

NASPD PIPELINE

National Association of Steel Pipe Distributors, Inc.

First Issue 2020

NASPD
1975 - 2020

45th
Anniversary
Edition



YOUR PARTNER IN STEEL TUBE



NUCOR IS FOCUSED ON
PROVIDING THE **HIGHEST
QUALITY STEEL PRODUCTS**
FOR THE TUBULAR
INDUSTRY.

NUCOR[®]
TUBULAR PRODUCTS

POWERFUL PARTNERSHIPS. POWERFUL RESULTS.

A PARTNER YOU CAN DEPEND ON.

We know that your business depends on reliable partners. Backed by five Nucor sheet mills, Nucor Tubular Products is the most dependable pipe and tube producer in the country. And with Nucor's industry-leading fulfillment times and strategic access to all major shipping channels, you can expect the right products in the right place at the right time.

The Nucor team is focused on helping your business achieve powerful results. That's our promise to you – every ton, every time.

VISIT WWW.NUCORTUBULAR.COM

THIS ISSUE

President's Message	3
Executive Director	4
Upcoming Events	4
NASPD 45th Anniversary	5
Jaime Trevino	6
Veteran Elite	8
New Members	9
Inside Your NASPD	10
Contract Considerations	18
Thank You Sponsors	20
History Photos	22
Fall Conference Photos	24
The Ripple Effect	26
Annual Convention Info	28
Out & About / With Sympathy	30

Memories and Looking Forward!

We are making the final preparations for our next convention to be held in San Diego, California February 5th through the 8th. This is not going to be your usual convention, this one happens to be the 45th anniversary of the NASPD, with special surprises that will ensure you won't want to miss. I can still remember our 40th anniversary convention held in San Antonio back in 2015. We had a great turnout of past presidents and current members that we hope we can duplicate in San Diego.

The Friday meeting of the membership will consist of a packed agenda that will concentrate on current market updates and leadership. We have 3 speakers giving presentations on leadership including a representative from Vistage, the always popular Don McNeely from Chicago Tube and Iron and culminating with Niko Eren who is currently pursuing his Juris Doctor degree at Stanford Law School and is a former Navy Seal. Niko trained in Coronado California for the Basic Underwater

Randy Hurst
NASPD President



Demolition/Seal team (BUD/S) and became the officer in charge of 38 graduating men out of a class of 220. As a Navy Seal, Niko served in a variety of high level security and intelligence operations in Afghanistan, Turkey and Syria. Niko is also the president of the Stanford Law Veterans Organization and founder of Veteran Elite Teambuilding.

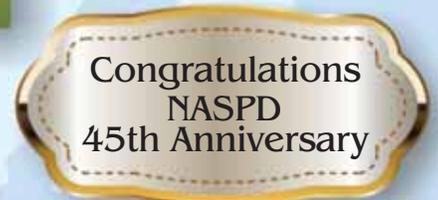
With current market updates coming from Geoff O'Donnell from Wheatland Tube and Kurt Minnich from Pipe Logix we should have a complete program for our membership. We have concentrated this meeting around leadership due to our 2019 Leadership Committee that is presenting their class project to the members after completing their yearlong class during NASPD conferences. Many thanks goes out to our program committee chairman Jerry Brookshire from Pittsburg Pipe, and Susannah and her staff for putting together an outstanding program.

(PRESIDENT continued on page 23)



SEBA

SEBA Pipe Inc. – OCTG since 1986
Established 1957
Performance in Quality ♦ Excellence in Service





Susannah Feux Porr
NASPD Executive
Director

It is hard to believe the NASPD is turning 45 years old! I hope all of you will join us in San Diego, Calif., Feb. 5-8, 2020 to celebrate this milestone. We hope to include all our members, past and present. To honor our rich history, our President, Randy Hurst has been traveling across the country to interview some of our founding members. We will show snippets of those interviews at the Convention. While we are on the subject of historical milestones, I'd like to give a shout out to Al Karchmer. He is 99 years young and still working. Now that is a man of steel! His expertise continues to be valued as mentioned in a feature article in The Oklahoman this month. Sharing industry

expertise and developing the next generation of industry experts is an important goal of ours.

I'm happy to report we reached another milestone by completing our first Leadership Class! The NASPD Leadership Development Program offers members an exclusive opportunity to enhance their leadership skills while providing relevant tools to succeed in their company and this industry. Graduates from our inaugural class will present their group project to the membership during the General Session in San Diego. Members who are interested in attending the next class will need to be nominated by their employer and approved by the selection committee. We will be accepting applications for the 2021 class starting Jan. 1, 2020.

This is an exciting time filled with historic events and new programs and we want everyone to be a part of it. Please help us reach out to members with whom we may have lost touch. Send us their contact information and we will be sure to include them on invites and meeting updates. ●

MARK YOUR CALENDARS

2020 Annual Convention: February 5-8
US Grant Hotel
San Diego, CA

2020 Summer Conference: June 18-20
Intercontinental Chicago Magnificent Mile Hotel
Chicago, IL

2020 Fall Conference: September 24-26
The Coeur d'Alene Hotel
Coeur d'Alene, ID

**2020 Steel Pipe Basic Education Course and
OCTG Specialty Education Course**
October 26-28
Hilton Houston Post Oak Hotel
Houston, TX

2021 Annual Convention
Las Vegas, NV

2021 Summer Conference
Denver, CO

2021 Fall Conference
Boston, MA

More event info: www.naspd.com

PIPELINE STAFF and NASPD CONTACT INFORMATION

Executive Director/Publisher
Susannah Feux Porr

Office Administrator
Gail Belcik

Communications Manager
Amy Blanchett

NASPD MEMBERSHIP AND SERVICES:

NASPD Headquarters
1501 E. Mockingbird Lane, Suite 307
Victoria, TX 77904
Phone: 361-574-7878; Fax: 832-201-9479
E-mail: info@naspd.com
Office hours: 8:30 am - 5:00 pm CST
Web site: <http://www.naspd.com>

Editor/Publishing Services/Advertising Sales
Linda W. Key

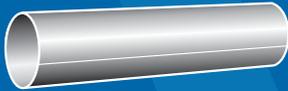
ADVERTISING IN PIPELINE:
Linda Key: phone 361-649-5562
Email: lwk@key-assoc.com

© 2020 National Association of Steel Pipe Distributors, Inc. All rights reserved. No part of this publication may be reproduced or utilized in any form, or by any means, electronic or mechanical, including photocopy or other recording, or by any information storage or retrieval system, without the express written permission of the publisher, the National Association of Steel Pipe Distributors, Inc. (NASPD), a nonprofit organization representing the steel pipe and tubing industry. The views expressed herein are the opinions of the authors, and do not necessarily represent the policies or opinions of NASPD.

Check out NASPD on social media.

Twitter:
[@pipedistributor](https://twitter.com/pipedistributor)

Facebook:
[NationalAssociationofSteelPipeDistributors](https://www.facebook.com/NationalAssociationofSteelPipeDistributors)

Producing:
**Large Diameter
Casing Pipe
& Caissons**

Diameters 24" - 204"
Wall Thickness .250" - 2.00"
DSAW - 20 Ft. Straight Seam

800.821.3475
www.ArntzenPipe.com
PipeSales@ArntzenCorp.com



Looking for an
experienced inside pipe
sales person.
Must be willing to
relocate to Monroe, LA.
Great pay and benefits.

Please submit
resume to:

Sol's Pipe & Steel Inc
Attn: Jackie
P.O. Box 2407
Monroe, LA 71207

email resume:
rosenberg@solspipeandsteel.com

HAPPY 45th ANNIVERSARY NASPD

The NASPD is a national trade association representing the steel pipe and tubular products distribution industry and its related businesses. Our Association has gained recognition for providing a forum for pipe distribution companies and related industry professionals worldwide. The NASPD creates a professional atmosphere for our members to gather and share their thoughts and varying perspectives on the industry. Our association has served as a home for seasoned experts in the industry and a training ground for those who are new to the industry. Members are offered numerous networking and educational opportunities, which makes the industry stronger as a whole.



The NASPD was founded by Pete Knowles and Jerry Rubenstein in 1975. The formation of the NASPD sparked, when Knowles and Rubenstein recognized the need of an association where pipe distributors could gather to meet others in the industry, exchange knowledgeable information and reinforce relationships. The formation of the NASPD took place on April 17, 1975, when Knowles and Rubenstein hosted a cocktail party that 51 companies attended at the Hilton Hotel in San Antonio, Texas. During the social event, the 68 attendees voted on the formation of the NASPD.

Since its inception, the NASPD continues to promote the industry and provide members with valuable resources to build their businesses. In keeping our commitment to collaboration, NASPD hosts a convention and two conferences each year. NASPD also provides two highly regarded courses that industry leaders look to for training staff. The Steel Pipe Basic Education Course and OCTG Specialty Education Course are hosted each November in Houston, TX. NASPD professionals developed and published the technical texts used in these courses: The Fundamentals of Steel Pipe and Tubular Products Manual.



In 1995, The Knowles-Rubenstein Award of Excellence was established by the NASPD Board of Directors, 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.

In 2011, NASPD introduced the Hall of Fame. The NASPD Hall of Fame was organized to recognize a special group of industry contributors. It is reserved for individuals 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. The Past Presidents of the NASPD process nominations and determine those selected for induction.



In 2019, the NASPD introduced the Leadership Development Program, to offer pipe distribution professionals an exclusive opportunity to enhance and build their leadership practices while also delving into the inner workings of the NASPD. The program provides participants the necessary and relevant tools to develop into future leaders within their company and the industry as a whole. The program is built to help bridge the gap of knowledge and history between NASPD's current leaders and upcoming pipe distribution industry leaders.



Jaime Trevino

Jaime Trevino is the Trading Manager at Tata International Metals (Americas) Ltd.

Jaime was born in 1960, at the foot of the Sierra Madre Oriental range in Monterrey - Mexico's industrial capital and third largest city. In the Trevino family, a solid education was priority numero uno. As the youngest of three children (1 brother and 1 sister), Jaime embraced his studies from an early age and excelled within the methodical structure of the Sciences. Math and Physics were his favorite subjects and he was always among the top performers in his class.

Common for the region, his elementary and secondary education was provided by the Catholics at "Colegio Franco Mexicano". In addition to a strong educational foundation, he enjoyed playing the piano. To this day, he still enjoys tickling the ivory and credits his early education with instilling the moral values that would guide the rest of his life. He continued his High School education at the Universidad de Monterrey. A gentleman in every regard, it's no surprise that Jaime's athletic pursuits gravitated toward racquet sports, like tennis and racquetball - where there is an expectation of honor calls from and for your opponents.

As a young man, he marveled at the massive dams, bridges and buildings of Monterrey's industrious infrastructure - the site of Mexico's first steel mills. To some, it may sound like a stretch to say the construction of those mills at the beginning of the 20th Century would portend his career path. But gazing upon the Metropolitan skyline that was built upon the backs of those same mills, inspired Jaime to study Civil Engineering. And so he applied and was accepted into a program at Instituto Tecnológico y de Estudios Superiores de Monterrey (Monterrey Tech). He excelled in his studies, graduating with Honors at the top of his class in 1981.

Straight out of school, Jaime landed a civil design engineering position at Freyssinet, a French company specializing in the design and fabrication of pre-stressed concrete structures. The job offered experience and financial stability that should have allowed him to pursue graduate studies. In 1982, Jaime was accepted into a graduate program at the University of Texas at

Austin, but Mexico was suddenly immersed in a financial crisis. Facing uncertainty, he landed a scholarship from E.D. Farmer as well as a research assistantship, that allowed him to continue his studies. In 1984, he graduated with a Master of Science in Engineering, with a structural engineering major. Right after graduating from UT, Monterrey Tech extended an invitation for a position as a full time professor. Excited about the prospect of both working in academia and being closer to family, he accepted the offer and taught undergraduate and graduate courses in structural engineering.

In 1985, Jaime joined HYLSA, an integrated steel producer. As a structural engineer, he was tasked with designing new industrial buildings in order to expand company production. Two years later, he accepted a sales administration job within the commercial division at HYLSA. His talents were immediately evident to the organization, as a year later, he was offered and accepted a position in international sales. In 1990 he was promoted to export sales manager of the pipe division at HYLSA and in 1996 became the commercial director of Tubular Products. His main export markets were the U.S., Canada and South America. In 1997, and while working at HYLSA, he completed an executive MBA program at the IPADE business school in Monterrey. IPADE Business School was founded in 1967 by a group of local

industrialists with the goal of developing future leaders with the ability to drive social and economic growth, rooted in personal integrity, social responsibility and global vision. This charter is similarly aligned with the NASPD Leadership Development initiative.

In 2006, Jaime was approached by CORUS (formerly British Steel of UK and Hoogovens of Holland) and offered him the position as Trading Manager of Tubular Products. A few years later CORUS was purchased by the TATA group, a global company involved in varied business sectors, like steel (mills in the UK, Holland and India), automotive (Jaguar and Land Rover), Hospitality (Taj Hotels, etc.), IT (software development and raw materials), etc. Shedding further light on his role in the organization, "I am part of Tata International Metals (Americas) Ltd., the trading arm of Tata Steel," Jaime explains, "Tata International is organized in 4 different regions: Asia (Hong Kong HQ), Europe (London HQ), Middle East and Africa (Dubai HQ) and



Jaime on a visit to the University of Texas at Austin.

(JAIME continued on page 12)



STEEL FOUNDATION SOLUTIONS

H-PILES • SHEET PILES • PIPE PILES • THREADED BARS • STRAND ANCHORS • MICROPILES • HOLLOW BARS • WIDE FLANGE • PILING ACCESSORIES

- ERW, spiralwelded & rolled and welded pipe in sizes 18" OD – 196" OD from .250" – 2.00" thick
- Hydro pressure testing 30'-60' lengths from 18" OD – 84" OD, per ASTM A134, ASTM A135, ASTM A139 & AWWA C200 requirements
- UT testing available to ensure full weld penetration (Spiral: inline per ASTM A53/R&W: per AWS D1.1)
- Over 20 sales offices and dozens of stocking locations in North America
- Manufacturing, coating and fabrication expertise
- Exclusive engineering support

NUCOR[®]

SKYLINE

nucorskyline.com | 888.450.4330

Northeast Ohio SEAL Veteran Launches Non-Profit Aimed at Easing Transition for Special Operators, Recruiting Them to Top Companies

by Jason Cocca

By all appearances, Niko Eren has the world at his fingertips. He's an Ohio native-son, received a Navy ROTC scholarship to Ohio State, and was accepted into the Navy SEAL training pipeline after graduating and earning his commission as a Naval Officer. From there, he successfully completed SEAL training and then multiple deployments with SEAL Team Eight before making the decision to transition out of the Navy and pursue a law degree from Stanford University, where he is set to graduate this coming June.

For a guy with that kind of resume, you may be shocked to hear what he describes as his biggest struggle.

"Becoming a civilian was by far the biggest challenge I've ever faced," said Eren. "SEAL training and deployments weren't easy, but I was mentally and physically prepared for them. The transition process was a shock to my system because I wasn't sure where I wanted to go, what I wanted to do, and how my skills translated. I struggled a lot with all those questions, and I knew other veterans going through the same issues, and in many cases much worse. That's why we created Veteran Elite Teambuilding."

In 2019, Eren and a team of Northeast Ohio veterans and business advisors founded Veteran Elite Teambuilding (VET) to provide Navy SEALs and EOD, Army Green Beret and Rangers, as well as Marine and Air Force Special Operators and pilots with a soft landing spot to help aid them through the turmoil of transitioning out of the military. Eren's vision is to provide a physical campus facility where these elite veterans can receive physical therapy, counseling, resume building, and networking opportunities, while implementing a robust community outreach program. Additionally, VET will host corporate retreats where companies can pair their executives with transitioning military operators. Executives will not only build their own leadership skills by training and exercising alongside elite veterans, but also see potential employees problem solve and lead small teams in real time. "This puts the veterans back in their comfort zone and allows them to show off their skills in front of executives and business leaders. Their corporate audience

will see the camaraderie and teamwork element that has been ingrained throughout their careers, as well as the discipline and focus that these guys and gals bring to the table. I think people will really be amazed when they see first-hand all these special skill sets come together," said Eren.

Becoming a civilian was by far the biggest challenge I've ever faced.

- Niko Eren

Veterans of Special Operations are unique because their skills don't necessarily translate directly into civilian life. There aren't many companies that require someone to rappel from a helicopter or swim three miles into shore using a stealthy underwater breathing apparatus. "Some people in the military have an easier time with their transition because they worked an entire military career in contracting, IT, logistics, or in the medical field. These are all very important jobs in the military, but it's definitely a competitive advantage they have during the transition process" said Eren. "We need to create a forum for all veterans to demonstrate their leadership abilities to hiring companies. Shirt and tie 30-minute interviews simply can't convey the value these veterans can bring to big companies."

VET's goal is to polish veterans into model business leaders and entrepreneurs by addressing some of the physical and emotional scars incurred during their service. "It's almost like aging in dog years. The deployments and training cycles just wear you down so fast," said Eren. "It's not uncommon to see veterans with 10+ deployments. We've got to do something more to help them because a disability check and VA claim only go so far. We need to help them direct their energy and find a purpose after the military and get them exposure to the right people. That's why we are going to bring counselors, physical therapists, dieticians to come into our facility and help close that gap and start building their business network. It's a total-person approach to military/civilian transition."

The facility itself is another big draw for VET. Eren envisions a 30,000+ square foot

facility with lake, river, and forest access. VET has already gotten city, county, and state support for its programming and potential locations. The facility will play host to the corporate retreats, shared workspaces for veteran entrepreneurs, and also be used to provide assistance to Special Operations veterans and community outreach at all other times. "The building will be a huge draw for us," said Eren. "Having a physical location will set us apart in terms of our ability to directly help these vets. It won't be just a website. We can tell these vets 'just come to our facility, we'll take care of the rest.' Donors will be able to see exactly how their money is being spent and have the opportunity to physically get involved as well. I think that's pretty unique."

Eren firmly believes that the Midwest is the ideal location to help ease the transition process. "A lot of veterans think they need to go to LA or New York, and some actually go on to do very well in those places. But the stakes are a lot higher when rent is \$3000 a month, which means the margin for error is so slim. Ohio's economy is doing very well and can provide them competitive opportunities at a fraction of the cost" said Eren. "Ohio should absolutely be competing on the national stage for the skills and leadership that these vets bring to the table. These are people that are going to potentially move here and bring tremendous value as employees, leaders, and members of our community. It's a great deal for everyone involved."

Niko Eren will be speaking at the NASPD National Conference in February about his time in the military, his transition to civilian life, and the lessons he learned in the first that keep him competitive in the second. VET is registered as a 501(c)(3) nonprofit and is currently accepting donations. VET is scheduled to be fully operational by early 2021. Anyone interested in this opportunity can learn more at the VET website, www.veteranelite.com

Jason Cocca is a transitioning active duty officer with Naval Special Warfare Command. He holds a degree in journalism from Ohio State University and an MBA from Indiana University Kelley School of Business.

Welcome New Members

EER Group Inc.

EER Group Inc. is a new Regular member. Size range includes 6 5/8" to 42". Specialties are 42"-72". Company categories are OCTG Tubing/Casing, Piling, Rolled & Welded Pipe, Structural Pipe, Used Pipe. Services include Belling, Beveling, Cutting, Mid-Welding, Rolling, Straightening. Specifications handled are API A-53. OCTG specifications handled are L-80. Product mix includes Drill Pipe and Supplies, ERW, Large OD Pipe, Line Pipe, OCTG Tubing and Casing, Oilfield Rejects, Pipe Piling, Plate, Road Casing, Rolled Pipe, Spiral Weld Pipe, Standard Pipe, Steel Pipe, Structural Pipe, Surplus Pipe, Used Pipe, Welded Pipe. Product grades are A252, A252 GR 2, All API Grades, Mill Reject, New Reject Pipe, OCTG, Piling Grade, Reject, Surplus, Surplus Used, Used, Used Structural Pipe. Product origins are Canada, China, India, Japan, Mexico, United States. Transportation is by Barge, Common Carrier, Rail.

EER Group Inc.
2714 20th Street South, Suite D
Birmingham, AL 35209 US
Phone: 205-365-5125
<http://www.usedsteelsales.com>

Winn Raughley is the NASPD Contact
wraughley@usedsteelsales.com

Keith Industries

Keith Industries is a new Associate member. Size range is up to 24". Specialties include up to 1" wall, up to 72" diameter. Company categories are Alloy Pipe, Coatings, Fittings/Flanges/Valves, Heavy Wall, Line Pipe, Metal Shapes, Piling, Pipe Cleaning, Pressure Tubing, Rolled & Welded Pipe, Slurry Pipe, Stainless Pipe, Standard Pipe, Structural Pipe. Services include Cleaning, Coating, Dipping, Pickling. Specifications handled are AWWA C-200, AWWA C-203, AWWA C-210. OCTG specifications handled are T-95. Product mix includes Coatings, Corrosion Coatings, Pipe Coating, Pipe Piling. Product grades are All API Grades, API Prime, AWWA, Carbon Steel, DSAW, ERW, New Pipe Piling, Prime Seamless.

Product origins are Canada. Transportation is by Common Carrier, Contract Carrier, Rail, Third Party Logistics Services.

Keith Industries
20701 FM 521
Rosharon, TX 77583 US
Phone: 713-991-5670
<http://www.keithind.com>

Tracy Menard is the NASPD Contact
tmenard@keithind.com

Peerless Logistics Inc.

Peerless Logistics Inc. is a new Professional Affiliate member. Specialties include OD pipe, Overlength pipe, Crossborder (Canada). Company categories include Transportation. Product mix includes Carbon Steel Tubing, Flat Rolled Pipe, Large OD Pipe, Line Pipe, Oilfield Rejects, Pipe Piling, Spiral Weld Pipe, Steel Beams. Product origins are All Outside US Products (foreign), All US Product (domestic). Transportation is by Common Carrier, Company Owned Truck, Contract

(NEW MEMBERS continued on page 14)

YOUR #1 SOURCE FOR PILING AND MICROPILE

HOUSTON | OKLAHOMA
PENNSYLVANIA | COLORADO
NEW JERSEY



EXTENSIVE STOCK AVAILABLE READY FOR COLLECTION OR SHIPPING TO ANY DESTINATION. ALL MATERIAL COMPETITIVELY PRICED.

LINE PIPE

Mill Secondary / Surplus

OD	Wall	Feet
7 5/8"	.710"	11,200'
8 5/8"	.500"	2,800'
14"	.800"	18,000'
16"	.495"	13,000'
20"	.625"	10,000'
24"	.375"	6,000'
36"	1.5"	3,400'

PILING AND MICROPILE CASING

Mill Secondary / Surplus

OD	Wall	Feet
7"	.453"	100,000'
7"	.625"	11,200'
9 5/8"	.395"	140,000'
9 5/8"	.472"	30,000'
9 5/8"	.545"	40,000'
10 3/4"	.545"	28,000'
13 3/8"	.514"	40,000'
13 5/8"	.625"	20,000'

Light fabrication available.

Call us today for a full list of our inventory.

Expert assistance ready to help with any of your piling requirements.

- **Andrew Appleton** Direct: +1 281.215.7518
Email: Andrew@JL-mail.com
- **Larry Johns** Direct: +1 281.215.7507
Email: Larry@JL-mail.com
- **Vic Sinclair** Direct: +1 281.215.7504
Email: Vic@JL-mail.com

John Lawrie
TUBULARS

Main: +1 281.456.7100
Fax: +1 281.456.7104
15555 Miller Rd 1
Houston, Texas 77049

jltubulars.com

IRON MAN

Pipe executive's perspectives on business unfazed by time

NASPD President Randy Hurst has been all over the country, interviewing the "legends" in steel pipe. These individuals helped build and shape our industry. As a new Pipeline feature, we will be highlighting some of their stories. We hope you enjoy our first feature on long time NASPD member and steel pipe legend, Al Karchmer. Part of the following was published in *The Oklahoman* (written by Jack Money) in November 2019 and is reprinted with permission.

Alfred H. Karchmer has worked his way as a businessman through both the highs and lows of Oklahoma's economy over the years.

But Karchmer, an Oklahoma City native who recently turned 99, still works daily using the same business practices he started with more than four decades ago when he began to build International Pipe & Supply from a small, one-yard operation into a national brand that operates yards throughout much of the United States.

"I think what pulled me through completely was that I had a strong desire, which runs in my family, to have your own business and to make your own decisions," Karchmer said during a recent interview. "You have to have that to not get discouraged, and keep going. "One of the big things, particularly with a small business, is building relationships. You have to get out and keep in contact with people. I've got a few clients I still deal with who haven't decided to leave."

Karchmer keeps a coffee cup on his desk that proclaims he really is just a 21-year-old who has 78 years of shipping and handling experience. He joked he is running away from the business while his son, Don Karchmer (the company's CEO and CFO) is running to it.



"It has had its good times and bad, like all businesses," he said. "I never had a year where we didn't make any money, but some were much better than others." And Karchmer said his unwavering commitment to make it work has helped the business grow.

Karchmer started International Pipe & Supply in Oklahoma City in 1978, right around the time one of Oklahoma's most prolific oil and gas boom periods was peaking. But he started the business to sell steel used to build things — not drilling pipe. Turns out, that's no surprise given that his father, Louis Karchmer, and uncle, Nate Karchmer had co-founded and operated Karchmer Iron & Metal Co. at the corner of Grand (now Sheridan) and Western Avenues as Al grew up in Oklahoma City. The business took in scrap and sold it to mills.

"There were not too many metal businesses in that area," he said. "That area wasn't very developed, at the time." Al had a job working in the yard and quickly learned about the value of both pipe and good customers. Al shared, "I was rewarded with a customer and my first sale was to them. I sold them the pipe, they took it and we didn't get paid for it. I learned that you better be careful to know who you're selling to." Perhaps life had a different plan for him.

Al initially aimed to be a professional violinist, ultimately heading to New York City to study at the Juilliard School of Music. But after the start of World War II, he returned to Oklahoma City to join the Army and served in Australia, New Guinea and the Philippines, earning a Bronze Star along the way.

After the war, he returned to Oklahoma to earn a business degree from the University of Oklahoma before moving to Los Angeles in 1946. In L.A., Karchmer made inroads with a friend in the aluminum business and accepted a sales position. The experience taught him a great deal about both business and being under the supervision of others. The majority of prospective customers during that period were out in the field, which meant a lot of driving. Al said, "It was a whole different market". But he remained in California, fighting the traffic for 25 years, emphasizing, "It was not a good place to be."

After he returned to his home state in 1976 and working with his brother-in-law for a short time, he opened International Pipe & Supply

(IRON MAN continued on page 26)

CONGRATULATIONS
NASPD ON
45 YEARS OF
EXCELLENCE

AL KARCHMER
DON KARCHMER
DARREN SPARKS

BISON PIPE & SUPPLY
INTERNATIONAL PIPE & SUPPLY
BIGFOOT PIPE & PILING



Precision

Pipe & Piling
a **kellypipe** company

Dave Rayfield
drayfield@precisionp-p.com
(253) 874-2011

Vince Hasen
vhasen@precisionp-p.com
(314) 517-0966



A massive inventory of high-strength piling ready to ship to your project.

View our inventory at www.precisionp-p.com

New Arrival:
Import S.A.W.L. API5L X42/A252 Gr. 3
50 KSI MIN Y.S.
No Coating, Beveled Ends
IN STOCK

Featured A252 M & M Inventory:
Domestic A252Gr. 2-3
Hydro Tested to 500 PSI
Melted & Manufactured in USA &
BUY AMERICA COMPLIANT!

Import A252 Gr. 3 50 KSI MIN Y.S.
100% SEAM UT per API5L
ID Scarf per API5L
Bare No Coating, Beveled Ends
IN STOCK



From coast to coast, border to border, discover the strategic resources Precision Pipe & Piling provides to better serve your structural needs.



Pipe is available for expedited shipment from stock!
All items in our inventory are Buy American Compliant.



(JAIME continued from page 6)



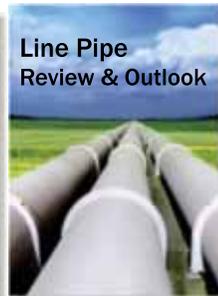
Jaime showing off the catch of the day on an Annapolis fishing excursion with Tata colleagues.

KNOW YOUR MARKETS OCTG and LINE PIPE

Our published “off-the-shelf” reports are used by steel mills and pipe manufacturers, oil and gas companies, distributors and financial investors.

Topics covered include:

- Spot Prices
- Market Trend Analysis
- NASPD Index
- Construction Outlook
- Price Forecast
- Import/ Export Analysis
- Mill Capacity
- Demand Forecast



Visit our website for complete listings

www.pipe-logix.com | 918 - 494 -2828 **PIPELOGIX**

the Americas (Chicago HQ).” Drawing on prior export sales experience at HYLSA, Jaime quickly found his footing at the trading desk, negotiating international purchasing/sourcing of steel pipe. Jaime points out, “In addition to selling our own pipe products from our plants in the UK, Holland and India, Tata is also involved in international trading of tubular products, and buys from third party, reliable pipe mills to service our customer base in the Americas”. Since joining the Tata team, he has traveled extensively overseas (China, Japan, Taiwan, Malaysia, Thailand, Singapore, Hong Kong, Europe, Turkey, South Africa, and North, Central and South America) to develop and qualify the pipe mills that Tata does business with. Trading of tubular products (line pipe, OCTG, standard pipe, structural pipe and square tubing) for marketing in the Americas remains his main role. Tata’s main market is the U.S., followed by Canada, Mexico and South America.

In Jaime’s personal life, the new Millenium offered a new beginning. In 2000, he met Nina, the love of his life. They dated for about a year before tying the knot in November 2001 and beginning their travel adventures in earnest as a couple. Their honeymoon included a whirlwind trip to the Cayman Islands, a cruise through the Caribbean, followed by fun and falls on the deep powder slopes of Whistler, Canada. The Trevinos especially enjoy nature centric trips and look back fondly on those experiences, like a cruise to Alaska, where they were able to enjoy marine wildlife, toured picturesque fjords, and explored a glacier via helicopter ride. Jaime mused, “we drank melting glacier water that was supposedly thousands of years old and also tried dog sledding”. The same trip included a beautiful train ride to Anchorage, followed by a drive through Denali National Park to spend a few days amongst the wildlife. On another Northern adventure to Canada, they took the Rocky Mountaineer train from Vancouver to Banff. “We also visited Lake Louise, which is like a postcard surrounded by a glacier and old growth forest.”

(JAIME continued on page 19)

Saving our clients millions each year in the pipe, valve, and fitting distributors industry.

Over 16 years of experience working with the pipe industry developing strategies that have significantly reduced the tax burden placed on inventory value for our clients.

Discover why fellow NASPD members significantly reduced their property tax liabilities in states that tax inventory when partnering with us.



Turn your property tax liabilities into profits today, with J. Joseph!

Call Us:

210.587.2750

Learn More:

JJC.COM/NASPD

Proud Members of:



At J. Joseph it's not just about metrics and savings, it's about relationships.

San Antonio | 210.587.2750 | 21732 Hardy Oak Blvd., Suite 101 San Antonio, TX 78258
Houston | 2700 Post Oak Blvd., Galleria Office Tower I, Suite 22-138 Houston, TX 77056

(NEW MEMBERS continued from page 9)

Carrier, Logistics Consulting Services, Rail, Third Party Logistics Services, Transportation Services.

Peerless Logistics Inc.
160 Tycos Drive, Suite 119
Toronto, Ontario M6B 1W8 CA
Phone: 416-577-7670
FAX: 416-724-8230
<http://www.peerlesslogistics.com>

Sean Breitman is the NASPD Contact
sean@peerlesslogistics.com

U. S. Steel Tubular Products

U. S. Steel Tubular Products is a returning Associate member. Products manufactured include Fairfield: SMLS, Standard & Line Pipe: 4 1/2" - 8 5/8" OD; OCTG: 4 1/2" - 9 5/8" OD; Coupling Stock 4 1/2" - 9 5/8" OD. Lorain: SMLS, Standard & Line Pipe 1.900" - 4 1/2" OD; 10 3/4" - 24" OD; OCTG 1.900" - 5 1/2" OD, 10 3/4" - 24" OD; Lone Star Tubular Operations: ERW, Standard & Line Pipe: 2-3/8" - 16" OD, OCTG, 2-3/8" - 16" OD. Size range includes Seamless 1.9" OD thru 24" OD; ERW 8 5/8" OD thru 20"

OD. Company categories are Coupling/Coupling Stock, Drill Pipe, Heavy Wall, Line Pipe, OCTG Tubing/Casing, Piling, Slurry Pipe, Standard Pipe, Waterwell. Specification handled include API 5L Grade B, ASME SA-53 Grade B, ASME SA-53 Grade C, ASTM A-106 Grade B, ASTM A-106 Grade C, ASTM A-53. OCTG specification handled are HCP-110, J-55, K-55, L-80, N-80, P-110, Q-125, T-95. Product grades are A333, A53 GR B, All API Grades, API 5CT, API 5L GR B, API Prime, ASME, ASTM, Carbon, Carbon Steel, CSA, ERW, High Collapse, Hydro Testing, J55, K55, L80, N80, New, New Prime, OCTG, P110, Prime, Prime API, Prime Seamless, Prime Standard, Q125. Product origins are All US Product (domestic).

U. S. Steel Tubular Products
460 Wildwood Forest Drive, Suite 300 S
Spring, TX 77380 US
Phone: 877-893-9461
<http://www.usstubular.com>

Scott Robertson is the NASPD Contact
sarobertson@uss.com

Wade Foster PLLC

Wade Foster PLLC is a new Professional Affiliate member. The company offers consulting services.

Wade Foster PLLC
3322 Mallard Run Court
Katy, TX 77494 US
Phone: 281-827-4023

Alexis Foster is the NASPD Contact
afoster@wadfosterlaw.com



AZTEC TUBULAR PRODUCTS



Macaroni Tubing
Pup Joints
Couplings
Custom Services

**Proven Quality and Proudly
Manufactured in the USA Since 1956**

817.297.0110
400 N. Tarrant Street
Crowley, TX 76036

info@aztectubing.com
www.aztectubing.com



Tuff Drive Shoes



- ◆ Lead Free
- ◆ Made In Canada
- ◆ Part Number Identification
- ◆ Dark Grey Finish
- ◆ Sizes 2" to 36"

Ruff Drive Shoes



- ◆ Uses 28 Carbide Buttons

Drift, Thread And Couple To API Specifications

- ◆ Available For:
2 3/8" ◆ 2 7/8" ◆ 4 1/2" ◆ 5 1/2" ◆ 7"
8 5/8" ◆ 9 5/8" ◆ 10 3/4" ◆ 13 3/8"
- ◆ Specializing In Steel Grades:
H-40, J-55, K-55, N-80, L-80, P-110



Couplings To API Specifications



- ◆ Manufacturing Sizes
2 3/8" To 13 3/8"
- ◆ Specializing In Steel Grades:
K-55, N-80, L-80, P-110

Non-Destructive Hydrotest



Smart Threaded Casing



- ◆ Water Well Casing & Stainless Steel
- ◆ Available In 4" ◆ 4 1/2" ◆ 5 1/2" ◆ 6 5/8"
- ◆ 0.120", 0.188", 0.219" & 0.250" Wall Thickness

Quality And Process Standards

- ◆ American Petroleum Institute (API)
- ◆ Technical Standards & Safety Authority (TSSA)
- ◆ Canadian Standards Association (CSA)
- ◆ Statistical Process Control (SPC)

Merchant Couplings



Reamed & Drifted Couplings



Make a Difference.

1494 Bell Mill Road, P.O. Box 456, Tillsonburg, Ontario, Canada, N4G 4J1

P.O. Box 2663, Buffalo, New York, U.S.A., 14240-2663

Phone: 519.688.0500 ◆ Fax: 519.688.0563 ◆ Toll Free: 1-800-387-9355 ◆ www.wellmaster.ca



NASPD
45th
Anniversary

Congratulations

1975-2020



Prime Domestic Stock Ready for Immediate Shipment

- Large Diameter Steel Pipe
- Straight Seam Domestic Production
- Spiralweld Pipe Manufactured in USA
- Fully Traceable Original Mill Test Reports
- API or ASTM Specifications
- On Time Delivery
- Experienced and Responsive Sales Staff
- Reliable Warranty From Domestic Sources

Think MANDAL PIPE!

Think MANDAL PIPE!

CONTRACT CONSIDERATIONS FOR A VOLATILE STEEL MARKET

by JP Vogel and Tim Fandrey

It is certainly no secret that tariffs and general uncertainty in the steel market has caused instability in steel pricing. As a steel distributor, it is crucial to properly protect your business at the transactional level. The existence of an appropriately selected written contract can act as a shield and sword in the event of a dispute. Because there is no one size fits all contract and no two transactions are identical, certain types of contracts are better suited for this market than others.

The Uniform Commercial Code – the law governing the purchase and sale of steel pipe, among other goods – allows parties to enter into what are commonly referred to as requirements contracts and output contracts. A requirements contract is a contract in which a supplier agrees to furnish all of a good – in this case steel pipe – that a purchaser may require. An output contract is a contract in which the purchaser agrees to purchase all of the goods that a supplier may produce or obtain.

Requirements contracts and output contracts certainly have their advantages. They provide certainty that steel pipe will be furnished and purchased. However, in a volatile market with large swings in prices, it is easy to see how what was once a good deal could quickly go very wrong.

The Uniform Commercial Code offers some limited protection. In many jurisdictions, the parties owe a duty of good faith and fair dealing to each other not to take unfair advantage of each other. In the context of output and requirements contracts, typically a party purchasing through a requirements contract may not drastically change the quantity of materials

that it requires. And in the case of an output contract, the party supplying materials may not drastically change the quantity supplied.

While the duty of good faith and fair dealing can help limit losses by controlling the quantity purchased or sold, there are still losses to be had on those quantities. There are certain provisions that can be included in an agreement, however, to further mitigate such losses. Keeping the length or term of a requirements or output contract short allows the parties to reassess. Further, fail safes can be inserted into the parties' agreement providing that the parties need not perform if the market price of materials goes above or below a certain amount.

Additional controls that parties may use to protect themselves include:

- Meet-or-release clauses - requires the seller to meet a lower price if the purchaser can find one.
- Most favored customer clauses - require the seller to sell to the purchaser on the same terms that it offers to other customers.
- Minimum purchase obligations - require the buyer to purchase a minimum amount of goods.
- Take or pay clauses - require the buyer a certain quantity of goods or pay a penalty.

Requirements and output contracts certainly have some allure in that it provides certainty that materials will be available or will be purchased, and it reduces transaction costs in that terms do not need to be re-negotiated for every transaction. However, in the context of a volatile market, it may be advisable to avoid them all together and instead use stand-alone agreements.

Market conditions aside, the majority of transactions run smoothly with no major issues, but the small percentage of transactions that go wrong could

(CONTRACT CONSIDERATIONS continued on page 23)

The attorneys of Gray Reed wish NASPD a happy 45th birthday!

*Thanks for your invaluable service to
the industry and here's to many more
years of continued success.*



GRAY REED®
ATTORNEYS & COUNSELORS

DALLAS | HOUSTON | WACO | GRAYRED.COM



(JAIME continued from page 12)

They immensely enjoy visiting different countries and cultures. A trip to Scandinavia, where they visited Sweden, Norway and Denmark is an example of their inclination toward immersion. "We drove to different regions in Scandinavia - Gothenburg, Oslo, Stockholm, Malmo and Copenhagen. But upon arriving, we toured the cities by bicycle", the typical means of conveyance for the locals. They also tour the Southern Hemisphere, heading south for rest and relaxation. "We like going to the beach from time to time." Maroma Beach in the Riviera Maya in Mexico (Caribbean Sea) and Hawaii are some of their favorite spots to relax and recharge. They particularly enjoyed exploring the ancient Inca ruins of Machu Picchu, high in the mountains of Peru.



Jaime and Nina on a trip to Machu Picchu in 2013.

I have known and done business with Jaime for over 30 years. Jaime is a credit to the industry. He always worked to find a solution and followed up which is what we all need from our business partners. He kept his composure in the worst of times and we have plenty of those in the pipe business. We started to work together when he was with Hylsa. Jaime is not a person that likes to be in the "spotlight" but a person that deserves to be.

Jim Owsley - VP Supply Chain - DistributionNOW

I have known Jaime for about 30 plus years. From the first day until today, the word that comes to my mind is, "Gentleman." He always has a smile and is very easy to work with. Jaime was one of the first, "mill guys," I really got to know. Over the years we have become friends. I have also gotten to know his wife Nina. Nina is just like Jaime, except much better looking.

Charles Boatright - President - B & W Pipe, Inc

I met Jaime in 1994, after taking over Pipe Exchange. My first impression was of a young man who was very polite and mild mannered. In negotiations, he remained polite and professional, but stern. I came to view him as very different from the day to day mill guys. CiCi and I would eventually meet his dear wife, Nina - a very beautiful and outgoing woman. They make such a beautiful couple. CiCi and I always looked forward to visiting with Jaime and Nina over dinner. We truly admire their zest for life and travel. Jaime will always be one of my favorite and most memorable acquaintances. I think our friendship will last long after we have both retired from the jungle.

Dolty Cheramie - Director - Pipe Exchange LLC



B & W Pipe, Inc.

1421 Ave C
Katy, TX 77493-1901
Ph (281) 391-6688 Fax (281) 391-1511
Email: Sales@bwpipe.biz

B&W Pipe, Inc. inventories High Quality, High Yield Line Pipe.

If you are looking for API 5L X60 to API 5L X70 give us a call or email. All of our material has -50 charpy impact tests performed at the mill. We stock many nonstandard wall sizes.

Check out our inventory at

www.BWPIPEINC.com

Our stock list is updated monthly.

We also have an extensive DSAW inventory from 26" OD to 60" OD and grades up to API5L X70.



Jaime and Nina taking in the action at Wimbledon in 2019.

The affection for tennis that Jaime developed as young student in Monterrey persists today and he is an avid racquetball and tennis player. Many of their trips even revolve around professional tennis matches. He and Nina attend events from the annual WTA tournament in Monterrey to London's renowned All England Club for Wimbledon. In 2017, they were present to witness Roger Federer make history with his Wimbledon victory at age 37. They returned to Wimbledon last year and were treated to the dream matchup of Federer and Nadal in the semi-finals, "the tennis match that we always wanted to see." When they are not traveling abroad, Jaime and Nina like to stay active by

(JAIME continued on page 25)

Thank You Sponsors

2019 Fall Conference Sponsors

Platinum

BRC International LLC

Gold

Axis Pipe and Tube Inc.
BRC International LLC
Kelly Pipe Co., LLC
Lally Pipe & Tube

Mammoth Carbon Products, LLC
Platinum Grover Int. Inc.
PLS Logistics Services
Shawcor

State Pipe & Supply Co.
Zekelman Industries

Silver

BRC International LLC

Pipe & Tube Supplies, Inc.

Tex-Tube Company

Bronze

Beemac Logistics LLC
BRC International LLC***
International Pipe & Supply, LLC
Interpipe, Inc. **

Kahn Steel Co., Inc.
Northview Advisors LLC
R. B. Jacobson, Inc. **
SEBA Pipe, Inc.

Trinity Products, Inc.
Wohl Coatings Company

**sponsored two events in designated level

***sponsored three events in designated level

NASPD Happy Hour Sponsors

Thank You Houston
Fall Happy Hour Sponsor:
BRC International LLC

Thank You St. Louis
Fall Happy Hour Sponsor:
Trinity Products, Inc.





Republic Tube

11200 Mesa Drive, Houston, TX 77078 (832) 672-6000

OCTG Casing - Tubing - Couplings

Preferred Vendor for Precision Couplings
Offering the BK - HOSS - HYDRA - OG



PRECISION

Keeping You Connected.



SEAM
PREMIUM CONNECTIONS
FIELD TESTED. FIELD PROVEN.

- Buttress Compatible Semi-Premium Coupled Connection



HYDRA

- Semi-Premium Flush Connection



HOSS
TIGHTER. SAFER. STRONGER.

- Premium Gas Tight Coupled Connection



OG PREMIUM FLUSH

- Premium Gas Tight Flush Connection

Precision-LLC.com

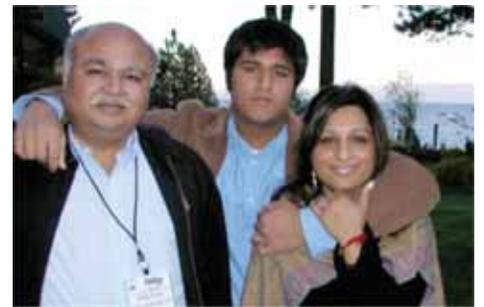
11200 Mesa Dr. Houston, TX 77078

Sales (713) 678-8900

sales@precision-llc.com

support@precision-llc.com





(PRESIDENT *continued from page 3*)

Friday's program will continue that evening at the Marine Corps Air station at Miramar, home of Top Gun. It has been approximately 20 years since we held an event at Miramar. Be sure to consult your convention packet for details regarding our visit with instructions for bringing and submitting personal identification and other important access instructions.

This year we will be inducting the next recipient of the NASPD Hall of Fame award to Mr. Barry Zekelman. Mr. Zekelman is the Executive Chairman and CEO of Zekelman Industries. Barry started out working at Atlas Tube in the early 1980's and assumed ownership, along with his brothers in 1986 after the sudden passing of their father. In 2006, Atlas Tube became part of the company known as Zekelman Industries with Barry Zekelman as COO. Today Barry Zekelman leads the largest independent steel pipe and tube manufacturer in North America with sales exceeding 2.7 billion. It is sure to be a great evening and overall program.

Lastly, I have been asked to give an update on my continuing project conducting video interviews of our "Legends in the Steel Pipe Business" series. At our last conference held in Scottsdale, Arizona, I had the pleasure of interviewing a friend who has built a 55 year career selling pipe for his company, C.W. Sales, and the past 30 years with Kelly Pipe, Mr. Chuck Wooley. It was a very enlightening and entertaining interview. Chuck told me several stories during our almost 1 hour visit with one story that really had me shaking my head. Chuck has sold a lot of pipe overseas for many large projects and this story had him in China with a handful of customers. While most pipe suppliers take their clients out to dinner or lunch for entertainment, Chuck decided that day they would go to a firing range to shoot off bazookas, hand held missiles and the like. It turned out to big hit with his customers.

You can hear the complete story in his interview, along with all the other interviews I have conducted early next year. We will present snippets of some of the interview in San Diego. To date I have interviewed 17 Legends of the Steel Pipe Business with more interviews being conducted in San Diego, including past president, Ms. Dianne Burger and hopefully Mr. Jerry Rubenstein. As always, I am looking for recommendations about other legends to interview, so please send me your ideas.

We hope to have a great turn out for our 45th Anniversary Annual Convention, see everyone in San Diego. ●

(CONTRACT CONSIDERATIONS *continued from page 18*)
 potentially spell big financial problems. Contracts are intended to protect against these dark occurrences and provide the framework for the resolution of eventual disputes. The easiest but worst thing a business owner can do is skip the step of taking the time to ensure it has an appropriate contract in place for every transaction big or small. Bottom line, invest some time in working with your counsel to prepare a series of contracts that custom fit your business to save a fortune in the long run.

About the Authors

JP Vogel, Partner - Construction Law - Clients throughout Texas, the U.S. and abroad rely on JP to guide them through every phase of sophisticated, time-sensitive commercial construction projects and resolve disputes when they don't go as planned.

JP can be reached at jpvogel@grayreed.com

Tim Fandrey, Associate - Construction Law - As a lawyer and former civil engineer, Tim Fandrey has a strong understanding of the legal, technical and business challenges that clients face in the construction industry.

Tim can be reached at tfandrey@grayreed.com ●



When You Move Pipe, Our Experience Counts

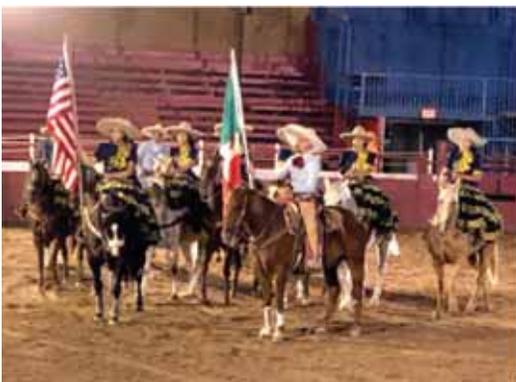
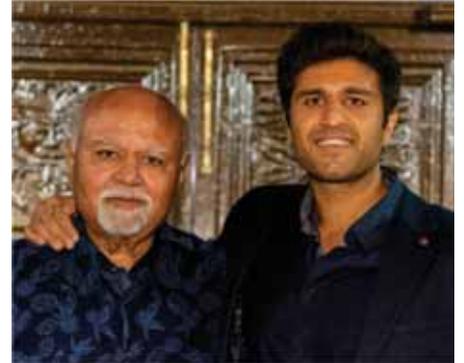


Over a century of dry bulk and breakbulk transport and handling.
 Innovative Transfer Technologies. Seamless Logistics Packages. Barging.
 Freight Management. Dedicated Customer Service.



COOPER CONSOLIDATED, LLC

Eric Hansen | eric.hansen@cooperconsolidated.com | 504.569.2180
www.cooperconsolidated.com



(JAIME continued from page 19)

hiking and cycling. And the mountains surrounding Monterrey offer an abundance of opportunities for exploration. One of their current projects is remodeling a country house. About an hour drive from Monterrey, the property includes walnut and avocado trees and an old adobe house. “We are planning to tackle the adobe country house remodel this year.”

It is not uncommon for individuals with an engineering background to frame situations in their lives with the same eye toward detail, integrity and longevity. So it stands to reason that Jaime’s personal business philosophy would be no different, as he “has always focused on developing strong and long term business relationships with his customers, oriented to fully satisfying their needs with quality products and on time delivery performance” he iterates, “and of course always honoring our commitments”. In addition to his involvement with the NASPD, Jaime offers his time and experience to the Mexican Association of Civil Engineers, UT Austin Ex-Students Association, and Ex-Students Association of Civil Engineering at Monterrey Tech.

Jaime has been attending NASPD gatherings since the early 90’s and greatly appreciates “being able to interact and spend time with many of our friends and customers that attend the conferences, as well as listening to speakers talking about topics relevant to our business/industry.” These days Nina likes to tag along and has become a regular fixture at NASPD events. Jaime shares, “whenever possible we try to combine business trips with a few extra vacation days... we like the extra activities that the NASPD organizes because they offer an opportunity to spend more time with the NASPD family and also learn more about the host cities.” The round table discussions have become a favorite of NASPD members and Jaime agrees. In his estimation, “the round tables are very useful, to exchange ideas and information about current market conditions and trends”.

The table has been set - join us at the Annual Convention in beautiful San Diego! •



Top left: On an Alaskan adventure, dog sledding in SkagWay. Top right: sipping ancient glacier water in Juneau. Bottom: enjoying Chicago in Lake Michigan.

ONE NATION, UNDERGROUND, WITH QUALITY ASSURANCE FOR ALL

WE'RE "AMERICAN PROUD" TO PARTNER WITH THE LEADING UTILITY CONTRACTORS IN THE USA.



STEEL CASING • PIPE PILING • VERTICAL SHAFTS • TELECOM DUCT, BOXES & ACCESSORIES

Pittsburgh Pipe • www.pittsburghpipe.com • 314-383-5300

The Right Pipe • Right on Time

The Ripple Effect



It all started with a phone call. Doug Highiet, President of Ceres Pipe & Metal, received a call from a steel salvage business, with a surprise offer for 120 steel picnic style tables for \$50K. He said “No way, I’m not in the furniture business.” The salvage company responded with an offer of only \$17K. Still Doug said “No - what would I do with them?” The salvage company came back with another offer of \$8K, and this time Doug said yes!

Doug suddenly had 120 steel picnic tables to figure out what to do with. After remembering that his synagogue and the local Islamic Center both have areas that could accommodate a few tables, he decided to donate 4 tables to each.

As president of Congregation Beth Shalom of Modesto, Doug had in the past reached out several times to his friend, Ahmad Kayello, Imam of the Islamic Center of Modesto. Ahmed said “as we talked we thought it would be great for our Jewish and Muslim youth to get together for the project.” And as the tables were unassembled, Doug decided to withhold the directions, forcing the youth to communicate and problem solve together. The first set of tables were built at the mosque. Doug said “It took them about an hour to figure it out and I loved watching every minute.” The group then moved to the synagogue to assemble the second set of tables.

After the last table was completed and pizza lunch finished, the Muslim youth asked about the synagogue and wanted to see inside. The Rabbi gave them an extensive tour, read for the Torah and answered many questions. Doug said “The youth were very curious and it was obvious they knew nothing about the Jewish faith or traditions.” Doug was struck by the thought “their naivety meant they didn’t know hate toward Jews and the Jewish youth didn’t know hate toward the Muslim youth.” They were just two groups of boys learning about each other and becoming friends.

As word of the project spread, Doug decided to post photos and info on Facebook. The response was stunning and Doug has been overwhelmed by the ripple effect of positive relations, coming from this simple gesture of good will and community service. Doug has subsequently decided to continue the ripple effect by making these tables available to other NASPD members who would like to sponsor a similar event in their community. He is willing to donate the tables but you’ll need to pick them up in Modesto, CA.

For details, contact: doug@cerespipe.com 209-529-2690 •



(IRON MAN continued from page 10)

in 1978. He started with a single acre of rented land with one yard hand, a part-time office worker and himself.

Over time, he developed the company into one that in 2019 operates a 35-acre pipe yard and shop in Oklahoma City and also sells steel products through three other sister companies: Bison Pipe & Supply, which has a 25-acre yard in Jerome, Idaho, Bigfoot Pipe & Piling, which has an 8-acre yard in Seattle, and K2 Pipe & Steel, which operates out of a 34-acre yard in Wagoner. The four companies also have pipe yards in Texas, California, Arizona, Louisiana, Pennsylvania and Ohio.

No doubt, the business has had its share of highs and lows, particularly during the past couple of years. Karchmer said tariffs implemented by President Donald Trump to stop China from dumping steel in the U.S. market worked, initially pushing the value of domestic inventories significantly higher.

Since then, however, a general slowdown within the broader economy has softened the market for International Pipe & Supply and similar companies. Nevertheless, Karchmer said he expects there will always be a place in the market for companies like his, and he intends to keep working as long as he can. “If you don’t feel strongly that you want to have your own business and work to succeed then you shouldn’t get into it. You should work for somebody else.”

But for those possessing the requisite persistence and determination, “It means something,” he said, noting it helps keep him young. “As long as you stay committed, you’ll get there - you’ll make it.” Although uncomfortable at times, he doesn’t recall a time since starting International Pipe that he wasn’t happy or passionate. And if longevity is any indicator of passion, as a 99 year old CEO, Al is arguably the most passionate man in the business. He surmised, “I’m glad to see that people like myself are continuing to be active and still satisfied with what they are doing and can do. It’s rewarding.”

The first NASPD convention Al Karchmer remembers attending was in La Costa, California. “It was more of a social networking event then and it developed into a serious learning organization. It has become an important factor in our business.”

Always a patient teacher willing to share his wisdom, Al shared some sage advice. “If starting out today, advice I would give to myself is to get more into sales and areas where I could be more productive and profitable. I spend too much time on detail work that was not that productive. I would advise myself to build relationships as much as possible because that’s who you do business with and where the money is going to come from.” Al concedes, the phone and computers make contact easier today. But the value of face-to-face contact, that he learned driving all over the Los Angeles Valley so many years ago, is important now as it was then - a cornerstone of developing lasting business relationships. •

Pipe & Tube Supplies, Inc.

Congratulations NASPD
on your "Saffire"
45th Anniversary



10 3/4" – 84" OD Domestic & Foreign
A252 Gr.3 – M & M availabilities
ERW • DSAW • HSAW



Pipe & Tube Supplies, Inc.

1917 Mykawa Rd. Pearland, TX 77581

www.ptsi-us.com ---- contact@ptsi-us.com

Phone: (281) 485-3133 Toll Free: (800) 883-7473 Fax: (281) 485-0149

NASPD Annual Convention

US Grant Hotel

February 5–8, 2020

For additional information visit www.naspd.com

Program

Wednesday, February 5

- 9:00 am - 7:00 pm Optional Spouse AquaVie Wellness Spa Event (special rates and complimentary champagne for NASPD Members and Guests)
- 10:00 am - 6:00 pm Optional Golf – Torrey Pines South Golf Course
– Consecutive tee times beginning at 11:30 a.m.

Thursday, February 6

- 9:00 am - 7:00 pm Optional Spouse AquaVie Wellness Spa Event (special rates and complimentary champagne for NASPD Members and Guests)
- 9:30 am - 11:30 am USS Midway Tour – Optional Event
- 12:45 - 4:30 pm Registration
- 1:00 - 1:45 pm Strategic Planning Committee
- 1:45 - 2:15 pm Membership Committee
- 2:15 - 3:00 pm Program Committee
- 3:00 - 3:30 pm Executive Committee
- 3:30 - 4:30 pm 2019 Board of Directors
- 5:30 - 7:30 pm Welcoming Reception
- 9:00 - 11:00 pm Hospitality Suite

Friday, February 7

- 9:00 am - 7:00 pm Optional Spouse AquaVie Wellness Spa Event (special rates and complimentary champagne for NASPD Members and Guests)
- 7:00 - 10:00 am Registration
- 7:00 - 8:45 am Continental Breakfast
- 7:45am - 12:00 pm General Session (Business Casual Attire)
- 7:45 - 8:00 am Annual Meeting of the Membership
- 8:00 - 8:15 am Member Spotlight – Mike Meyerhoff, Omega Steel Company
- 8:15 - 9:00 am Geoff O'Donnell, Mgr. Energy Tube Products, Wheatland Tube, “Energy Tubulars: Supply Update & Demand Prospects”
- 9:00 - 9:30 am Boaz Rauchwerger, Founder, President of Boaz Power Corp., “Innovative Marketing Ideas to Stand Out, Dominate, and Prosper!”
- 9:30 - 9:45 am Break
- 9:45 - 10:15 am Kurt Minnich, Owner of Pipe Logix, “The Patch, the Pipe and the Pendulum: Outlook for OCTG and Line Pipe Markets”
- 10:15 - 11:00 am Don McNeeley, President and COO of Chicago Tube and Iron, INDUSTRY LEADERSHIP “A Day in the Life”
- 11:00 - 11:15 am Break
- 11:15 - 12:00 pm Niko Eren, Navy Seal, Stanford Law Student, Founder of Veteran Elite Teambuilding, “Get Comfortable Being Uncomfortable”
- 12:00 - 1:30 pm Networking Luncheon or Working Lunch Session with John Morris, Vistage CEO Advisor Board Chair, “Seven Key Skills of Successful Business Leaders”
- 1:30 - 2:00 pm New 2020 Board Meeting (Welcome and Introductions)
- 2:00 - 3:30 pm Membership Discussion, Facilitator: Jerry Brookshire, Purchasing Manager, Pittsburgh Pipe
- 5:00 - 10:00 pm Awards Dinner at MCAS Miramar (Cocktail Attire)
- 10:00pm - Midnight Hospitality Suite

Saturday, February 8

- 9:00 am - 5:00 pm Optional Spouse AquaVie Wellness Spa Event (special rates and complimentary champagne for NASPD Members and Guests)
- 3:30 pm - 6:30 pm Sunset Cruise – Optional Event

All attendees are encouraged to attend the committee meetings except for the Executive and Strategic Planning Committee meetings.

Convention Information

Registration

Register online: www.naspd.com; by e-mail: info@naspd.com; or by fax: 361-574-9347. Only individuals with a paid registration may attend the Convention. The deadline for registration is January 8, 2020. After January 8, 2020, a \$50 late fee will be added to all full registrations and a \$25 late fee to all other registrations. A cancellation fee of \$50 will be charged for all cancellations received before January 8, 2020. After January 8, 2020, no refunds will be made. Payment must be made in U.S. currency.

The US Grant Hotel

Reservations may be made by calling The US Grant Hotel 866-837-4270 and refer to NASPD 2020 Annual Convention or visit the following link to reserve a room:

<https://www.marriott.com/event-reservations/reservationlink.mi?id=1573251905614&key=GRP&app=resvlink>

Please book as soon as possible. Please refer to NASPD 2020 when booking your room to receive the group rate of \$229 per room. Check-in time is 4 p.m. and check-out time is noon. Reservations received AFTER 5 p.m. PST, Jan. 8, 2020, will be subject to increased rates based on availability. 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. Cancellations must be done 72 hours prior to arrival to avoid a penalty of one night's room and tax.

We have contracted a certain number of rooms for this conference based on historical numbers. If we use fewer rooms than our room block, the NASPD will be required to pay for the unused rooms. If we need more rooms than our room block, there is a chance the hotel will sell out or charge a higher rate for rooms outside of our room block. It is important that you book a room as soon as possible and before the deadline.

Discounted airfare through United Airlines

Valid travel dates 2/2/20 – 2/11/20

You may book your airline reservation online at www.united.com and enter the Offer Code ZJ37720687 in the Offer Code box when searching for your flights. This code can only be used for United Airlines planes.

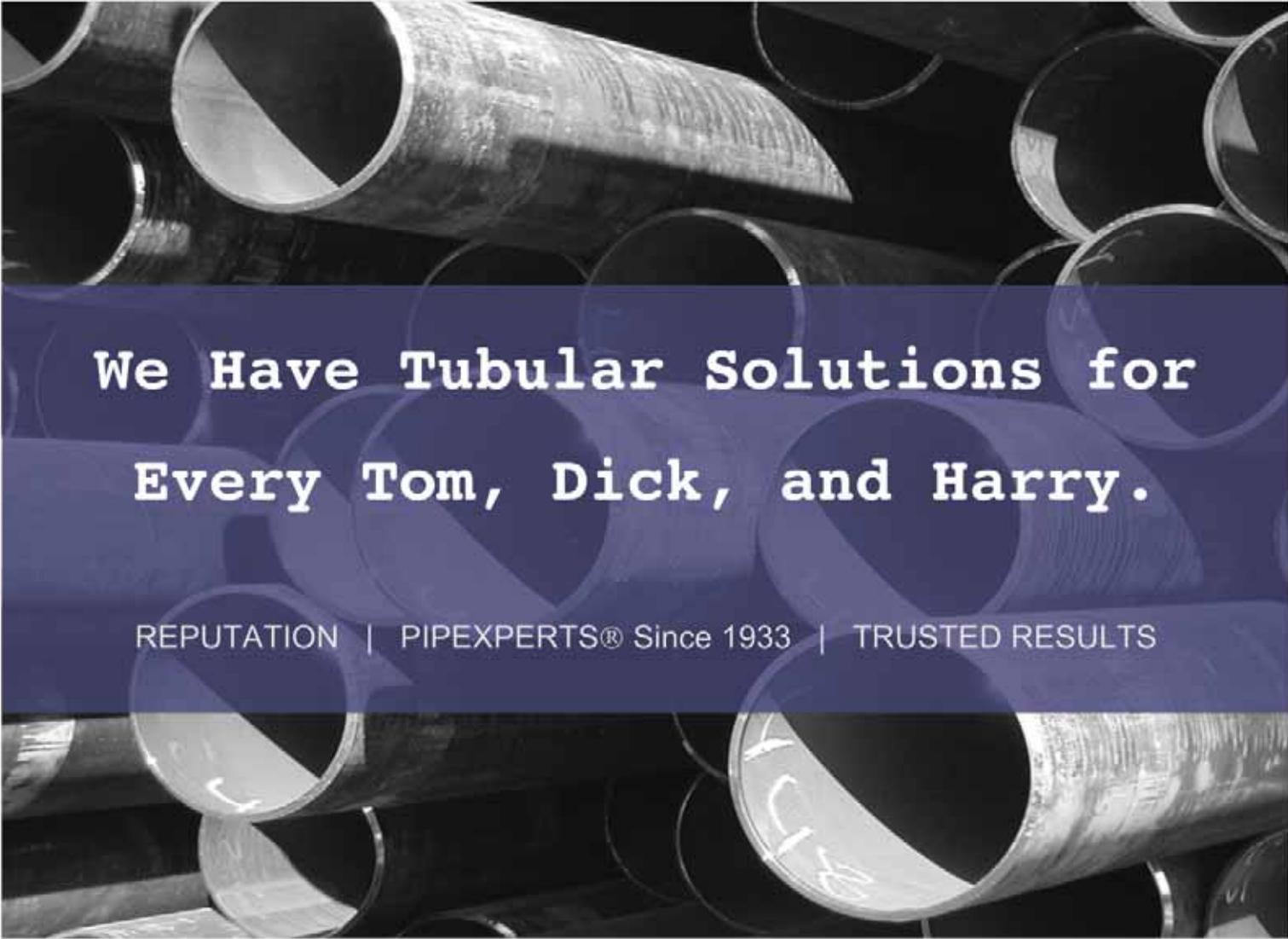
If booking through a travel professional or United Meetings reservations, please call 800-426-1122 and provide Offer Code ZJ37720687.

If you are traveling outside of the United States, please call your local United Airlines Reservation Office and provide Offer Code ZJ37720687.

United Air Mileage Plus Rewards:

Experience dependable, first-rate service and earn miles in Mileage Plus, United's award-winning frequent flyer program. To enroll in Mileage Plus, log on to www.united.com





We Have Tubular Solutions for Every Tom, Dick, and Harry.

REPUTATION | PIPEXPERTS® Since 1933 | TRUSTED RESULTS

Solutions: Since 1933, Lally has been the home of original New Secondary, Structural, and Limited Service tubular products. We offer cut-to-length, spliced-to-length, and random length tubular products in sizes up to 24" O.D. from America's most extensive inventory.

Pricing: Save up to 20% or more. Lally offers quick delivery of tubular products from full-service yards in AL, AR, KY, OH, and TX. Need job ready material? That's not a problem.

Let's Talk: Call 859-815-1602, e-mail JMocker@LallyPipe.com and visit LallyPipe.com. We welcome all inquiries and offerings.

Congratulations NASPD on your 45th Anniversary!

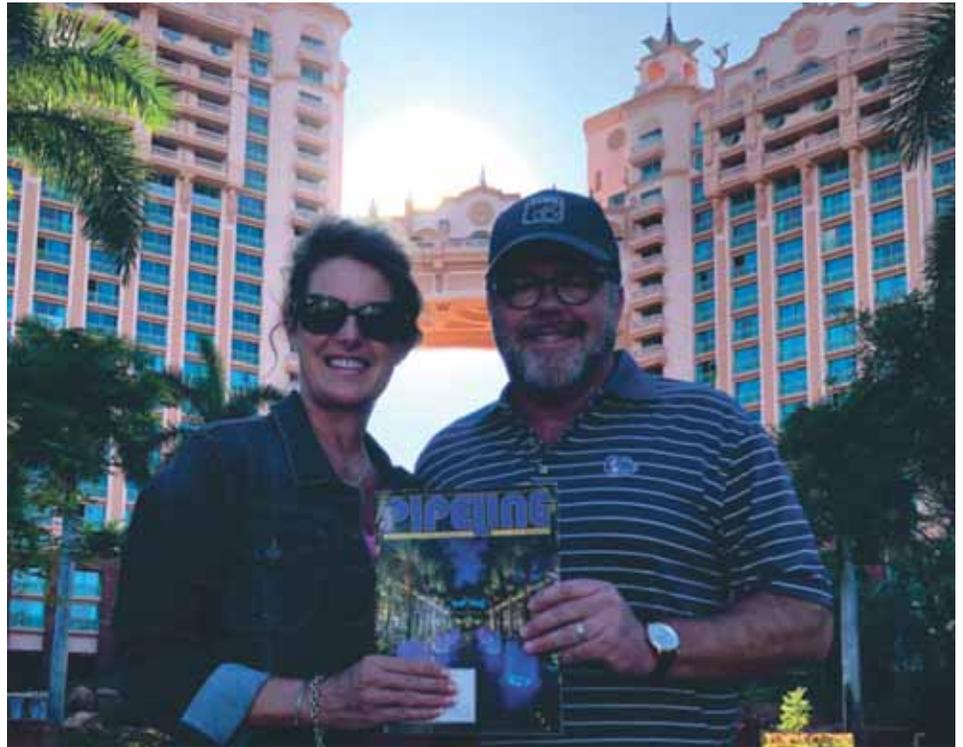


Out & About

Randy and Melisa Hurst at the Atlantis Resort in Nassau Bahamas. They attended the Battle in Atlantis men's college basketball tournament. Their team, the Gonzaga Bulldogs came in second place, Go Zags!

Take the latest issue of *Pipeline* on your next adventure and snap a photo. We'll post the pics in Out & About!

Thanks to Randy & Melissa for starting the new Out & About trend!



With Sympathy

It is with profound sadness and loss that we share the passing of Steven Minnier.

Steven Harley Minnier, 68, of Avon Lake, passed away Thursday, September 19, 2019, doing what he loved, playing golf with friends.

Steve graduated from the University of South Carolina with a Bachelor's and Master's degree in Business. He worked for PSC Metals as President of Carbon Plate Steel and Cappco Tubular Products.

Steve loved playing golf at the Grey Hawk Golf Club and most especially, he cherished spending time with his family.

Surviving is his loving wife of 43 years, Joyce (nee Curlett); children Amy Minnier (Kevin Yannone), Jennifer Heather (Shawn) and Todd Minnier (Jenny); grandchildren Jackson, Lucas, Tripp, and Grey; siblings Jodie, William, Scott (Karin) and Shawn; and mother-in-law Mabel Curlett.

Preceded in death by his parents William and Doris (nee McCauley) Minnier and father-in-law John Curlett.



The NASPD is sad to share, Murray William McWhorter, known to many of you as Billy Mc, passed away December 8, 2019 in Uvalde, TX.

Billy was a member of the First Baptist Church of Uvalde where he served on various committees and as a Sunday school teacher.

He was born in Austin, TX, September 12, 1942 to parents Murray and Julia (Franzetti) McWhorter. He graduated from Austin High School in 1960. Billy played golf while pursuing a college degree, and later served in the military for two years. He married Janice Winans, his wife of 51 years in Dallas, TX on September 28, 1968. Making their home in Uvalde, Billy became a significant "low-key" part of the community. For over 40 years Billy was a major influence at Gensco and Uvalco pipe and will be deeply missed. He had a meaningful impact on Uvalde serving as mayor for four years.

Billy is survived by his wife Janice, daughter Audrey, her husband Kurt Walters, daughter Meredith, and her fiancé Andre Plaza.

Billy was so proud of his grandchildren- known as "Didi" to Madeline, Jack, and Drew Walters of Golden, CO, Grant and Claire Hunter of San Antonio, TX.

He is also survived by his sister Judy, her husband John Paul Friess and brother-in-law David Bessire as well as numerous nieces, nephews and dear friends.



Customized Solutions to Your
Materials and Service Needs

TUBING

CASING

LINE PIPE

DRILL PIPE

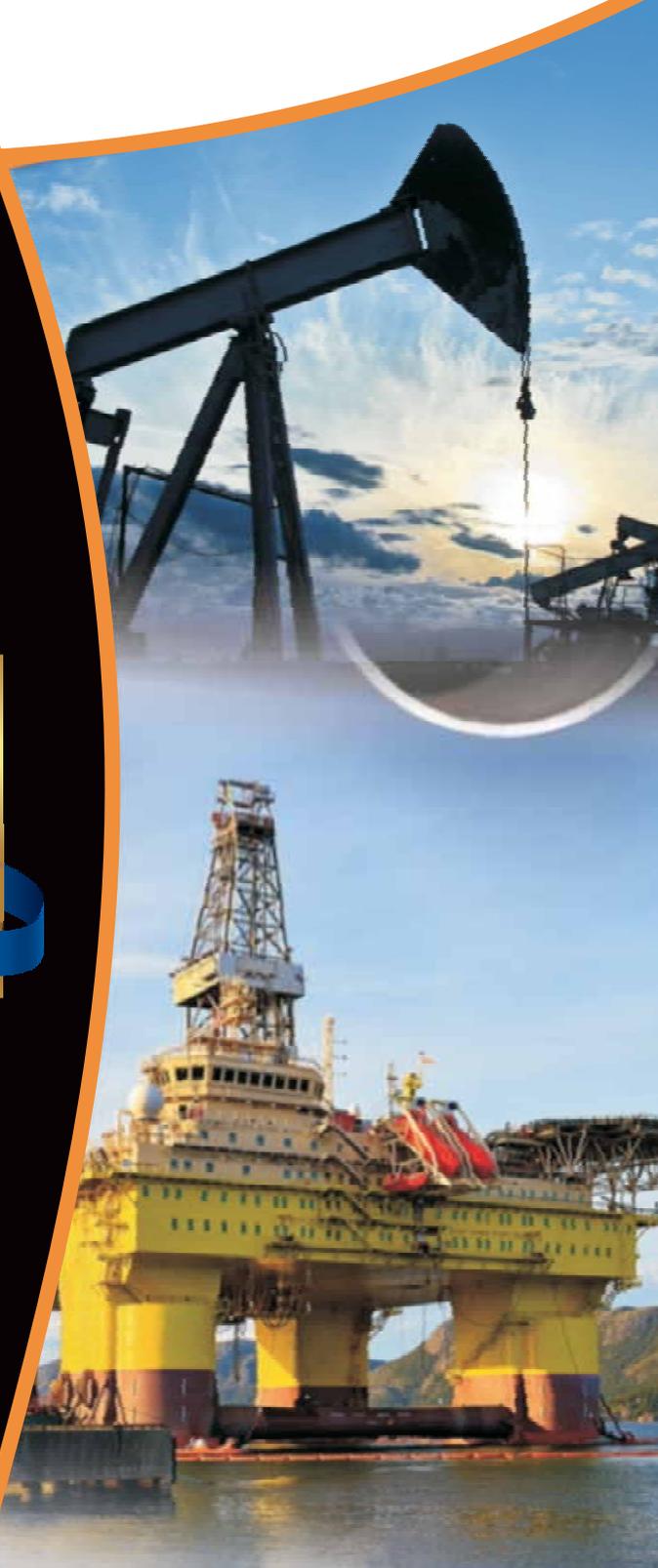
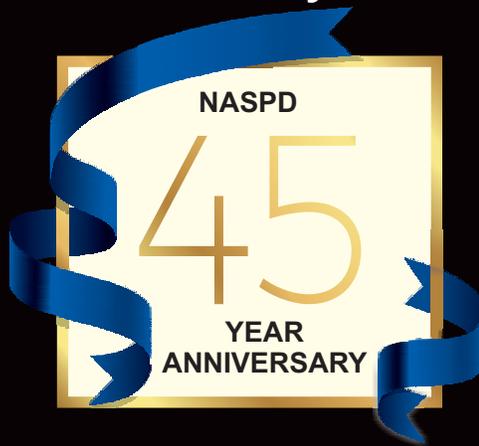
COUPLING STOCK

COUPLINGS

SUCKER RODS

OILFIELD SUPPLY

*It's an honor
to be part of
NASPD
history*



WWW.SDBSTEELANDPIPE.COM

11200 Richmond Ave., Ste 180 • Houston, TX 77082

P: 713-475-0048 • F: 713-475-0083

Happy Birthday!

HTI 39 years
NASPD 45 years

*We celebrate our continued growth and service to the steel pipe industry.
We look forward to many more milestones.*



HOUSTON TUBULARS, INC

Dennis Hayden
Kathy Hayden
Dennis Hayden, Jr.
Kelley Hayden

ph: 281.485.9932

fx: 281.485.6378

email: hti@pdq.net

