

INSIDE: Hats off to San Antonio, NASPD Insurance update, New members

# PIPELINE

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

## Meet Us in St. Louis

NASPD  
Summer  
Conference  
June 10 -12

*Photo of The Jewelbox in Forest Park  
courtesy St. Louis Convention  
and Visitors Commission*

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# President's Message

## *Hometown Pride*

by Robert Griggs  
NASPD Executive Director



**I**t's been seven years since NASPD had a meeting in St. Louis. That's far too long. Your friends in the steel industry who live here can't wait to show off the wonderful things that are happening in our area. Here are just a few of the things that have happened since NASPD was last here:

- Downtown is revitalized with the building of a domed stadium (for the new Superbowl champion football team), convention center and hockey arena.

- A new baseball stadium is under construction.
- Add on the Washington Ave. and loft district, and you have the making of an energetic and vibrant downtown filled with young people.

NASPD will hold a reception on Friday evening, June 11, at the Missouri History Museum in Forest Park. Forest Park, site of the 1904 World's Fair, covers 1,380 acres and features the St. Louis Art Museum, the St. Louis Zoo, the St. Louis Science Center and the Muny Opera (the country's largest outdoor

theater). Through the efforts of local citizens, including NASPD's Joe Bergfeld, as well as state and federal efforts, Forest Park is enjoying a \$125 million renovation, which includes two 18-hole golf courses and six miles of biking and jogging trails. Some features from the 1904 World's Fair are getting a facelift including the Boat House, the Grand Basin, the Birdcage and the Jewel Box, a glass-covered Art Deco floral conservatory. We can't

wait for you to see the renaissance going on in this city.

The Missouri History Museum features the national touring Lewis & Clark exhibit. This year marks the 200th anniversary of the expedition, which started in St. Louis following the Louisiana Purchase. The Museum also houses a 1904 World's Fair exhibit and a replica of Charles Lindbergh's "Spirit of St. Louis." You'll also have an opportunity to take a carriage ride tour of the third largest city park in the US.

I would be remiss if I didn't mention the Gateway Arch National Monument and the Old Courthouse (site of the Dred Scott decision), located a few blocks from our hotel, the Westin St. Louis. On Saturday we'll tour the Anheuser Busch brewery, where you can sample the product.

A number of informative programs are planned for the Summer Conference. Mike Evans, of Maurice Pincoffs, will tell us "What's Next in the Steel Pipe Industry." Robert Johns, Director of Marketing for Nucor's Sheet Metal Group, will talk on "Steel: Not a Crisis, A Wake-Up Call." This is a chance for a real update on the steel market. On my recommendation, Shane Frank, managing Director of AlliantGroup, will speak on "R&D Tax Credits," which involves tax changes on research and development that may be available to some companies. If you qualify, the tax savings to your company may be significant.

As we have all experienced over the past several months the market is incredibly volatile. There is no better place than NASPD to get the most reliable information on the market. Now is the time to use our organization to stay informed and one step ahead.

In writing this article, it made me remember why I decided to raise my family here. It is easy to overlook all the great things your own city is accomplishing right before your eyes. I am glad to call St. Louis home. Please come and enjoy our hospitality. "Meet Me in St Louis" June 10 -12.



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# From the Executive Director

## *Nothing is permanent but change*

**A**s soon as things were starting to fall into a gentle groove we've had two new challenges arise. Two important members of our NASPD team are leaving. You may not recognize their names or faces but they are a vital part of our team. Webmaster Eddie DeSalle has helped move us into the high tech age we live in today. Eddie has been a great help to NASPD over the last year and we will be sorry to see him leave in pursuit of his MBA. Good luck Eddie and thank you for your service.

Many of you have worked with Robin Perry or at least recognize her work. She has been publishing Pipeline Magazine for more than 10 years. Robin has decided to go back to school to get a nursing degree.

Robin's absence will not be easily filled. She knows all your names and faces (from our photos) and is a special part of this organization. Over the last ten years, I have really enjoyed working with Robin. Her experience and knowledge of our group will not be replaced easily. She has always gone above and beyond the call of duty for the NASPD and I wish her all the best with her second career.

Gail Belcik, our new Office Administrator, is doing extraordinarily well. I could not have hoped for more than what I have found in Gail. If you didn't get a chance to meet her in San Antonio, be sure to say hello to her in St. Louis. She is the most important person on my team and has exceeded all my expectations. She's taken on more than anyone in learning her position while setting up a new



by Susannah Feux Porr  
NASPD Executive Director

office, learning a new computer system (that had its kinks) and getting to know the hundreds of NASPD members that we talk to on a regular basis. Be sure to give her a pat on the back; she's really earned it.

### MARK YOUR CALENDARS

**2004**

Fall Conference  
Sept. 30 - Oct. 2  
Scottsdale, AZ

**2005**

Annual Convention  
March 2005  
Las Vegas, NV

Summer Conference  
June 2005  
Denver, CO

Fall Conference  
Sept./Oct 2005  
Houston, TX

### Program Committee

## *Bringing educating, entertaining, energetic programs to you*

by Jason Rubenstein  
Committee Chair

**A**s always, the Program Committee tries to provide educating, entertaining, energetic programs for our conferences and conventions. St Louis is in the cross-hairs with some great speakers and exciting programs that will continue the NASPD tradition of being the place to be. Speakers from Nucor, Maurice Pincoffs Company, Inc. and Maverick Tube Corporation will shed light on the current pipe market and the conditions we're facing now and in the future. The group roundtable will

address questions that affect all of our members whether you sell new/prime pipe, structural pipe, limited service pipe or prime OCTG. The Member Spotlight will shine its light on a presentation by The Bayou Companies. (Contact me if you would like to volunteer to present your company at a future Member Spotlight.)

We have some great locations and programs in our future. Make plans to attend the Fall Conference in Scottsdale in September. With its beautiful golf courses and resort atmosphere, the conference should have a huge turnout.



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## PIPE-CORRODING BUG DECODED

Scientists with The Institute for Genomic Research (TIGR) in Rockville, MD have sequenced the genome of a sulfate-breathing bacterium that can damage oil and natural gas pipelines and corrode oilfield equipment.

The microbe, *Desulfovibrio vulgaris*, plays a role in a process called microbially-influenced corrosion (MIC), which has caused substantial economic losses in the petroleum industry and other industrial sites around the world. Such corrosion is caused by bacteria acting together in a biofilm that covers metal pipelines or equipment.

The analysis of the microbe's genes is expected to help researchers find better ways to minimize such damage as well as to develop methods to use microbes to help remediate metallic pollutants such as uranium and chromium.

"This genome will be a valuable asset to the community of scientists around the world who are studying the sulfate-reducing bacteria and their role in corrosion," says John Heidelberg, the TIGR assistant investigator who led the sequencing project.

The study, published in the May issue of *Nature Biotechnology*, was supported by the Microbial Genome Program of the US Department of Energy's Office of Science.

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# What are the prospects of a new NASPD insurance program?

*Same song,  
second verse . . .  
Be ready to get on the  
bandwagon when  
we announce  
the new program.*

by Bill Carleton  
Professional Affiliate Member

**F**irst, a little history. I met with the NASPD in the Spring of 1996 in Boston. Our give-and-take dialog led me to believe that the problem coverages were Worker's Compensation and Products

Liability. After contacting all of the NASPD Regular Members, and receiving turn-downs from several potential insurance companies, we launched our NASPD Insurance Program in late May 1997 using Fireman's Fund as our insurer. Over the next two years, we contacted everyone again, quoted 32 accounts (some twice unsuccessfully), and wrote 16. But, because of some losses and our inability to write more of you quickly enough to satisfy the insurance company, they pulled the program in July 1999, offering renewals through October 1, 2000. There were a few other factors, such as our inability to interest the larger members, but you get the idea.

Beginning in March 2000, the Property/Casualty insurance business began to turn highly unprofitable: the stock market meltdown had begun in

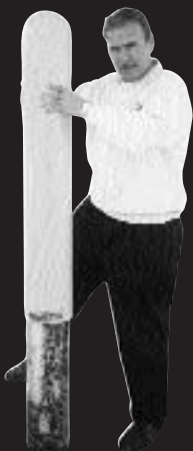
earnest, and 13 years of unwarranted competition (selling below cost) for premiums had "hardened" the underwriting appetite of virtually all insurers. They were running from business, and had no interest in taking on large "books" as would be a part of any program. So, for the past four years we have been renewing the accounts we originally wrote in eight to ten different insurance companies. We've lost a couple, added a few more, and now have a total of 17 NASPD members insured. The premiums have climbed because of the hard market, and because the sales and payrolls of our NASPD clients have grown as well.

**W**e have been working with a major North American insurer to try to put a new program together. Guess what? They're "worried" about the *Products Liability* and the *Worker's Compensation*—just like 8 years ago! The Carleton Unit at Crane Agency will get the job done. Tom Berra and I and our staff will scour the country until we find underwriters who eagerly embrace this opportunity! We have lots more ammunition this time—eight years premium and loss experience of a very representative sample of the entire membership.

What can you do to help us? Hang in there while we gather the boat-loads of information that insurance people require, and be ready to get on the bandwagon when we announce the new program! There is strength in numbers, and the time to do this is now before the stock market soars again, and the underwriters start turning their profitable "books" of business "unprofitable" once more.

If you have any questions, call me at 1-800-946-3884 or ask me when you see me for an update. I hope you are all having a great year!

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# Welcome new members!

Please join NASPD in welcoming the following new members.

## Ispat North America Inc.

Ispat North America Inc. (Associate Member) represents the producing mills of the LNM Group who manufacture DSAW, LSAW, ERW, Seamless Pipe, Line Pipe, Standard Pipe, OCTG Tubing, Casing, Waterwell, Heavy Wall and Pressure Tubing. Specs offered include ASTM A53 A&B, A106, API 5L A&B X42 - X65, API 5 CT, and OCTG specs J55, K55, N80, L80 and P110. Sizes include ERW 0.500" - 8.000"; DSAW 24" - 56"; Seamless Line Pipe 0.125" - 20.000"; Seamless OCTG Tubing 1.900" - 4.500"; and Seamless OCTG Casing 4.500" - 20.000".

Daniel Butterbrodt, Manager of Sales & Marketing is the NASPD Contact.

Ispat North America Inc.  
30 West Monroe St.  
Chicago, IL 60603  
Phone: 312-899-3927  
Fax: 312-899-3562  
daniel.butterbrodt@ispac.com

## EXLTUBE

Associate Member EXLTUBE manufactures 1-1/4" - 6" Sq. tubing, A53B Pipe 2" - 6", and A500B Pipe 1" - 6". Specs handled are A-53, A-500 and A-513. EXLTUBE offers roll groove, saw cutting, flash removal and beveling services.

Nelson Smith, Vice President Sales, is the NASPD Contact.

EXLTUBE  
905 Atlantic St.  
N. Kansas City, MO 64116  
Phone: 816-474-5210  
Fax: 816-474-7978  
smithn@exltube.com

## Continental Casing LTD

Continental Casing LTD (Regular Member) handles bar, pipe and tube in J-55, K-55, N-80, L-80, L-80 9CR, L-80 13CR/80, L-80 13CR/85, C-95 T-85, P-110, 13CR/110 HP-1 and HP-2 and Q-125 Type 1, 2, 3 and 4 specs. Sizes range from 3/4" OD to 21". Continental Casing LTD offers cutting, threading, machining and freight services. Dale Benditz, President, is the NASPD Contact.

Continental Casing LTD  
P. O. Box 73568  
Houston, TX 77273  
Phone: 281-376-9600  
Fax: 281-376-3312  
dale@cont-casing.com

## South Texas Tubular Services

South Texas Tubular Services is NASPD's newest Affiliate Member. South Texas Tubular Services is a division of Robin International Transport - Richway Cartage, Inc. The President of South Texas Tubular services is Nolan Richardson and the NASPD Contact is Don Taylor, Vice President.

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# Hats off to San Antonio!

## and the Annual Convention Feb. 26 - 28, 2004



Patrick Shea, Kim Trinh, Bob Wardlaw and Polly Broussard



NASPD co-founders Jerry Rubenstein and Pete Knowles



NASPD President Robert Griggs with guest speaker Keith Busse, President and CEO of the Steel Dynamics Institute



Just following orders ... Hope Snow hugs Robert Griggs during a speaker challenge.



Jenifer Walker and Kaitlyn



Wayne Conrad



Ray Davila, Andrew Grebe and Rusty Fisher



Susan Semmel and Hilary Karchmer



Jeff and Karen Fleming, Joe Jacono



Kevin Beckmann, Shalini and Dilip Bhargava





*Paula Moore, Hope Snow and Balor Moore*



*Gerald Merfish and Caryn Ezra*



*Kay McLaren and Nicky Sechrist*



*Jurgen Schlote, Mike Phelan and Gene Bennett*



*Helen Mocker in deep conversation with Yves Pognonec*



*Frank and Alice McWilliams*



*Besty and Bob Buckland, Jim and Carol Barnes*



*Linda Rubenstein and Marsha Karchmer*



*Sylvia Crispin*



*Mark Brumbaugh and Jim Schrader Jr.*



*Gail Belcik and Susannah Porr*



*Carol and Linden Marchand*

# DISPATCHES

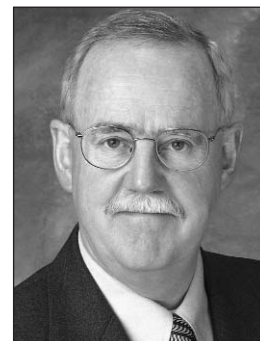
## *Merfish acquires Pipe Exchange*

Gerald and Rochelle Merfish, third-generation owners/managers of N. Merfish Supply, (NASPD Regular Member) of Houston, and Dolty Cheramie III, President of Pipe Exchange, announce the purchase of Mitsui Tubular Products Inc.'s domestic pipe assets, along with the assets of Line Pipe Center Inc. (dba Pipe Exchange). Pipe Exchange, founded in 1983, specializes in the distribution of just-in-time, cathodically protected, carbon steel American Petroleum

Institute (API) approved Line Pipe used in gathering and distribution systems for natural gas and other petroleum products.

## *IPSCO promotes Tulloch*

John Tulloch was appointed Executive Vice President - Steel Chief Commercial Officer of IPSCO (NASPD Associate Member). Tulloch joined IPSCO in 1977 and has extensive experience in many areas of the company including manufacturing operations, administration and commercial activities. Tulloch is located at the company's operational headquarters



**John Tulloch**

in Lisle, Illinois. IPSCO is an electric furnace flat rolled steel producer with facilities in the US and Canada.

## *Childs joins Kelly Pipe*

Kelly Pipe announced the hiring of Gary Childs, formerly of CSI and Oregon Steel Rolling Mills. Childs will promote pipe with target customers and develop new supply sources and products.



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<u>QTY</u>	<u>OD</u>	<u>WALL</u>	<u>DESCRIPTION</u>	<u>AVG LNG</u>
115'	54"	.375	Surplus, Bare	SRL & DRL
29'	48"	1.75	Used	SRL
84'	36"	1.50	Used	DRL
268'	30"	1.25	Surplus & Used	DRL
250'	30"	1.00	Surplus, Used, Bare	SRL
216'	26"	1.00	Used, Bare	39 - 50'
448'	24"	.750	Used, Bare	DRL
700'	24"	.625	Surplus, Bare	10 - 40'
200'	22"	.625	Used, Bare	DRL
300'	20"	.625	#1 Used, Bare	DRL
1,279'	16.3"	.656	Surplus Casing	DRL
2,900'	16"	.656	Surplus Casing	DRL
260'	16"	.495	Surplus Casing	DRL
227'	13 3/8"	.430	Used, Bare Casing	DRL
800'	12 3/4"	.250	Used, Bare Coated	DRL
6,300'	12 3/4"	.375	Used, Bare	SRL & DRL
200'	10 3/4"	.438	Surplus, Bare	10 - 16'
962'	10 3/4"	.279	Surplus, Bare	10 - 16'
200'	8 5/8"	.500	Used, Bare	SRL
1,900'	8 5/8"	.322	Used, Bare	DRL
1,500'	7"	.362	Used, Bare Casing	35'
1,800'	6 5/8"	.432	Surplus, Fusion Bond	DRL
5,000'	6 5/8"	.280	Used, Mid-coupling	DRL
5,500'	4 1/2"	.337	Used, Bare	DRL

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## *M/K's Williams retires*

Douglas W. Williams, President and General Manager of Marmon/Keystone Canada (NASPD Regular Member), announced his retirement effective May 31. David H. Rombough, Executive Vice President, will succeed Williams as President and General Manager of Canadian operations. Williams joined Marmon/Keystone in 1978. During his tenure, key acquisitions resulted in Marmon/Keystone Canada becoming the largest tubing distributor in Canada.

In other news, Marmon/Keystone opened a 30,000 SF warehouse in McConnellsburg, PA. The facility includes saws, stocking bins, trucks and inventory to service Fulton and Franklin counties in south central Pennsylvania.

## *Accolades for John Mocker*

John Mocker, NASPD Past President, received the Jim Bunning Man of the Year Award at the 2004 Kentucky Lincoln/Reagan Day dinner. U.S. Senator Bunning presents the award to a Kentucky man not in public office who has made significant contributions to the advancement of the Republican party in the commonwealth of Kentucky. Mocker is a Vice President of Lally Pipe & Tube, a Division of L.B. Industries, Inc. (NASPD Regular Member) in Covington, KY.

C L A S S I F I E D S

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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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*Welcoming Reception Host*  
*June 10*

## 2004 Annual Convention in San Antonio, Feb. 26 - 28

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