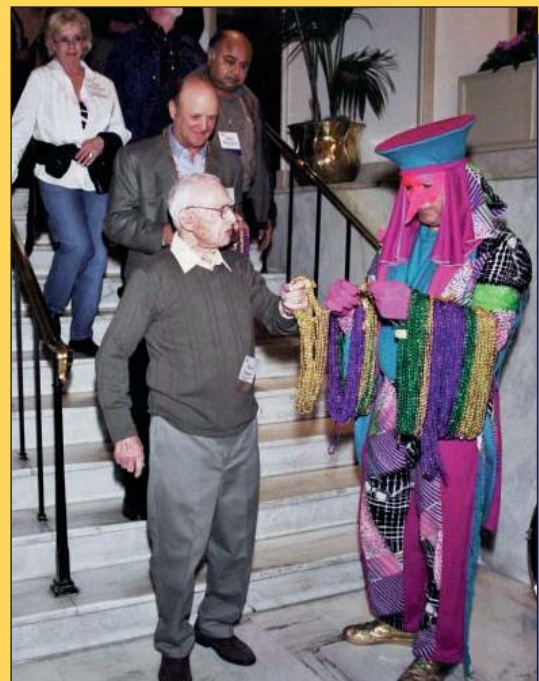


# PIPELINE

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

## NASPD in the Big Easy

Gerald Merfish passes the presidential gavel to NASPD President Robert Griggs



Mort Keiser dons colorful beads for NASPD's Mardi Gras parade



Katie Brenno, Jim Cassada, Art Alfaro and Ray Davila clown around with a local reveler



John Mocker, winner of the Knowles-Rubenstein Award of Excellence, celebrates with his mother Helen

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

PRSR STD  
U.S. POSTAGE  
PAID  
PERMIT NO. 600  
HOUSTON, TEXAS

815 Live Oak  
Houston, TX 77003

---

# President's Message

## *Off to a rousing start!*

by Robert Griggs  
NASPD President

**W**hat a great start to my term as President of the NASPD. New Orleans is the perfect place for our Annual Convention—great city, good food, late nights and lots of good pipe talk.

First, I would like to thank Gerald Merfish for leading the organization to such a great place for me to take over. Due to his dedication, hard work and forward thinking, the NASPD is "the place to be." I am committed to keeping the momentum rolling. Here are some of the exciting projects that will keep us moving in the right direction.

- *The NASPD Training Manual*, which will be presented at the Summer Conference in San Francisco.
- *The Pipe Listing Website*. We are always looking for ways to improve this new benefit to meet your needs.
- *Industry and Economic Survey*

- *Wonderful locations* for our conferences and conventions. San Francisco, Washington, DC and San Antonio are all winning locations that have had great attendance and revenue in the past.

My next words of appreciation go to the NASPD Board of Directors, committee chairs and committee members. I don't have room to list everyone by name, but you know who you are. Those of you who unselfishly give of your time are the lifeblood of this organization. Your dedication and commitment to this organization will make my term a success. I want to thank you again. My door is always open and I look forward to hearing from you often.

I've saved the best for last. What a team we have at the NASPD. Many members, who also belong to other organizations, have told me that the NASPD is a first-class organization. This is a direct reflection on our staff of Susannah Porr, Nancy Strickland, Carole Munoz and Sue Roberts. I can honestly say that I wouldn't want to take on this task without these wonderful, dedicated



people who make my job easy. I thank them with all of my heart. I look forward to the next few years of having the pleasure of working with such quality people.

One final thought, because my most recent responsibility was that of NASPD Treasurer, I still have my mind on finances. I want to share with you that we've gotten off to a great start. The Annual Convention in New Orleans made a net gain of approximately \$25,000. In the current economy and state of the steel industry, that says a lot about the product we have in the NASPD and what this organization is all about. Thank you for allowing me the privilege of being the NASPD President and for the honor of serving you. I look forward to seeing you soon.

---

---

Passing the gavel . . .

Thank You  
**Gerald Merfish**  
NASPD President  
2001 - 2003



Best Wishes  
**Robert Griggs**  
NASPD President  
2003 - 2005

# From the Executive Director

## *Business Unusual*



by Susannah Feux Porr  
NASPD Executive Director

**A**t press time, we were bringing the *NASPD Training Manual* project to completion, making final revisions before sending it to the printer. We are on schedule to have copies for sale at the Summer Conference in San Francisco, June 19-21. The *Training Manual* is a valuable tool that everyone in the steel pipe and tube industry should have. Thank you again to Bill Buckland for his tireless work and Gerald Merfish for his help with editing.

The NASPD Pipe Listing Website is making progress. Our subscribers are updating their inventory listings, which results in more activity on the Website. There is one matter that remains to be decided relating to the

Pipe Listing Website. The Board of Directors is considering a request by the E-Communications Committee to open the site for viewing by non-members. The Committee's opinion is that if more people can view the site, then it will have more value to those who list their inventory. Of course, only members may list inventory and no prices are listed; only contact information. One concern against opening the site is that it will allow potential end users to see inventories.

The Board first heard the request during the Annual Convention in New Orleans. There was much discussion and no clear decision, so the issue was tabled to allow for more discussion. If you have an opinion on this matter, please attend the Board meeting at our Summer Conference and participate in the discussion. Only Board members can vote, but everyone's opinion is important to the process. All regular members should go online today to the NASPD Pipe Listing Website ([www.naspd.com](http://www.naspd.com)) to view inventories for free and sign up as a subscriber to list your inventory.

As you can see, the NASPD today is anything but business as usual. We are bringing a lot of new value to our members. Be sure to take advantage of all that we have to offer. I look forward to seeing you all in San Francisco for a fantastic program in the great city by the bay.



### **KAYEM Pipe & Steel, Inc.**

P.O. Box 130143, Dallas, TX 75313-0143  
(214) 979-0042 (214) 979-0074 Fax

*Over thirty years of experience in servicing  
and supplying the Oil & Gas Industry with  
Prime API OCTG and Line Pipe.*

**Our stock size ranges:**

**Line Pipe:** 2-3/4" thru 12-3/4" API 5L, X-42, & A-106

**Tubing:** 1-1/4" thru 3-1/2" J-55 & Alloy Grade

**Casing:** 4-1/2" thru 16" J-55 & Alloy Grade

Please call or e-mail us for your tubular requirements.

**[d.kayem@kayempipe.com](mailto:d.kayem@kayempipe.com) (Doug)**

**[max.kayem@kayempipe.com](mailto:max.kayem@kayempipe.com) (Max)**

**[ds.ashley@kayempipe.com](mailto:ds.ashley@kayempipe.com) (Donna Sue)**

Houston sales office, phone 281-370-7300

**[s.plunk@kayempipe.com](mailto:s.plunk@kayempipe.com) (Sam)**

Visit NASPD online  
[www.naspd.com](http://www.naspd.com)  
for information about the  
Fall Conference  
Sept. 18 - 20  
in Washington, DC

---

## *Welcome new members*

---

*NASPD welcomes the following new members who joined  
at the Annual Convention in New Orleans.*

---

### ***Duferco Steel, Inc.***

Associate Member Duferco Steel, Inc. trades and distributes flat-rolled and steel products in the US and Canada, including Line Pipe, Standard Pipe, OCTG Tubing and Casing, Pressure Tubing and Coupling Stock in sizes 1/4 " through 16".

Duferco Steel, Inc. handles ASTM/ASME specs A-53/API 52, A106 Gr B, X-42, NACE MR-01-75, J-55, K-55, N-80, L-80, P-110 HC and A53-A (ERW). Sources include Silcotub, Petrotub, Tubac and Jazeera Tubes.

R. David Echavaria, steel trader

responsible for pipe products, is the NASPD Contact.

Duferco Steel, Inc.  
100 Metro Park South  
Laurence Harbor, NJ 08879  
Phone: 732-566-3130  
Fax: 732-242-1046  
[www.duferco.com](http://www.duferco.com)

---

### ***Boyd Logistics***

Professional Affiliate Member Boyd Logistics is a flat-bed truck carrier hauling primarily steel products and

building materials. Boyd Logistics has common contract and brokerage authority in 48 states plus Canada and Mexico.

The President of Boyd Logistics is Gail Cooper. Richard Bailey is the CEO/CFO and Kellie Ross, Manager of Logistics, is the NASPD Contact.

Boyd Logistics  
3275 Hwy. 30  
Clayton, AL 36016  
Phone: 334-775-1377  
Fax: 334-775-1308  
[www.Boydbros.com](http://www.Boydbros.com)

---





# Assessing the value of your membership ✓

By Earle G. Cohen

Upon returning from the Annual Convention in New Orleans, I took a few minutes to reflect on the benefits that I have derived from my membership in the NASPD. The presentation by Ed Rigsbee on "Exploring the Hard Value that NASPD Delivers to its Members" sparked my curiosity as to how to evaluate and quantify in dollars and cents the benefits of belonging to the NASPD. Most of us probably have never attempted to do this. After going through the exercise of assessing a dollar value to all of the benefits, I found that the total value is something more than 10 times the cost of membership. I believe that is overly conservative.

During Rigsbee's presentation the audience was asked to estimate how many companies in the organization do business with fellow members, which also aroused my curiosity. I went through the 2002 NASPD Directory of 153 members, some of which do not even sell products that our company purchases, and I am pleased to say that I have



## 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

| QTY    | OD      | WALL        | DESCRIPTION          | AVG LNG   |
|--------|---------|-------------|----------------------|-----------|
| 280'   | 98"     | .750        | Used Tank Shells     | 40'       |
| 70'    | 60"     | 2.00 - 2.50 | Used                 | SRL       |
| 23'    | 54"     | .375        | Used Spiral Weld     | 23'       |
| 85'    | 48"     | 1.75        | Used                 | SRL       |
| 70'    | 48"     | 1.25        | Used, Bare           | SRL & DRL |
| 80'    | 36"     | 1.50        | Used                 | DRL       |
| 110'   | 36"     | .935        | Surplus, Fusion Bond | DRL       |
| 240'   | 30"     | 1.25        | Surplus & Used       | DRL       |
| 1,547' | 30"     | 1.00        | Surplus, Used, Bare  | SRL       |
| 255'   | 26"     | 1.00        | Used, Bare           | 39 - 50'  |
| 1,300' | 18 5/8" | .435        | Used, Bare Casing    | DRL       |
| 520'   | 18"     | .406        | Surplus, Coated      | SRL & DRL |
| 1,200' | 22"     | .625        | Used, Bare           | DRL       |
| 880'   | 20"     | .625        | #1 Used, Bare        | DRL       |
| 115'   | 20"     | .500        | Surplus, FB, Used    | DRL       |
| 2,400' | 13 3/8" | .430        | Used, Bare Casing    | DRL       |
| 3,000' | 12"     | .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'  |
| 600'   | 10"     | .365        | Surplus, Bare        | DRL       |
| 1,000' | 8"      | .375        | Surplus, Bare        | DRL       |
| 1,600' | 6"      | .432        | Surplus, Fusion Bond | DRL       |
| 1,600' | 6"      | .280        | Surplus, Fusion Bond | DRL       |

305,000 LBS OF SURPLUS PLATE: 1/4" - 5/16" - 5/8" - 7/8" 1-1/4"

### ALSO AVAILABLE

BEVELLING, CUTTING & DOUBLE JOINTING.

SURPLUS AND USED STEEL BEAMS 6" THROUGH 36".

CARBON STEEL AND STAINLESS STEEL STORAGE TANKS  
UP TO 20,000 GALLON. CALL FOR PRICING AND OTHER SIZES.

## How benefits add up

Ed Rigsbee has developed a simple process by which members can determine the real dollar value they receive from membership in the NASPD. For more information on this process, see the article at <http://www.rigsbee.com/ma26.htm>

Below are figures that Earle Cohen used to determine the value of his membership in the NASPD. Cost is an estimate of the costs to attend NASPD's three annual meetings and the cost of membership.

Networking/Contracts = \$50,000

Educational = \$5,000

Professional/Educational Speakers = \$2,000

Regulatory Updates = \$1,000

Website Inventory = \$5,000

Free Recreational = \$3,000

New Ideas = \$5,000

State of the Industry Survey = \$750

Trends = \$1,000

Professional Image/Exposure = \$20,000

Magazine = \$50

Membership Directory = \$200

Total Value \$93,000 - Cost \$10,000

---

enjoyed doing business with 106 of them. To me, this benefit far exceeds any other financial benefit that one could achieve from being a member of most organizations. It is almost impossible to even begin to estimate the benefits in terms of dollars and cents that Kelly Pipe has gained by our sales to and purchases from the NASPD members but it is very sizeable amount. It would be conservative to estimate sales and/or purchases of many millions of dollars.

A big bonus factor is the camaraderie, common interests and trust of all the members. I thoroughly enjoy our industry and am proud to be part of it. Having served as the first President of the organization in 1975, I had the wonderful opportunity to get to know the 90 original members, most of whom retain their membership in

the NASPD. Another bonus is the friends and relationships that have been formed over the years that will remain with me forever.

I promise that I was not asked to write this article by the Membership Committee, rather I felt compelled to express my personal gratitude of being a charter member of the NASPD since its beginning in 1975.

I believe that anyone in our industry who is qualified for membership in the NASPD should take advantage of the opportunity to join. If you don't join, you are doing a disservice to yourself and your company. I hope this will reach some of you who have an interest in the Association and will influence you to join the NASPD and take advantage of the many benefits offered to its members.

---

## ***Kings of the greens***

**C**ongratulations to the following winners of the NASPD Annual Golf Tournament, which was held in March at the Eastover Golf Club in conjunction with the Annual Convention in New Orleans.

*First place:* Robert Griggs, Dan Smith, Balor Moore

*Second Place:* Kevin Beckmann, Lothar Zulhan, Mike Evans, John Mortimer

*Third place:* Greg Semmel, Jim Zimmerman, Ray Davila, Tim Duncan

---

# A very special surprise . . .

by John Mocker

**T**he Annual Convention in New Orleans, March 6 - 8, was fantastic, culminating Saturday evening with the annual banquet. As the program began little did I know what was in store for me or who Susannah and Nancy had "sequestered" in the room adjacent to the ballroom.

Past-President Don Karchmer approached the podium and began a biography that sounded familiar, very familiar ... and it suddenly hit me that I would be presented with the Knowles-Rubenstein Award. My heart began to pound as thoughts of what to say were racing through my head. Something meaningful and short ... But when Don announced that my mom, Helen, who had been secretly flown to New Orleans, would present the award any eloquent words that I had conjured up in my head simply vanished. For once in my life

I was speechless ... all I could think was, "How did they pull this off?" I had talked to Mom Friday evening—she was at home 1,000 miles away. There she stood as elegant as ever, holding the award that was being presented. Both beaming we walked to the podium and talked to the crowd, but don't ask me what was said—except I do recall that I composed my thoughts enough to dedicate the award to my parents, and to the past, present and future leaders of the NASPD.

We enjoyed the dinner as we discussed plans to extend our stay in New Orleans so that Mom could see

the sights of this beautiful and historical city. After dinner we mingled with the crowd and I introduced her to as many NASPD friends as I could. She was so taken by everybody she met, telling me she felt as if she had known them for years. "Everyone is so warm and friendly" she said, and I thought to myself, "That says it all." Every new face that comes to one of our events feels the same way. They feel welcome.



*Well-wishers congratulate John Mocker. From Left, Don Karchmer, Mocker, Helen Mocker, & NASPD Executive Director Susannah Porr.*

I would like to thank Don and Hilary Karchmer, Susannah Porr, Nancy Strickland, Jim Mocker and Tim Lally for making the award presentation so special by planning mom's visit. Although the honor of the award in itself is very special, having her with me to share the surprise made it very "extra special." It is a memory we will both cherish forever.

I am honored and humbled to be chosen as a recipient of the Knowles-Rubenstein Award of Excellence, and I look forward to continued and active participation in an organization that has been a part of my life for more than 20 years. Although the commer-

cial value is boundless, the friendships that I have made are priceless.

Congratulations to incoming president Robert Griggs, and special thanks to Gerald Merfish for a great job as president the past two years. Thank you to all the past presidents for their contributions over many, many years ... and especially to Pete Knowles and Jerry Rubenstein, our founders. What started almost 30 years ago as a conversation on an air-

plane during a business trip has developed into what the NASPD is today.

Most of all I thank every one of you who in your own way contribute to what makes the NASPD a fine and worthwhile endeavor.

Here's to our future.

...

P.S. New Orleans in a day: Sunday March 9—Beautiful sunshine, a morning walk, breakfast at Brennan's, shopping, Jackson Square, St. Louis Cathedral, Café Du Monde, car-

riage ride through the Quarter, a few bars to relax and people watch, a carriage ride to the Garden District, watching the sights on the mighty Mississippi from the park, a little more shopping for the "kids," back to the rooftop observatory at the hotel as the afternoon wound down, a spectacular dinner at Commanders' Palace followed by a cab ride around Bourbon Street and nightcap at the Esplanade in the hotel. It was a perfect day. Mom couldn't have seen more if we were there for a week!

# ... For a most deserving winner

**N**ASPD is proud to have awarded the Knowles-Rubenstein Award of Excellence to a very deserving member of the association, John Mocker.

The Knowles-Rubenstein Award was established in 1995 by NASPD founders Pete Knowles and Jerry Rubenstein to honor individuals who have made outstanding contributions to the NASPD over a substantial period of time. It is the highest honor that the NASPD can bestow on one of its members

During his years of service to the NASPD, Mocker has chaired or served on almost every NASPD committee. As Chairman of the Membership Committee, Mocker recruited many new members to the association. He was a Vice President for the Eastern Region and served as NASPD President from 1999-2001.

Mocker is a Vice President of Lally Pipe & Tube of Covington, KY. He is also very active in his local community, serving on the Board of Directors of the Northern Kentucky Children's Home and the Northern Kentucky Symphony. He serves on the Executive Committee of the Republican Party of Kentucky and as Finance Committee Chair for Senator Jim Bunning. He is also the Co-Chairman of the Cincinnati International Wine Festival.

While presenting the award at the NASPD Annual Awards Dinner on March 8, Don Karchmer, an NASPD Past-President and the 2002 recipient of the Knowles-Rubenstein Award, said of Mocker, "He personifies outstanding personal and professional ethics and has a natural charm and warmth that makes others comfortable and welcome in any situation. The NASPD has grown and prospered with his

untiring dedication and involvement. We have been fortunate to have his guidance and leadership."

The NASPD congratulates John

Mocker for his exceptional contributions and years of service to the NASPD.



N  
A  
S  
P  
D

**PK pipe & tubing, inc.**

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

**New limited service ERW line pipe,  
PE&B, 20-64' lengths,  
tested 750# PSI Min. FOB: Baton Rouge, LA**

|         |   |             |
|---------|---|-------------|
| 3,530'  | 10 3/4" OD x .450" W x 49.50#           | \$7.43/ft.  |
| 4,786"  | 10 3/4" OD x .465" W x 51.13#           | \$7.67/ft.  |
| 2,129'  | 12 3/4" OD x .562" W x 73.22 #          | \$13.18/ft. |
| 94'     | 14" OD x .525" W x 75.63#               | \$11.34/ft. |
| 682'    | 16" OD x .500" W x 82.85#               | \$16.10/ft. |
| 15,038' | 18" OD x .562" W x 104.76#              | \$20.43/ft. |
| 551'    | 20" OD x .500" W x 104.23#              | \$20.32/ft. |
| 1,658'  | 20" OD x .500" W x 104.23#, Slurry Pipe | \$16.68/ft. |
| 2,504'  | 22" OD x .500" W x 114.92#, Slurry Pipe | \$18.39/ft. |
| 6,848'  | 24" OD x .321" W x 81.25#               | \$15.84/ft. |
| 48,462' | 24" OD x .343" W x 86.66#               | \$16.05/ft. |
| 3,905'  | 24" OD x .344" W x 86.99#               | \$16.96/ft. |
| 3,514'  | 24" OD x .375" W x 94.71#               | \$18.47/ft. |
| 1,528'  | 24" OD x .412" W x 103.89#              | \$20.26/ft. |
| 2,500'  | 24" OD x .515" W x 129.29#              | \$25.21/ft. |
| 2,637'  | 24" OD x .625" W x 156.17#              | \$30.45/ft. |

Subject to prior sale.

**Please Contact DEAN PIRKLE**

**Phone: 830-278-6606**

**Fax: 830-278-4305**



# NASPD Annual Convention, just another meeting?

by Rich Northfield  
NASPD Vice President, Eastern Region

**T**he NASPD 2003 Annual Convention in New Orleans March 6 - 8 was *just* another meeting that included a lively parade through the French Quarter, an amazing story from a Holocaust survivor, and a surprise award ceremony that included the mother of one of our favorite sons!

It all began Thursday, March 6 at the stylish Omni Royal Orleans Hotel in the legendary French Quarter. The afternoon was filled with numerous committee meetings. Then **Gerald Merfish**, NASPD President, chaired the final Board of Directors meeting of his two-year term as President. As usual, a great deal of work was accomplished.

On Thursday evening everyone dressed for the Welcoming Reception and assembled in the hotel lobby. Fat Tuesday had just ended, but Tubby Thursday was underway thanks to our very generous hosts **Jay Roccaforte, Dan O'Leary and Edgen Corporation**. Jay, our party master, and his well-dressed posse handed out generous bunches of colorful Mardi Gras beads to members lining up for the official NASPD parade. A brass band played lively carnival songs. Jesters and other Mardi Gras revelers surrounded us. The parade then began through the narrow streets of the French Quarter. New Orleans motorcycle police escorts, with sirens blasting and lights flashing, added to the

excitement. Spectators along the streets and balconies were certainly impressed with our fun-loving group, and we richly rewarded them with colorful beads. Our final destination was the quaint Crescent City Brew House. The enjoyment continued at the reception with jazz music, refreshing adult beverages, tasty New Orleans food, and dancing. A caricature artist even captured the real "beauty" of many members. The evening was truly over the top!

**F**riday, March 7 began with a great networking opportunity during the continental breakfast, and then everyone was off to Roundtable discussions. The roundtable discussions offer members a perfect opportunity to talk about issues concerning steel pipe distributors in an informal setting. After lively roundtable discussions, it was time for **Yves Pognonec, Vallourec & Mannesmann Tubes Corporation**, to give us a brief look at their products and services. Vallourec & Mannesmann Tubes Corporation is an impressive corporation. Then the annual meeting of the membership took place. Among various items on the agenda were nominations and elections for new association officers and the new Board of Directors. As always, Gerald Merfish, NASPD President, kept things moving and on schedule. After a brief break, **Mike Evans, Maurice Pincoffs Company Inc.**, informed the membership on "Trade Agreements and Their Impact on Pipe Distributors." This was a great opportunity to get up to speed on changing market conditions from a knowledgeable speaker.

A Friday luncheon began with another occasion to visit with old and new friends. After lunch, it was time for **Sol Rosenberg, Sol's Pipe & Steel Inc.**, to speak with us. Sol sur-



## OILFIELD COUPLINGS

*"Large Inventory Ready for Immediate Shipment"*

### Casing Couplings

4 1/2" - 20"

STC-LTC-BTC

### Tubing Couplings

1" - 4 1/2"

EUE - NUE

### Grades

J-55, H-40, K-55, N80, L-80

C-90, C-95, T-95, P-110, Q-125

**CALL: Bob Dayton or Craig Medley at 903-297-7833 Or Fax 903-297-9240**

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

Manufacturing Facility  
9444 Industrial Drive  
Navasota, TX 77868

vived the Holocaust, and he shared his personal story of the Holocaust with us. Sol was just a young boy at the beginning of his gripping story. He told us how he tragically lost his entire family in Nazi extermination camps, and survived unimaginable horror. Sol talked about his various imprisonments, escapes and resistance fighting. Sol's horrific experiences brought the audience to tears. Sol went on to tell how he met and married **Tola** after liberation. Tola was the beautiful blond of his dreams. We learned that Tola too survived the Holocaust. Sol told us how they immigrated to New Orleans in 1949, and over the years created a large family, and successful pipe and steel business. Sol is a remarkable person and speaker. The Rosenberg family is a remarkable unit! After his talk, Sol was on hand to autograph copies of his book that were available to members. His book, "Sol's Story," written by Richard Chardkoff, was published by Cold Tree Press in 2002. This was an extraordinary and emotional hour.

Friday afternoon was free for exploring New Orleans on your own. This turned out to be ideal, since we needed time to reflect on Sol's story. The weather was warm and sunny. New Orleans was explored by small groups of NASPD'ers. At the end of the day, a hospitality suite was available for meeting friends over cocktails and cards, before going out to dinner on your own.

**S**aturday, March 8 began with another networking opportunity during the Continental Breakfast. Then **Jorge Santibanez, Tuberia Laguna SA de CV**, gave us a brief look at their products and services. Jorge did a super job telling us about his company. It was then time for the featured speaker, **Ed Rigsbee, Rigsbee Enterprises Inc.**, to give us a

# Thank you!

Edgen Corporation  
for a truly spectacular  
Opening Reception

## 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.

- Receive a 10 % discount for 10 or more manuals.

Please fill out and sign the order form and mail or fax to the NASPD:  
14760 Memorial Dr., Suite 302, Houston, TX 77079-5234  
Telephone: 281-531-7473 / Fax: 281-531-7475

|                                      | Qty   | Price            | Total     |
|--------------------------------------|-------|------------------|-----------|
| Member price \$100 per copy          | _____ | x \$100 =        | \$ _____  |
| Deduct 10 percent for 10 or more     |       |                  | -\$ _____ |
|                                      |       | Sub Total        | \$ _____  |
| Texas residents add 8.25 % sales tax |       |                  | \$ _____  |
| Shipping & handling (\$5 per copy)   | _____ | x \$5 =          | \$ _____  |
|                                      |       | Total Amount Due | \$ _____  |

Check enclosed       Charge My Credit Card  
 \_\_\_\_\_ Visa    \_\_\_\_\_ MC    \_\_\_\_\_ AmEx    \_\_\_\_\_ Discover  
 CC# \_\_\_\_\_ Expiration Date: \_\_\_\_\_  
 Name of Cardholder: \_\_\_\_\_  
 Billing Address: \_\_\_\_\_  
 Signature: \_\_\_\_\_  
 (Order must be signed to be processed)  
 Ship to Name: \_\_\_\_\_ Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

---

## *Just Another Meeting, continued*

presentation entitled, "Partnershift -- How to Double Your Strength Overnight." This was an informative presentation that focused on how to deliver the value your customers want, and how to build alliance relationships to succeed. We all got something useful from this presentation.

Then **Janel Apps Ramsey, Kahn Steel Company Inc.**, gave us a presentation entitled "How the NASPD Pipe Listing Website Can Bring Value to Your Business." Attendees were motivated to continue exploring this terrific new service. Janel was also on hand throughout Saturday to help members with demonstrations of this new Web site.

After a brief break, Ed Rigsbee, Rigsbee Enterprises Inc., was back to give us a presentation entitled "The

Power of an Association: Exploring the Hard Value that the NASPD Delivers to Its Members." He reinforced what we know, and that is the more you put into the NASPD, the more you get back from the NASPD. Ed helped us put a dollar estimate on the value of membership in the NASPD. In short, we learned that the NASPD is an outstanding investment. *[Editor's note: For details, see Earle Cohen's article, "Assessing the Value of Your Membership," on page 6.]*

Then **Robert Aguilar, Steel Pipe & Tube Consultants**, gave members a presentation entitled "Onshore and Offshore Inspection of Line Pipe for Deepwater Installations." This was a large presentation on a technical subject and was well done.

While meetings continued, a group of spouses departed on a short walk

*"Everyone vowed to help Robert continue making the NASPD 'the place to be' for steel pipe distributors."*

to the optional Gumbo's Cooking School. There they learned the secrets to preparing wonderful New Orleans' dishes. A full meal was prepared and sampled. Authentic Louisiana cuisine is now in kitchens everywhere!

Saturday's official business continued with **Robert Griggs**, new NASPD President, chairing the first Board of Directors meeting of his term as President. Robert shared his goals for the future of the NASPD with the new Board of Directors. Everyone vowed to help Robert continue making the NASPD "the place to be" for steel pipe distributors. After this meeting, the golfers were off for the NASPD Annual Golf Tournament. The weather was cool with light rain. Non-golfers were free to explore New Orleans on their own, or were off on the optional New Orleans Haunted History Walking Tour.

On Saturday evening everyone dressed for the grand cocktail reception and the NASPD Annual Awards Dinner. Members enjoyed networking over cocktails and seemingly endless hors d'oeuvres. A portrait photographer was on hand to record the evening for anyone willing. After the reception, we were seated and the Annual Awards Dinner was underway. Before the dinner, numerous awards were presented. Gerald Merfish then passed the NASPD Presidential Gavel to Robert Griggs.

It was then time for a special surprise award to be presented, the

---

Knowles-Rubenstein Award of Excellence. This was only the seventh presentation of this award in the history of the NASPD. And it was awarded to someone who personifies excellence, **John Mocker, Lally Pipe & Tube**. As everyone knows, John has greatly enhanced the prestige of the NASPD and has been a true leader. John may well have sensed something was in store for him, when nobody sat to his left at the V.I.P. table. An empty chair next to John Mocker, no way! The empty chair turned out to be for John's mother, **Helen Mocker**. Helen had secretly flown in from Ohio earlier in the day, and somehow managed to stay out of sight. As **Don Karchmer, International Pipe & Supply Inc.**, began presenting the award to John, Don signaled for Helen to join them. John was really surprised when he saw his beautiful mother enter the room. John asked Helen, "How did you get here?" Helen responded, "I walked!" As John received and accepted this award with his mother by his side, I think we all sensed a bit of Helen's pride for her son. John's father, **John A. Mocker Sr.**, who passed away in 1996, would surely have been proud of John and Helen. Susannah Porr, NASPD Executive Director, and Don Karchmer deserve special thanks for making this award presentation so very special for John, Helen and all of us. The evening then continued with a first-class dinner, dancing and networking.

And there you have it; the 2003 Annual Convention in New Orleans was *just* another meeting. We worked and played. We laughed and cried. We did business and learned new things. We enjoyed old and new friends. Plan to attend *just* another meeting at the Summer Conference in San Francisco, June 19-21.



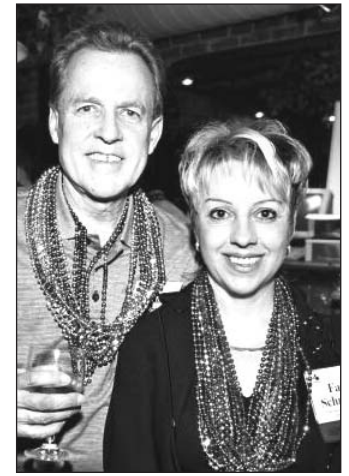
Seen at the 2003 Annual Convention  
New Orleans, March 6 – 8



*Jaime Gutierrez, Bob Van Valer, Bill Hyatt and Rudi Gutierrez*



*Dan and Diane Smith*



*Jim and Faye Schrader*



*Shelly Griggs, Donna and Vince Hasen, Paula Moore*



*David Keiser, Jason Hueske, Mort Keiser and Jay Roccaforte*



*Linden and Carol Marchand trip the light fantastic*



*Kevin Beckmann, Christie Villalobos and Sam Hinton*



*Dan O'Leary and Dave Whitney*



*Sol Rosenberg and Sherry Merfish cut a rug on the dance floor*





*Fred Kahn, Robert and Shelly Griggs, Ted Kahn and Sherri Kahn*



*Golfing buddies Jim Mortimer, Kevin Beckmann, Lothar Zluhan, Mike Evans and Robert Griggs*



*Don Bohach, Coy Reece and Pete Knowles*

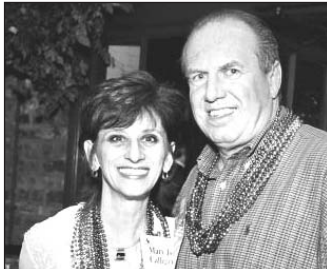


*Katie Brenno, Jaime Woldenberg and Nancy Strickland*



*Caryn Ezra, Yves Pognonec and Corinna Petry*

*Mary Jo Calligan and Gary Canonge*



*Neil and Renu Jain, Julie Kayem and Cathy Williams*



*Wayne Conrad and André Crispin*



*Bob and Alice Rau*



*David Laxton IV, Betty Laxton, Rochelle Merfish Jacobson and Alan Jacobson*



*NASPD celebrates Mardi Gras!*

MARK YOUR  
CALENDARS

2003 Fall Conference  
Sept. 18 - 20  
Monarch Hotel  
Washington, DC

2004 Convention  
Feb. 26 - 28  
Westin Riverwalk  
San Antonio, TX

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

# DISPATCHES

## **Bayou Companies acquisitions**

The Bayou Companies (Associate Member) has completed integration of Bayou Flow Technologies, Bayou Coating and the recently acquired CCSI and C & L Pipeline Equipment. CCSI recently announced a new product, the GatorBack Infill System, an outerwrap that provides a tough outer surface to resist damage during pipeline lowering and sub-sea activities.

In addition, CCSI recently pur-

chased the assets of Power Spray, Inc. and Aquatherm International, including a thermal spray system. The new Virginia Beach location offers metalizing and powder coatings.

## **Edgen names team to Carbon Products Group**

Edgen Corporation (Regular Member) announced the team that will manage its newly formed Carbon Products Group, an integration of the company's four carbon pipe and piping components divisions: Bartow Steel, Resource Pipe Company, Service Industrial Supply Company (SISCO), and Thomas Pipe.

Mary Stickler is Vice President of Product Sales. Roy Meredith is Vice President of Field Sales and Business Development. Greg Baker is Director of Materials Management for Carbon Pipe. Ray Brady is Director of Materials Management for carbon piping components. Jim Clark is Director of Inside Sale and Karen Brown is Director of Customer Service.

## **Cowan joins Maverick Tube**

Jim Cowan was named Executive Vice President and Chief Operating Officer of Maverick Tube Corporation (Associate Member) of St. Louis, MO. Cowan was formerly the President of V&M Tubular Corporation.

Cowan will be responsible for operations of all Maverick subsidiaries and divisions including Prudential Steel, Precision Tube Technology, Republic Conduit and SeaCAT Corporation.

Regular  
NASPD  
Members

## **NASPD PIPE LISTING WEBSITE**

Updated!

- Gain access to tens of thousands of tons of pipe!
- Find out where to get pipe you don't have in stock!

### Monthly rates

|           |      |
|-----------|------|
| 6 months  | \$90 |
| 12 months | \$80 |



N  
A  
S  
P  
D

Sign up today!  
Call 281-531-7473 or  
download a registration form at  
[www.naspd.com](http://www.naspd.com)





From left: Paul Brahier, Texas Pipe & Supply; John Denny, Ferrostaal, Inc.; Dennis Hayden, Houston Tubulars, Inc.; Mike Chambers, McJunkin Appalachian Oil Field Supply Co.; Greg Semmel, Omega Steel Co.; Bill Buckland, Mandal Pipe Company; Charles McGuire, Dixie Pipe Co.; and Gene Bennett, Houston Tubulars, Inc.

## Fishy business

An adventurous group of steel pipe distributors from Houston, St. Louis, and Atlanta recently enjoyed two days of deep sea fishing. They caught and released the first blue marlin of the season after a 45 minute battle. It was in the 250 lb range. They caught seven yellowfin tuna from 30 to 60 lbs. The blue marlin and tuna were caught live baiting from a kite. They caught 13 amberjack up to 40 lbs, 4 cobia up to 50 lbs, 40 red snapper, the largest being 25 lbs, and 2 scamp, the largest was 18 lbs. While night fishing they caught 12 blackfin tuna up to 25 lbs. And that's no fish story!

### Special Thanks

There are many people who helped to make the NASPD Annual Convention a success. NASPD would like to acknowledge a few individuals for their special contributions: **Janel Apps Ramsey** for demonstrating the ins and outs of the NASPD Pipe Listing Website and **Alice Rau** for her cheerful help at the registration desk. Your efforts are truly appreciated.

Thank you to **Texas Pipe & Supply Co., Inc.** for sponsoring the breakfasts on March 7 - 8. And finally, thank you to **Sol Rosenberg** of **Sol's Pipe & Steel** for sharing the moving story of his experience during World War II.

### Birth announcements

#### Orban

Matt and Tina Orban welcomed baby daughter, Jolie Lauren, born on May 16.



#### Rubenstein

Jason and Peta Rubenstein are the proud parent of twins, Kai and Cassidy, born February 5.

### PIPELINE STAFF & 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](mailto:naspd@aol.com); Web site: <http://www.naspd.com>. Office hours: 8:30 am - 5:00 pm CST.

**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.

© National Association of Steel Pipe Distributors, Inc. All rights reserved. No part of this publication may be reproduced or utilized in any form, or by any means, electronic or mechanical, including photocopy or other recording, or by any information storage or retrieval system, without the express written permission of the publisher, the National Association of Steel Pipe Distributors, Inc. Pipeline is the monthly publication of the National Association of Steel Pipe Distributors, Inc. (NASPD), a nonprofit organization representing the steel pipe and tubing industry. The views expressed herein are the opinions of the authors, and do not necessarily represent the policies or opinions of NASPD.



# Thank you!

NASPD thanks the following generous sponsors of our Annual Convention, which was held March 6 - 8 in New Orleans.

**Atlas Tube, Inc.**

Plymouth, MI  
Mark Bond

**Baltimore Pipe Inc.**

Baltimore, MD  
Richard Northfield

**Berg Steel Pipe Corporation**

Panama City, FL  
Cathy Streff

**Cierra Pipe, Inc.**

Houston, TX  
Bobby Kanz

**The Crispin Company**

Houston, TX  
André Crispin

**DKM Enterprises LLC**

Uvalde, TX  
Don McLaughlin

**Dufour, Laskay & Strouse**

New Orleans, LA  
Norm Dufour  
Houston, TX  
Bill Duval

**Edgen Corporation**

*(Host of Welcoming Reception)*  
Baton Rouge, LA  
Jay Roccaforte  
Dan O'Leary

**Ferrostaal, Inc.**

Houston, TX  
Derek Meyer

**Houston Tubulars, Inc.**

Houston, TX  
Dennis Hayden

**International Pipe & Supply Co.**

Oklahoma City, OK  
Al Karchmer  
Don Karchmer

**Lally Pipe & Tube**

Covington, KY  
Tim Lally  
John Mocker  
Jim Mocker

**Lone Star Steel**

Dallas, TX  
Rusty Fisher

**Marmon/Keystone Corp.**

Butler, PA  
Gary Canonge

**N. Merfish Supply Co.**

Houston, TX  
Rochelle Merfish Jacobson  
Gerald Merfish

**Omega Steel Co.**

St. Louis, MO  
Greg Semmel

**Pipe & Piling Supplies**

Kincheloe, MI  
Ron Griffith

**Sepco Tubulars Inc.**

Houston, TX  
Tor Vatne

**Sol's Pipe & Steel**

Monroe, LA  
Sol Rosenberg

**Texas Pipe & Supply Co., Inc.**

*(Host of Continental Breakfast)*

Houston, TX  
Jerry Rubenstein  
Jason Rubenstein

**Tex-Tube Company**

Houston, TX  
Jaime Monzon  
Andrew Grebe  
Ray Davila

**Trident Steel Corp.**

St. Louis, MO  
Kevin Beckmann

**Trinity Metal Products, Inc.**

O'Fallon, MO  
Robert Griggs  
Vince Hasen

**Tubacero SA de CV**

Monterrey, NL Mexico  
Jaime Woldenberg  
Leon Gutierrez

**Tubular Steel, Inc.**

St. Louis, MO  
Caryn Ezra

**The Womble Company**

Houston, TX  
The Womble Family