

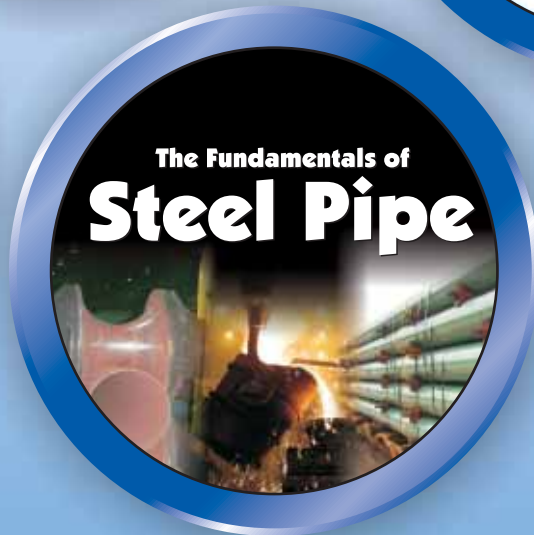
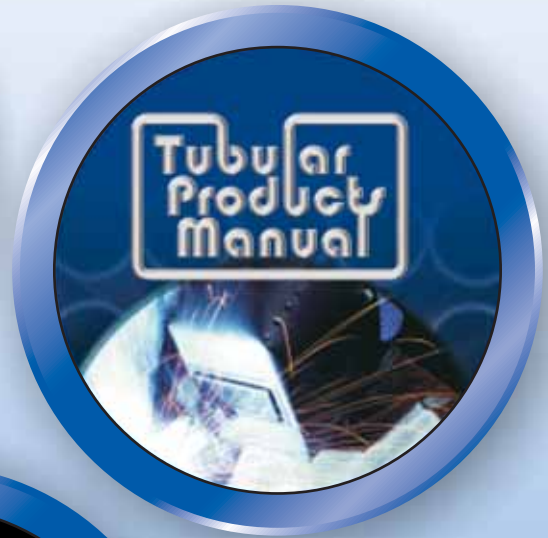
NASPD PIPELINE

National Association of Steel Pipe Distributors, Inc.

First Issue 2015



40th 1975-2015 Anniversary



National Association
of Steel Pipe Distributors

From Heat to Heat, Coil to Coil, Pipe Pile to Pipe Pile



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2015 Events

2015 Annual Convention

February 19-21

Hyatt Regency • San Antonio, Texas

2015 Summer Conference

June 4 - 6

Hyatt Regency, Lake Tahoe Resort, Spa & Casino • Lake Tahoe, Nevada

2015 Fall Conference

October 1-3

Hyatt Regency • Savannah, Georgia

Steel Pipe Basic Education Course

OCTG Specialty Education Course

November 4

Hilton Houston Post Oak Hotel

Houston, Texas

2016 Events

2016 Annual Convention

San Diego, California

2016 Summer Conference

June 9-11

Willard InterContinental Hotel

Washington DC

2016 Fall Conference

October 6-8

Hilton Nashville Downtown

Nashville, Tennessee

We have just completed 2014. 2015 is upon us and there are many exciting things coming down the pipe. In February, we will all convene in San Antonio, Texas to celebrate 40 years of existence of the NASPD. It will also mark the end of my two year Presidency. It's time to pass on the gavel.

We have extended an invitation to all past Presidents of the NASPD to attend the past presidents dinner in San Antonio. We hope to once again say thanks, rekindle relationships and reminisce on times past. Why San Antonio? Well, that is where it all began, making it that much more special. San Antonio has a rich history in the State of Texas, but also an important role in the heritage of our nation. It seems fitting that the Alamo City served as the birthplace of our Association.

For me personally it feels like the time to look back and reflect on what was accomplished during my term as president. Looking back I can't help but draw comparisons between our lives today and those of our ancestors. Back then life seemed much simpler albeit more physically demanding. Money, health, safety are the factors typically considered when measuring quality of life. In retrospect I'm not sure how much has really changed. We have more money but things are much more expensive. Advances in healthcare allow individuals to live longer, but more day to day stress impacts health in ways we



Dolty Cheramie
NASPD
President

are still trying to understand. The tradition of gun fighters facing off in the street has passed but the dangers of the modern world are equally if not more perilous. Overall, I suppose life today is not much better or worse. It's simply different.

Pondering the state of our Association from the period before I took over until today, I have drawn a similar conclusion. The strength of our Association can be directly attributed to the devotion of our well established, active members. A tide of younger tubular folks seems to replenish the roster as steadily as the inevitable retirement of valued old friends. We remain in contact with each other, but the bars and parties have been replaced with email, phone calls and Facebook. Instead of mailing checks, we wire money or ACH. Things are not necessarily better or worse, just different.

(Dolty continued on page 4)

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Susannah Feux Porr
NASPD Executive Director

We are knee-deep in preparation for our 40th Anniversary celebration. I can't tell you how much I have enjoyed it! It has allowed me to play detective, finding all of our Past Presidents who have gone as far as the Netherlands (Arie Euser). Of course there are others like Marvin Day, who apparently have not left the boat he and his wife boarded after retiring. With each President I've been able to get on the phone, we find ourselves in long conversations reminiscent about old times. I've been amazed at the response we have received and the deep

warm feelings each President has shared about their years in the NASPD. It is a great opportunity to honor each of our Past Presidents and the work they put into making the NASPD what it is today.

It is hard for me to believe it was 20 years ago that I got a call from Jerry Rubenstein inviting me to interview for the position of Executive Director. I was Program Coordinator for an economic development firm, and after four years I felt I was ready for a bigger challenge. The day of the interview, my boss gave me a major project and lost in my work, I looked at the clock to realize I would never make the interview on time. I immediately called Jerry, apologized profusely and told him I certainly didn't expect him to arrange another interview time, I just wanted him to know how sorry I was. He very generously insisted I come in anyway. He loves to tell this story, to my mortification! I honestly had no idea what I was getting into. It was a few days later I found myself interviewing in San Antonio in front of a large group. I was getting rapid fire questions from the group trying to give

them a sense of who I was and what I hoped to accomplish if I was given the opportunity to fill the position. In the middle of my interview, Pete Knowles asked me if I was single, because he had a grandson he thought I should meet. I was somewhere between shocked that I would be asked such an inappropriate question and curious what his grandson looked like. Fast forward 20 years and I count myself one of the luckiest people in the world. I consider our membership my extended family (no I didn't marry Pete's grandson). I've attended member weddings, birthdays, bar mitzvahs and way too many funerals. I've been honored to bear witness to these milestones. I've watched our membership grow in numbers and our members grow as individuals. I hear it regularly when guests or speakers attend our meetings, they are shocked at what a warm and intimate group we are. I've come to appreciate the fact that what we have is very special and not something that can be created through a strategic plan. I am proud to be a part of such a special organization. •

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(Dolty continued from page 1)

I do not have the words to accurately describe all the help and support that has made my term as President both productive and painless. I will value it the rest of my life. Upon first accepting the invitation to be nominated, past Presidents assured me the heavy lifting was done by our Executive Director, Susannah Porr, and Office Administrator, Gail Belcik. That was certainly comforting news. I basically got to sit back and enjoy the ride. Experiencing firsthand the day in day out duties of the NASPD administrative staff gave me a new appreciation for the work they do. I recall asking Susannah to convey the difficulty of her position. She replied, "Managing over 200 male egos, no big deal". I realized at that moment who was actually in charge. Thank goodness.

Along the ride I witnessed the substantial time and effort put in by our committee chairmen as they organized programs, solicited new members and reviewed the financial stability of our growing Association. Our committees are continually reviewing ways and means of adding value to NASPD membership. I also learned the importance of board members identifying and engaging young members, grooming them for leadership positions in the hopes that they will one day sit in the big chair. I am proud to report our Association remains strong, secure and growing. With each passing year, we continue to

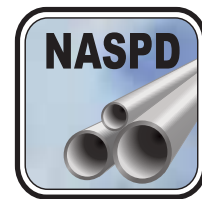
add value for current members and broaden the appeal for non-member companies to join us.

With great pride and comfort, I will be passing the gavel on to Mr. Art Shelton. Art has been a longstanding and dynamic member of the NASPD. He has served on several committees, and as a Committee Chairman. Over the past two years, Art has served as the NASPD Treasurer. He is very well respected and recognized worldwide in the tubular steel industry. I am confident Art will bring a great deal of energy, experience and global knowledge with his leadership of our Association over the next two years. I have committed to him my full support and enduring availability. I know all will endeavor to support Art as they have me.

I would like to say thank you to all our committee chairmen who volunteer their time in making our association better with each passing year: Art Shelton - Finance Committee and Strategic Planning Committee, Chuck King - Membership Committee, Jim O'Shea - Program Committee, Balor Moore - Nominating Committee, Gerald Merfish - Bylaws Committee, Bill Buckland - Education Committee, Don Karchmer - Hall of Fame Award Committee and Knowles-Rubenstein Award Committee. Executive Board Members: Joe Bergfeld, Dianne Burger, Fred Kahn, Jake

Yentzen and Bruce Haupt. They have been longstanding, but more importantly, active members of our association. All of this is coordinated and steered in the right direction by our Executive Director - Susannah Porr, and Office Administrator - Gail Belcik. If you want a gratifying experience, join one of our committees and experience the inner workings of the Association.

Finally and most importantly, thank you to my beloved CiCi, for all her support, guidance, and love during my working career and my term as President of the NASPD. Together we have shared 49 years of God's blessings and are hopeful for many more to come. Bye... •



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QTY	OD	WALL	DESCRIPTION	AVG LNTH
65'	48"	1.750	Used Bare Barnacles M/W	15-19'
160'	40"	0.500	Surplus FB	39-40'
39.1'	36"	1.500	Surplus Pipe Bare	39.1'
54.95'	30"	1.000	Surplus Bare	15.8, 39.2'
824'	20"	0.438	Used Casing M/W	20-37'
354'	18"	0.625	Surplus Bare P-110	38-43'
553'	18"	0.500	Surplus, Bare, P-110	39-40'
253'	16"	0.562	Surplus, Bare, P-110	43-45'
2,090'	16"	0.562	Surplus, Bare, N-80	36-45'
787'	16"	0.500	Surplus Bare FB Paint	17-36'
233'	14"	0.812	Surplus Bare Casing P-110-Q125	15-37'
292'	13 3/8"	0.480	Used Bare Mid-welds	28-46'
1,518'	10 3/8"	0.365	Surplus Bare FB Paint	24-42'
520'	10 3/4"	0.365	Surplus, Bare	30'
817'	8 5/8"	0.400	Used Bare Casing	38-40'
1,142'	8 5/8"	0.322	Used Painted	40-42'
1,127'	8 5/8"	0.322	Surplus FB, Paint, Bare	16-45'
1,020'	8 5/8"	0.322	Surplus ARO Coated	60'
3,354'	8 5/8"	0.322	Surplus Bare ERW	60'
1,374'	6 5/8"	0.432	Surplus FB	DRL's
1,955'	4 1/2"	0.337	Surplus FB	39-43'
3,990'	4 1/2"	0.156	Surplus Bare Tubing	42'
210'	4"	0.318	Surplus Bare	21-42'
1,640'	3 1/2"	0.254	Used O.F. Pipe	28'
13,746'	2 7/8"	0.217	Used O.F. Tubing	30'

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Jan14	51
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Mar14	49
Apr14	59
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Jun14	67
Jul14	67
Aug14	60
Sep14	61
Oct14	62
Nov14	52

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U. S. Steel Tubular Products

Charles G. King Joins Northwest Pipe Company

VANCOUVER, WA - Northwest Pipe Company today announced the hiring of Charles G. King as Vice President of Sales for the Atchison, KS facility. Chuck is a veteran of the oil and gas industry with a strong history of leading successful sales and marketing efforts for the energy tubular market segment. Prior to joining Northwest Pipe Company, Chuck worked as the Commercial Director of PTC Seamless Tube Corporation and held high level positions with TMK N/A and Stupp & Mannesmann Line Pipe, L.P.

Chuck will be based at the company's Houston sales office and will be leading the effort to sell line pipe, standard and structural products made at the Atchison, KS facility.

"Chuck's rich history and deep ties in the line pipe industry will help us immensely in achieving our long term growth objectives," said Martin Dana, Executive Vice President of Sales & Marketing, Northwest Pipe Company. "We believe he will have an immediate and positive impact on our sales for the tubular division."

Acquisition of Kelly Pipe by JFE Shoji Trade Corporation

SANTA FE SPRINGS, CA - Shapco Inc, the parent company of Kelly Pipe Co., LLC, and JFE Shoji Trade Corporation along with its subsidiary, JFE Shoji Trade America Inc., have reached an agreement that JFE Shoji will acquire 100% of the membership interests of Kelly from Shapco Inc. The acquisition was expected to close within 2014.

JFE Shoji is a leading Japanese trading company with revenues of approximately \$18 billion per annum. It is a wholly owned subsidiary of JFE Holdings, Inc. which is also the parent company of JFE Steel Corporation, an integrated steel manufacturer which produces approximately 30 million metric tons annually of high quality steel products. JFE Shoji has 55 sales offices in 19 countries, including Los Angeles and Houston, and 26 group companies in 12 countries, including 16 steel processing centers. Utilizing these strengths, JFE Shoji is providing services to customers all over the world.

Kelly Pipe has provided more than 100 years of supply chain management in line pipe, OCTG and standard pipe in the North

American and overseas markets. Through the acquisition by JFE Shoji, Kelly can expect further growth by combining its existing functions and trading ability with the worldwide network of JFE Shoji.

Chris Risso Purchases Alameda Pipe

After owning and operating Alameda Pipe for 30 years, Dave Kay has decided to sell the business. Dave would like to thank the NASPD and its members for all the support and good times over the years. The new owner of Alameda Pipe is Chris Risso. Chris comes from an engineering background and has been a manager and sales manager for a local pipe/fitting manufacturer over the last 5 years. Chris is looking forward to being an NASPD member and making new friends and connections in San Antonio.

Michelle Galanter Applebaum Joins Northwest Pipe Company's Board of Directors

VANCOUVER, WA - Northwest Pipe Company, an industry leader of engineered welded steel pipe products, today announced that Michelle Galanter Applebaum, a well-known retired equity analyst and former Salomon Brothers/Citigroup Managing Director, has been elected to Northwest Pipe Company's board of directors.

Applebaum has over 30 years of experience in capital markets. She joined Salomon Brothers in 1981 and became #1 ranked in steel equity analysis in 1988 and promoted to Managing Director in 1994. Over the years, her analytical work won many accolades and awards. While at Salomon, Michelle was part of a team that built and ran the firm's steel investment bank, which was a top advisor to the sector for nearly a decade. After leaving the firm in 2003, Ms. Applebaum built one of the first and most successful "independent" equity research advisory boutiques. Michelle recently retired and is currently teaching finance part-time at Lake Forest College in Chicago.

"Michelle's background and industry knowledge will be a significant asset as we continue to position Northwest Pipe Company for future success," said Scott Montross, Northwest Pipe's CEO. "We are excited to have her as part of the Northwest Pipe Company team."

"I am delighted to join Northwest Pipe's board of directors at a time when the company is increasingly focused on growth," said Applebaum.

Applebaum graduated from Northwestern University with a BA in Economics, and earned an MBA in Accounting/Finance from Northwestern's J.L. Kellogg Graduate School of Management. Michelle is often quoted in publications such as Dow Jones, NY Times and Bloomberg.

Marmon/Keystone Expands Western Seamless Pipe Depot

BUTLER, PA. - Marmon/Keystone's Los Angeles branch is now stocking A-106 seamless carbon steel pipe as a depot to supply customers throughout the Western United States. An extensive inventory is available in both single and double random lengths. Sizes run up to 24" OD, with an emphasis on heavier walls.

"The new seamless pipe depot is a great compliment to our existing hot-rolled seamless depot in Los Angeles," says Barry Glaser, VP of the western region. "This will allow us to promptly service the needs of our existing customer base, as well as many other seamless pipe users, from all of Marmon/Keystone's Western locations."

American Piping Products Relocates Company HQ

ST. LOUIS, MO - American Piping Products, has been fortunate to have great customers and a team that works hard to serve them. The company is excited to announce that they have outgrown old office space and has relocated company headquarters to a larger, St. Louis area office facility.



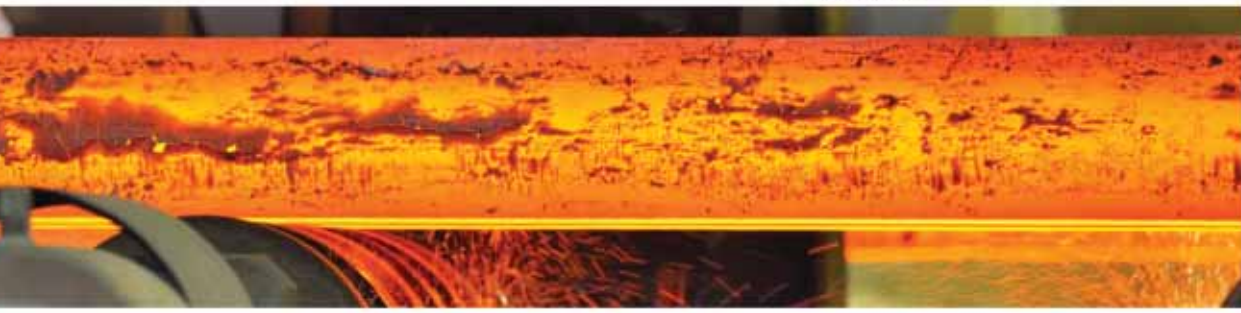
This move will allow the company to continue to grow their world-class team and provide an unrivaled level of service to their customers.

The new company address is: 825 Maryville Centre Drive, Suite 310, Chesterfield, Missouri 63017

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(NEWS continued from page 6)

Jindal Tubular USA LLC Acquires The Assets of PSL North America LLC

BAY ST. LOUIS, MS - Jindal Tubular USA LLC, a step down subsidiary of Jindal SAW and one of the largest global manufacturers of large diameter steel pipe, announced the acquisition of the assets of PSL North America LLC (the “Company” or “PSL NA”) for \$104 million. Belonging to O.P. Jindal Group, one of India’s largest business conglomerates with interests spanning the steel, mining, power, industrial gases and ports verticals, Jindal SAW is set to service the U.S. market.

PSL NA is a premier manufacturer of large diameter, high pressure steel pipe utilizing state-of-the-art helical submerged arc welding (“HSAW”) technology. Located in Bay St. Louis, MS, the Company’s manufacturing and coating plant is one of the most modern and technologically advanced in the world. The plant is capable of producing over 375,000 tons of pipe per year with diameters ranging from 18” to 120”

and lengths up to 80’. The Company’s pipes are used primarily for natural gas, petroleum and water transmission lines and construction pilings.

Commenting on the acquisition P.R. Jindal, Chairman of Jindal SAW, expressed his satisfaction regarding the fruitful culmination of the court controlled process. “This new acquisition is an expression of Jindal SAW’s expansive business approach that will extend an added advantage to tap into the wide U.S. market instantly,” he averred.

“This acquisition is an important milestone, not only for Jindal SAW Ltd. but for all stakeholders,” commented Neeraj Kumar, Group CEO & Whole-time Director, Jindal SAW Ltd. “PSL NA’s modern and advanced manufacturing technology complements our existing operations in the U.S., further strengthening our asset base and production capacity. We are pleased to invite the members of PSL NA into the Jindal family and to participate in our growth story.”

Marmon/Keystone Rewards Employees’ Focus on Quality Improvement

BUTLER, Pa. - To honor employees’ participation in the company’s Quality Improvement Process over the past year, Marmon/Keystone recently held its 23rd Annual Quality Renewal Celebration. All 40 Marmon/Keystone locations across the United States and Canada simultaneously devoted a half-day to recreation, team building and prize giveaways.



The Quality Improvement Process was started in 1990 with a capital investment of \$1.5 million. Each employee receives training upon hire in how the Quality process works, and then serves on one of over 80 Quality teams. Because no one knows a job better than those who do it every day, these teams work throughout the year to identify and complete projects that make Marmon/Keystone’s processes safer, more efficient and cost effective.

As a direct result of the Quality Teams’ efforts to perfect processes and procedures, the company’s Quality Goals continue to improve. The most recent company-wide statistics show on-time deliveries at 99.63%, returned merchandise at 0.11% and an average of 544 safety points per location, surpassing a goal of 420 points.

Company-wide, over 440 quality improvement projects were completed in the past year. More than \$180,000 was awarded to employees for the time and effort they invested in the Quality Improvement Process.

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Pipe Grades

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ASTM A139, ASTM A134 and AWWA C200 (Internal Pressure Applications)

Steel Grades

ASTM A36

ASTM A572

ASTM A588 (Weathering Steel)

ASTM A690 (Marine Grade)

ASTM A709

ASTM A1011

ASTM A1018

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“Saving Money On Your Ad Valorem Taxes”

By Michael J. Gonzales, President and CEO of J. Joseph Consulting, Inc. J. Joseph Consulting, Inc. is a Professional Affiliate Member of NASPD.

The United States energy industry is booming. As new technologies make oil and gas extraction easier and more financially feasible, the U.S. will soon become the leading oil and gas producer in the world. According to a study done by the International Energy Agency in 2013, 10 states accounted for nearly 80% of the country's proven oil reserves, with Texas accounting for nearly one-third alone. 65% of the U.S. refineries are also located in these 10 states.

With all this energy activity producing substantial revenue, assessing authorities are expecting a windfall of additional tax dollars. In order to protect the sometimes razor-thin margins, and improve company bottom lines, strategic defensive measures must be taken to protect yourself from paying more than your fair share of taxes.

Property taxes are local or state taxes that sometimes provide the largest source of revenue used to fund law enforcement, fire departments, hospitals, schools, roads, utilities, and many other services. Your taxes are based on a multiplication of two factors: Assessed Value x Tax Rate or Millage Rate. Some states use an assessment ratio, where only a certain percentage of the assessed value is applied against the rate.

Every state has their own regulations regarding property taxes. I would like to share some proven pro-active strategies you may want to consider in your property tax reduction plan.

Exemptions

State and local laws may provide for a variety of exemptions from property tax for property and property owners that qualify. Applications for exemptions must be made to the proper authority, usually by an established deadline. Depending on the type of exemption applied for, the tax relief may apply to some or all of the taxing entities or market value of a property. Exemptions may also apply to real and personal property. There may be many hurdles to overcome to prove that your

property is eligible for an exemption. The biggest may be when the appropriate entity determines through their own “interpretation” of the regulations that the owner or property does not meet the qualifying criteria. Fortunately, there is usually an administrative remedy to contest a negative determination.

Economic Incentives

Many local governments offer tax incentives to businesses in order to promote economic development. They may include tax abatement programs, tax increment finance (TIF), enterprise zones, and property tax exemptions in connection with the issuance of industrial development bonds. The objective behind offering property tax incentives is to attract

new businesses to a particular jurisdiction in order to increase income and/or employment, expand the tax base, and revitalize distressed or blighted urban areas.

Strategic Timing and Placement of Inventories

When and where you place your company's inventory may also have a significant impact on its taxability. There has been a gradual trend growing across the country to phase out the taxation of personal property including inventories. Several states such as Ohio, Pennsylvania, Wyoming, Colorado, and North Dakota do not tax inventory. However, oil and natural gas-rich states, such as Texas, Louisiana, Oklahoma, and West Virginia, where OCTG pipestock is in high demand, inventory is taxed. Most states that tax inventory assess a value based on its situs as of January 1. West Virginia's assessment date is July 1 and Pennsylvania varies by locality. Texas offers a unique opportunity to request an inventory assessment date other than January 1. A property owner in Texas may elect to have his inventory appraised at its market value as of September 1 of the year preceding the tax year that the appraisal applies. This may be beneficial in that it allows a Texas inventory owner to “stock up” at the end of the year to take advantage

of supplier discounts, or have greater availability of inventory.

Valuation Appeals

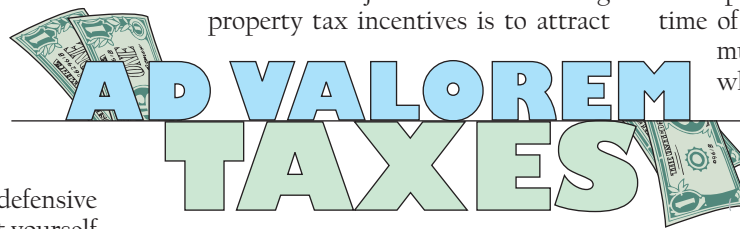
Most, if not all, assessing authorities utilize a mass appraisal system. This methodology is often fraught with inconsistencies and assumptions that do not accurately reflect the true physical or economic condition of the property being assessed. Appealing your market or assessed value to the appropriate authority is the most direct and common method of reducing your taxes. However, simply presenting what your property was purchased for may not be enough to prove that your transaction was arm's length, or was a typical representation of the prevailing “market” conditions at the time of the transaction. There really isn't much you can do about your tax rate, which is set by your local government.

Get Help

Companies have options when it comes to handling their property taxes. One option is you can keep them in-house with specific staff members responsible for filing all the necessary paperwork to the appropriate authorities as well as preparing and presenting documentation to present at Board of Adjustment or Appraisal Review Board Hearings. Another option is enlisting the expertise of a qualified and reputable consulting firm or attorney. Outsourcing your property taxes can provide your company with valuable knowledge and resources that may well be worth the expense. You should always narrow down your search for a property tax consulting firm or attorney to one that specializes in your particular tax needs.

In life's two certainties, death and taxes, there are at least some steps you can take to minimize the effect of ad valorem taxation. Operating your business and managing expenses such as payroll and cost of goods are challenging enough. A proactive, deliberate property tax reduction strategy can be a critical component of a company's overall profitability.

“The oil you never strike is the oil you never search for.” What does your exploration plan look like? ●





The oil you never strike is the oil you never search for.

Every year pipe manufacturers and distributors all over America pay more than their "fair share" in property taxes, completely unaware that hidden within the murky depths of the tax laws are allowances that could help them significantly minimize their annual tax liability.

J. Joseph Consulting is America's Ad Valorem tax leader for the tubular products industry, saving their clients millions of dollars each year in overpaid taxes. With our proprietary analytical procedures, we can help you identify and secure property tax savings that are often overlooked.

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We invite you to watch our video online, and listen to some of our clients recount the many benefits and rewards of working with J. Joseph Consulting.

Meet President and CEO, Michael Gonzales, and team JJC in San Antonio, as we join in celebrating NASPD's 40th anniversary.



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NASPD Annual Convention

The Hyatt Regency Hotel

San Antonio, Texas • February 18 – 21, 2015

For additional information visit www.naspd.com

Program

Wednesday, February 18, 2015

11:15 - 6:45 pm Golf Tournament - Shotgun Start at TPC San Antonio. The bus will leave the Hyatt Regency Hotel at 11:15 am and will return back to the hotel around 6:45 pm. Tee off begins at 12:45 pm.

Thursday, February 19, 2015

1:30 - 5:00 pm Registration
 1:45 - 2:15 pm Membership Committee
 2:15 - 2:45 pm Program Committee
 2:45 - 3:30 pm Executive Committee
 3:30 - 4:00 pm Finance Committee
 4:00 - 5:00 pm 2014 Board of Directors
 7:00 - 9:00 pm Welcoming Reception
 9:00 - Midnight Hospitality Suite

Friday, February 20, 2015

8:00 - 9:30 am Registration and Continental Breakfast
 8:30 - 8:45 am Annual Meeting of the Membership
 A. Dolty's Committee Update
 B. Balor's presentation of the Slate
 8:45 am - 12:15 pm General Session
 Jocelyn Connell, Literacy Coalition of Central Texas, "English @ Work"
 Member Spotlight, Michael J. Gonzales, J. Joseph Consulting, Inc.
 John Cross, American Institute of Steel Construction, "Energy and How it Will Impact the Steel Pipe Distribution Industry"
 Kurt S. Minnich, President, Pipe Logix, "Industry Outlook"
 Stan Goss, President and Managing Director of the Mastery Group, Inc., "Regeneration - A Call for Leadership and Change"
 Gene Marks, Columnist, New York Times, "The Next 2 Years: Your Growth and Opportunities"
 12:15 - 1:30 pm Lunch
 1:30 - 5:00 pm Opening the Doors to the Past, Optional Tour
 6:30 - Midnight Reception, Dinner & Awards Ceremony at Sunset Station (Black Tie Optional); busses start shuttle back to hotel at 9:00 p.m.

Saturday, February 21, 2015

8:00 - 9:30 am Networking Breakfast
 9:00 - 9:30 am New Board Meeting
 9:30 - 11:00 am Membership Discussion facilitated by Art Shelton, President, Global Pipe Supply and Chuck Betzler, Sales Manager, Pipe & Tube Supplies, Inc.
 11:30 - 1:30 pm Bourdo's Lunch and Wine Tasting, Optional Event

All attendees are encouraged to attend committee meetings except for the Executive Committee meeting. Since non-committee members have not been privy to all the correspondence leading up to the committee meetings, we limit the discussion and voting at these meetings to committee members only.

Convention Information

Registration

Register online: www.naspd.com; by fax: 361-574-9347; or by e-mail: info@naspd.com. Only individuals with a paid registration may attend the Convention. The deadline for registration is January 21, 2015. After January 21, 2015, a \$50 late fee must be added to all full registrations. \$25 must be added to one day registrations and single event fees. After January 21, no refunds will be made. Payments for late registrations will only be accepted by credit card. No registrations will be processed without signature. Payment must be made in U.S. currency.

The Hyatt Regency Hotel:

For hotel reservations, call 1-210-222-1234 and notify them that you are attending the National Association of Steel Pipe Distributors 2015 Annual Convention.

Rates cannot be changed at check-in or check-out for guests who fail to identify their affiliation at the time the reservation is made.

Check-in time 3:00 p.m.; check-out time 12:00 p.m.

Reservations after January 21, 2015, will be on space and rate availability. A reservation not canceled at least 24 hours prior to arrival will be subject to one night room and tax cancellation fee.

Letter to the Editor

"For Obama, No Good Deed Goes Unpunished"

Matt Beckmann, Vice President,
Trident Steel Corporation

L6.15

On Tuesday, President Obama announced, with little explanation, that he would exercise his veto power for any bill which would grant approval to the Keystone XL Pipeline.

Notwithstanding the general consensus that the pipeline will have a minimal impact on carbon emissions, the President seems content to ignore the work of his own bureaucrats. Moreover, as the Canadian Ambassador to the United States points out, the continued use of rail cars as the primary method to transport Canadian Heavy Crude into the US could release up to 40% more carbon emissions than the pipeline.

The carbon emissions do not account for the additional cost - financial, environmental and in human lives - imposed when these trains are involved in accidents and spills.

To continue stonewalling the pipeline, despite the disparity in carbon emissions, amounts, in the opinion of the Canadian Ambassador, to environmental malpractice by the President.

Canadian crude represents the single largest percentage of oil imported into America (32% in calendar 2013, and nearly 40% for the month-ending October 2014). The Gulf Coast refineries are among the few in the world capable of refining heavy crude. One way or another, this oil is coming into the US.

But there is another reason, borne out of the events of the past month, which should pave a clear path for the pipeline's approval. The drop in crude oil prices has, and will continue, to place enormous strain on the energy industry. Major companies such as Halliburton have announced layoffs. Capital expenditures are being slashed.

More jobs will be lost, and it will not be limited to the oil and gas industry. The companies that built hotels and temporary housing will be searching for tenants as rig crews are laid off.

(KEYSTONE continued on page 64)

United Airlines Reservations:

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NASPD welcomes your suggestions regarding NASPD members for the Spotlight. The NASPD membership is diverse with many unique stories. Email us your idea for a member we should Spotlight. info@naspd.com.

“A man travels the world over in search of what he needs, and returns home to find it.” – George Moore

Matt Orban, the son of legendary steel trader Kurt Orban, experienced his first wobbly steps upon the earth in New Jersey, his birthplace. Those initial steps across the garden state were the precursor to a life spent striding the world over in search of steel products of a quality deserving association with the name Orban.

Kurt decided to move the family from New Jersey to California’s Carmel Valley. Matt who was 5 years old at the time had already taken his first position in the family business, standing faithfully alongside at the company Xerox and Telex machine. It was here that Kurt began to impart a foundation of business and life lessons on which Matt has based his career.

In California, Matt began his passion for martial arts that at about age 7 and

Matt Orban

Selling & Strumming Steel

culminated in a black belt designation. When he wasn’t squaring off against opponents on a martial arts mat, Matt was becoming entranced by a burgeoning west coast music scene. Matt moved back to New Jersey when he was 13 before establishing deep roots in Northern California a few years later.

Throughout the cross country moves Matt’s parents exhibited a steadfast commitment to family and civility. His mother urged the importance of honesty and courtesy with a stern hand if necessary. At the same time, his father imparted lessons on strategy with a focus on ethical behavior. Matt applies the knowledge passed down from his loving parents to the daily business dealings of Kurt Orban Partners. Anyone fortunate to have done business with Matt can attest to both his sense of fairness and mitigation of risk.

At the age of 15, selling rebar was Matt’s first official job at KOP. From there he moved on

to steel wire products. When he wasn’t selling steel wire he was strumming steel strings and hitting the books. The dedication to study and music resulted in a young man who was both a High School Valedictorian and talented musician. Matt continued his education at UC Santa Cruz

Matt and I have been doing business for a long time now. Over those years we have become great friends. I want to say that he is probably the best human being and golfer I have ever met.....hopefully now, my prices will come down slightly ;)

In all seriousness, I'm really grateful that I met Matt early on in my career. He has been such a great source of advice and guidance. Our business and personal relationships have grown wonderfully over the last decade or so. I'm looking forward to many more years of business and more importantly, friendship.

Dusty Nabor - 101 Pipe & Casing

MATT ORBAN continued on page 16)

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(MATT ORBAN continued from page 14)

where he graduated with a degree in Economics with additional focus in the disciplines of psychology and music composition.

With an economics degree under his belt and a developed ear for music Matt entered the California workforce. A natural steel trader he once again plied his skills within the KOP network, now as a pipe salesman. With hair down to his waist and the ability to wail away on the guitar he did not necessarily fit the image of a steel pipe professional when he first came to an



Matt Orban with wife, Toni and daughter, Jolie

NASPD event. His skills on the guitar were noteworthy enough to grant him the opportunity to moonlight as a coveted studio musician. Throughout his 20s Matt played in a number rock & roll bands and was even regularly featured on television. Having turned 30 and with the attendance of NASPD events, Matt decided a more conventional hairstyle was in order.

In the late '90s with his music career winding down, Matt met Toni (TJ), the love of his life. They have been married for 16 years and together have an 11 year old daughter, Jolie. Toni is a fitness buff who loves to run and lift weights. Jolie is a talented vocalist and active in theater. They love to ski as a family and when they are not on the slopes together their three daschunds keep them busy. Matt feels a responsibility to pass down to his children the same life lessons taught by his parents. He and Jolie take a special father/daughter trip together every year. Like so many outstanding individuals, Matt is driven to give back to his community. He sits on his daughter's school board and is actively

involved in the Wounded Warrior Project and Fallen Navy Seals communities.

Kurt remained active in the business he founded until his passing at the age of 90. Already the company president, Matt took over the role of Chairman and CEO upon the passing of his father. The preternatural ability to assess the present with a view for the long term is a character trait that was undoubtedly passed down from father to son. This is clearly evidenced in Matt's business philosophy. Matt actively seeks out creative potential employees who are "smarter than him" and "demonstrate unerring business ethics". Matt endorses trusting your gut when searching for the right path in business and life. It is the barometer that he trusts to help him rise above opportunities for a quick buck in lieu of the long term business strategies his father counseled.

A continued dedication to martial arts and general physical fitness have given him the energy to helm KOP and buoyed his spirits on the grueling travel itinerary the position entails. For work and pleasure Matt has visited over 40 countries. Some of his memorable adventures include summiting Mount Kilimanjaro with his father, strolling through the streets of Florence, experiencing the Thanksgiving Day parade in New York City and piloting a race car on SCCA circuit.

The opportunities offered by the NASPD were of great value to his father and it is an opinion that Matt shares today, "The NASPD is a great group of individuals. It is rare that an industry association can provide such kindred friendships and global insights."



Matt Orban and daughter, Jolie



Matt and daughter, Jolie



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Once you login, you will be directed to the NASPD Scholarship Application. If prompted, Program Key is: NASPD



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Welcome New Members

Chicago Tube & Iron Company

Chicago Tube & Iron Company is a new regular member. The company product mix includes Alloy Pipe, Boiler Tube, Carbon Steel Tubing, Chrome Moly Pipe, ERW, Fittings, Flanges, Heavy Wall Pipe, Large OD Pipe, Low Temp Pipe, Mechanical Tubing, Nickel Alloy Pipe, Pressure Tubing, Seamless Pipe, Spiral Weld Pipe, Square and Rectangular Tubing, Stainless Pipe, Standard Pipe, Steel Pipe, Structural Pipe, Structural Tubing, Valves, Welded Pipe. Product origins are US & Outside US Products. Size range offered includes Carbon Steel Welded & Seamless 1/8" to 36" schedule 10 to double extra heavy. Stainless Steel Welded & Seamless 1/8" to 24" Schedule 5 to double extra heavy. Aluminum Welded & Seamless 1/8" to 12" Schedule 5 to schedule 80. Services offered include Bending, Beveling, Coating, Cutting, Fabrication, Galvanizing, Grooving, Laser Cutting, Pickling, Sandblasting, Threading, Welding. Transportation is by Common Carrier, Company Owned Truck, Contract Carrier.

Bill Zielinski is the NASPD Contact.

Chicago Tube & Iron
One Chicago Tube Drive
Romeoville, IL 60446
PHONE: 800-872-0217
FAX: 815-588-3958
bzielinski@chicagotube.com

Cowboy Tubular

Cowboy Tubular is a new regular member. The company product mix includes Abrasion Resistant Pipe, API 5CT, Carbon Steel Tubing, Casing Pipe, Coatings, ERW, Heavy Wall Pipe, Line Pipe, OCTG Tubing and Casing, Oilfield Rejects, Pipe Coating, Seamless Pipe, Steel Pipe, Sucker Rod, Surplus Pipe, Used Pipe, Waterwell Pipe, Welded Pipe. Product origins are Canada, Croatia, Czech Republic, Germany, Greece, India, Indonesia, Italy, Japan, Korea, Malaysia, Mexico, Philippines, Romania, Russia, Slovakia, South Africa, Thailand, Turkey, Ukraine, United States, US & Outside US Products, Vietnam. Size range is Tubing: 2-3/8 through 3-1/2, Casing: 4-1/2 through 13-3/8. Services include Cleaning, Coating, Concrete Pipe Coating, Consulting, Grooving, Refurbishing, Rentals, Sandblasting, Storage, Straightening, Testing, Threading. Transportation is by Common Carrier, Contract Carrier, Logistics Consulting Services, Rail, Third Party Logistics Services, Transportation Services.

Matt Buha is the NASPD Contact.

Cowboy Tubular
The Woodlands TX 77387
PHONE: 832-257-7645
mbuha@cowboytubular.com

Lone Star S&S Inc.

Lone Star S&S Inc. is a new associate member. The company product mix includes API 5CT, ERW, Flat Rolled Pipe, Heavy Wall Pipe, Large OD Pipe, Line Pipe, Low Temp Pipe, OCTG Tubing and Casing, Pipe Piling, Seamless Pipe, Spiral Weld Pipe, Square and Rectangular Tubing, Standard Pipe, Steel Pipe, Structural Pipe, Structural Tubing, Surplus Pipe, Used Pipe, Waterwell Pipe, Welded Pipe. Product origins are All Outside US Products (foreign), China, India, Indonesia, Korea, Malaysia, Philippines, Thailand, Turkey, Vietnam. Size range Up to 120". Specialties include 18"-120" large OD. Transportation is by Oceangoing Vessel.

Steve Yoo is the NASPD Contact.

Lone Star S&S Inc.
Suite 500-6
11211 Katy Freeway
Houston TX 77079
PHONE: 832-228-3828
FAX: 832-767-2671
steve@lonestarsns.com

(NEW MEMBERS continued on page 20)



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Congratulations on your Ruby Anniversary NASPD!

(NEW MEMBERS cont. from pg 18)

Nippon Steel & Sumikin Bussan Americas, Inc.

Nippon Steel & Sumikin Bussan Americas, Inc. is a new associate member. The company product mix includes API 5CT, Carbon Steel Tubing, ERW, Heavy Wall Pipe, Line Pipe, OCTG Tubing and Casing, Plate, Square and Rectangular Tubing, Steel Beams, Structural Steel, Structural Tubing. Product origins are Japan, United States, US & Outside US Products. Size range offered Casing: 4.5" up to 20", Line Pipe NSSMC 10" up to 16". Transportation is by Contract Carrier, Oceangoing Vessel, Rail.

Patrick LeDoux is the NASPD Contact.

Nippon Steel & Sumikin Bussan Americas, Inc.
Suite 925
2925 Briarpark Drive
Houston TX 77042
PHONE: 713-266-7910
FAX: 713-266-7911
pledoux@nssb-us.com

Pipe Industries Corporation

Pipe Industries Corporation is a new associate member. The company product mix includes Casing Pipe, Drill Pipe and Supplies, ERW, Heavy Wall Pipe, Large OD Pipe, Pipe Piling, Plate, Reconditioned Pipe, Road Casing, Rolled Pipe, Specialty Fabrication, Structural Pipe, Structural Steel, Surplus Pipe, Used Pipe, Welded Pipe. Products manufactured include Rolled and welded casing pipe 24" to 200". Product origins are All US Product (domestic). Size range is Casing 6" - 200". Services include Beveling, Coating, Cutting, Fabrication, Galvanizing, Hole Punching, Lining, Mid-Welding, Painting, Priming, Rolling, Sandblasting, Split Casing, Welding. Specialties are Large OD, Heavy Wall. Transportation is by Common Carrier, Company Owned Truck, Contract Carrier, Rail, Third Party Logistics Services.

Craig Maierhofer is the NASPD Contact.

Pipe Industries Corporation
5810 E. 77th Avenue
Commerce City, CO 80022
PHONE: 303-287-1700
Direct: 720-638-2425
FAX: 303-287-1720
craig@pipeindustries.com

Republic Tube, L.P.

Republic Tube, L.P. is a new associate member. The company product mix includes Alloy Pipe, API 5CT, Carbon Steel Tubing, Casing Pipe, Coupling Stock, Couplings, ERW, Large OD Pipe, Line Pipe, OCTG Tubing and Casing, Reconditioned Pipe, Seamless Pipe, Structural Pipe, Surplus Pipe, Used Pipe. Product origins are India, Italy, Korea, Philippines, Turkey, US & Outside US Products. Size range offered Casing to 13-3/4". Services include Heat Treating, Hydrostatic Testing, Inspection, Storage, Straightening, Testing, Threading. Specialty is Casing. Transportation is by Common Carrier, Third Party Logistics Services.

Joe Svoboda is the NASPD Contact.

Republic Tube, L.P.
11200 Mesa Drive
Houston, TX 77078
PHONE: 713-876-8185
joey@republictube.com

RKW Pipe

RKW Pipe is a new regular member. The company product mix includes Carbon Steel Tubing, Casing Pipe, Drill Pipe and Supplies, Fence Pipe & Tubing, Large OD Pipe, Line Pipe, OCTG Tubing and Casing, Pipe Piling, Reconditioned Pipe, Road Casing, Rolled Pipe, Slotted Steel Pipe, Spiral Weld Pipe, Standard Pipe, Steel Pipe, Structural Pipe, Structural Steel, Structural Tubing, Sucker Rod, Surplus Pipe, Used Pipe, Waterwell Pipe, Welded Pipe. Product origins are All US Product (domestic).

Jolene Williams is the NASPD Contact.

RKW Pipe
PO Box 1891
Uvalde, TX 78802
Ph: 830-278-2531
Fx: 830-278-2532
rkwco@hotmail.com

TA Services, Inc.

TA Services, Inc. is a new professional affiliate member. The company specializes in the movement of cargo. Transportation is by Contract Carrier, Logistics Consulting Services, Third Party Logistics Services, Transportation Services.

Ken Cronwell is the NASPD Contact.

TA Services, Inc.
241 Regency Parkway
Mansfield TX 76063
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kcronwell@taservices.us

(NEW MEMBERS continued on page 63)

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- Dolty Cheramie, President

PRODUCTS: API 5 L Line Pipe

SIZE: 2"-20"

WALL: LIGHT WALLS, STANDARD, XH

TYPE: ERW, Seamless

GRADES: B/X42/A53B/SA53

X46/X52/A53B/SA53

B/X42/A53B/A106B/SA53

PSL-1 and PSL-2

ORIGIN: Domestic and Import

COATINGS: Fusion Bond Epoxy, Coal Tar

Enamel, Abrasion Resistant

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OTHER SUPPLIES & SERVICES OFFERED:

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“Merfish Pipe Holdings was built on integrity and a lot of hard work. We are grateful for our excellent and committed employees that make Merfish Pipe an industry leader.”

- Gerald Merfish, President/CEO - Merfish Pipe Holdings

Merfish Pipe & Supply

Merfish Pipe & Supply, a master distributor of carbon steel pipe, fittings and flanges, sells exclusively to pipe distributors throughout the United States from stocking warehouses in Houston and Philadelphia. Merfish's products include carbon steel welded and seamless standard pipe, carbon steel pipe fittings and carbon steel forged flanges.

“For 95 years Merfish Pipe & Supply has exceeded customers' expectations, shipping high quality carbon steel pipe, fittings and flanges. Our customers have come to rely upon Merfish's commitment to honor the supply chain and to be a dependable source for their client's pipe, fitting and flange needs.”

- Robert Setzekorn--VP/General Manager

PRODUCTS: ASTM A53/API 5 L/ASME SA53
Standard Pipe

SIZE: 1/8"-36"

WALL: Schedule 10 through XH

TYPE: ERW and Seamless

GRADES: Grade A, Grade B, x42

ORIGIN: Domestic and Import

FINISHES: Mill Lacquered, Galvanized, Bare,
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PIPE CONNECTIONS

Pipe Connections chronicles industry memoirs and networking of NASPD Pipe Professionals. We encourage you to share your stories with us.

This is what networking within NASPD is all about. The ultimate story about the development of a strong friendship and business relationship: Jerry Rubenstein and Joe Bergfeld. Each of these men are owners in their pipe businesses - Jerry with Texas Pipe & Supply Co., Inc.; Joe with Pittsburgh Pipe.

Jerry: Jerry's employment in the industry started when, after college, he went to work full time in his father's business. He says "Driving an 18-wheeler wasn't on my wish list, but it was better than putting dope on 2" tubing threads. The "executive program" gave him a promotion to a forklift operator and his final position was operating a Landis pipe threading machine. After some time, he asked his boss, Mr. Forrester, if he could become a salesman. He was shipped off to the Dale Carnegie Salesmanship School (which he took twice), and began making sales calls.

Jerry's brother, Bo, became the sales manager for the family business. Jerry did the purchasing. He spent the next 54 years calling on steel mills all over the world and inspecting pipe. He relates "That job

continues, but it just doesn't pay as well." This started his world travels.

Joe: Joe started in the pipe business in 1973

Thank you NASPD for allowing me to meet "Bergie Boy" and for us to get to know each other.

Jerry Rubenstein

as a salesman at All Steel Pipe and Tube and then at Continental Pipe. Joe muses "There are some crazy stories I could tell about those two companies, but for now let me just say that they are no longer in business." He started Pittsburgh Pipe in 1977. After forming the company, he asked Bill Manser, a high school friend, to join him in the business. They started out as brokers, and have grown to become a manufacturer of large OD rolled and welded pipe, a fabricator of 10³/₄" - 30" structural steel pipe and prime piling pipe, and a distributor of plastic pipe and accessories for the telecom and electrical industries. Pittsburgh Pipe now has three stocking locations serving customers across the United States, and they carry an inventory of all pipe that they manufacture, fabricate and distribute.

Pittsburgh Pipe joined the NASPD in 1978. "It was one of the smartest decisions I ever made in my business career," said Joe.

Beginning from the time Joe started dating Jean, in 1982, she has been an active participant in NASPD conferences and conventions. She likes to remind their friends that after they married in April 1988 (after a 6 year courtship), their honeymoon was at the NASPD convention in Scottsdale, Arizona. Joe beams "Now that's REALLY combining business with pleasure!" "We both believe in civic involvement and volunteerism, and Jean's been a fantastic partner in all our civic endeavors." Her involvement with the NASPD was no exception, and because of that, she became friends with NASPD members and members' wives, including, among many others, Dovie Knowles and Linda Rubenstein. Her friendship with Dovie and Linda strengthened Joe's friendship with Pete Knowles and Jerry Rubenstein.

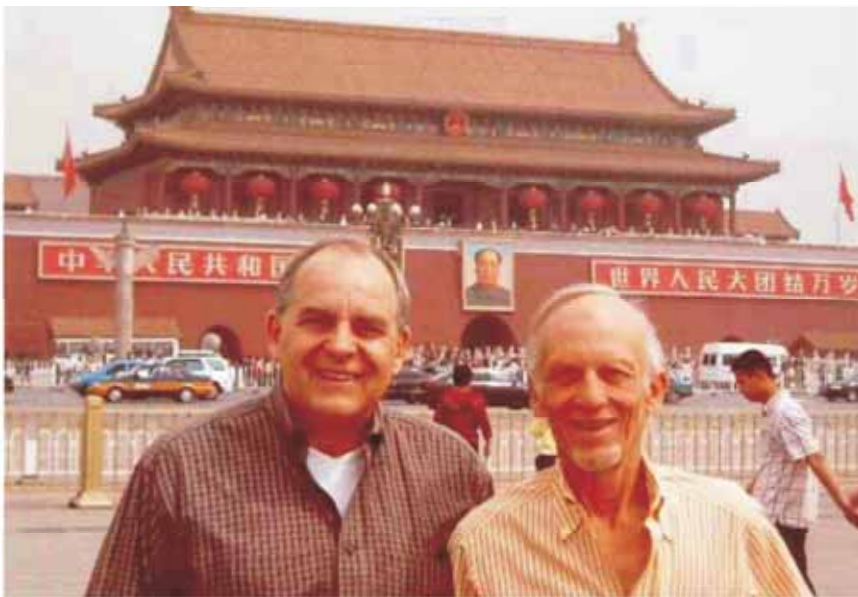
Jerry & Joe together: During business and social networking at NASPD meetings, Jerry and Joe discovered they shared a desire for what they then called "adventure travel" and "hard trips".

A long friendship developed, and they began making a new journey each year, first touching base at annual NASPD meetings. Joe remembers "We had no interest in white sand beaches or fancy golf resorts. We wanted to go to distant places and exotic locales."

(CONNECTIONS continued on page 24)



Joe Bergfeld dressing the part in Jordan.



Joe Bergfeld and Jerry Rubenstein in China during one of their many adventures together.

Texas Pipe & Supply Co., Inc. A Rich History



**Texas Pipe
and
Supply Co., Inc.
Houston, Texas**

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TWX: 910-881-5443 (Texas Pipe Hou)

1926 Sales Letter

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Layne & Bowler Company,
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Hoping to be favored with your inquiries for which we thank you in advance, we remain

Yours very truly,
TEXAS PIPE & SUPPLY CO.

By *Wm. H. ...*

MY:KRP

(CONNECTIONS cont. from page 22)

Starting in 1989, they planned an annual adventure trip. The men alternated choosing the spot, doing the research and making sure they had a highly-recommended guide in each location. Their travels have been going on for 25 years.

The duo has seen many interesting sights, but what both enjoy most is seeing how other people live, and learning about their history and culture. Many of the countries they've visited have had a difficult history...Vietnam, Cambodia, Algeria, Argentina, Turkey, Romania, and many more. They strive to learn all about the cultures of the countries they visit, including wars, strife, and poverty.

Their journeys have taken them to 5 of the 7 continents. Joe states, "We haven't yet been to Australia or Antarctica." A couple of their trips were to places that were on the verge of dramatic social upheaval. They were in Russia in 1989, just as Glasnost and the great social revolution led by Mikhail Gorbachev was taking place, and in Romania just 90 days prior to the revolution that overthrew the government of the dictator Nicolae Ceaușescu.



Jerry (left) and Joe (right) enjoying dinner with an artist in Romania.

Last year, they went to Turkey, where among other things, they took a balloon ride over the exotic landscape in Cappadocia and witnessed a performance of whirling dervishes, who are members of a Muslim religious sect that does a ritual dance to achieve religious ecstasy.

In all their shared travels to so many disparate places, there was always a common thing, and that was the warmth, friendliness and genuine welcoming nature of everyone they met. They

new supplier or potential customer contacts as well as the opportunity to visit pipe mills or call on new customers.

Jerry's Special Memories:

So, being an extensive traveler, I invited "Bergie Boy", as I fondly call Joe, to take the train from Charles de Gaulle Airport to downtown Paris for dinner. Bought our ticket, and off we went. 45 minutes later Bergie suggested we were going the wrong way—a \$79 cab ride back to the airport. Surely you know who paid that fare?

One evening in a small village in Morocco, we were having dinner and into our second bottle of wine. The belly dancers asked Joe to dance. Bergie was ready to show his stuff. His shirt got in the way of his movements and off it came. Joe went on with this incredible performance on the dance floor. The music stopped, and he kept going, receiving a standing ovation from the audience who wanted more. I didn't! I made him put his shirt back on and we left. But we were invited back to return the next evening... dinner on the house!

The fun experiences still go on during each of our adventures. What an incredible friend I have. Thank



Joe Bergfeld with a group of children in Moldavia

Mixing business and pleasure, they've visited pipe mills in China, with time out to climb to the top of the Great Wall. They swam in the Dead Sea and traveled to Mt. Nebo, in Jordan, which is mentioned in the Bible as the place where Moses was granted a view of the promised land.

They were in the jungle-hidden temples of Angkor Wat, in Cambodia, when the guide, in addition to giving an excellent tour, told the chilling story of how at age 12 he was forced into military service by the Khmer Rouge, who had executed his entire family.

Their trip to France was memorable, as they spent four days on the Normandy Coast and visited where the invasion occurred in 1944.

were often in small towns and villages, and on many occasions were invited into the homes of people in those villages known by their guides. The food that was prepared, the hospitality that was extended, and the hugs and fond farewells that ended the visits are experiences they will long remember and cherish.

No matter what the circumstances, the adventurers find things to enjoy and appreciate in each location.

They are able to laugh a lot, meet many wonderful people and, very importantly, taste and enjoy the local wines. Often, a trip to a foreign locale creates the opportunity to make



Joe Bergfeld belly dancing in Morocco - before he decided to strip off his shirt.

you NASPD for allowing me to meet Bergie Boy and for us to get to know each other.

Joe's Special Memories:

Joe "I cherish the strong bond of friendship that has developed between JR and me. As we've gotten older, our 'hard trips' are a little less hard, but the joy and pure fun of experiencing a foreign culture with a dear friend still makes them exciting adventures."

Joe is still busy at the helm of building Pittsburgh Pipe. He and his wife, Jean, are

(CONNECTIONS continued on page 63)

Corpac Steel Products Congratulates
JAIMÉ WOLDENBERG,
2015 INDUCTEE TO THE
NASPD HALL OF FAME



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NASPD Family Legacies

Family Legacies Create a NASPD Legacy

When individuals experience a NASPD event for the first time almost all remark with affection their surprise that such a large and diverse group is so closely knit. With that in mind it should come as no surprise that an organization who's concentrated congress evokes a feeling of family rightly counts among its customs the placement of legacy upon a pedestal. Many NASPD member companies have upheld a tradition of transferring their knowledge and passion for the manufacture, treatment, trade, transport and appliance of steel pipe on to sons, daughters, extended family and coalescent colleagues. These unbroken arteries of heritage pump lifeblood through the heart of the NASPD and the industry moreover. In 2015 as we recognize the 40 year benchmark of the association we hold dear, ponder the glimpses into the minds of these company founders and their families.

Note: We tried to contact as many NASPD member companies as possible with a family legacy. The following are stories of those that responded. If your family legacy has been overlooked . . . accept our apology as it was not intentional.

101 Pipe & Casing, Inc.

Fidel Nabor founded 101 Pipe and Casing, Inc. in 1988.

101 Pipe & Casing, Inc. is a steel pipe distributor specializing in new carbon steel line pipe. Along with a wholly owned subsidiary, 101 Vertical Fabrication Inc, the organization employs roughly 50 people in four locations throughout the Southwest.

Fidel would eventually introduce his son, Dusty Nabor, daughter, Alexsys Duke and daughter Michele Cabacungan to the industry. Dusty serves as Vice President, Alexsys in Sales and Marketing and Michele in Accounts Receivable.

Fidel states "Working with family members has been great and truly, very rewarding. Seeing your whole family on an almost daily basis has been wonderful. Of course, like any business, not everyone sees totally eye to eye but we feel like our common goals for the company keep us all on the same path." NASPD has been pivotal in this relationship. Dusty and Alexsys have attended meetings since they were kids. They have essentially grown up in the industry which made it very easy to make contacts and nurture industry relationships when they decided to join the family company.

Ambassador Pipe & Supply, Inc.

After 9 years learning the ins and outs of the steel pipe industry, Stu Hindman along with three other partners founded Ambassador Pipe & Supply in 1974. That same year the company achieved US Steel's Seamless Pipe distributor status. The company was originally headquartered in St. Louis with three additional branches operating in Cleveland, OH, Whitehall, IL, and Springfield, MO. In 1977, the main branch was relocated to the office in Springfield, MO in order to take advantage of the family friendly setting and the diverse outdoor activities afforded by the fresh water lakes and streams of the Missouri Ozarks.

The company product line currently consists of OCTG, Standard Pipe, Line Pipe and Heavy Wall Tubing all available in Seamless and Welded. Fabrication capabilities include threading, plasma and lathe cutting, welding and painting.

The original company was Pyramid Steel Inc. which became Republic Pipe & Tube Inc. in late 80's. After partner attrition the surviving entity is Ambassador Pipe & Supply Inc. owned by Stu and Vicki. Stu is President and his wife Vicki is Vice President.

Stu boasts "Both of our children are now working with the company. Our daughter Hollie



Hindman family

is Office Manager in charge of AR and AP. Our Son Jeff is IT director, National Accounts Manager and handles all sales of special project requirements."

In 1974, Stu was purchasing special requirements from NASPD co-founders Pete Knowles of Gensco and Jerry Rubenstein of Texas Pipe & Supply. Around this time they invited Stu to join NASPD as a charter member, he did not accept at the time but joined years later. Stu says, "After joining it was like old home week, getting to meet members for the first time that I had known for many years but now have developed a closer friendship. Now Hollie and Jeff are building those same friendships not only with all my old buddies but with a lot of the new younger members who have added tremendously to our association's depth and diversity."

"God has richly blessed our family by placing us in the pipe business. It's not politically correct, but I still believe the USA is a Christian Nation and I would like to acknowledge our creator's blessings."

B & W Pipe, Inc.

A recently formed company, B & W Pipe, Inc. was founded in Feb. 2001 by Charles Boatright and Don Weiler.

B & W Pipe, Inc. specializes in high quality, High X Grade Line Pipe. Our inventory consists of sizes around Standard and X-Heavy. IE: .406, .594, .625. The company features products manufactured by JFE, NSSMC, Salzgitter Mannesmann, TATA Berg and Hyundai. Typical inventory includes ERW sizes up to 24 X 1.00, X70 and DSAW in X52 up to 60". All JFE pipe arrives with Charpy Test of -50 F in the Weld Seam, HAZ and Body. In addition all JFE product comes with Full Body UT; proven high quality.

This blossoming family legacy began with Charles' son Patrick Boatright. Patrick graduated from Southwestern University in 2009 and currently works in sales and inventory management. Daughter Hannah Boatright, a top salesperson at BMW West Auto dealership, also assists with B&W Pipe sales and order processing.

Charles remarked "It is nice having family close at hand. The NASPD has been a great place for my family to meet the person at the other end of the email or phone call. The NASPD has provided the core of contacts for our sought after monthly stock list. We congratulate the NASPD on its 40th anniversary."



Boatright family

Charles on the recent passing of longtime business partner Don Weiler: My good friend and partner left B & W Pipe in 2006. He was a mainstay of our business and without him we would not have had the growth we experienced. Taken before his time in October 2014, we miss him, love him and think about him every day.

(LEGACIES continued on page 28)

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(LEGACIES continued from page 26)

Brittex International Pipe Supply

Brittex International Pipe Supply was founded in 1977 by Cyril Lavender from England. The name is an abbreviated combination of Britain and Texas. Balor Moore purchased the company in 1983 after finishing his career as a professional baseball player. Balor applied the work ethic he developed as professional athlete to his new venture and believes it played a significant role in the company's success.

Balor's wife Paula started working with the company in 1999. She skillfully handles the responsibilities of both comptroller and human resource management. Balor and Paula's son, Baylor, is also involved in the company and gained his first experience with the family business while still in high school. Balor says, "I wanted to teach my son a good work ethic so during the summers Baylor worked outside in the pipe yard." After completing his formal education, Baylor worked for a while as an electrician before officially joining Brittex as a salesman in 2004. Outside of work, family and kids keep Baylor busy so he has only been able to attend a few NASPD meetings.

Brittex was started as an international company but the Moore family now focuses their efforts around selling structural grade pipe along the Gulf Coast. "Our specialty is in value added services such as weld to length, coatings and minor fabrication for the end user in the piling industry."

Balor thinks that NASPD is a great resource for developing contacts. "The networking opportunity is perfect for ensuring those relationships remain intact."

Cierra Pipe, Inc.

The Kanz family: "The year was 1983. There was uncertainty in the industry and conflicting signals of highs and lows in our economy. Finally for Texas the lows became the norm. Great things had happened in the years prior. Working for an industry that let the sky be the limit was exciting and all you needed to do was know the product, take care of your business and your customer, and work hard. These great lessons learned during the 'good times' laid the foundation for the forming of Cierra Pipe. But little did



Kanz family - Jennifer, Bobby & Michele

we all realize at the time that all of the fresh, fun relationships that had been established prior to forming our company would lead to such important partners in business and partners in life. It remains for the most part

the foundation of this company's ability to continue successfully for these thirty some odd years. Sometimes you wonder if other professions and industries are as supportive of each other as is the case in the pipe and steel business.

NASPD? What comes to mind is exchange of ideas, food for thought, networking before the internet. What a privilege it was to be asked to join all those years ago. A verification to a young company that a benchmark had been reached after much hard work in establishing our company as an entity in the industry. It made us all very proud to be part of the organization.

When asked our thoughts on how the NASPD experience has helped to introduce a family member to the industry it goes without saying that it has been heartwarming. As a child, Jennifer started attending Summer Conferences starting at twelve, which was a wonderful experience. At that time mostly because of plane trips and great hotels, and as time passed she was so lucky to experience gentle mentoring from many NASPD members in the early years that she worked for the company. Now, almost twenty years later, as CFO of Cierra Pipe she uses those experiences in her management daily. As a mother of a twelve year old and a nine year old it makes you think that it might be time to get that next generation started!

We are so very grateful to the NASPD for continuing to embrace the young people in our industry."

Coastal Pipe of LA

Coastal Pipe of Louisiana was founded in 1957 by Norman "Buddy" Yentzen when he recognized a need in the OCTG market. Major oil companies were discarding their used tubular material. Mr. Yentzen began reconditioning the used pipe and selling it to small independent oil companies. Smaller oil companies welcomed the opportunity to save money on pipe by purchasing the reconditioned materials.

In 1987, Buddy's son, Doug Yentzen joined the company. With the help of his wife Tanya, they grew the company to a new level. Their "Mom and Pop" oil company became an established player stocking not only used, but new API tubing for customers' wells. Coastal Pipe entered the new tubing and casing markets to expand with the needs of their customers. Doug and Tanya's two sons, Jonathan and Jake, have now joined the family business and helped the family business continue to expand their sales and market presence.

Doug shared his sentiments for the pipe industry "There can be no low points when you are getting to do what you love."

Doug and Tanya: "NASPD has enabled our sons to make the necessary contacts in the pipe world to keep Coastal Pipe of LA competitive in an evolving market. Thanks to the NASPD, the company has been able to increase sourcing capabilities, ensuring our customers receive the best prices on the market. Additionally, the speakers presenting at the NASPD events have given us confidence in the oil field as a way of life for our family. The members of the NASPD are the cream of the crop in our industry and we value the long lasting relationships with other members.

Florida Pipe

Vince Bianco founded Florida Pipe & Steel, Inc in 1992, after 12 years in the steel business, when Vince moved from Pennsylvania to West Palm Beach, FL. Vince credits his wife, Michele, with helping to get the company off the ground where she still remains a fixture of daily operations.

The company specializes in new structural grade and used steel pipe. They carry structural steel pipe in 2 3/8" OD through 120" OD with a strong focus on heavy wall, pipe piling, road casing, dredge pipe and caissons. The company stocks materials in several locations throughout the U.S. including: Texas, Oklahoma, Ohio, Alabama, and Florida. Vince has enjoyed the success of doing business throughout the USA, Canada, Central, and South America.



Vince Bianco and family

Vince has passed down a lifetime of knowledge in the steel business to his daughters Chanean and Blair. Chanean worked in sales for 6 years before moving on to other projects. Blair graduated with a degree in Family Enterprise and Management in 2012 and has been a full time employee ever since.

NASPD played a special role in introducing two of Vince and Michele's three daughters to the steel industry. From the time they could talk the girls have attended NASPD conventions, the enjoyment of every trip surpassing the previous experience. The girls loved the networking connections and fun activities the NASPD presented. Those experiences as children provided a seamless transition to their official employment within the industry. Vince remarked "From the introduction of pipe lingo to the solid connections with various industry players, NASPD gave the girls a great foundation to build upon."

(LEGACIES continued on page 30)

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(LEGACIES continued from page 28)

Houston Tubulars, Inc.

Dennis Hayden founded Houston Tubulars, Inc. (HTI) in 1981, after recognizing an opportunity to fill an underserved niche market. From the ground up the company was built to handle professional maintenance services for new pipe. “We are a one stop shop for service needs,” says Dennis. “When we started, we were reconditioning and trucking pipe. Customer requests for storage and hauling have given the company a new growth pattern.” Today the company has several locations allowing them to manage multiple jobs at once. HTI can start with unloading a customer’s pipe from a ship or trucks, repair and store it, and then deliver it to the job site. HTI prepares reports along the way to keep customers informed of the job progress.

In much the same way, bringing his family into the business has given Dennis a personal reason for new company growth. “Now I do it for my kids,” he continues. “It’s exciting for your family to be a part of what you do. I’m glad they are interested in our industry. It makes me want to teach and guide them and make sure the company they

inherit will be one of continued growth and pride.”

When the company began, Dennis, his wife, Kathy, and son, Dennis, Jr. were living in New Orleans. Dennis was trying to start Houston Tubulars in Houston. It was hard work and he had to go it alone. After about three years the family moved to the Houston area and Kathy began to help with the company. As Vice President, Kathy oversees accounting and customer relations. Interfacing with customers to ensure they are happy is a family and business priority for HTI.

Starting at age 16, Dennis, Jr. worked part time in the HTI pipe yard in the summers throughout high school. When Dennis, Jr. was younger, he would accompany his father when calling on customers and visiting pipe wells. He loved spending time with his Dad and being in the middle of the pipe industry.



Hayden family

Dennis and Kathy’s daughter, Kelley, did not seem to express much interest in the company until she was wrapping up her college education. Kelley always assumed she would work with HTI but had never discussed the particulars with her Dad. Kelley says “I kept waiting for Dad to tell me to get into the office and get to work”.

Today Dennis, Jr. works in overall sales and operations of the company. Kelley is in sales and has taken over as manager of railcar transloading.

Dennis is a big supporter and fan of NASPD. The entire family attends NASPD events. Dennis feels the NASPD network has helped both of his children meet new people. “They get to know customers on a personal level and interact with the decision makers.” Customers have responded that they like knowing and dealing with the entire Hayden family. That’s the NASPD way.

International Pipe & Supply

Al Karchmer, CEO of International Pipe & Supply founded the company in 1978, armed with integrity, a drive for customer satisfaction and some “pretty pipe!”

He recalls, “I can’t help but remember the beginnings, when I had myself, one acre of rented land, one person in the yard and one part-time in the office.”

Al’s son Don, who serves as President and CFO, joined the company in 1985 and a winning combination was born. Today, International Pipe has over 35 acres of steel pipe in Oklahoma City, OK, a 25-acre subsidiary “Bison Pipe & Supply” in Jerome, ID, plus additional yards in Arizona, Texas, Louisiana, California, Pennsylvania and Ohio.

(LEGACIES continued on page 36)



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NASPD HALL OF FAME

Jaime Woldenberg

2015 INDUCTEE

The **NASPD Hall of Fame** shall be a special group of industry contributors and as such reserved for only those who have served the pipe industry and pipe distribution industry continuously for a minimum of 30 years or have been considered a "pillar" of the industry, or have grown their company to be an industry segment leader. Involvement in the NASPD is not a requirement - individuals from both NASPD membership and non-members will be eligible. Individuals may receive induction posthumously.

The Past Presidents of the NASPD shall process nominations and determine those selected for induction.

Honor Roll of Former Hall of Fame Inductees



Jim Barnes
Barnes Pipe & Steel Supply



Earle Cohen
Kelly Pipe Co.



Lester A. Crancer, Sr.
Valley Steel Products Company



André Crispin
The Crispin Company



Norman E. Gottschalk Jr.
Marmon/Keystone Corp.



John M. "Jack" Hauck
Tubular Steel, Inc.



Hans Kayem
Tex-Isle Supply, Inc.



Mort Keiser
Tioga Pipe Supply Co., Inc.



Lewis B. Ketchum
Redman Pipe & Supply Co.



Pete Knowles
PK Pipe & Tubing, Inc.



Abe Merfish
Merfish Pipe & Supply



Bob Rau
BBL Company



Sol Rosenberg
Sol's Pipe & Steel, Inc.



Jerry Rubenstein
Texas Pipe & Supply Co., Inc.



Jerry Eugene Shea, Jr.
The Bayou Companies



Douglass Preston Yadon



Henry Zarrow
Sooner Pipe & Supply

Tubacero

70 YEARS
Carrying Progress

Tubacero customers and suppliers congratulate Jaime Z. Woldenberg on his induction into the NASPD Hall of Fame

The following group of companies have appreciated their association with Mr. Woldenberg and recognize the positive influence he has had on the Steel Pipe industry. Together, they congratulate him on this well deserved honor.



We congratulate Jaime Woldenberg, on this special recognition. As a company we are proud of our esteemed chairman of the board and his positive contributions to the steel pipe industry over the past 70 years.

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Fermaca warmly congratulates
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*AHMSA
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(LEGACIES continued from page 30)

There is no secret to this success, just a daily focus on the fundamentals of honesty, commitment and hard work. The commitment has remained the same since day one: "Do what you say, and build a lasting relationship with customers, suppliers and associates."



Marsha & Al Karchmer

Speaking with attendees at a recent NASPD

convention, Al realized the level of trust and respect International Pipe & Supply is given by the industry. As the oldest active pipe distributor at the age of 94, Al Karchmer continues to offer his employees sound advice and inspiration. "Trust and respect does not come overnight, it's owned over a period of time."

Kurt Orban Partners, LLC.

Kurt Orban founded Kurt Orban Partners over 100 years ago. Kurt also founded what is now known as American Wire Producers Association and was also the creator of the American Institute for International Steel.

Though the corporate structure has changed over the years, they still connect customers with mills and guide them in trading. Kurt Orban Partners are specialty steel traders, purchasing globally from leading carbon, alloy, stainless and high nickel alloy manufacturers. The company has a multi-generational track record of bringing new products from a multitude of sources to the world market over the last 100 years. Representatives in numerous countries enable Kurt Orban Partners to monitor market trends and manage order fulfillment and quality control.

Kurt's son, K. Matt Orban is now at the company's helm. He fondly recalls standing on a box at the copy and telex machines at age 5 helping Dad with business. He would eventually become a steel salesman at the age of only 15, when the company began selling steel pipe. After graduating from UC Santa Cruz with a degree in Economics, Matt joined the company full time. The company had been a very significant part of OCTG and I believe line pipe well before Matt was part of the sale effort. They had stepped away from the pipe biz during the down turn in the 80's. Through Matt's efforts the company re-entered the market segment. He became an equity partner in 1990 then president of the company of 2001. Upon his father's passing in 2006, he assumed the role of Chairman and CEO. Matt's daughter is 11 and he hopes that she will one day carry on the family legacy.

Family legacies often flow across company lines. Kurt Orban Partners also employs

family legacy in Wes Solansky. Wes began his career in the steel business working for his father at with Midstate Steel Corporation. He credits that time for giving him a solid start in shaping his career in the steel industry.

"NASPD was instrumental in Kurt Orban Partners becoming a part of the pipe importing industry and learning from industry veterans," says Matt.

Livingston Pipe and Tube Inc.

Founded in 1978, Livingston Pipe and Tube, Inc. employs the father and son team of Keith and Clinton Klobnak.

Keith, Executive Vice President, has worked with the company for 36 years. His son, Clinton, joined Livingston Pipe in March of 1999. Clinton started off working in the plant on the 2nd shift as a laborer while still in high school. In June of the same year, upon graduation, he moved into inside sales. Clinton received a promotion in 2001, to Assistant Pipe Product Manager. By the end of 2004, Clinton was promoted to Product Manager and still holds that position today. He is a proud member of the NASPD and has been the Livingston Pipe contact since joining. Keith shared, "I am very proud of what he has accomplished over the years and what he has done for Livingston Pipe and Tube." Clinton is an active member of the NASPD and says he enjoys the benefits of what the membership offers. Clinton's first NASPD convention was held in St Louis, MO, at The Westin in June of 2004. He has been the face of the company with NASPD ever since.

Livingston Pipe and Tube is a stocking distributor of carbon steel pipe and tube. They carry carbon steel pipe in various specs as well as structural square and rectangle tube and mechanical tubing. Corporate headquarters is located in Staunton, IL, with an additional plant located in Hillsboro, IL. The company offers a full range of value added services such as cut to length, miter cutting, shot / sand blasting, painting and priming to name a few. Besides servicing the Steel Fabricators, and Agriculture industry, they also cater to the Water Well industry by stocking a full range of prime steel pipe in both domestic and import. Also offered are threaded and coupled pipe up to 12.75" od in both NPT & J-Style straight threads for turbine column.

Merfish Pipe & Supply

This three generation company was founded by Nathan Merfish in 1920. Following in his footsteps was his son, Abe Merfish with wife, Beau at his side. Abe would later be joined by his children Gerald Merfish and Rochelle Merfish Jacobson.

Merfish Pipe & Supply began in 1920 as a scrap yard selling second hand or scratch/dent plumbing items. As the story goes, one day

Nathan Merfish, who immigrated to the United States in 1912, came home from his day job as a tailor to find that Hannah, his wife, had sold a wash board for five dollars. Having emigrated from an area of Russia where Jews faced persecution, Nathan feared retribution for such a transaction would surely rain down on their home in the middle of the night. The night passed without incident and when the sun rose the following morning Nathan realized the promise of freedom and equality in America. He bought another wash board and Merfish Supply was born. From these humble beginnings Merfish Pipe & Supply evolved into one of Texas' leading wholesale plumbing supply distributors.

In the late 1950s, Merfish was buying rail cars of steel pipe from Wheatland Tube and selling it to the other plumbing supply distributors in Houston. The opportunity to distribute Hyslsa Pipe (Now Ternium) from Mexico presented itself. Abe jumped at the opportunity and the company became a master distributor of steel pipe.

Now almost 95 years later, Merfish Pipe & Supply and its sister company Pipe Exchange, serve over 35 states operating out of Houston and Philadelphia, with inventory exceeding 50,000 tons of carbon steel pipe, fittings and flanges.

Gerald Merfish "I had the pleasure of working alongside my father, Abe, my mother, Beau and my sister, Rochelle for many, many years. I was always proud



Beau and Abe Merfish

of the integrity and work ethic that each family member brought to our company each and every day. We each understood that we bore a responsibility to each other and to our employees to work hard and to make good decisions that benefitted everyone. At times it was challenging working every day with one's family and then being together for other family events as the talk often became business only, but it was very rewarding to work as a team with one's family toward a common goal."

Merfish Pipe & Supply was one of the first companies to join NASPD. Abe Merfish was always proud to be part of NASPD, the leading pipe distribution industry organization. He was particularly proud when Gerald became NASPD president. Merfish remains very proud of its role in advancing the pipe distribution industry through the NASPD.

(LEGACIES continued on page 64)



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NASPD

Presidential Library

NASPD has been blessed with a history of strong leadership. The roster of association past presidents is replete with industry leaders that dedicated their time and expertise in effort to guide the NASPD toward continual growth and excellence.

Earle Cohen: 1975-76

I was caught by surprise when asked to be the first president of NASPD, because at 39 years of age, I was one of the younger members. I had been in the industry since 1950. I remember feeling an overwhelming sense of responsibility of being conned into it. There were a lot of things to do that I'd never done before. We started with 52 members.



When I first received the notification about the meeting to form the NASPD, I threw it in the trash thinking it was going to be just another party. But upon recognizing the serious interest, I reconsidered. It was a wonderful opportunity for me to get to know more people in the industry.

Joining NASPD immediately enhanced my career. I attribute a great deal of my success to NASPD relationships. I still try to stay in touch with members in my age bracket. The NASPD is growing and I haven't been able to keep up with all of the new members.

I remember with fondness when Jerry Rubenstein and I interviewed Susannah for the position of executive director of the NASPD.

S.J. "Bud" Segal 1976-77 and 1980-81

Bud Segal (deceased) is fondly recalled as an energetic and innovative leader.



Jack Bender: 1977-78

(deceased)

Comment from Ben Shanker: A truly special man for NASPD and his community of Houston. Jack Bender, of Blessed Memory, was a dedicated Board



Member, elected President of NASPD, whose business wisdom and respected integrity gave leadership to NASPD in its early growth.

Ben Shanker: 1978-79

Looking back forty years ago, when the visions of Pete Knowles, of blessed memory, and Jerry Rubenstein founded the NASPD, it can truly be said "their dream came true." Little did they realize that the growth of the NASPD, with its members representing pipe distributors from around the world, would become the dynamic industry force that it is today.



We were honored to host a Board Meeting in Oklahoma during my presidency that brought some of the Board members to Oklahoma for their first visit to our great state (and it is even better now). It was fun planning a special event for the women.

The Association has been a catalyst for valuable business deals both within and beyond its membership. In addition, it has provided a forum for networking and relationship building that is unparalleled.

On a more personal note, now that I am retired and 90-plus years of age, as I reflect upon my years as an NASPD member, I take great pride in having served as its fourth President during 1978-1979. Those experiences will forever be cherished.

Robert Jacobson: 1979-80

It is hard to believe that 40 years have passed since I attended the first meeting called by Pete Knowles and Jerry Rubenstein in San Antonio in 1974, to discuss the possibility of organizing a national pipe organization. I recall sitting in the meeting hall, 27 years old, with people in the steel pipe business from all over the country. Some of these individuals were iconic names I heard from my uncle Milton Feinberg, for whom I was working, speak of with great respect. Needless to say, the result of that meeting was the formation of the National Association of Steel Pipe Distributors. And here we are, 40 years later, celebrating the huge success of that novel idea presented by Pete and Jerry.



My association and participation in the NASPD has been an important and meaningful part of my life. I have made many friends, both personal and business, of whose relationships I value greatly.

I had the privilege of serving as our 5th President, in 1978-79, at the age of 32, and have served on the Board of Directors many of the last 40 years. These have been incredibly rewarding experiences and have enriched my life beyond measure.

I thank the NASPD for all of the good times, good friends, and great business that I have enjoyed over the last 40 years.

Carl B Arnold: 1981-82

(deceased)

Comment from Earle Cohen: Carl was a good friend. He was a good person who helped a lot of people.



Clarence Troyer: 1982-83

(deceased)



Joe Bergfeld: 1983-84

If a person in the pipe distribution industry were to list the characteristics of a "dream" trade association, the list would almost certainly include:

- A membership that includes a well-represented cross section of distributors, manufactures and industry service providers
- Regularly scheduled, well organized meetings, formatted so that you can meet with, be educated by and socialize with members and business professionals who are knowledgeable about the steel pipe distribution business
- Strong, member directed governance, with a board and committee structure that allows members to give back to their industry through service on committees and on the board.



(PRESIDENTS continued on page 40)

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(PRESIDENTS continued from page 38)

- Professional publications and educational seminars that promote the industry while at the same time promoting appreciation and respect for the association
- Philanthropy that includes educational financial support for family members of association members
- A strong balance sheet and a Finance Committee with at least one pesky member who is always asking lots of questions
- An organization that you are proud to promote, support and be a member of, because in addition to all of the things listed above, it's fun!

From its humble beginning 40 years ago, the NASPD has grown to become all these things. I am thankful for the opportunity I was given to serve as an NASPD president, but I am more thankful for the remarkable contributions of so many highly dedicated and knowledgeable members, who've devoted thousands of hours of volunteer effort to bring the NASPD to the level of success it has achieved. Congratulations NASPD on your 40th anniversary.

Jack Adams: 1984-85

During his tenure import quotas and anti-dumping duties were major issues facing the industry. Congratulations NASPD - 40 years!



Charles E. Jewett: 1985-86

As President he was politically involved in the NAFTA negotiations. A high point of which was attending an event at the White House during which Presidents Clinton, Bush, Ford and Carter met with business leaders to discuss the advantage of the then-proposed NAFTA Treaty. 40 Years is an accomplishment - Congratulations!



Steve Livingston: 1986-87

During my term, the industry was in turmoil, much like the current market. The price of oil and rig activity dropped significantly. NASPD members were hit hard because everyone was under pressure from the economy. Being



NASPD president helped me learn how to run my business through the series of cycles.

My toast to NASPD for 2015 - Welcome back \$100 barrel oil! Congratulations on 40 years.

André Crispin: 1987-88

(deceased)


Comment from Dennis Hayden: André was an iconic figure who is a legend in the pipe industry. He was a true classic gentleman known throughout the world. NASPD was fortunate to have him at the helm for a short time.



Comment from Bill Buckland: World War II affected almost everyone growing up in the mid 20th Century. André was no exception. The war not only galvanized his patriotism and love of his mother country of Belgium, it also brought him and his loyalty to the United States. Once here, he began a career that spanned six decades. Using his youthful zeal and knowledge of international travel, he established and expanded steel pipe markets around the world. Always affable, and always accessible, André's exuberance for his family, his work and his love of life were contagious to all who have met him. This man had a charitable history second to none. He was one

(PRESIDENTS continued on page 42)

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2 7/8"	7.90#	Mixed	Used	Mixed	SMLS	8199	245,970	Houston
4 1/2"	12.75#	L80	Used	IJ	SMLS	382	11,460	Houston
5"	23.20#	P110	Used	IJ	SMLS	1450	58,000	Houston
5 1/2"	20.00#	Mixed	Secondary	PE	ERW	312	12,480	Houston
5 1/2"	23.00#	Mixed	Secondary	PE	ERW	331	13,240	Houston
5 1/2"	26.00#	P80+	Used	T/C	SMLS	495	19,800	Houston
7"	29.00#	P80+	Secondary	PE	SMLS	1000	40,000	Houston
7"	32.00#	P110	Secondary	PE	SMLS	1525	61,000	Houston
7"	32.00#	J/K/Green	Secondary	PE	SMLS	970	33,950	Houston
7 5/8"	29.70#	UKN	Secondary	PE	SMLS	1200	48,000	Houston
7 3/4"	46.10#	Q125	Used	T/C	SMLS	200	8,000	Houston
7 7/8"	54.12#	UKN	Secondary	PE	SMLS	267	10,680	Houston
9 5/8"	40.00#	J/K/Green	Secondary	PE	SMLS	200	6,000	Houston
9 5/8"	53.50#	80K	Surplus	PE	SMLS	450	18,000	New Jersey
9 5/8"	53.50#	P110	Surplus	PE	SMLS	350	14,000	Houston
10 3/4"	60.70#	80K	Used	PE	SMLS	500	20,000	New Jersey
10 3/4"	1"	80k	Used	PE	SMLS	104	4,160	New Jersey
11 3/4"	395 wall	80k	Used	PE	SMLS	333	13,320	New Jersey
13 3/8"	72.00#	L80	Used	PE	SMLS	450	18,000	New Jersey
13 5/8"	88.20#	Q125	New	T/C	SMLS	138	5,520	Houston
14"	840 wall	80K	Used	PE	SMLS	203	8,120	New Jersey
16"	84.00#	HCN80	New	IJ	ERW	18	720	Houston
22"	142.68#	X60	New	Bare	ERW	64	2,560	Houston

SIZE	LBS/FT	GRADE	CONDITION	ENDS	SMLS/ERW	JTS	FT	LOCATION
5 9/16"	27.04#	X65	New	FBE	SMLS	293	11720	Houston
8 5/8"	1.299	X70	CLEAN - 3" Coat	PE	SMLS	8	320	Houston
10 3/4"	820 wall	X65	New	PE	SMLS	323	12920	New Jersey
16"	112.51#	X52	New	PEB	ERW	414	16560	Houston
24"	500 wall	X60	New	Bare	ERW	200	8000	New Jersey
24"	375 wall	X60	New	FBE	ERW	250	10000	New Jersey
36"	2	X65	New	PE	DSAW	8	320	Houston

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of the few recipients of the Knowles-Rubenstein award, the highest award given by this organization. My wife, Betsy and I were proud to call him a friend for we easily observed the class and dignity with which he treated everyone he met.

Arie Euser: 1988-89

It is hard to believe how fast time goes by. I congratulate the NASPD with achieving this milestone and even more with what has been accomplished over the years, from turning the association an informal group into a professional organization. Jerry Rubenstein and Pete Knowles as the founders of the NASPD can certainly be proud of where their 1975 initiative has led.

Some of you may remember me but I have more than likely never met a number of the present members. We came from the Netherlands and lived in Houston from 1975 till 1991, where we started Van Leeuwen Pipe & Tube Corporation. In 1991, I moved back to The Netherlands with my family, where I worked at our parent company until retirement in 2000. I am enjoying life as a pensionada with my spouse Froukje. We are both still in good health, play golf and do the exercise. Both our daughters are happily married and we have 4 grandchildren.

Our company joined the association in 1978. Jack Bender was president and the convention in Scottsdale, AZ. One of the big topics at that time was the government's desire for oil companies to split their activities into separate entities: upstream, downstream, etc. and pipeline companies had to give other companies access for transporting oil, gas, etc.

Through NASPD events we got to know a lot of the people active in the pipe and tube business. I got more involved in the association in 1985, when I was elected to the Board of Directors as Director for the Central Region, then VP of the Central Region, and eventually President in 1988-1989. I served a total of 5 years on the Board. The second half of the '80s was very bad for business, especially OCTG. In 1986 the oil price had dropped to \$11 per barrel down from \$30 the previous year. During a short period thereafter the price dropped to \$9 per barrel...a disaster! Many companies got into serious trouble.



Arie and Froukje



Euser Family

In 1986 I had the privilege of being invited by a friendly competitor who owned a helicopter, to fly over all the pipe yards in the greater Houston area. We flew all the way to Galveston and I had never seen such huge quantities of tubular products (mainly OCTG). It would take years and years to realize some semblance of supply and demand balance within the OCTG product market. Prices dropped severely due to the bad market conditions. As part of an international pipe distributor, I had to explain to my boss how sour the market had turned in the Gulf Coast area. To convince him once and for all, I asked our friend to fly us on the same helicopter tour, but this time with the big boss in tow. I still believe that this was the best way to convince him. He was used to a good sized pipe yard, but the aerial perspective offered from the helicopter showed the enormous magnitude of endless inventories. I noticed he looked a little pale and after the heli tour.

Rather than spend our time in NASPD committee and board meetings complaining about the bad market and declining membership, etc., we decided to focus our energy on solutions. Steve Livingston was president at that time and the credo was: C H A N G E a n d S U R V I V E. We started putting together ideas for the 1987 convention which was to be held in Houston, TX. The topic for our convention was: How to survive in a declining industry – is there a need for a distribution system?

The 1987 convention was well received and we organized a plan to improve the professionalism of the association through the development of educational programs. Charlie Jewett and Ann Muffeny with the help of Dr. Katy Greenwood of the University of Houston, obtained a government educational grant for \$50,000 which was used to set up training programs that addressed EPA concerns, OSHA requirements, VRA's, etc.

During the 1988 convention in Scottsdale, AZ we adopted a Code of Ethics. The NASPD was truly maturing and this was especially noticeable in committee participation. The subject matter debated in committee along with the speakers presenting at meetings and annual conventions, brought value and education to our members. I give a great deal of credit for the dramatic growth of the association to the enthusiastic involvement of a young lady by the name of Hope D. Snow. Hope chaired the membership committee in 1988/1989, helping to increase membership from a low of 150 to over 200 companies.

I found my membership in the NASPD very rewarding. As a board member, I had the opportunity to help navigate the association's

change in direction in an effort to ensure future viability. Scrolling through the NASPD website, the transformation of the association into a dynamic industry presence is clear and I take pride in the role I played during my term as president.

Al Rakers 1989-90



Robert N. Rau: 1990-92

(deceased)

During his career Bob played critical roles in the A S T M a n d t h e development of certain ASTM Standards. Bob served our industry admirable and with integrity for over 50 years.



James E. Walters, Jr.: 1992-93

My first introduction to NASPD was in the 70's and I remained a member until the mid 90's, when I entered a different line of work. However, I have stayed abreast of news from many friends and cherish the years spent with such a fine organization.



During my term as President, I was fortunate to gain a valuable education of the industry. To my recollection, I was the first "used and surplus" president. It was a flattering appointment for me considering the heads of large corporations who served before me and their noteworthy contributions to the pipe industry. There are far too many friends to single out, so instead let me express the pride I feel to be included in such a distinguished honor roll. My condolences to the families of deceased members that were so instrumental in making NASPD the organization it is today.

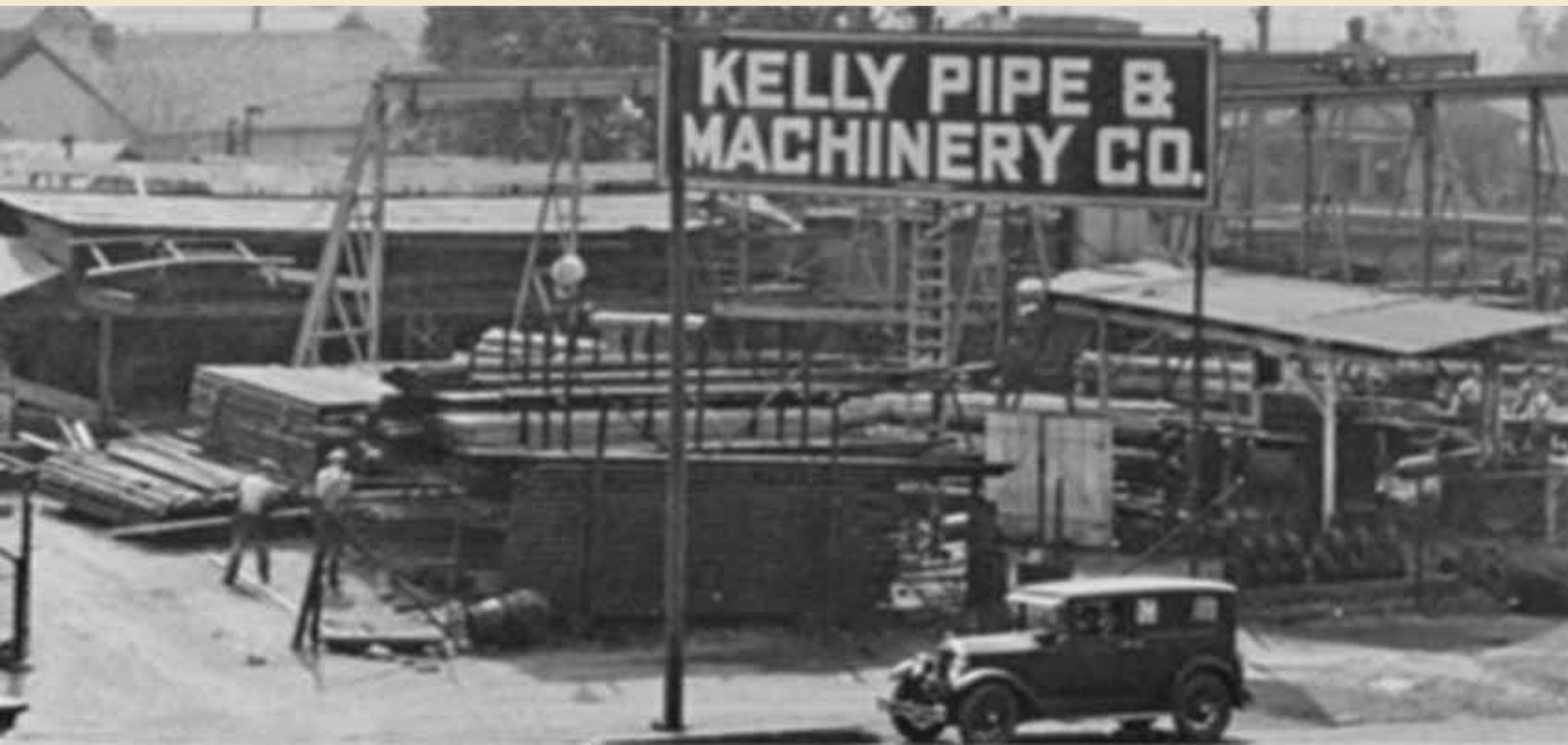
Roy A. Herman: 1993-94

Four years after retiring from Leavitt Tube in 1996, I committed my life to Jesus Christ as my Lord and Savior as an Evangelical, non-denominational Christian.



I started attending Seminary and in 2005 was ordained as a Pastor and Minister. Since then, I received a Doctorate of Chaplaincy and an Honorary Doctorate of Divinity.

(PRESIDENTS continued on page 44)



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Sherry and I spend our summers in South Barrington, IL and our winters near Phoenix in Surprise, AZ. In both locations, my time is spent serving Jesus, discipling and biblically counseling men, teaching and preaching at churches, nursing and retirement homes and serving the homeless at several rescue missions.

In celebration of our 50th wedding anniversary, we toured the ancient sites in Turkey and Greece which were the birth of Christianity as we know it today! I still play golf regularly and have added another sport — pickleball!

I am grateful for the many years of association with NASPD and for the many relationships that we established. And appreciative for the time I spent serving as NASPD President.

Craig E Peterson: 1994-95

After retiring almost 9 years ago, my wife Lynne and I left Salt Lake City for St. George, UT to enjoy a warmer climate. During that time we served 2 missions for our Church, the first was one year in northern Arizona on the Navajo Indian Reservation and the second mission was 18 months in Cambodia doing humanitarian work. We had some wonderful experiences and came to love the people we served.



We have been fortunate to travel to several places around the world and are constantly amazed at the diversity and beauty everywhere we go.

We enjoy spending time with our grandchildren and one year ago we became Great-Grandparents which is a whole new experience and so fun. A few months ago we decided it was time to move back closer to our family and returned to Salt Lake City. We are both in good health and enjoying this time of our lives.

We appreciate and express our thanks to NASPD for providing this opportunity to reunite with friends from the industry again.

David Nicoli: 1995-96

I was walking to the NASPD board meeting and I was pulled aside by a fellow board member and told that the incoming president was changing jobs and could not serve when his term started in a few months. My initial thought “Wow that does not happen very often”. Before I could think too much about the consequences of this news, my fellow board



member informed me that he had been asked by the board to see if I would step in and become the next President. My response “Ok so let me get this straight, you want me to step in to be the President of an association that has no money and some might say is broke (me for one), is losing members, and has an executive director who no one likes and needs to be fired. Is that what you are asking me?” “That about sums it up” says my fellow board member. I replied “Heck yes, sounds like fun to me”.

Roll ahead a few months. I become President and am delighted to be the person who gets to officially hire Susannah. Jerry Rubenstein discovered her and in my opinion, besides co-founding the NASPD, finding Susannah was one of Jerry’s many great contributions to the association.

Together, Susannah and I had zero experience. The recently fired Executive Director had torched many of the records and most certainly alienated many members and vendors. What had we gotten ourselves into? To begin picking up the pieces, Susannah focused on rebuilding relationships with everyone and I came to the conclusion that more involvement of the membership was necessary. So I formed the committees for site selection, communications, bylaws, program, tubular products manual, awards, and along with the already established committees for membership, finance, and executive we started making things happen. At the time, if you were breathing, I tried in earnest to place you on a committee.

Our budget that year showed us losing money and descending into debt. I decided this decline had to stop. With the help of Susannah, who had no experience or confidence in the budget I came up with and made that perfectly clear (Don’t tell her but I too was very concerned), we re-did the budget. The only feasible option to get the budget into the black was turning what had historically been fruitless conventions into a profitable venture. The only option to keep the attendance costs low while maintaining the interest of the membership was free guest speakers. This was not a problem as we had several talented members and industry professionals who would speak or knew somebody susceptible to the strong arm treatment. Thankfully the strategy worked and the increased revenue figures exceeded our budget costs.

In our first year we accomplished the following: 1: Hired a new Executive Director. 2: Formed six new committees with a chair and members. 3: Planned nine conventions for the next three years and booked hotels. 4: Created our own contract instead of using those provided by hotels. 5: Reorganized the budget to show a profit. 6: Turned the Pipeline magazine into something our members

wanted to read. 7: Updated our Bylaws. This was a big project. 8: Updated the Tubular Products Manual. 9: Formed the Knowles-Rubenstein Award and presented it to the namesakes the first year. 10: Created amazing programs that did not cost any money. 11: Balanced the budget and finished the year in the black for the first time in many years. 12: Turned around a sinking ship and gave the association back to the members. Members became more active and we began to grow again. 13: Oh and let’s not forget Susannah met President Clinton in the Oval office and announced her engagement at year end.

Susannah was involved in all of this. I truly believe accomplishing so much in such a short period gave her the start she needed, planting her feet firmly on the ground and guiding the association to its successful present position. Susannah you are great, and I remain very proud of you and what we accomplished, nearly two decades ago. We had a blast. Congratulations to the NASPD on 40 years.

Marvin Day: 1996-97



Bonnie Andrews: 1997-98



Donald B. Karchmer: 1998-99

I reflect upon a time, thirty years ago at age twenty-two, when I attended my first NASPD conference in St. Louis. I was alone, without question the youngest man in the room and eagerly looking for a familiar face. A kind older gentleman introduced himself, and I explained that I had just started working with my father after finishing college only three months earlier. I was literally taken by the arm and introduced to the founders of the organization, Pete Knowles and Jerry Rubenstein, as well as everyone else at that cocktail reception. My entire career has been spent developing lifelong friendships and valuable business relationships too numerous to mention. My journey with the NASPD began when I was asked to serve on a committee, then later to head a committee and then selected to serve on



(PRESIDENTS continued on page 46)

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 the Board of Directors. I was elected Secretary and Treasurer when the association was in the “red”, and at the end of my two year term we had almost one year of operating expenses in reserve.

The most valued time during my NASPD career was when I was selected to be President Elect and subsequently served this great organization as President from 1998-1999. I had a dedicated board along with a young, competent and fairly new Executive Director by the name of Susannah Porr. I remember looking at the list of past Presidents and thinking about their leadership, tireless work and contributions to the organization and its growth. I was one of the youngest Presidents to serve and I was eager to help guide the organization toward new heights. There were plans to develop an education committee to better prepare companies for the next century, along with building a website to provide internet presence. Through strong committees and tremendous talent in our organization, we turned the corner and added value to the organization and to the steel pipe industry.

The NASPD’s members have always been our greatest strength, and as an association, regardless of specific product lines, we share more similarities than differences. I now find myself at almost every conference greeting new members and taking them by the arm and introducing them to everyone at the cocktail reception. The power of extending a hand and a kind word to our prospective and new members is priceless.

I have received much more from the NASPD than I can possibly give back. I thank each of you for allowing me to serve and for the friendships I have developed.

Serving this organization continues to be the highlight of my career. It has been a rewarding and fulfilling adventure that would not have been possible without the tremendous support of my beautiful wife Hilary and our children Sam and Haley. How grateful I am to go to work every day, do what I love to do, and share it with my father, Al Karchmer, who is the oldest active pipe distributor at 94 years young. I look forward to taking part in the Association’s continued success and growth. Congratulations and Happy 40th Anniversary!

John Mocker: 1999-2001

I was honored to serve as NASPD President from 1999-2001, with my term marking the beginning of the NASPD President serving (2) 1 year terms. During my tenure we celebrated the 25th Anniversary of the NASPD right here in San Antonio.



I have many wonderful memories of the NASPD and many lifelong friendships that I have enjoyed since attending my first meeting in 1982. Congratulations on your Ruby Anniversary NASPD!

Gerald Merfish: 2001-2003

One of the highlights of my career in the steel pipe distribution industry was to have had the opportunity to serve as NASPD President from 2001 to 2003.



What an honor to have been the titular leader of a supply chain industry that is comprised of many very hard working (and might I add hard playing) men and women, individuals that come to their jobs every day with a commitment to supply critically important materials that help make our country run. Be it a fence post or a string of pipe that helps convey energy products to the earth’s surface or a piece of pipe that moves energy products from one point to another or a piece of pipe that carries cold or hot water throughout a building to create a more comfortable climate, steel pipe is needed by many but appreciated by few.

Like my job career, I had the good fortune to have a NASPD career. My NASPD career included serving as Board Member, Treasurer, and Chair of an Ad-hoc Strategic Planning committee. The Strategic Planning endeavor involved updating and reorganizing the By-Laws to better govern and manage the NASPD. The roots of our current Education program emanated from that same Strategic Planning Committee. With the next step along my NASPD career being that of NASPD President.

I feel so very fortunate that I was able to work with the great NASPD staff. Susannah and her valued staff, including the remarkable Gail, bring a very sophisticated and thoughtful approach to our dynamic organization. Many of us have strong opinions and the NASPD staff is absolutely magical in how they manage all of us Chiefs!

May the NASPD remain the vibrant and critical organization that it is and I can only hope to be in attendance for our FIFTIETH Anniversary celebration in 10 years! Congratulations!

Robert Griggs: 2003-2005

What the NASPD has meant to me RG!



First, it was a place where like-minded pipe professional could meet & talk about their profession! It gave us all a real chance to meet people

& companies from all over the country. Plus build lasting relationships! This really helped when issues came up to be resolved. As in any business or industry there are going to be problems that arise from time to time. And having met at the NASPD always seemed to make them easier to work out! It just made every problem a little easier to deal with!

Building lasting friends for life! I have met & made so many true friends in the NASPD; that if no business ever came from it, it would still be one of my most cherished things in life! But I was able to do both; build great business relationships & true friends! What could be better!

One of the things I look back on fondly when I was asked to be the organization’s President is what that meant your peers - the folks you admired and looked up to thought enough of you to ask you to lead them for 2 years! In business and life it doesn’t get much better than that! It was a real highlight of my business career!

Greg Semmel: 2005-2007

I was over matched and honored to be in a position to serve as President. It still has yet to sink in.



My fondest memory was being a part of the NASPD when we added 51 new members and broke through the 200 member milestone over the course of my two year reign. I feel like that put our organization on the map to stay as “The Place to be in the pipe industry” to steal one of Gerald’s infamous phrases.

Dianne Burger: 2007-2009

Out of all my business associations the NASPD is closest to my heart. One of the proudest moments of my career was being asked to serve as President of the NASPD. The friends and business acquaintances I have made as a member are invaluable and having the opportunity to serve the industry you love is a true blessing.



I found the picture (right) from San Antonio with Susannah and Greg.



My new job, Grandma! My grandson, Richard “Bowen” Sellers, was born to LeeAnn and Brent on September 17th.



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Angels & Angst

by Fidel Nabor, President of 101 Pipe & Casing

It was the summer of 2000. Susan, my life partner, and I were spending the weekend at our second home in the San Bernardino Mountains in Southern California. I was having a drink with Hap, my best friend who happens to be a doctor. I told him that I was trying to buy life insurance but was getting rejected because my liver enzymes were too high. It seemed that the more I drank the higher they got. He told me to get an in depth medical exam as he suspected I might have Hepatitis C. In a few days it was confirmed—he was right. I was shocked and had no inkling as to where or how I got this virus. Hepatitis C is a fatal disease that infects and eventually destroys your liver. However, unlike most fatal diseases, one can be asymptomatic (showing no side effects) for decades. My doctor told me I could have contracted this disease as far back as 30 to 40 years ago.

At this time, the only effective treatment for “Hep C” was weekly injections of Interferon or a liver transplant (which is very difficult to qualify for). The cure rate of Interferon is about 50%. It has to be taken continuously for 46 weeks. This is a good example of where the cure is worse than the disease. The older you are the worse the side effects. Interferon is a monster. It's a last ditch effort when there are no other options. I took this drug for 17 weeks. My viral load (a logarithmic measurement of the amount of the virus in your blood) wasn't coming down fast enough for the insurance company's satisfaction. The treatment was subsequently discontinued.

In the last week of December, 2011, I had intense pain in the lower right side of my abdomen. It was midnight. Susan insisted I go to the emergency ward at the local hospital. I resisted, but she insisted. This was one of those rare instances where the nagging actually paid off. They found a tumor in my liver that was 2-3 cm long and cancerous. Luckily, there was a treatment for this size tumor. Coincidentally, Susan lost her brother, the year before, with the exact same diagnosis. Unfortunately he waited too long for treatment, as the tumor grew to an unmanageable and untreatable size.

My next step was to receive a treatment called “chemo embolization”. An MRI was used to locate the exact point of the tumor in my liver. After the tumor was located the doctor used a catheter and entered through my femoral artery. With the help of an illuminated monitor, he snaked his way up to the area in question and injected medicine around the tumor in my liver. This medicine didn't affect the tumor. Instead, it killed the blood vessels surrounding and nourishing the tumor thus causing it to stop growing and eventually die. I was now eligible for a liver transplant.

After a thorough examination, I got a “MELD” (model end liver disease) score. Since there are so many more people that need liver transplants than there are donors with healthy livers, a meld score determines where you are in line. Age, length of time waiting, condition of the liver, and many other factors determine what your MELD score is. After waiting 8 months for a liver my gastroenterologist and I decided to try elsewhere for a liver. The donor/recipient ratio was not in my favor in my immediate area.

We checked with the University of Wisconsin in Madison. Since Susan had family in Milwaukee this seemed like a perfect fit. We went to Madison and again I got a thorough examination. And, again I'm in line. Three weeks later, I get a call from the transplant coordinator, “The next B-positive liver we get is yours!” It's essential to be very close to the hospital when the liver becomes available. They will only hold the liver for about 8 hours before it goes to someone else. The wait for the next B positive liver could be as long as 6 months. I wasn't going to take any chances. The very next morning I called the coordinator and told her that we were in Milwaukee on our way up to Madison. Three days later we got the call. They had a healthy liver for me.

The surgery took 9 hours. I was in intensive care for one night then moved to the transplant ward. I was doing just great—or so it seemed. Nine days later I was discharged. At this point you might be wondering why a hospital would give a patient, who had been diagnosed with Hepatitis C, a healthy liver. The answer is

simple. Since Hep C can be asymptomatic for decades, a new liver can extend your life for many more years. Any patient with Hep C receiving a new liver, will in fact, infect the new liver but not to the point of immediate liver failure. The new liver will survive longer than other normal aging ailments.

After discharge, my mind was going wild. I'm mentally running through streams, climbing mountains, and chasing rainbows. Then the call from the hospital comes. “Your bilirubin is too high. Come back in.” I went from no transplant rejection to severe transplant rejection overnight. I had no idea what was coming next.



Fidel's Medical Team.
August 2013, Madison, WI

The doctors tried many different treatments to help my body accept my new liver. After trying at least 6 or 7 different procedures over

the next 6 months there was no success. My hopes started to fade. The conclusion the doctors came to was that the Hep C was preventing me from getting well. They wanted to put me back on Interferon and possibly other anti-viral drugs that had similarly difficult side effects. I said no.

Everyday my blood was drawn and everyday my enzymes were going higher. I was told my immune system just wouldn't accept my new liver. Different therapies were introduced to stop the rejection. Every other day I was being wheel chaired or bed rolled to the radiology room for another biopsy or another observation through my esophagus or another insertion/extraction of a stent. I never got used to being punctured by needles that resembled stainless steel straws. The prednisone therapy caused my hands to shake uncontrollably. I then contracted medically induced Diabetes. I had to get my fingers pricked 4 times a day to check my sugar levels. Then get an Insulin shot, again 4 times a day. After 3 to 4 months of getting

(FIDEL continued on page 52)

Thanks NASPD!



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(FIDEL continued from page 50)

pricked, punctured, and pierced something new and unexpected reared its ugly head.

I felt like I was in jail, day after day in the same room. Living in a hospital for long periods of time can expose you to a disease called "C difficile". One of the doctors called this "the disease of the future". With everything else going the wrong way for me, I now came down with C difficile. All the antibacterial soap you see so regularly in hospitals only kills 99% of all bacteria. C difficile is among the 1% it doesn't kill. C diff is insidious. It literally drains you. My weight dropped from 165 lbs to 118 lbs over a two week period. So here I am, thousands of miles away from home, shaking uncontrollably (taking prednisone daily) with a rejected liver, Hep-C, Diabetes, and now C-diff.

Many hospitals and insurance companies don't accept the treatment for C-diff. The cure is very controversial. Thankfully, twenty eight hours after the treatment, I was cured of C-diff.

After another 3-4 months of more of the same, I was told I could go back to California. They had done all they could. I was sent to the University of San Diego for

more testing. After a week I was sent to UCLA to be closer to home. I was still very sick. My doctor told me of a new drug not yet on the market. Now, I was an out-patient waiting for this new drug.

One sunny day while sitting with Susan in our California home, my cell phone rang. It was the doctor from Wisconsin. She said "You're cured. It's a miracle. All of your enzymes came down and are now normal. We can't explain it." I couldn't believe what I was hearing. It was real . . . Happy Birthday! Merry Christmas! Happy Hanukkah! Happy July 4th with all the rockets and firecrackers! I just won the best lottery imaginable. It was the best news ever. My body had cleared the virus on its own and now accepted my new healthy liver. It was absolutely unheard of!



Christmas 2013, Fidel and Susan 7 months after the "Miracle Cure"



Christmas 2013. Fidel is the Chef. Happy, Happy, Happy!

The doctor at UCLA didn't understand it either "I wasn't giving you any anti-viral medication. It's a miracle! You dodged the bullet!" The drug I was waiting for, Sofosbivir, is touted as the new "miracle drug" and cures Hep C with a 90% success rate and very few side effects. It came just months after my body somehow managed to cure itself.

Maybe I have some other purpose here on earth. Maybe, somebody up there likes me! I'm now cured and getting stronger daily! Without the support of my family, the UW team and the UC California team, you'd be reading a headstone instead of this article.

They say you only live twice. Once when you're born and again when you've come this close to death. I'm now enjoying my second time around. Just imagine! A new liver, no more disease, a new lease on life and yes...a bucket list! ●



Christmas 2013. Fidel 7 months after the "Miracle Cure"

"Congratulations NASPD and a special thanks to our co-founders Pete & Jerry for their progressive vision that occurred over 40 years ago when they established the NASPD, and also for being respected mentors in our Industry"



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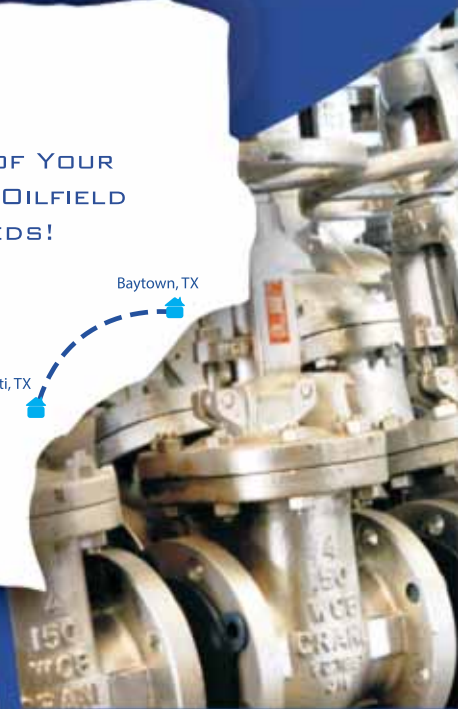
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How it all began.

From Jerry Rubenstein: My dad's good friend and partner in many joint ventures was Pete Knowles from Uvalde, Texas. Pete invited me many times to go with him on inspection trips. This friendship went on for 50 years. During many of our journeys, we would discuss forming an association where pipe distributors could get together to reinforce relationships and meet others in this business we shared. We needed a way to exchange information and learn from each other.

This idea sparked the formation of the NASPD. Pete and I hired a NASPD assistant to compile a list of all the potential members of this new organization, from the U.S., Mexico, and Canada.

In April 1975, Pete and I hosted a cocktail party at a hotel in San Antonio, Texas which 51 companies attended. The next morning, we all met and voted on forming the NASPD. The rest is history, and as you know, we have some of the same companies that are still members and still attending.

NASPD Milestones: April 17, 1975

- The first NASPD meeting. A social meeting followed a business session was held at the Hilton Hotel in San Antonio, Texas. Representatives from 51 companies attended the meeting which was hosted by Pete Knowles and Jerry Rubenstein. There were 68 in attendance.
- The first Executive Director of the NASPD was Suzanne Letch, a friend of Pete and Dovie Knowles. When Pete Knowles and Jerry Rubenstein began to realize their dream of having an organized pipe distributors' association, they asked Letch, who had experience in event planning, for her assistance in organizing the first meeting in San Antonio. Letch played a key part in the early growth of the Association. She retired in 1979 to devote more time to her home and family.

1976

- First Annual convention in Las Vegas, Nevada at the MGM Grand Hotel, January 29 – 31, 1976. 200 members and guests attended the function.
- First Pipeline Magazine Published

1978

- The first edition of the NASPD Tubular Products Manual was printed.

1980

- Ann Saunders Muffeny became Executive Director from 1980 - 1990.

1985

- The NASPD office relocated from San Antonio, Texas to Houston, Texas in March.

1980s

- Lamar Kelly served as Executive Director for a time. He began his tenure at the NASPD as Safety Director and helped many members achieve the safety program's Award of Excellence.

1987

- First NASPD Membership Directory 1987 – 1988. The earliest directory that we have is a 1995 directory but the 1987 - 1988 directory advertisement was seen in the Pipeline.

1989

- The second edition of the NASPD Tubular Products Manual was printed.
- The NASPD products and services included Pipeline Magazine Subscriptions, Tubular Products Manual, Pipe Distributors Compliance Manual for OSHA, Hazcom Training Package, Pipe Handling Video, Site Inspection/Safety Requirements Appraisal (NASPD consultant Lamar Kelley), and Consultancy Availabilities (NASPD consultant Lamar Kelley) in 1990.

1990s

- Jim Henneberry then served as Executive Director until 1995.
- Nancy Strickland hired as Office Manager

1990

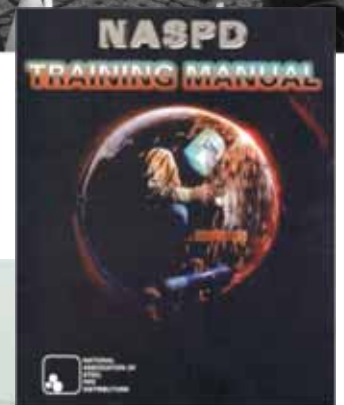
- NASPD went to a three meeting a year format.

1992

- Robin Perry, Turnkey Publishing, Inc., became the editor for the Pipeline Magazine and Directory in 1992.



Pete Knowles & Jerry Rubenstein



Nancy Strickland

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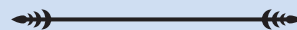


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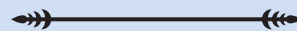
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(NASPD continued from page 54)

1993

- NASPD headquarters moved to a new location on March 26, 1993 to 12651 Briar Forest, Suite 130, Houston, Texas.

1995

- Susannah Porr was hired as the Executive Director



Susannah Porr

1996

- The third edition of the NASPD Tubular Products Manual was printed.
- Established the Knowles-Rubenstein Award of Excellence. The first recipient was Robert N. Rau.

1997

- Bonnie Andrews, Frank Pipe Company, served as the first woman president(97-98)
- The Continuing Membership category began in 1997.



Bonnie Andrews

1998

- NASPD received its first facsimile machine in March and it was quoted in the Pipeline as "We love it".
- On July 15, NASPD office moved to 14760 Memorial Dr., Suite 302, Houston, Texas.

1999

- NASPD Presidents started serving 2 year terms.

2000

- NASPD began the Service Award recognition to employees who had 25 or 50 years of service in the steel pipe industry.

2003

- The first edition of the NASPD Training Manual (now the Fundamentals of Steel Pipe) was printed.
- NASPD Office moved from Houston, Texas to Victoria, Texas. Susannah Porr's husband Don, purchased a fiberglass manufacturing business in Victoria so the family would be moving. She approached the Board with her dilemma and the Board proposed moving the office to the town two hours southwest of Houston.
- Nancy Strickland, Office Manager, decided to retire and move closer to her children and grandchildren in Louisiana.

2004

- Gail Belcik was hired as Office Administrator in January.
- The second edition of the NASPD Fundamentals of Steel Pipe Products was printed.
- Linda Key, Key & Associates LP advertising agency, became editor, designer and advertising sales manager for publishing Pipeline Magazine and the Membership Directory.



Gail Belcik

2006

- The first NASPD Steel Pipe Basic Education Course was held in March 2006 at the San Diego Convention. The course became an industry standard for pipe professionals. There were 23 attendees.
- NASPD Scholarship Program was established.

2007

- Membership grew from 199 to 214 member companies.

(NASPD continued on page 57)



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(NASPD continued from page 56)

- Pipeline Magazine became a profit center for NASPD (except for during 2009 when advertising policy changes caused the need to drop several advertisers).
- Second Basic Education Course was held at the Hilton Post Oak Hotel in Houston, Texas. This became the permanent location for the course held once each year.

2008

- The third edition of the NASPD Fundamentals of Steel Pipe Products was printed.

2009

- OCTG Specialty Education Class was added as another training class. There were 55 attendees in the first OCTG Specialty Education Class.

2011

- Annual Convention which was held at The Westin Galleria Hotel in Houston, Texas on February 17 – 19, with the largest meeting attendance of 550.
- First NASPD Hall of Fame was established with 9 inductees.



NASPD Hall of Fame Award (Sculpture of Pipe Rings)

- NASPD Tubular Products Manual was rewritten and developed during 2011 and 2012.

2012

- The fourth edition of the NASPD Tubular Products Manual was printed.

2013

- The fourth edition of the NASPD Fundamentals of Steel Pipe Products was printed.
- 138 attendees to attend the Steel Pipe Basic Education Class and 105 OCTG Specialty Education Class attendees.

2015

- 40 Year Anniversary!

(NASPD continued on page 59)



Blast from the Past brings you photos and now trivia from past NASPD events. Your mission is to identify the people in the photos or answer the trivia questions. This is a contest for fun - be the first to email the correct guess to info@naspd.com. We will announce the results in the next issue of Pipeline.

Last Issue 1st Photo: Bob Christianson, Hope Snow, Cliff Hobbs, John Mocker and seated is John Phillips.

- John Mocker and Hope Snow who both are in the photo replied, but Hope said it would not be fair for either her or John to name the folks since they both were in the photo.

- Randy Hurst named 4 out of the 5 individuals in the photo.

Last Issue 2nd Photo: Photo is from the 1983 Annual Convention in Grenelefe, Florida

No one submitted a guess for this 2nd photo.

**Blast From The Past Trivia Questions:
How many can you answer?**

1. What town and what year was the first NASPD convention held in?
2. Where and when were the attendees given “killer bees” antennas to wear?
3. At what convention was there an Armadillo race?
4. In what location did the NASPD have a sandcastle contest in 1985?
5. What year did the NASPD Presidents start serving 2 terms?
6. What site destination and what year did the NASPD have an optional event for the Amish Tour?
7. What year was the first time that the Womble family graciously opened up their ranch for the NASPD?
8. What year and what location was Tania Aebi, Author of Maiden Voyage, a guest speaker?
9. What year and what location did Keni Thomas, US Ranger in the Black Hawk Down speak at an NASPD meeting?
10. What year did Robert Ulrich, Casting Director and Prime Time Emmy Winner, speak during the Convention?
11. What member was the first Associate Member and what year were they voted into the membership?
12. What date and what location did we release balloons at the end of the General Session after Honorable Elaine L Chao, Secretary of Labor, spoke?
13. What date did Stephen G. Humenesky, Trustee Queens Fire Department Engine 301, give a presentation on his experience on September 11, 2001?
14. The mother of a member who attended many of our NASPD meetings and we all became friends with her immediately after we introduced ourselves?

(NASPD continued from page 59)



(NASPD continued on page 61)

(NASPD continued from page 58)

Knowles-Rubenstein Award of Excellence

The Knowles-Rubenstein Award of Excellence was established by the NASPD Board of Directors in 1995 to recognize distinguished service to the association by individual members. The award is given solely on merit and the recipients are chosen by the Knowles-Rubenstein Committee.

The Knowles-Rubenstein Award of Excellence is awarded to those who meet the following criteria:

- 1) Unusually productive service to the National Association of Steel Pipe Distributors over a substantial period of time.
- 2) Marked leadership in administrative or special activities at any level of NASPD operation.
- 3) Outstanding contribution, service or activity that has greatly enhanced the prestige and advanced the interests of NASPD.

Recipients:

Bill Buckland (2011)
 Gerald Merfish (2005)
 John Mocker (2003)
 Don Karchmer (2002)
 Andre Crispin (2001)
 Earle Cohen (2000)
 Joe Bergfeld (1998)
 Craig Peterson (1997)
 Robert N. Rau (1996)



Knowles-Rubenstein Award recipient Gerald Merfish (right), presenting the unique award to the 2011 recipient Bill Buckland (left).

(NASPD continued on page 60)

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Midstate Steel Corporation

Jay L. Solansky started working for Pete Knowles at Gensco in 1980. In 1987, after being in the industry for six years, he moved to Midland, Texas and established Midstate Steel Corporation.

“Midstate Steel is a diversified company that specializes in OCTG and New and Used Structural Pipe. “We pride ourselves on honesty and customer service,” declares Jay. In addition to being President of Midstate Steel, Jay has been a part of NASPD since 1994. This enabled him to not only build friendships that stretch from coast-to-coast, but always included the presence of his children at NASPD events. This indoctrination at an early age laid the foundation for his children to build connections and experience the industry.

Jay has always managed to find ways to get his family involved in the business. He shared some information about the role his children played in the company from an early age “When my two sons, Weslev and Ioshua, were

younger, I had them picking up nails and scrap metal out in the pipeyard. Later, I was able to bring Wesley into sales and he quickly moved up to Vice



Jay Solansky and Lindley Burnett

President running all day to day operations even sometimes while simultaneously running a forklift loading trucks.” Wes, who currently works with Kurt Orban Partners, is appreciative of his time and industry knowledge gained at Midstate Steel as a stepping stone to get where he is now an International Steel Trader.

Jay shared “Now, I am proud to say that as of September 2014, my daughter, Lindley Burnett, has come on board as my Operations Manager and Comptroller. Working with family will always be a learning process, but I am excited to see where it all ends up.”

SDB Steel & Pipe

At one time Dilip Bhargava was co-founder and part owner of SAW Pipes USA, Inc. (a large diameter pipe manufacturing facility). During that time he attended NASPD meetings and brought his family, including his son, Narayan, with him. Narayan’s introduction into the steel pipe world began was 6 years old attending NASPD events.

In 2002, Dilip founded his own company, SDB Steel & Pipe. The company has grown rapidly to become a master distributor. SDB maintains a large inventory of both OCTG and line pipe. They import from many countries including Korea, Phillipines, Thailand, India, South Africa and Eastern Europe. They have

direct mill contacts and audit and approve every mill they purchase from to ensure a very high quality of pipe. In addition the company supports many drilling programs of other distributors.

Once SDB was formed, Narayan further experienced the pipe industry by traveling with his father on pipe business trips to China and other countries. Dilip wanted him to learn by sitting in on meetings.

After graduating from University of Texas at Austin, Narayan became a full time employee of SDB. Of his many endeavors he started an office in Mozambique to provide accessories for that country’s growing oil and pipe business. Recently security concerns necessitated pulling of that venture. Today, Narayan’s main responsibility is business development as well as market development. His newest venture has been to start a coupling manufacturing facility in India.



Dilip (left) and Narayan

When asked if NASPD has assisted in helping introduce Narayan to the steel pipe industry, Dilip’s response is a resounding, “Yes. Through NASPD networking, Narayan has developed a lot of friendships that led to new business relationships.” Narayan has become very active in NASPD serving on committees and most recently on the board as treasurer.

Seba Pipe

In 1953, Selim Baysal founded the SEBA Companies and subsidiary SEBA Pipe in 1982.

Selim Baysal started the business as an Engineering Firm in 1953. To serve the burgeoning Texas energy sector, company resources were refocused by the subsequent generation of Baysals into a Houston based steel trading/distribution company in 1982. SEBA’s steel business spans several industries.

Four of Selim’s five children continue to work within the SEBA network. F. Don Baysal, President SEBA Pipe



Don and Unal Baysal

works in concert with his brother Unal Baysal, Executive VP at the company headquarters in Houston, TX. While C. H. Baysal and Semra A. Baysal manage projects in Turkey at SEBA Dis.

Don says “Our sons have been introduced to our business at a young age. Unal’s two sons are still in middle and high school, and my son,

Selim, is now at UCLA studying Engineering like his father and grandfather. Though not pursuing an engineering



Sons of Don and Unal Baysal

career, my daughter is at Harvard studying Economics, and hopefully will follow the footsteps of her uncle Unal. They both had internships at Oil Companies to better understand the end use of our pipe business.”

Sol’s Pipe & Steel Inc.

Founded by Sol Rosenberg, Sol’s Pipe & Steel has been in a family owned business for 55 years. In 1974, after college, Sol’s sons Jackie and Herman started working with their father. Jackie now serves as president of the company.

There are three parts of the company: first is the used and surplus pipe business, second is the steel service center, and the third business is rolled and welded pipe.

Herman says “The NASPD has been a good and fun part of our business. We always enjoy coming to the conventions and meeting and new and old friends.”

Texas Pipe & Supply Co., Inc.

Founded in 1918 in Humble, Texas, Texas Pipe & Supply Co., Inc. has enjoyed a rich 97 year history. After a few years, the oilfield slowed down and the company moved to Houston selling drilling rigs and oilfield pipe. Grandpa Meyer started the company, and soon afterward he and his wife were in the business with her brother. Grandpa Meyer is the father of Jerry and Bo Rubenstein who currently run the company.

The company has grown to be a family owned and operated distributor with large inventories of Carbon, Stainless and Specialty Alloy pipe fittings and flanges. The company also owns Installoy – an instrumentation tubing company; Dodson-Global – a fitting, flange and valve company & Energy Metals Inc. – a stainless and specialty alloy distributor.

Jason Rubenstein, International Sales for Texas Pipe, “NASPD Networking played a vital role in assisting family members learn about the industry, the players in it and what role they have.” It’s been a focal point for networking with other distributors, manufacturers and service companies that we use everyday.

Currently, Texas Pipe company employs, six family members including brothers BO and Jerry Rubenstein. This is the special family

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favorites to visit with at NASPD events. If you don't know them yet, make it a point to, you'll be glad you did.

Jerry and his wife, Linda, have an 1800 acre ranch 40 minutes from Houston. Much of their time is spent taking care of 200 mama cows and putting the final touches on their tree house. He says "If you don't know me, please introduce yourself, maybe we can go visit somewhere together."

As we've gotten older, our "hard trips" are a little less hard, but the joy and pure fun of experiencing a foreign culture with a dear friend still makes them exciting adventures."

Joe Bergfeld

(NEW MEMBERS continued from page 20)

Topco Trading, LLC

Topco Trading, LLC is a new associate member. The company product mix includes Coupling Stock and Couplings. Products manufactured include Tubing: 2-3/8" - 3-1/2" J-55, N-80, L-80, P-110 EUE 8-Rd; Casing: 4-1/2" - 10-3/4" K-55, N-80, L-80, P-110 STC, LTC, BTC. Product origins are All Outside US Products (foreign), China. Size range offered are (Casing to 13-3/4"; LINE 24", etc.), Tubing: 2-3/8"-3-1/2", Casing: 4-1/2"-10-3/4". Specialties include API OCTG Couplings. Transportation is by Company Owned Truck and Third Party Logistics Services.

Kaitlynn Tuberville is the NASPD Contact.

Topco Trading, LLC
 PO Box 34358
 Houston, TX
 PHONE: 281-407-1310
 FAX: 713-360-6639
 kaitlynn@topcotrading.com



Getting ready to enjoy Plum Wine - Joe (back right)



Jerry Rubenstein (left) and Joe Bergfeld (right) during their travels, holding artist's paintings.

Congratulations Jaime!

Bredero Shaw congratulates

Mr. Jaime Woldenberg

For his successful career and major contributions to the steel pipe industry.

We celebrate your passion, innovation, and dedication. You are an inspiration to us all!

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(PRESIDENTS continued from page 46)

Dianne Burger (GiGi) with husband (GDaddy) with grandson.

Some of my fondest memories of NASPD were with my daughter LeeAnn who is now 20. When she was about 6 or 7 we were in Florida and at Disneyland. When she was in junior high we attended an NASPD event in Washington DC and there was a huge protest in front of our hotel. LeeAnn was asking what it was all about and Gerald Merfish said lets go ask and he and LeeAnn went out in the street and asked the protesters what it was all about.

Bill Buckland: 2009-2011

After forty two years of selling Steel Pipe and running a family owned Pipe Company, accepting the nomination of my peers to lead the NASPD as its president, has proven to be one of my most satisfying achievements. My work for this Association, however, began nearly ten years prior, at the conception of the newly formed Education committee. Jay Roccaforte was the first Chairman and presided over less than a handful of volunteers, who quickly voted to establish a training forum to educate future pipe salesmen. Jay eventually left the NASPD and I was asked to take over the committee, a position held until this day. To establish this educational tool and achieve this goal we had to develop, organize and present a cohesive and comprehensive training program, using the resources of our talented members. No small task. First, we needed reference materials. Many weekends were spent researching, assembling, formulating and editing the information necessary to create "The Fundamentals of Steel Pipe", a book essential to our educational efforts. Once this book was complete, we endeavored to update the popular "Tubular Products Manual". Many of our members contributed their knowledge and expertise to these efforts. Working closely with Susannah Porr, Gail Belcik and Linda Key, these books were successfully brought into publication.

Using the tireless and persistent efforts of Don Bohach and Gerald Merfish, we began to recruit presenters and to assemble material for the first Steel Pipe Basic Education Course, initially offered at the 2006 San Diego

convention. Even though this effort was six years in the making, we were so unsure of the response, that we restricted the attendance to a class of 25. To our delight, though, it was met with the hearty approbation of our members. The positive response mixed with the enthusiastic hard work of our presenters created the foundation for the yearly presentation of this course. We are now approaching the tenth anniversary of that first course and have successfully trained over 1250 participants and have become accredited for the program offering Continuing Education Credits.

During my tenure as President, goals were set to make our Organization "THE PLACE TO GO" for anyone and any association seeking information pertaining to any aspect of Steel Pipe production and distribution. In doing so, and with the industrious and determined efforts of our many members, we have pushed the National Organization of Steel Pipe Distributors closer to our dream of becoming the epicenter of the steel pipe industry. Those who have led this organization since, have skillfully expanded and professionally enhanced our standing in this arena. To those who have contributed to these efforts, offered statistical, historical or moral support; who have given of their time and resources, and have provided vision and direction for the future, please accept my sincere and profound gratitude and appreciation for a job well done.

Along the way, perhaps the most humbling experience of my NASPD service, was to receive the Knowles-Rubenstein award, offered by my peers on the final evening of my term, at the largest ever attendance of an NASPD convention banquet, in the presence of its lone surviving namesake, Jerry Rubenstein. That my loving and devoted wife, Betsy, my two daughters, Alicia and Amanda and their husbands were in attendance, will surely be remembered as the pinnacle of my professional career.

Balor Moore: 2012-2013

I have been fortunate to have had two careers. In my first career in Professional Baseball I played with many star players whom I looked up to and learned from. This made me a better player.



The Balor Moore Family

My second career in the pipe business has been highlighted by serving as the President of the NASPD. My two years as President again offered me the opportunity to meet, serve, and learn from some very special people. This has helped me improve, grow, and again, made me a better player.

I thank the NASPD for this privilege and a personal thanks to my coaching staff, Susannah, Gerald, Joe, and Don. ●

(KEYSTONE continued from page 12)

The restaurants and service jobs created to support the oil and gas industry will see their customer bases evaporate.

So, as North Dakota, Montana, Kansas, Oklahoma, and Wyoming watch as the energy boom turns to bust, the one project that would create thousands of construction jobs in those states, helping to offset the inevitable result of declining oil, is denounced.

The President, by his statement today, is going to forestall one of the major projects that would throw the energy industry a lifeline, and provide assistance to the industry which, more than perhaps any other, pulled America out of the financial crisis and recession through its innovation and job creation.

Perhaps our newly elected Congress will make a statement to the President by sending him a bill approving the pipeline in spite of his statement.

Regardless of the outcome, as members of the energy industry, we must be vocal and assist in the development a coherent domestic energy policy which removes burdensome regulatory red tape, encourages further innovation to unlock these vast resources in an environmentally conscious manner, and continues us on the path to energy independence. ●

(LEGACIES continued from page 62)

legacy that spark the idea that began the NASPD legacy.

Pete Knowles from Uvalde, Texas and Jerry had a 50 year friendship. Pete invited Jerry many times to go with him on inspection trips. During many of their journeys, they would discuss forming an association where pipe distributors could get together to reinforce relationships and meet others in this business they shared. They needed a way to exchange information and learn from each other. NASPD is the result. ●





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