

INSIDE: Life in a hurricane, Meet us in St. Louis

# PIPELINE

The Official Publication of the National Association of Steel Pipe Distributors, Inc. • Spring 2004

## NASPD Annual Convention San Antonio February 26 - 28

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of Steel Pipe Distributors, Inc.  
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# President's Message

## *Life in a Hurricane*

I can honestly say that I never imagined that a hurricane would get in the way of an NASPD conference, unless we were back at Pat O'Brien's in New Orleans, but it happened. I have felt like I've been in a hurricane ever since our cancelled conference in Washington, DC, with the NASPD office moving to Victoria, the departure of our Administrative Manager Nancy Strickland, and the crazy steel pricing that is going on at this time.

I am pleased to welcome our new office assistant Gail Belcik. She will be a great asset to the NASPD and we look forward to many years together.

With the changes that have been made by relocating the office and lowering expenses, we are in good financial shape for the coming years. I believe that the benefits you receive for the price of membership—the Pipe Listing Web Site, Tubular Products Manual, Training Manual, and access to the largest group of pipe distributors in the world—make NASPD the best value in the steel industry. Our group is even more important dur-



by Robert Griggs  
NASPD Executive Director

ing the turbulent times that the steel industry faces today. With a global market and rapidly changing pricing and market conditions, we are "the place to be" in the pipe industry.

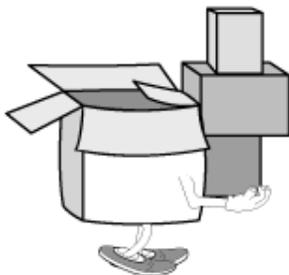
As promised, we have made many improvements to the Pipe Listing Website. All members may now utilize the site because this service is included in NASPD's yearly dues. What a value! Due to the hard work of Greg Semmel, the site is easier to use and navigate.

If you have not been to the Pipe Listing Website, go to

<http://www.naspd.com> and start finding or selling pipe. Please list all of your inventory now!

I am looking forward to seeing everyone in the great state of Texas. The Annual Convention in San Antonio, February 26 - 28, will offer programs for everyone's taste. Keith Busse, President and CEO of the Steel Dynamics Institute and ASD's "Steel Man of the Year," will speak on "Issues Affecting the Future of the Steel Pipe & Tubing Industry." David Blanchard will speak on increasing the productivity and cooperation of your employees. These are just two of the highlighted speakers. For a full program, see the convention schedule on the back page of this newsletter.

The Summer Conference in St. Louis, June 10 - 12, will be an exciting time. St. Louis is celebrating several events in the city's history, including the launching of the 1804 Lewis & Clark expedition and the 1904 World's Fair and Olympic Games. We encourage all past friends and members to attend and see what the NASPD has to offer today. Ask your friends in the industry to "Meet Me in St. Louis." 



## **WE'VE MOVED!**

Be sure to update your address books with new contact information for NASPD headquarters

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MARK YOUR  
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**Fall Conference**  
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Scottsdale, AZ

**2005**

**Annual Convention**  
March 2005  
Las Vegas, NV

**Summer Conference**  
June 2005  
Denver, CO

**Fall Conference**  
Sept./Oct 2005  
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## *In Memoriam*

### *Dovie Knowles*

Dovie Jane Knowles passed away on Saturday, Oct. 11. Dovie is survived by her husband, NASPD co-founder Pete Knowles, and sons, Howard Knowles of Houston, Bryson Knowles and wife, Susan, of Concan, five grandchildren and two great-grandchildren.

Dovie was a dear person and will be missed by all who knew her.

### *Dan Carito*

Daniel J. Carito passed away in September. Dan is survived by his wife Michele, and children Dan, Katie and Tori.

Dan was an active member of the NASPD through Atlas Tube for a number of years. He will be greatly missed by his friends at the NASPD.

*The NASPD extends its deepest sympathy to the families of those who have lost loved ones.*

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## From the Executive Director *Changing and rearranging*

While these are significant challenges, the end result will be a more effective and efficient NASPD headquarters.

**T**he past few months have brought significant change to the NASPD. Some of the changes have been hard, such as saying goodbye to our Office Manager, Nancy Strickland. Nancy decided to move in order to be closer to her children and grandchildren. She bought a home and is enjoying life in DeQuincy, Louisiana.

Our new Office Administrator, Gail Belcik, hit the ground running. Prior to working for the NASPD, Gail spent more than five years with the Small Business Development Center of Victoria. I'm amazed that I haven't scared her off yet, jumping in at the busiest time of the year with the Directory coming out and the convention coming up. She is either a glutton for punishment or she really loves her new job. Gail is married and has four sons.

We have also changed computer systems, offices, filing systems, networking systems and phone systems. Just to keep things interesting, we are revamping the main NASPD Website and Pipe Listing Website. While these are significant challenges, the end result will be a more effective and efficient



by Susannah Feux Porr  
NASPD Executive Director

NASPD headquarters. Our new office is located in the Wells Fargo building at 1501 E. Mockingbird Lane in Victoria. We would love for you to drop by!

I thank Greg Semmel for his tireless work on our Pipe Listing Website and Webmaster Eddie DeSalle for his endless patience with our ever-changing needs. We will preview our updated Pipe Listing Website at the Annual Convention in San Antonio. We have made great strides in making the site easy to use. Our hope is that in the future it will be the one place our members go to find pipe. All NASPD members can view the site. Regular Members can list their inventory. There is no fee to list or view and no transaction fee. It is simply a tool for locating and promoting products. I encourage all members to log on soon and often and make this exclusive service a part of your daily business routine.

*Thank you*

Words cannot express our deep appreciation  
for the kindness and concern  
shown by our friends of the NASPD  
following the passing of Dovie Knowles.

For your many letters, calls, condolences and memorials,  
we simply say, "Thank you."

*Pete Knowles & family*



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<u>QTY</u>	<u>OD</u>	<u>WALL</u>	<u>DESCRIPTION</u>	<u>AVG LNG</u>
66'	48"	1.75	Used	SRL
58'	48"	1.25	Used, Bare	SRL & DRL
125'	36"	1.50	Used	DRL
113'	36"	.935	Surplus, Fusion Bond	DRL
268'	30"	1.25	Surplus & Used	DRL
460'	30"	1.00	Surplus, Used, Bare	SRL
216'	26"	1.00	Used, Bare	39 - 50'
570'	24"	.625	Surplus, Bare	DRL
1,200'	22"	.625	Used, Bare	DRL
880'	20"	.625	#1 Used, Bare	DRL
3,960'	16"	.656	Surplus Casing	DRL
84'	16"	.625	Surplus Casing	DRL
805'	16"	.495	Surplus Casing	DRL
792'	16"	.438	Surplus Casing	DRL
687'	16"	.375	Surplus Casing	DRL
740'	14"	.500	Surplus, Bare	DRL
1,100'	13 3/8"	.430	Used, Bare Casing	DRL
1,500'	12 3/4"	.250	Used, Bare Coated	DRL
762'	10 3/4"	.438	Surplus, Bare	10 - 16'
1,745'	10 3/4"	.307	Surplus, Bare	10 - 16'
962'	10 3/4"	.279	Surplus, Bare	10 - 16'
2,000'	8 5/8"	.500	Used, Bare	DRL
2,500'	7"	.362	Used, Bare Casing	35'
2,600'	6 5/8"	.432	Surplus, Fusion Bond	DRL
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# NASPD Summer Conference Meet Us in St. Louis

What a town, what a time! The host city of NASPD's Summer Conference is in the midst of a yearlong celebration.

**T**he Summer of 2004 is a unique time to visit St. Louis. The host city of NASPD's Summer Convention (June 10 - 12, at The Westin, St. Louis) is in the midst of celebrating the 200th anniversary of the launching of the Lewis & Clark expedition and the 100th anniversary of the "Meet Me in St. Louis" World's Fair and the 1904 Olympic Games. Here's a rundown of a few of attractions you'll find this summer in St. Louis.

The Missouri History Museum hosts "Lewis & Clark: The National Bicentennial Exhibition" through September 6. The exhibition, "Lewis & Clark: Imagining the Expedition from St. Louis," is open all year at the Gateway Arch. At The Museum of Westward Expansion at the Arch, an animatronic figure of William Clark talks about his life. Visitors can relive the historic journey through a diorama and excerpts from the explorers' journals. The Gateway Arch and the Science Center are screening the *National Geographic* large-format film, "Lewis & Clark: Great Journey West". William Clark's gravesite, located in St. Louis' Bellefontaine Cemetery, has been restored for the anniversary year.

The Lewis & Clark State Historic Site, in nearby Hartford, Illinois, commemorates the site of the

expedition's winter camp of 1803/1804, the starting point of the journey west. Inside, visitors can see a replica of the explorers' keel boat.

Nearby, at the Melvin Price Locks and Dam in Alton, the newly opened National Great Rivers Museum shows visitors how the rivers have changed and are used today. In St. Charles, visitors can explore the new Lewis & Clark Boat House and Nature Center on the Missouri River where authentic replicas of the expedition's boats are on display. St. Louis' Black World History Museum will explore the life of York, the only black member of the expedition. Outdoor enthusiasts will enjoy the new Plant Trail of Lewis & Clark at the Missouri Botanical Garden. The self-guided tours look at the flora noted by the explorers on their journey west.

**S**t. Louis offers some of the most innovative and newest visitor attractions in the nation.

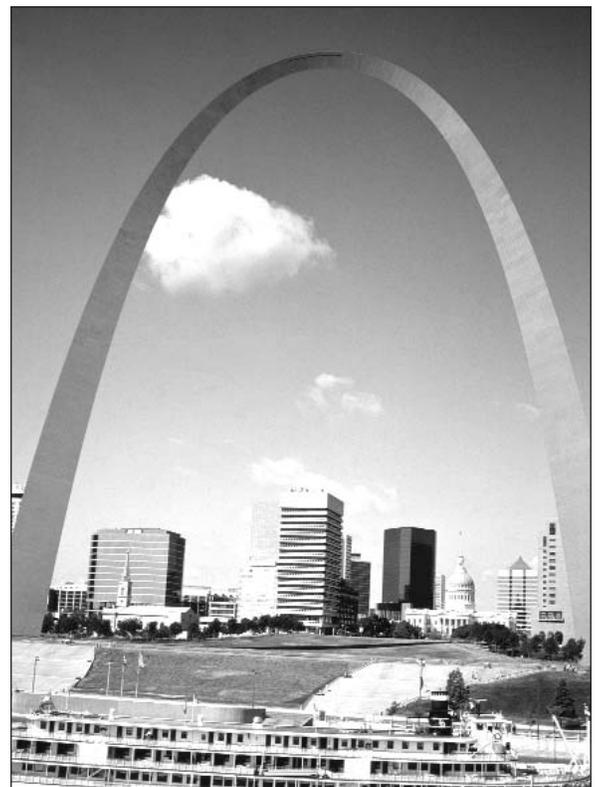
Just in time for the centennial of the 1904 World's Fair, St. Louis' 1,370-acre Forest Park has been restored to its former glory. The park, which opened in 1876, hosted the fabled fair from April through December 1904, leaving St. Louis with a lasting legacy and a love of the massive, natural area in the center of the city.

(Trivia buffs will be interested to know that Forest Park is more than

500 acres larger than New York's Central Park.)

The park's Dennis & Judith Jones Visitor and Education Center is now open in the historic Lindell Pavilion. Built in 1892 as a shelter for streetcar riders, the pavilion is a great place to start a visit to Forest Park. The Forest Perk Café offers refreshments and a variety of games, including checkers, chess, Chinese checkers, Cribbage and cards that can be checked out for use at the Visitor Center.

The new Forest Park Boathouse is now open. Visitors can dine beside the park's renewed lakes or rent a rowboat or paddleboat and explore the picturesque waterways with their fountains, lush landscaping, a



picnic island and an island devoted to wildlife conservation.

The park's 1936 Art Deco greenhouse, the *Jewel Box*, has reopened after a \$4.2 million renovation. Nearby, the new Norman K. Probststein Golf Course is open. The Hale Irwin-designed course features three nine-hole layouts that may be played in combination for 18, with each nine-hole course returning to a newly built clubhouse.

One of Forest Park's most popular attractions, the *Saint Louis Zoo*, is re-doing its famous Bird Cage for 2004. The giant walk-through aviary—one of the largest in the world—was originally the Smithsonian Institution's 1904 World's Fair exhibit.

Near the Zoo, the *Saint Louis Art Museum* has beautified the park's Art Hill with a major landscaping project in front of the museum. World's Fair buffs will want to explore the museum, built as the *Fine Arts Palace* for the exposition. Inside, a new gallery has opened for the museum's arms and armor collection.

#### Shopping & Sports

**W**hat's the number one activity visitors report during their St. Louis trips? It's shopping, and St. Louis' malls and neighborhoods offer plenty of new shopping choices. In fact, two of St. Louis' favorite pastimes—sports and shopping—have come together in one massive mall—*St. Louis Mills*. The new Mills project, which opened in November 2003, holds 1.1 million square feet of manufacturer's outlets and off-price merchants including Off 5th—Saks Fifth Avenue's outlet, Marshall's Mega

*Source: St. Louis Visitors and Convention Commission.*

Store, Guess Factory Story and 200 others.

Other major, regional malls also have refurbished and expanded, including the upscale *Saint Louis Galleria* and exclusive *Plaza Frontenac*, both of which have

added new-to-St. Louis stores and destination restaurants.

Attend the NASPD Summer Conference and explore all that St. Louis has to offer during a unique time in this city's colorful history.

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# Partnershift Partnershift

## *How Distributors Profit from the Partnering Trend*

Partnering is not a flavor-of-the-month management strategy to be hastily adopted and then as quickly abandoned. It is a long-term strategy for success.

By Ed Rigsbee, CSP

**W**e need banking, but do we need banks? We need groceries but do we need supermarkets? We need services and consumables but do we need to receive these things in traditional ways? Do we need distributors?

The answer is: Only if distributors truly create value in the process of getting stuff from the source to the user. At my seminars, when I ask distributors what their product is—the usual answer is service. WRONG! Your product is logistics. Wal-Mart has done an excellent job of disintermediating those that Sam Walton believed did not add enough value to the chain. What about your customers and suppliers? What do they say about you?

My research indicates that for you to cost effectively achieve world-class levels of logistic services, you must adapt Total Organizational Partnering. I realize partnering is a term that has been grossly abused over the last decade, nonetheless; it is what you must achieve.

Partnering is an idea that is loosely used to describe anything from team-

work to alliances to contractual partnerships. Partnering, as I define it, is the process of two or more entities coming together for the purpose of creating synergistic solutions to their mutual challenges. Again, I recommend you adopt Total Organizational Partnering as your business strategy.

Partnering is not a flavor-of-the-month management strategy to be hastily adopted and then as quickly abandoned. Rather, it is a long-term strategy for success. Partnering is not instant gratification! To adopt Total Organizational Partnering, you'll need to understand the *Partnering Pentad Model*. A pentad is simply the name given to a group of five. The Partnering Pentad represents the five key areas of your business. In each of the five areas you must develop outrageously successful relationship (alliance) strategies. It is the quality of these relationships that hold all the areas together. Once in place, you'll have Total Organizational Partnering.

1. Strategic External Alliances is the area of your business where you develop alliances with outside entities for activities where you have core competencies that complement one another. For many distributors, these include buying/marketing groups and targeted specialty alliances for software/technology development. By sharing core strengths, two or more can create an environment of synergy yielding all involved more than the sum total of their collective contributions. Land mines to watch out for are core values of alliance members being too different; circles of interest overlap being too little, and continual management change of one or more alliance partners.

2. Supplier Alliances is the area that many distributors are most concerned—no supplier, certainly no customer. Just-in-time delivery (JIT) and electronic data interchange (EDI) ordering have become commonplace today. Eventually, you will have these relationships both up and down the supply chain—providing you are still in business. Frequently, what I hear from suppliers about their customers is, "They're talking marriage but acting one night stand." Not long ago I delivered an opening keynote presentation to an association of industrial distributors. Unfortunately, upon visiting the Web site of one of that industry's major suppliers, I noticed that very few of their distributors had hyperlinks to the distributors' own web sites. What a missed opportunity!

To successfully compete in the world of B2B e-commerce, you must adopt alliances. The biggest land mine in this area is to neglect reviewing the quality of the relationship and exploring areas for improvement. What is it that you do that your suppliers cannot? Which of your activities actually adds value to your suppliers' efforts and desire to get their goods to the end user?

3. Customer Alliances weigh heavy in determining your total volume and profitability. In this area, you must be externally driven. Your customers will consider you an important vendor as long as they feel they're receiving good value. Value-added is a term that much is being written about. Integrator, Applied Distributors, is now documenting their value-added services with their customers. Agriculture and food processing conglomerate, Cargill has

moved to value-based purchasing. They measure the total value proposition of their suppliers rather than just buy on price alone. You must be value driven rather than product driven to understand what your customers want. What they perceive as value is their reality. The important land mine to watch out for is short-term thinking on your part when making customer relationship decisions.

4.

Employee Alliances to many distributors is a *non-issue*. Meaning, they don't. What motivated the WWII generation is different from what motivates baby boomers and is different from what motivates the GenXers. Just because something motivates you, it doesn't necessarily mean it will motivate those of a different generation than yours. If you want your employees to have an *ownership* in your business—even though they don't have a legal ownership and to hold sacred the business as you do—you must empower your employees. Empowering means giving them the authority and encouraging them to accept the responsibility to do the job. Then acknowledge their successes and failures in an environment of safety—one where you encourage and reward risk taking. The major land mine to watch out for is the *Ego Trap*, yours of course. To give power, you must be a powerful person, one who possesses personal power rather than power simply acquired from your position. Permission cards and employee recognition certificates are a great start. More on these ideas are available at [www.rigsbee.com](http://www.rigsbee.com).

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5. Owners or CEOs as the Optimal Partner is the final and in many ways the most piece of the puzzle. True partnering starts at the top. You must lead the charge and show by your actions, more than your words, that Total Organizational Partnering is truly your preferred and accepted business strategy. The critical land mine here is when you arrogantly believe that you are at the center and that all the alliances should revolve around you.

**G**lobalization is the primary driver behind partnering alliances. Large multinational companies are building alliance relationships to gobble up market shares in every conceivable indus-

try and location. Large families of businesses are competing against one another. As such, smaller organizations feel the pressure and the partnering trend becomes monkeys see, monkeys do. A secondary driver is based on the fact that organizations generally adopt a new paradigm based on the recommendations of others. Change evolves through one's witnessing the success of others. Organizations and leaders with strong reputations within an industry or economy have immense influence over their contemporaries.

While I have witnessed many companies profit handsomely from alliance relationships, I have also seen them scramble to get on the partnering bandwagon with little regard for the quality of partners they select. Admirable businesses

Professional management and buying strength create economies of scale that allow the consolidator to pluck the *low hanging fruit* in the industry.

like Timex have discovered that the wrong partner can cost millions of dollars. Creating successful partnering alliances that will pay off in terms of increased market share, know-how or earnings diversification is no easy chore.

Today, consolidations and rollups are of great concern to many distributors. In the February 2000 issue of *Industrial Distribution*, Bill Wade stated, "The basic premise couldn't be any simpler. Take a highly fragmented industry—like distribution—facing technological change, customer upheaval or chronic financing difficulties. Add in a few well-healed foreign firms or, worse, a couple of previously unknown competitors from *outside the business*. Since the industry leaders are probably family-run businesses with limited succession strategies, the next step to protect profit and continue growth is clear: consolidate."

A consolidation or rollup, as it's frequently called, generally occurs when an organization or individual with deep pockets sets out to buy several small companies in a fragmented industry and rein them in under a new or collective pennant. Does this sound familiar? In 1997 the National Association of Wholesale Distributors reported that 42 of the 54 industries they studied had been significantly affected by consolidation. Frequently, professional management and buying strength create economies of scale that allows the



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consolidator to pluck the *low hanging fruit* in the industry. They will invest significantly in systems to eliminate the duplication of effort and inefficiencies that exist within the industry being consolidated.

If your organization is sick and bleeding, this plan will not deliver the quick results you most likely desire. As I stated, this is not a quick fix. If you lead a healthy organization, your best strategy to remain profitable and independent is Total Organizational Partnering. To protect against being disintermediated, stable and incremental improvement in all five pentad areas will deliver the most successful long-term results. Total Organizational Partnering will assist you in becoming a world-class distributor—one that adds value to the chain and understands logistics.

Adapted from *PartnerShift-How to Profit from the Partnering Trend* by Ed Rigsbee, CSP, published by John Wiley & Sons, New York, October 2000. Ask for *PartnerShift* at your local bookstore. All of Rigsbee's books are available from Amazon.com.

Ed Rigsbee, CSP is the author of *PartnerShift*, *Developing Strategic Alliances* and *The Art of Partnering*. He has experience in distribution, retail, outside sales, sales management, owned a manufacturers representative firm, been an adjunct professor and is a soccer referee. He has over 1,000 published business articles and is a regular keynote presenter for major corporations and national trade and professional associations. For more information, call 800-839-1520 or e-mail him at [EdRigsbee@aol.com](mailto:EdRigsbee@aol.com). His Partnering University Web Site is located at [www.Rigsbee.com](http://www.Rigsbee.com).



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25,520'	24" OD x .343" W x 86.74#	\$16.05/ft.
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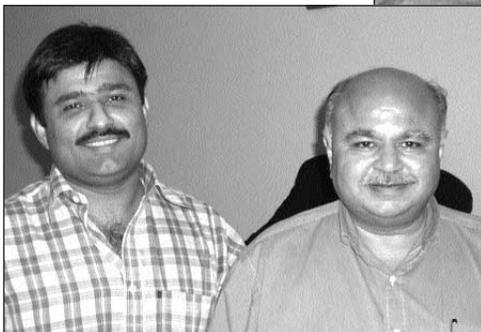
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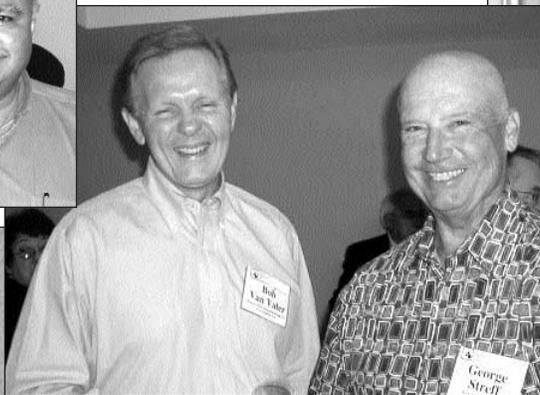
**Phone: 830-278-6606 • Fax: 830-278-4305**

## *Foul weather doesn't dampen spirits in Washington, DC*

**T**he NASPD Fall Conference scheduled for September in Washington, DC was cancelled due to the untimely arrival of Hurricane Isabel. But that didn't stop a few hardy members of the NASPD from making their way to the nation's capital. Attendees rode out the storm with a "hurricane party", playing cards and visiting in a hospitality suite.



*Left: Suraj Saigal and Dilip Bhargava.*



*Above: Bob Van Valer and George Streff*



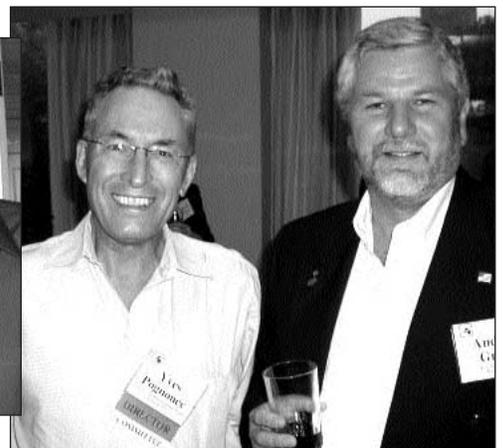
*Coleen Medley and Anita McDermott*



*Kathy Hayden and Betsy Buckland*



*Craig Laine and Craig Medley*



*Yves Pognonec and Andrew Grebe*





Jaime and Nina Trevino



Kathy Hayden, umbrella in hand, is unfazed by Hurricane Isabel.



Betsy Buckland lays out M&M chips for the big NASPD hurricane poker game.

# Welcome, New Members

## **AIG American General Life Companies**

AIG American General offers supplemental life, accident and health insurance solutions allowing employees to enhance their core benefit packages. These payroll-deducted, voluntary benefit plans provide employees access to portable programs at affordable rates and enable employers to enhance their benefit packages at no direct cost to their organizations. Joyce Gaines, Benefit Consultant, is the NASPD contact for AIG. James Galli is Executive Vice President.

AIG American General Life Companies  
6305 Oakleaf Rd.  
Dallas, TX 75248  
Phone: 972-239-9894  
Fax: 972-991-1422  
Joyce\_gaines@aigag.com

## **Caprock Pipe & Supply**

Caprock Pipe & Supply (Regular Member) is a full service facility offering OCTG Tubing and Casing, Alloy Pipe, Couplings and Coupling Stock, Used Pipe, Reconditioning and Repair. Caprock carries Prime, Used and Surplus product grades and handles N80, L80, S95, C90, T95, C95, Q125 and P110 specs. Sizes ranges are Premium Tubing 2 3/8" - 4 1/2", and Alloy Casing 4 1/2" - 20". The NASPD Contact is Alan Powers, General Partner.

Caprock Pipe & Supply  
P.O. Box 1535  
Lovington, NM 88260  
Phone: 505-396-5881  
Fax: 505-396-3613  
Caprockpipe2@leaco.net

## **Gen-Kal Pipe & Steel**

Gen-Kal Pipe & Steel (Regular Member) carries Line Pipe, Standard Pipe, Structural Tubing, Mechanical Tubing, Waterwell, Fire Sprinkler Pipe, Piling, Used Pipe and FiberOptic Pipe. Sizes range from 1/2" to 60". Gen-Kal handles ASTM, A53 and A106 specs and Prime, Reject, Used and Limited Service grades. Gen-Kal also provides threading, cutting, welding, sand blasting and pipe cleaning services. Gene Kalsky, CEO, is the NASPD Contact.

Gen-Kal Pipe & Steel  
2043 Briggs Rd.  
Mt. Laurel, NJ 08054  
Phone: 800-296-1886  
Fax: 856-234-6039

## **PYTCO SA de CV**

PYTCO SA de CV (Associate Member) offers Line Pipe, Mechanical Tubing, Structural Tubing, OCTG Casing and Waterwell Pipe in Prime Grades. PYTCO SA de CV handles ASTM 500, A513, A53A, A53B, API 5L Gr B, X-42 and X-52 specs and API CT Gr H-40, J-55 and K-55 OCTG specs. PYTCO SA de CV carries Line Pipe and Casing in sizes through 8 5/8" OD. Services include Threading up to 4:NB and Beveling up to 8:NB. Rene Lecea, VP, International Division, is the NASPD Contact. Ruben Mische is the president of PYTCO SA de CV and Moises Itzkowich is the Chairman of the Board.

PYTCO SA de CV  
Libramiento Carlos Salinas de Gortari  
KM 8.5 # 1500  
Frontera, Coahuila, Mexico C.P.  
25640  
Phone: 011 5281-8156-5513  
Fax: 011 5281-8156-5547

# DISPATCHES

## **Steve Livingston to lead Kelly's Denver facility**

Kelly Pipe Cp., LLC (Regular Member) opened a new sales and stocking facility in Denver, CO. Operations will be led by Steve Livingston, a veteran and leader in the pipe, valve and fitting industry. The Denver facility will serve customers in the Rocky Mountain states, the Midwest and Texas.



*Chuck King*

## **King heads Stupp & Mannesmann Line Pipe L.P.**

Chuck King was named Vice President and General Manager of Stupp & Mannesmann Line Pipe L.P. (SMLP), a new joint sales and marketing company based in Houston. By combining the experience of two established line mills -- Mannesmann Line Pipe and Stupp Corporation (Associate Member) -- the new company will offer expanded product lines and increased capability to its customers.

## **Liberty Rocky Mountain Pipe adds products and services**

Darren Sparks has been named President of Liberty Rocky Mountain Pipe (Regular Member) of Great Falls, MT. Sparks, formerly Vice President of the company, will oversee operations and administration in all locations including branches in Jerome, Parma and Idaho Falls, Idaho.

In addition to supplying steel pipe and steel products, the company will manufacture a range of products including steel panels, gates, continuous fencing, remote control hot horse walkers and sheeted round pens. The company also designs and builds projects related to livestock and equestrian facilities, including estate fencing for high-end properties. The changes represent a major shift in the company's corporate plan, from wholesale to retail with more emphasis value-added products and services.

Supporting this endeavor are: Clarence Sparks, Sales Manager; Bruce Bieber, who will oversee operations in Montana and some Idaho locations; Bev Weninger, Administrative Assistant to CEO Cliff Hobbs; and Blake Barlett, Yard Manager for the Idaho Falls location.

## **Berg Steel Pipe buys out eb Pipe Coating**

As of October 31, Berg Steel Pipe (Associate Member) purchased all remaining shares of eb Pipe Coating, a pipe coating facility located in Pana-

ma City, FL. David J. Delie, President and CEO of Berg Pipe, will assume the same responsibilities at eb Pipe Coating. Ron Williamson, Vice President of Distributor Products at berg Pipe, will serve as Executive Vice president of eb Pipe Coating. Murray R. Davenport, Vice President of Finance & Administration at Berg Pipe, will serve in the same capacity at eb Pipe Coating.

The coating facility adjacent to Berg Pipe's manufacturing operations offers multiple OD and ID coatings inclusive of Fusion Bond Epoxy (FBE), liquid epoxy, various ARO coatings and concrete weight coating. eb Pipe has capability to continuously coat 80 ft pipe full length for both OD and ID requirements.

## **M/Keystone rebuilds service center, combines warehouses**

Marmon/Keystone Corporation (Regular Member) announced that the reconstruction of its Delaware service center is near completion. The new facility replaces the former building that collapsed in February 2003 as the result of a severe winter snow storm followed by heavy rains. The 75,000 SF warehouse and distribution center is located at the same site at Riveredge park, New Castle, DE.

In other news, Marmon/Keystone Canada, Inc. announced the consolidation of its warehouse in Edmonton, Alberta into the existing facility in Leduc, Alberta.

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

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# *NASPD Annual Convention*

## *The Westin Riverwalk ♦ San Antonio, TX ♦ February 26 - 28*

### *Tentative Schedule*

#### Thursday, February 26

1:00 - 2:00 p.m.	Program/Site Selection Committee
2:00 - 3:15 p.m.	Membership Committee
2:00 - 3:15 p.m.	E-Communications Committee
3:15 - 4:15 p.m.	Executive/Finance Committee Meeting
4:15 - 5:15 p.m.	First Board of Directors Meeting
6:30 - 10:00 p.m.	Welcoming Reception at the Southwest School of Art, a historic desanctified church and courtyard overlooking the Riverwalk
10:00 - Midnight	Hospitality Suite

#### Friday, February 27

8:00 - 9:00 a.m.	Annual Meeting of the Membership and a Pipe Listing Website Update
9:00 - 9:15 a.m.	John McClure - Commercial Metals Spotlight
9:15 - 10:15 a.m.	David Blanchard, The Greatest Salesman, Inc. "Discover a Gold Mine: Accessing a 40% Latent Reserve in Cooperation and Productivity from Your Employees"
10:15 - 10:30 a.m.	Break
10:30 - 11:15 a.m.	Bill Webb, President & CEO Texas Motor Transportation Association "Changes in the Trucking Industry and How They Will Affect Your Bottom Line"
11:15 a.m. - Noon	Kerry Garman, Paragon People Solutions "Aligning Performance: The Key to Business Success"
12:15 - 1:30 p.m.	Game Show Themed Luncheon
2:00 - 5:00 p.m.	Optional Cooking Class San Antonio Style Learn to make the perfect Mexican salsa and award-winning margaritas.
7:00 - 10:00 p.m.	Annual Awards Dinner and Texas Hoe Down Wear your best Texan duds and be ready to kick up your heels!

#### Saturday, February 28

8:30 - 9:00 a.m.	Second Board of Directors Meeting
9:00 - 9:30 a.m.	Gary Gajdzik, Plant Mgr., Primary Operations, US Steel Gary Works "A Current Perspective on the Steel Industry"
9:30 - 10:30 a.m.	Keith Busse, President & CEO of the Steel Dynamics Institute Recipient of the prestigious ASD "Steel Man of the Year" award. A leader and innovator in the flat roll and structural industries will speak on "Issues Affecting the Future of the Steel Pipe & Tubing Industry"
10:30 - 11:45	Round Table Discussions
Noon - 6:00 p.m.	NASPD Annual Golf Tournament at The Quarry
6:30 - 8:30 p.m.	Hospitality Suite. Dinner on your own. Come to the Hospitality Suite to coordinate dinner plans with other members.