years and we will miss her dearly. Her family business is doing very well and demands more of her time. We wish the Prichards the best and plan to keep in close touch. I am pleased to say we have found a wonderful woman, Debbie Diaz, to fill Elaine's shoes. It is quite a role to fill, but Debbie is just the one to do it.



The Bergfeld Dining Guide

A frequent visitor to Chicago, Joe Bergfeld shares his favorite restaurants with the NASPD. Joe recommends making reservations as far in advance as possible, especially on weekends.

Brasserie Jo (French)

Alsatian brasserie featuring the cooking of John Joho at his best. 59 W. Hubbard St., 312-595-0800. Entrees \$8.95 - \$24.95. Dinner Mon - Sun; Lunch Mon-Fri.

Blackbird (American)

Paul Kahan's contemporary American cuisine relies on pristine produce and simple, prettily presented preparations. 619 Randolph St., 312-715-0708. Entrees \$16 - \$28. Dinner Mon-Sat; Lunch Mon-Fri.

Rushmore (American)

Named for a tavern (and alleged brothel) that occupied the building, Michael Dean Hazen demonstrates that "all American" need not be tradition-bound. 1023 W. Lake St., 312-421-8845. Entrees \$15-\$30. Dinner Mon-Sat.

Spiaggia (Italian)

Chicago's world-class Italian restaurant. Chef Tony Mantuano dazzles diners with outstanding ingredients and preparation. 980 Michigan Ave., 312-280-2750. Entrees \$29-\$38. Vast wine list. Dinner Mon-Sun; Lunch Fri-Sat.

Topolobampo (Mexican)

Possibly the best Mexican restaurant in the world. It can take weeks to secure a reservation, but dining here is worth the effort. 445 N. Clark St., 312-661-1434. Entrees \$18-\$24. Dinner Tues-Sat; Lunch Tues-Fri.

Tuscany (Italian)

Serves excellent Northern Italian cuisine in a friendly casual atmosphere. There are two locations. Be sure to go to the Taylor Street location. 1014 W. Taylor St., 312-829-1990.

Spring (American)

Chef Shawn McClain features seafood with Asian and Indian influences. 2039 W. North Ave., 773-395-7100. Entrees \$19-\$25. Dinner Tues-Sat

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1211'	5.000 O.D.	X	.750 WALL	24.84'	
1339'	5.000 O.D.	X	.875 WALL	24.71'	
1376'	6.000 O.D.	X	.750 WALL	27.40'	
573'	6.000 O.D.	X	1.000 WALL	27.20'	
2258'	6.625 O.D.	X	.719 WALL	31'	
9742'	6.625 O.D.	X	.864 WALL	29'	
2112'	7.000 O.D.	X	.750 WALL	29.65'	
1264'	7.125 O.D.	X	.750 WALL	26.50'	
705'	7.125 O.D.	X	1.000 WALL	25'	
1717'	7.625 O.D.	X	.875 WALL	36'	
845'	8.000 O.D.	X	.750 WALL	27'	
2016'	8.000 O.D.	X	1.000 WALL	27'	
2269'	8.625 O.D.	X	.875 WALL	34'	
693'	10.000 O.D.	X	1.000 WALL	29'	
675'	10.750 O.D.	X	1.000 WALL	30'	
639'	12.000 O.D.	X	1.000 WALL	34'	
1404'	12.750 O.D.	X	.688 WALL	32.5'	
556'	12.750 O.D.	X	1.312 WALL	24.8'	
535'	14.000 O.D.	X	.938 WALL	34'	
571'	14.000 O.D.	X	1.250 WALL	27'	

PLANT LOCATIONS

1612 Rte. 4 North, Staunton, IL 62088

20th and Schram, Hillsboro, IL 62049

KEITH KLOBNAK

PHONE: 1-800-548-7473 * FAX: 1-618-635-8720

<http://www.livingstonpipeandtube.com>

Sol's Pipe supports NYC clean-up

by Robin Perry

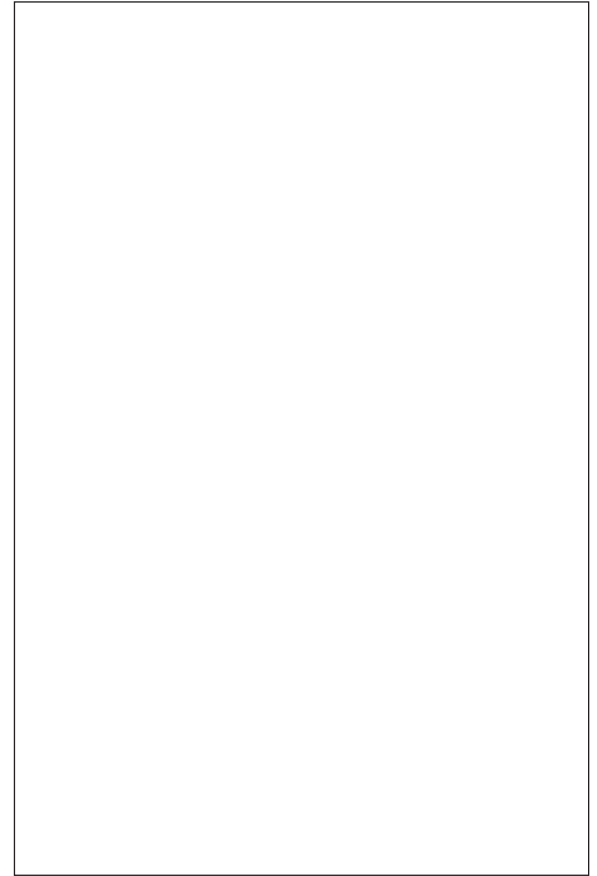
Sol's Pipe played a supporting role, literally, in the clean-up efforts following the attacks on the World Trade Center on Sept. 11.

The Monroe, LA-based pipe distributor sent eight joints of steel pipe to New York City to support a pier that was built on the East River shortly after the attacks. The pier allowed barges to

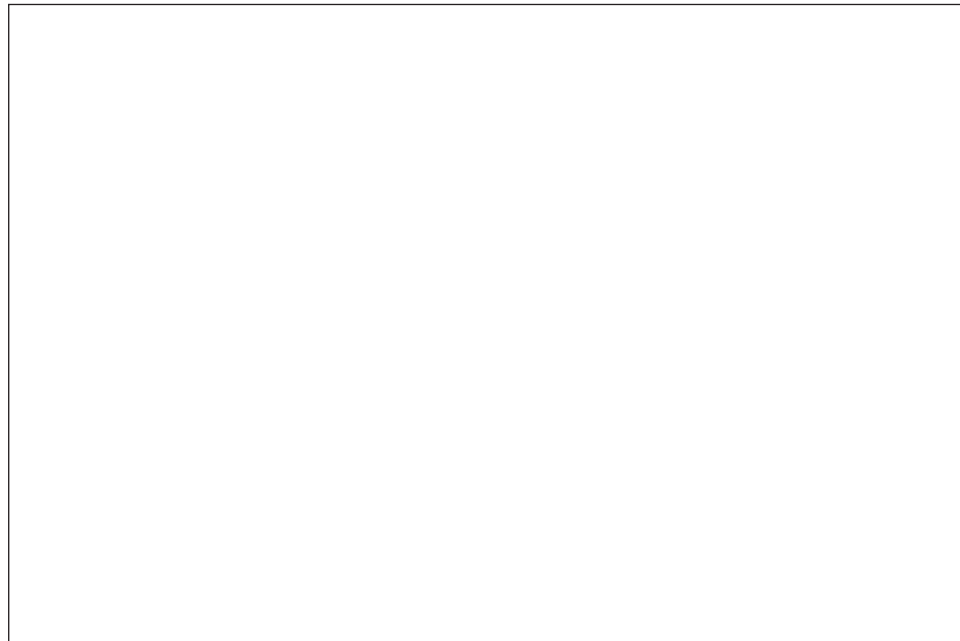
The pier allowed barges to dock near the clean-up site and remove debris, greatly facilitating the clean-up effort.

dock near the clean-up site and remove debris, greatly facilitating the clean-up effort. Before the pier was built, debris was being hauled to New Jersey via truck.

Each joint is 4 feet in diameter, 1 1/4 inches thick, 40 feet long and weighs 25,000 pounds. It is the same type of pipe that is used to build offshore platforms. The pipe was trucked from Sol's Pipe on



An employee of Smith-Barney took these photographs in New York City and sent them to Sol's Pipe. The pipe is inscribed with the words "Sol's Pipe loves New York."



Sept. 20. Due to the weight of the pipe, each truck carried only one joint. The pipe was inscribed with the words, "Sol's Pipe loves New York."

"It makes me feel good to have a small part in rebuilding the city," said Sol Rosenberg, founder of Sol's Pipe.

Jackie Rosenberg, Sales Manager, explained how the company rushed to fill the order as soon as possible, offering to stay open all weekend, if necessary, for the order to be picked up. "Everybody pulled together and wanted to help," he said. "It was a small part but it feels good to have had a part in it. It's about as close as you can get in the pipe business to helping out."

Forty-foot joints from Sol's Pipe of Monroe, LA were rushed to New York City after the World Trade Center attacks to support this pier.



DISPATCHES

Tubacero supplies pipe to Cantarel field

Tubacero, S.A. de C.V. , Monterrey, Mexico, delivered a critical order from Global Offshore to supply 24.4 kilometers of 36" OD x 0.875" WT and other WTs from 0.812" to 1.125", Grade API 5L, X52 GA (Sour Gas Service) Line Pipe to be installed in Campeche Bay in the Cantarel field at a depth of 150 feet of water. Tubacero manufactured and supplied the critical Sour Gas Service Line Pipe within the required delivery time and under stringent quality requirements. Pipe was delivered coated with Fusion Bonded Epoxy (FBE) of 25 mils plus 3 mils of Non-Slip for further concrete coating in Houston.

The Bayou Companies to buy Commercial Coating Services

The Bayou Companies, LLC has signed a Securities Purchase Agreement to acquire John Pfeiffer's majority interest in Commercial Coating Services, Inc. The Bayou Companies will expand to offer field joint and custom coating operations with facilities located in Conroe, TX, Bakersfield, CA, and New Iberia, LA. For more than 60 years, The Bayou Companies has provided pipe coating, concrete coating, bending, welding, and deepwater services to the oil and gas industry. Commercial Coating Services Inc., founded in 1983, has coated more than two million field joints worldwide. The company owns a large fleet of field joint coating and custom powder coating systems and can serve more than 50 working spreads at one time. The acquisition will be finalized within the next three months.

Edgen acquires SISCO

Edgen Corporation, Baton Rouge, LA, acquired Service Industrial Supply Company (SISCO), a large stocking distributor of specialty products used in the pipeline industry. SISCO was founded in 1979 and has experienced substantial growth under the leadership of long-time president, Craig Kiefer. The Houston-based company has an extensive inventory of finished high-yield fittings and flanges, as well as a comprehensive selection of standard products for other energy industry applications. Established in 1996, Edgen Corporation

serves the world's energy industries as a provider of prime carbon steel pipe, specialty pipe, valves, fittings, flanges, structural steel products, and services.

Member News

Patricia Pinkston, daughter of Bob and Alice Rau, won a T-shirt design contest sponsored by the Pennsylvania Special Olympics. The original design features the slogan "Pennsylvania Special Olympics Volunteers are Shining" followed by a picture of a star. The shirt will be used at all Pennsylvania Special Olympics events this year. Congratulations, Patricia!



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X-52

X-60

X-42

X-65

Welcome!

new members

The NASPD is pleased to welcome the following new members.

Hamilton Metals, Inc.

Hamilton Metals, Inc. (Regular Member) specializes in emergency stocks of hard-to-find CRA (corrosion resistant alloy) products. The company offers OCTG Tubing and Casing, Mechanical Tubing, Couplings, Coupling Stock, Stainless Pipe and Alloy Pipe in Prime grades. Casing, Tubing and Mechanical sizes range up to 10-3/4". Hamilton Metals, Inc. handles API as well as OCTG chrome 13, duplex and nickel-based alloys.

The President of Hamilton Metals is Jim Millman. John Harvey is the Marketing & Administrative Director. The NASPD contact is Cathy Williams, OCTG Account Manager.

Hamilton Metals, Inc.
11700 Old Katy Road, Suite 110
Houston, TX 77079
Phone: 713-474-9700
Fax: 713-474-9771

Center Line Equipment

Center Line Equipment (Professional Affiliate member) specializes in the removal of asbestos contained materials from the ID and OD of Steel Line Pipe and T & C. Services offered include the following: Waterjet blasting (ultra high pressure) coating removal for the OD and ID; structural fabrication, design and engineering of pipe cleaning and coating for pipe sizes 2" OD to 156" OD; waterjet blasting at CLEC's pipe yard for removal of all types of coating, including asbestos contained materials for pipe sizes 2" to 60" OD.

All federal, state and local regulations regarding the containment, capture and disposal of ACM materials are adhered to, providing the customer with a "clean bill of health" at the end of each project. The customer receives a job book with all pertinent information regarding air monitoring, waste manifests and disposal of all ACM materials removed.

The President for Center Line Equipment is Tim Yock-



P & W INDUSTRIES, INC.

68668 Hwy. 59
P. O. Box 1550
Mandeville, Louisiana 70470
Website: www.pandwindustries.com

PHONE: 985/892-2461
FAX: 985/892-2618

CONTACT: DAVIS GARDNER, WILDA SHARP
HERMAN FARRINGTON, ANDREW DAVIDSON

<u>QTY</u>	<u>OD</u>	<u>WALL</u>	<u>DESCRIPTION</u>	<u>AVG LNG</u>
320'	98"	.625	Used Tank Shells	40'
70'	60"	2.00 - 2.50	Used	SRL
718'	54"	.375	Used Spiral Weld	39-50'
50'	48"	1.75	Used	SRL
60'	48"	1.25	Used, Bare	SRL
93'	36"	1.50	Used	DRL
240'	30"	1.25	Surplus & Used	DRL
138'	30"	1.00	Surplus & Used, Bare	SRL/DRL
60'	30"	.750	Surplus	DRL
525'	26"	.750	Used, Bare	DRL
145'	24"	.750	Surplus, FB	SRL/DRL
564'	24"	.625	Used, Bare	DRL
100'	24"	.500	Surplus, FB	SRL/DRL
360'	22"	.500	Surplus, FB	DRL
1,000'	22"	.344	#1U, Mach Cleaned, B.E.	47-49
800'	20"	.625	#1U, Bare, B.E.	DRL
176'	16"	.656	Surplus, FB	DRL
3,400'	16"	.312	Used, C & W	DRL
3,800'	10"	.438	Surplus, FB	DRL
2,700'	10"	.365	Used, C & W	SRL/DRL
1,400'	9.5"	.375	Used	SRL
3,400'	8"	.500	Surplus, FB	DRL
1,240'	8"	.406	Surplus, FB	DRL

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BEVELLING, CUTTING & DOUBLE JOINTING.
SURPLUS AND USED STEEL BEAMS 6" THROUGH 36".
CARBON STEEL AND STAINLESS STEEL STORAGE TANKS
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ey. The NASPD Contact is Chief Operations Officer Cheryl Yockey Binion.

Center Line Equipment
38203 FM 1774
Magnolia, TX 77355
Phone: 281-356-3110
Fax: 281-356-3124

Carleton Unit at Crane Agency

Carleton Unit at Crane Agency (NASPD Professional Affiliate member) specializes in business insurance. The agency offers all lines of insurance from property, casualty and life, to employee benefits. Services include loss control, claims consulting and risk management. The owner and NASPD contact is William P. Carleton, Jr.

Carleton Unit at Crane Agency
100 South 4th Street, Suite 800
St. Louis, MO 63102-1820
Phone: 800-946-3884/314-444-4984
Fax: 800-946-5670
carletonb@craneagency.com

Commercial Metals Company - Dallas Trading Division

Commercial Metals Company - Dallas Trading Division (Associate member) trades Line Pipe, Standard Pipe, OCTG Tubing, OCTG Casing, Structural Tubing and Structural Steel in Prime grades. The company offers A53, A-106, API 5LB and X-42, as well as OCTG J-55 and N-80 specifications. The following sizes are offered: Casing, 2 3/8" - 24"; Line Pipe, 2" - 36"; Standard Pipe 1/8" - 24".

Joseph McNamara, Manager, New Steel Department, is the NASPD Con-

tact. Tom Sfikas is Manager, Tubular Products and John McClure is Account Executive, Tubular Products.

Commercial Metals Company -
Dallas Trading Division
7800 Stemmons Freeway

Dallas, TX 75247
Phone: 214-689-4300
Fax: 214-689-5886

New members continue on page 10



PK pipe & tubing, inc.

P.O. BOX 2470 • UVALDE, TEXAS 78802-2470

**New limited service ERW line pipe, PE&B, 20-64' lengths,
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4416'	10 3/4" OD x .465"W x 51.13#	\$7.67 / ft.
1,648'	12 3/4" OD x .250"W x 33.41#	\$6.51 / ft.
2,177'	12 3/4" OD x .500"W x 65.48#	\$11.79 / ft.
5,583'	12 3/4" OD x .562W x 73.22 #	\$13.18 / ft.
837'	16' OD x .375"W x 62.64#	\$12.21 / ft.
6,357'	18" OD x .593"W x 110.35#	\$17.66 / ft.
3,501'	20" OD x .500"W x 104.23#	\$20.32 / ft.
3,271'	20" OD x .548"W x 113.95#	\$22.22 / ft.
307'	22" OD x .375"W x 86.69#	\$12.79 / ft.
722'	22" OD x .500"W x 114.92#	\$16.95 / ft.
4,784'	24" OD x .250"W x 63.47#	\$12.38 / ft.
10,509'	24" OD x .281"W x 71.18#	\$13.70 / ft.
10,150'	24" OD x .312"W x 79.01#	\$15.21 / ft.
11,605'	24" OD x .344"W x 86.99#	\$16.96 / ft.
4,037'	24" OD x .375"W x 94.71#	\$18.47 / ft.
1,359'	24" OD x .456" W x 114.77#	\$22.38 / ft.
1,295'	24" OD x .547"W x 137.14#	\$26.74 / ft.
899'	24" OD x .625"W x 157.17#	\$30.45 / ft.

Surplus Prime Line Pipe

37,120' 24" OD x .469"W - 117.86# New ERW API 5L X-70 Gr. Line Pipe, PE&B, Drls, Lite pitting, 4 years old with MTRs. (16,444 FBE coated) MFG by Stupp Corporation. Price \$24.75 / ft. Load trucks Morgan City, LA. 30,000# Min.

Used Line Pipe

28,325' 12 3/4" OD x 250"W x 33.38#, #1, Drls., Torch cut ends, cleaned OD, straight. Price: \$4.85 / ft. FOB: Houston, TX

Subject to prior sale.

Please Contact DEAN PIRKLE

Phone: 830-278-6606 • Fax: 830-278-4305

Advance Corporation

Advance Corporation (Associate member) offers Line Pipe, Standard Pipe, OCTG Tubing, OCTG Casing, Structural Tubing, Coupling Stock, and Limited Service Tubing and Casing. Product grades include OCTG H-40 through P110, Line Pipe B through X-52, Limited Service, A-500, and Conduit. Advance Corporation handles API 5L, API 5CT, A-500 and UL Conduit, in addition to OCTG H-40, J-55, K-55, N-80 and L-80. OCTG and Line Pipe sizes range from 2 3/8" up to 8 5/8".

The President of Advance Corporation is Steve Tesanovich. The Vice President and NASPD Contact is Mauricio Lacouture.

Advance Corporation
7214 Clinton Dr.
Houston, TX 77020
Phone: 713-670-7741
Fax: 713-670-7749

North American Pipe & Steel, Inc.

North American Pipe & Steel (Regular member) stocks Line Pipe, Standard Pipe, Waterwell, Heavywall, Mechanical Tubing, Structural Tubing, Structural Steel, Couplings and Valves in Prime grades. The company has substantial stocks of Carbon Steel Pipe from 1/8" to 72". It handles A-53, A-252, A-106, API 5L, A-500, A-512, A-120 and A-513 specifications and offers threading, cut-

ting, welding and piling services.

The CEO of North American Pipe & Steel, Inc. is Earl Ritchie. Charles Leonardson, Division Manager, is the NASPD Contact.

North American Pipe & Steel, Inc.
15 North Tye Road
Longview, WA 98632
Phone: 360-577-9180
Fax: 360-577-9186
www.napsteel.com
Longview@napsteel.com

Midway Supply

Midway Supply (Midway-Tristate Corporation, Regular member) has been serving the oil and gas industry since 1931, primarily doing business in Michigan. Beginning in 1999, Midway expanded its operations in Ohio, Pennsylvania, West Virginia, Wyoming, Utah and Colorado. Now with more than 20 locations in 8 states, Midway has developed an impressive network of service points, marketing more than 100 major product lines, including Line Pipe, Standard Pipe, OCTG Tubing and Casing, Structural Tubing, Fittings, Valves, Sucker Rods and production equipment. Grades offered include Prime API, Reject, Limited Service and Used, plus all OCTG grades and specifications. The following sizes are offered: Casing 4 1/2" through 13 3/8"; Tubing 1 1/2" through 3 1/2"; Line Pipe, various sizes.

Michael J. Cetro is the President and NASPD Contact for Midway Supply. E. Jack Adams, Regional Manager, is a past President of NASPD.

Midway Supply
2019 E. High St.
Jackson, MI 49203
Phone: 517-787-1350
Fax: 517-787-4537
info@midwaynow.com



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Or Fax Inquiries to 903-297-9240**

Corporate Offices
P.O. Box 2937
Longview, TX 75606

Manufacturing Facility
9444 Industrial Drive
Navasota, TX 77868

NASPD membership types

Editor's note: This issue of Pipeline features several new members from different membership categories. Do you know the difference between a Regular member and an Associate member or a Professional Affiliate member? Instead of having you search through the NASPD Bylaws for an answer, we decided to provide an explanation for the different membership categories in this issue.

Regular Members

A Regular member shall be a business enterprise whose principal steel pipe or other tubular steel products distribution business is located in the United States, its territories and possessions, Canada or Mexico; which maintains a minimum inventory of not less than 1000 net tons or which derives at least 1/3 of its revenues with a minimum inventory of 500 net tons from the sales of steel pipe or other tubular products, which maintains and operates one or more fixed site distribution facilities, whether owned, leased, or rented and which purchases for its own account and maintains an on-going investment in an inventory of steel pipe or other tubular products.

Associate Members

An associate member shall be a business enterprise that:

- i is engaged in the manufacturing of steel, steel pipe or other tubular products, or
- ii manufactures or sells steel pipe related goods or equipment, or provides and sells steel pipe value-

- iii added processing services, or
- iii is engaged in selling or trading of steel pipe or other tubular products and has actively traded or sold a minimum of 2500 net tons of tubular products in the preceding year.

Continuing Members

A continuing member shall be an individual that has

- i no direct or indirect financial or management responsibility in a business entity that would otherwise qualify for regular or associate membership and,
- ii has been a regular or associate member for a minimum of five years and,
- iii is retired or would otherwise like to remain involved.

Professional Affiliate Members

A professional affiliate member shall be a business enterprise that provides products or services other than the distribution of steel pipe or tubular products to the members.

CLASSIFIEDS

PIPELINE STAFF AND NASPD CONTACT INFORMATION

Executive Director/Publisher

Susannah Feux Porr

Editor/Publishing Services

Robin Perry

Advertising Sales

Chari Archer

Administrative Manager

Nancy Strickland

NASPD MEMBERSHIP AND SERVICES: Contact NASPD headquarters: 14760 Memorial Drive, Suite 302, Houston, TX 77079; phone: 281-531-PIPE (7473); fax: 281-531-7475. E-mail: naspd@aol.com; Web site: <http://www.naspd.com>. Office hours: 8:30 am - 5:00 pm

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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