



NASPD

# PIPELINE

National Association of Steel Pipe Distributors, Inc.

Second Issue 2016

*Details inside:  
NASPD Summer Conference  
Washington, DC - June 8-11*

*2016 Convention photos*

*Member Spotlight:  
Ron McAllister*

# Over 40 Years Of Making Pipe And Tube Products.

IndependenceTube  
*University*



## We'd Like To Share That Knowledge With You.

Independence Tube is launching a major educational initiative. Independence Tube Corporation University – ITC U. Tube and pipe products are becoming more and more a first choice material for conventional as well as non-conventional applications.

### On-line Training

We will offer on-line tutorials that will provide industry knowledge and training to empower architects, engineers, designers, fabricators and service center professionals on the manufacturing and benefits of HSS and the industries it supplies.

### Team of Experts

We will have a dedicated web page where you can submit your questions. Our team of experts, including an engineer and metallurgist, will answer all your concerns.

From our rolling practices to exploring the grades and sizes we produce. We will let you determine how HSS can fit into your next design, fabrication or structure.

*School is now in session. Sign up today, it's free.*

**HSS** HOLLOW STRUCTURAL SECTIONS



*Celebrating Over Forty Years of Quality Tube Products* | 1-800-376-6000 | [www.independencetube.com](http://www.independencetube.com) | [www.itcpiling.com](http://www.itcpiling.com)

CHICAGO, IL | MARSEILLES, IL | DECATUR, AL | TRINITY, AL



**MARK YOUR CALENDARS****NASPD 2016 Events**

**2016 Summer Conference**  
June 8-11  
Willard InterContinental Hotel  
Washington, DC

**2016 Fall Conference**  
October 5-8

Hilton Nashville Downtown  
Nashville, Tennessee

**Steel Pipe Basic Education Course**  
October 24 - 25

**OCTG Specialty Education Course**  
October 26  
Sheraton Suites Houston

**NASPD 2017 Events**

**2017 Annual Convention**  
February 8 - 11

Encore at Wynn Las Vegas  
Las Vegas, Nevada

**2017 Summer Conference**  
Philadelphia, Pennsylvania

**2017 Fall Conference**  
October 18-21

JW Marriott Austin  
Austin, Texas

More event info: [www.naspd.com](http://www.naspd.com)

We are returning to the Willard Hotel in Washington for our Summer Conference and our timing could not be better. If you are a student of politics, then this has been a truly remarkable and sometimes shocking campaign on both sides of the aisle. I think I get more policy information from Saturday Night Live skits than from the candidates themselves.

The lack of civility this election season is disturbing to me. The Presidential candidates might learn something from the NASPD if they attended any of our Membership Discussions. Over the years we have had a wide group of personalities expressing their opinions about the state of our industry and this has always been in a respectable manner. Come to the Membership Discussion in Washington and you will see first hand what I mean. We have a great program for the Summer Conference highlighted by return visits from Chuck Bradford, Bradford Research and the Washington legal community's version of Mortal Kombat starring Roger Schagrin and Lewis Leibowitz.

The 41st Annual Convention in San Diego was excellent and as usual the weather was

perfect. Dr. Loren Scott told us that pricing for oil futures is the second hardest indicator to forecast in our economy, with weather being the most difficult. It certainly was not difficult to induct Steve Livingston into the NASPD Hall of Fame. If you missed the convention dinner, please drop Steve a note and congratulate him.

The 2016 Board of Directors met on Saturday, February 27, to welcome new board members Rusty Fisher, Jeff Hindman, Charles Boatright, Jason Rubenstein, April Schatte, Darren Sparks, Buddy Sumpter, and Jaime Trevino. We discussed our plans to continue to reduce expenses and keep costs for future conferences down without affecting the quality of our meetings.

(PRESIDENT continued on page 4)

Art Shelton  
NASPD President



SEBA

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

3444 Katy Freeway, Suite 300 Houston, Texas 77007 USA Tel: 713.780.9116  
[octg@sebametals.com](mailto:octg@sebametals.com) ♦ [www.sebametals.com](http://www.sebametals.com)



**Susannah Feux Porr**  
NASPD Executive  
Director

**M**y husband and I took our three teenage children to Cuba for a Spring Break trip. As the country readied itself for President Obama's visit, and on the verge of some significant changes in their future, what struck me most about its people, was the overwhelming sense of community. We intentionally did not go on a group tour or allow someone else to dictate what we saw or where we went. We chose to stay in private homes rather than hotels. And in doing so felt more immersed in the community. We woke in the morning to

women leaning out of their windows talking to each other across the street. We watched kids in the street play kick ball, while their mothers hung laundry outside to dry. A few times we found ourselves stuck, without internet or usable cell phones and strangers offered us help. People were quick with a smile and an offer of assistance.

In the seemingly chaotic times we live in now, whether you are talking about the Presidential campaign, the economy or terrorism, the one common thread I keep seeing is that we are lacking a sense of community, failing to see that we are all connected. In so many ways, America is advanced beyond many nations, but we have lost our sense of community. We are disconnected from each other. I am grateful for the NASPD and the sense of community our members feel. I hope we can continue to foster that connection and help each other through these complicated times by understanding that when one of us is hurting, all of us are hurting.

This is an important time in our nation and it is the perfect time to have our conference in Washington D.C. Our program is filled with speakers that will bring the latest to you on what is happening in our industry and how that might affect your business. I hope you will join us and be a part of the discussion. ●

*(PRESIDENT continued from page 3)*

We also approved four new associate members in San Diego – Ferrostaal Piping, AllPoints Pipe Service Inc, PCK Steel Pipe Co., LLC, and Unifit Boru.

We all know how difficult the market is for many of our members and I want to give special thanks to our sponsors in San Diego.

Thanks also to Susannah and Gail for all of your hard work and efforts in making our conferences successful. ●



**PIPELINE STAFF and NASPD CONTACT INFORMATION**

**Executive Director/Publisher**  
Susannah Feux Porr

**Office Administrator**  
Gail Belcik

**Office Assistant**  
Carol Bosland

**Editor/Publishing Services/Advertising Sales**  
Linda W. Key

**NASPD MEMBERSHIP AND SERVICES:**  
NASPD Headquarters  
1501 E. Mockingbird Lane, Suite 207  
Victoria, TX 77904  
Phone: 361-574-7878; Fax: 832-201-9479  
E-mail: [info@naspd.com](mailto:info@naspd.com)  
Office hours: 8:30 am - 5:00 pm CST  
Web site: <http://www.naspd.com>

**ADVERTISING IN PIPELINE:**  
Linda Key: phone 361-649-5562; Fax 866-381-6172  
Email: [lwkey@key-assoc.com](mailto:lwkey@key-assoc.com)

© 2016 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



**The PIPE MILL**  
with **FAST SERVICE**

**STOCK:**  
30"-48" OD  
.312"-.813" Wall  
20 Ft. LENGTHS  
STRAIGHT SEAM - D.S.A.W.

**ROLL TO ORDER:**  
26"-192" OD  
.312"-2.00" Wall  
LENGTHS UP TO 120 Ft.

**LEAD TIME: 0 - 2 WEEKS**

**800-821-3475**  
Fax 815-964-0045  
[PipeSales@ArntzenCorp.com](mailto:PipeSales@ArntzenCorp.com)



**PIPE MILLS**  
Rockford, IL & Woodstock, IL

**The Celtic Group**  
[www.CelticGroup.com](http://www.CelticGroup.com)

**Celtic Marine**

Worldwide Logistics  
Celtic Marine Corporation offers ocean vessel chartering, stevedoring services, special cargo project services, cargo supervision, contract and spot barge freight, terminal services throughout the inland Waterways system, truck freight and consulting work on a global basis.  
[www.celticmarine.com](http://www.celticmarine.com)

*Client satisfaction is our goal!*

**LBH-USA**

Shipping Agency  
LBH USA act as a full service Agency for Charterers, Owners, Cargo Protective and assist with Hold cleaning and Inspections.  
[www.lbh-usa.com](http://www.lbh-usa.com)

Corporate Office:  
225-752-2490  
877-752-2359



3888 S. Sherwood Forest Blvd.  
Celtic Centre Bldg. 1  
Baton Rouge, LA 70816



ISO 9001:2008 Certified  
Management Certification of North America



A high-angle photograph of a construction site. A large, dark, cylindrical industrial pipe is the central focus, lying horizontally. The pipe has a lighter-colored band around its middle. A worker in a green shirt and blue pants is standing on a wooden platform to the right of the pipe. To the left, a red ladder leans against the pipe. The site is enclosed by wooden walls, and a green tarp is visible at the top. Various tools and equipment are scattered around. A thick steel cable runs across the foreground, and a yellow tag with the number '1234' is attached to it.

**skylinesteel** 

a **NUCOR** company

## Your True Project Partner

Skyline Steel is a premier steel foundation supplier with a worldwide network of manufacturing and stocking locations.

**skylinesteel.com | 888.450.4330**

© 2016 Skyline Steel, LLC. Skyline Steel is a wholly-owned subsidiary of Nucor Corporation, the largest producer of steel in the United States.

## CEO of Kelly Pipe Retires

After more than 40 years in the Plumbing and Piping Industry and the last 6 years as President and CEO of Kelly Pipe Co., Leonard (Len) Gross retired March 31, 2016. Len has decided to pursue other adventures that hold his interest, such as spending time with his grandchildren, mountain climbing, and zip lining, just to name a few.

Len was a great asset to Kelly and during his tenure was responsible for the growth of the company from 9 locations to the current 15 locations. Kelly employs over 250 people and has its headquarters in Santa Fe Springs, CA, with branch offices and yards across the United States, Canada, UK and Colombia.

Kelly is pleased to announce the appointment of Steve Livingston to President and CEO, effective January 1, 2016. Steve joined Kelly in 2003 as Denver Branch Manager and was promoted to the position of Executive Vice President of Central Region in 2010. He is well known in the industry and brings with him to his new position 50 years in the Industrial Piping Industry. Steve began his career in the industry in 1966 and since joining the Kelly Pipe Family his expertise and



Len Gross



Steve Livingston



Kevin Roberts

accomplishments have been greatly recognized and appreciated.

Kevin Roberts has been appointed to replace Steve Livingston as Vice President of Central Region. Kevin joined Kelly in a Sales position in 2006 and was quickly promoted to Houston Branch Manager in 2008. He has been instrumental in helping that branch grow from 1 sales office and yard to its current presence of a much larger sales office and stocking yards. Kevin can now extend his accomplishments to the entire Central Region for Kelly Pipe.

Kelly Pipe, organized in 1898, has grown to become one of the top 10 leaders in the Industrial Piping Industry. After many years of changes and growth, in 2014 Kelly was purchased by JFE Shoji who are leaders worldwide in the distribution and processing of steel products. Together JFE and Kelly Pipe look forward to continued growth and great accomplishments in the years ahead.



### P & W INDUSTRIES, L.L.C.

68668 Hwy. 59  
P.O. Box 1550  
Mandeville, Louisiana 70470  
Website: [www.pandwindustries.com](http://www.pandwindustries.com)

PHONE: 985/892-2461 CONTACT: DAVIS GARDNER, WILDA SHARP,  
FAX: 985/892-2618 HERMAN FARRINGTON

QTY	OD	WALL	DESCRIPTION	AVG LGTH
160'	40"	0.500	Surplus FB	39-40'
39.1'	36"	1.500	Surplus Pipe Bare	39.1'
72.8'	36"	0.375	Surplus Bare Pipe, Paint	40'
69.2'	30"	1.000	Surplus Bare	39.2', 30.0'
120'	30"	0.750	Surplus Bare DSAW	39-40'
637'	20"	0.438	Used Casing M/W	20-37'
354'	18"	0.625	Surplus Bare P-110	38-43'
391'	18"	0.500	Surplus, Bare, P-110	39-40'
800'	18" ID	0.375	Used Ductile Pipe	18-19'
253'	16"	0.562	Surplus, Bare, P-110	43-45'
2,090'	16"	0.562	Surplus, Bare, N-80	36-45'
616'	16"	0.375	Used Bare, Painted Pipe	25-40'
233'	14"	0.812	Surplus Bare Casing P-110-Q125	15-37'
1,034'	13 3/8"	0.480	Used Bare Casing K-55	38-40'
2,093'	12 3/4"	0.375	Surplus Paint Bare FB	21-42'
402'	10 3/4"	0.562	Surplus FB Pipe	38-41'
196'	10 3/4"	0.365	Surplus FB, Bare, Paint, Pipe	20-43'
320'	10 3/4"	0.400	Used Bare Casing K-55	38-40'
1,217'	10 3/4"	0.400	Surplus Bare Casing	42'
1,689'	8 5/8"	0.322	Surplus FB, Paint, Bare	16-45'
1,020'	8 5/8"	0.322	Surplus ARO Coated	60'
2,914'	8 5/8"	0.322	Surplus Bare ERW	60'
278'	6 5/8"	0.432	Surplus FB SMLS	DRL's
3,780'	4 1/2"	0.156	Surplus Bare Tubing	42'
1,550'	3 1/2"	0.254	Used O.F. Pipe	28'
9,930'	2 7/8"	0.217	Used O.F. Tubing	30'

**ALSO AVAILABLE: BEVELLING, CUTTING & DOUBLE JOINTING.  
SURPLUS AND USED STEEL BEAMS 6" TROUGH 36".  
SURPLUS AND USED STEEL PLATE 3/16" - 1".  
CALL FOR PRICING AND OTHER SIZES.**

## TMK IPSCO Announces Executive Changes

TMK IPSCO, the U.S. subsidiary of global pipe manufacturer TMK, today announced that Chairman Piotr Galitzine will assume the additional role of chief executive officer. David S. Mitch has stepped down as president and CEO, but will undertake consulting work for the company.

"I would like to thank Dave for his leadership and contributions to the company," Galitzine said. "My appreciation is echoed by the TMK group".

The company also announced that Alberto Vazquez was named acting Head of Commercial Sales. Scott Barnes, senior vice president and chief commercial officer, has left the company.

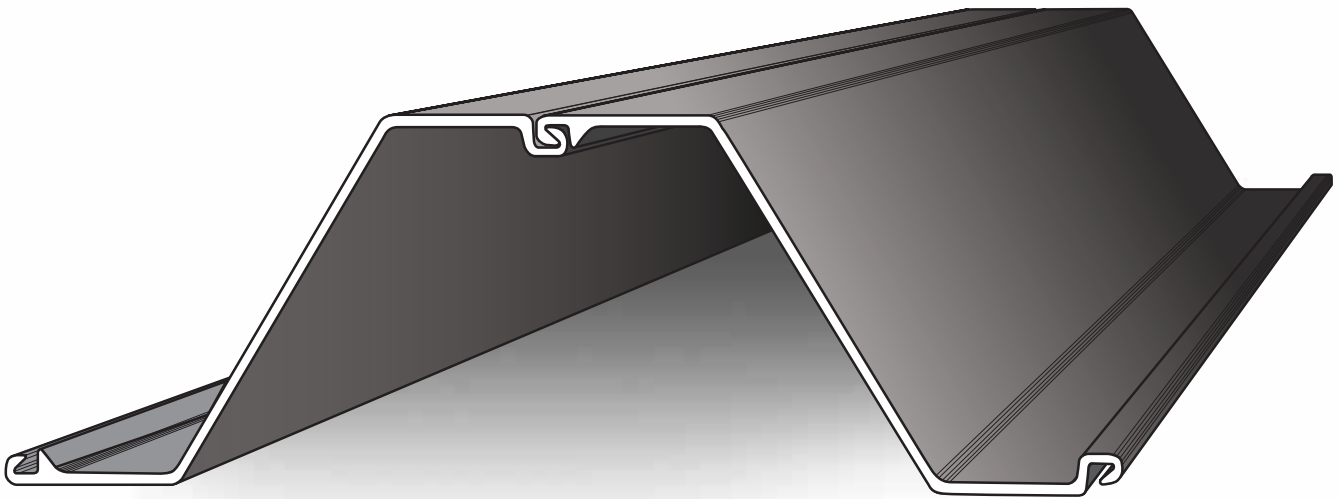
Piotr Galitzine, chairman and CEO, said "I would like to thank Scott for his many contributions over the years; we are sad to see him leave and wish him well in his new endeavors"

### About TMK

TMK (LSE: TMKS) is a leading global manufacturer and supplier of steel pipe for oil and gas industry, operating more than 30 production sites in the United States, Russia, Canada, Romania, Oman, UAE and Kazakhstan and two R&D centers in Russia and the USA.

(NEWS continued on page 8)

# LARSEN INTERLOCK, WIDER, LIGHTER, and made in the **USA**



## NZ SHEET PILES from NUCOR-YAMATO

Section	Width in	Height in	Thickness in	Pile lb/ft	Wall Weight lb/ft <sup>2</sup>	Section Modulus in <sup>3</sup> /ft	Moment of Inertia in <sup>4</sup> /ft
NZ 19	27.56	16.14	0.375	55	23.95	35.08	283.1
NZ 20	27.56	16.16	0.394	57	24.82	36.24	292.8
NZ 21	27.56	16.20	0.433	61	26.56	38.69	313.4
<b>New</b> NZ 26	27.56	17.32	0.500	71	30.92	48.50	419.9

As a premier steel foundation supplier now offering NZ sheets in addition to our extensive product line, Skyline Steel is the ideal partner for your next project.

Visit [www.skylinesteel.com/nz](http://www.skylinesteel.com/nz) or call 888.450.4330.

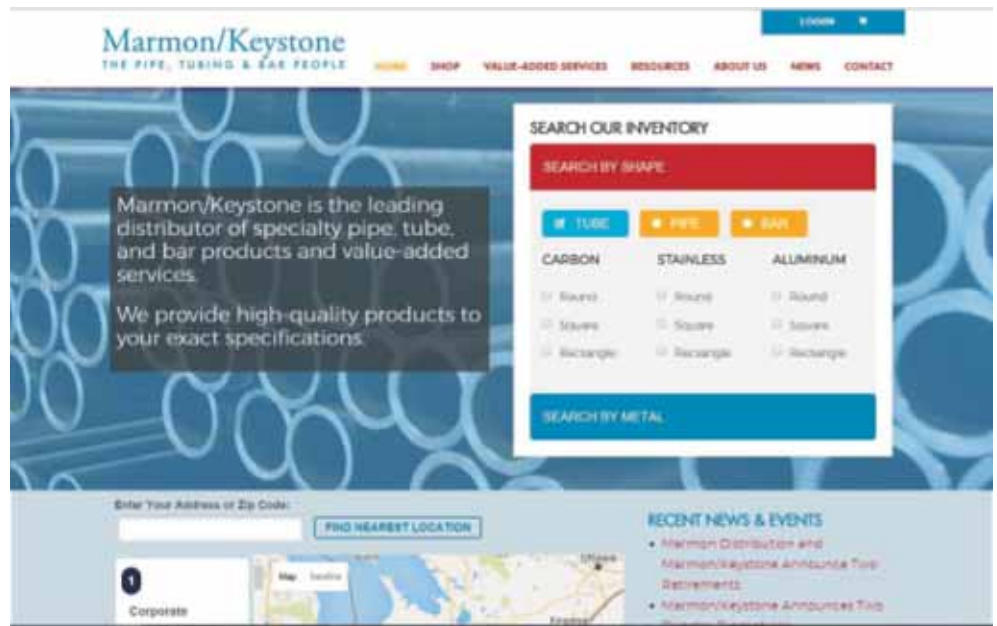


(NEWS continued from page 6)

## Marmon/Keystone Launches New “Mobile-Friendly” Website

Marmon/Keystone LLC has just released a new “mobile-friendly” website. The new website provides customers with a variety of resources about the company and product lines, and now enables customers to quickly conduct an extensive search of products and services. The revised site provides an interactive map of all of the North American locations, allowing customers to find convenient, nearby locations.

“Our new site will make it easier for our valued customers to navigate while providing increased visibility through search engines,” states Jay Powell, Manager of Commercial Systems for Marmon/Keystone LLC. Additionally, the website continues to provide information, news, and resources for Marmon/Keystone employees, customers, and suppliers. For more information or to view the new website, please visit: [www.MarmonKeystone.com](http://www.MarmonKeystone.com).



## Marmon/Keystone has announced personnel changes

BUTLER, Pa. – Effective January 1, Marmon/Keystone promoted two employees to director posts at the Corporate office.

Purchasing Manager Randy Bono has been appointed Director of Procurement and Merchandising at the company’s corporate office in Butler, Pennsylvania. Bono has over 27 years of experience with the company at both the branch and corporate level. He has served as an Inside Salesperson, Account Manager, Carbon Products Manager, White Metals Product Manager and Inside Sales Manager.



Randy Bono

Bono will be responsible for the strategic planning of all purchasing functions, while focusing on how Marmon/Keystone can best meet customers’ material requirements. “Randy’s extensive background in sales and product management will be a great asset in his new role, and we are excited to wish him continued success,” says Marmon Distribution Services president Alan Wilkinson, to whom Bono

reports.

Bono holds a bachelor’s in marketing from Slippery Rock University in Pennsylvania. He resides in Butler with his wife, and they have two adult children.

Tracy Taylor has been named Director of Human Resources. Taylor



Tracy Taylor

has been with the company for nine years as a Human Resources Specialist at a branch and corporate level, focusing on benefits and recruiting. Prior to joining M/K, she was the Director of Human Resources at the Marriott Hotel in Pittsburgh.

Taylor will oversee the Corporate Human Resources Department, and will continue to report to VP of Human Resources Linda McCue. “Tracy is an

enthusiastic and motivated professional, so I am confident that she will take the service and standard of excellence offered by our HR department to the next level,” says McCue.

Taylor earned her bachelor’s in human resources from Slippery Rock University. She lives in Mars, PA, with her husband and two children.

Marmon Distribution Services CFO Drew Seka will retire on February 1 after 41 years of service. He started as an Accountant with Marmon/Keystone, progressed to Accounting Manager, Assistant Controller, Controller, VP-Controller, and in 1999, was named Executive VP-Controller. Seka was promoted to CFO of Marmon Distribution Services in 2012.

In addition to his financial responsibilities, Seka oversees operations at M/K Express and Bushwick Metals. He has been working closely

(NEWS continued on page 29)



# **DAMN RIGHT**

## **OUR PIPE IS AMERICAN MADE.**



***Always 100% melted and manufactured in the USA.***

We're Midwest born and raised. Our product is, too. And that's a serious source of pride. From source to delivery, our seamless A106 pipe is made right here in the states. Whether you're across the country or around the globe, we've got top quality pipe to meet your exact specs and we can get it to you fast.





# Welcome New Members

## Ferrostaal Piping Supply USA, Inc.

Ferrostaal Piping Supply USA, Inc. is a new associate member. The company product mix includes Alloy Pipe, API 5CT, Casing Pipe, ERW, Fence Pipe & Tubing, Heavy Wall Pipe, Large OD Pipe, Line Pipe, OCTG Tubing and Casing, Seamless Pipe, Stainless Pipe, Standard Pipe, and Steel Pipe. Products originate from China, Czech Republic, India, Korea, Malaysia, Philippines, Poland, Russia, Thailand, Turkey, United States and Vietnam. Size range offered includes Casing to 13 3/8", Line Pipe to 18", and Standard Pipe to 12 3/4". Specialties include Prime Carbon Steel Pipe.

Wayne Pickle is the NASPD Contact.

Ferrostaal Piping Supply USA, Inc.  
363 N Sam Houston Parkway E, Suite 1710  
Houston, TX 77060  
PHONE: 281-741-6707  
FAX: 281-310-6103  
wayne.pickle@ferrostaal.com

## AllPoints Pipe Service Inc.

AllPoints Pipe Service Inc. is a new associate member. Product mix includes API 5CT, Casing Pipe, OCTG Tubing and Casing, and Pipe Piling all originating in the United States. Size range includes Tubing - 1" - 4 1/2" and Casing - 4 1/2" - 13 3/8". Services includes Beveling, Cleaning, Heat Treating, Hydrostatic Testing, EMI Inspection, Machining, Refurbishing, Storage, Straightening, Testing, and Threading. CNC Threading and Tube Upsetting are the company specialties. Transportation is by company owned truck.

Michael Sleeper is the NASPD Contact.

AllPoints Pipe Service Inc.  
2225 Spur Lane  
El Reno, OK 73036  
PHONE: 405-422-3240  
FAX: 405-262-1028  
msleeper@allpointspipe.com

## PCK Steel Pipe Co., LLC

PCK Steel Pipe Co., LLC is a new associate member.

PCK is the largest manufacturer and exporter of longitudinal welded steel pipes in China. The company was listed on the Main Board of the Hong Kong Stock

Exchange (Stock Code: 01938) in 2010. PCK's manufacturing facilities are located in Panyu of Guangzhou, Zhuhai, Lianyungang, Jiangyin, Ningbo, and Saudi Arabia; offices in Hong Kong, Dubai, United States, Singapore, Indonesia, Thailand, Vietnam and Mozambique, respectively. PCK operates fifteen pipe mills, namely UOE, JCOE (five mills), HFW, COE, SAWH (four mills), Three-roll Bending (two mills) and CRA which can produce SAWL pipe with outside diameter in range from 406mm to 1829mm (16"-72"), HFW pipe with outside diameter in range from 114mm to 762mm (4"-30"), SAWH pipe with outside diameter in range from 219mm to 4500mm (8.62"-177"), three-roll bending SAW pipe with outside diameter in range from 610mm to 7000mm (24"-276"), CRA Clad/Lined pipe with outside diameter in range from 406mm to 1219mm (16"-48") and stainless steel welded pipe with outside diameter in range from 406mm to 1524mm (16"-60"), with total annual capacity of 3.38 million tons. The products comply with various international standards such as API 5L/5CT/2B/5LD, ASTM, DNV, ISO, DIN, EN, BS, CE, CSA, etc. Coating plants are capable of producing single/double layer fusion-bond epoxy (FBE), two/three layers polyethylene/polypropylene (3LPE/3LPP),

(NEW MEMBERS continued on pg 25)



**REPUBLIC  
TUBE, LLC**

**HOUSTON'S PREMIER  
OCTG  
PROCESSING FACILITY**

**HEAT TREAT SERVICES WITH AN  
ANNUAL CAPACITY OF 170,000 TONS**

- Capability to Heat Treat to L80, N80, P110 & Proprietary Grades
- Heat Treat Equipment Engineered by Energy Services Group
- State of the Art Lab with:
  - Yield & Tensile Testing (Instron 1000DX)
  - Hardness/Charpy Impact Testing (Instron 600MPX)
  - Rockwell Hardness Testing (Wilson 574R)
  - Micro Structure Analysis (Nikon MA100)
  - Chemical Analysis (Thermo ARL 3640)
- Available OD: 4 1/2 to 9 5/8

**FULL ON SITE INSPECTION SERVICES  
PROVIDED BY PRI, INC.**

- EMI Equipment from PITCO/Scan Systems
  - DT-3100 EMI
- DIGI-TECH PLC Controls
- SEA
- Weld Line
- Drifting (API & Alternate)

**PLAIN END HYDROSTATIC TESTING**

- Engineered & Manufactured by PIW Machinery
- Available OD: 4 1/2 to 9 5/8
- Screw Hydro also Available at Customers Request

**END FINISH SERVICES**

- 6 CNC's with an Annual Capacity of 400,000 Tons
  - Mori Seiki 603C & 603D
- Available Threads: STC, LTC, BTC, PREMIUM & SEMI-PREMIUM
- Available OD: 4 1/2 to 13 3/8

11200 Mesa Dr, Houston, TX 77078  
contact@republictube.com

100% ON TIME ORDERS AND CUSTOMER SATISFACTION IS OUR PRIMARY GOAL



# **DAMN RIGHT**

## **OUR PIPE GETS TO YOU FASTER.**



***The quickest turnaround and on-time delivery. Every time.***

You haven't seen speed until you've worked with us. We react, respond and deliver so you get precisely what you need exactly when you need it. Our seamless A106 pipe is 100% melted and manufactured in the USA, and with no cycle times, we are flexible enough to do what it takes to get top quality pipe to you fast.





# What's Up for Steel

by Charles A. Bradford, CFA

Chuck Bradford, with Bradford Research, Inc. in New York, is one of our speakers during the upcoming 2016 Summer Conference in Washington, DC.

The steel market, except for pipe and tube, is in the midst of a major recovery.

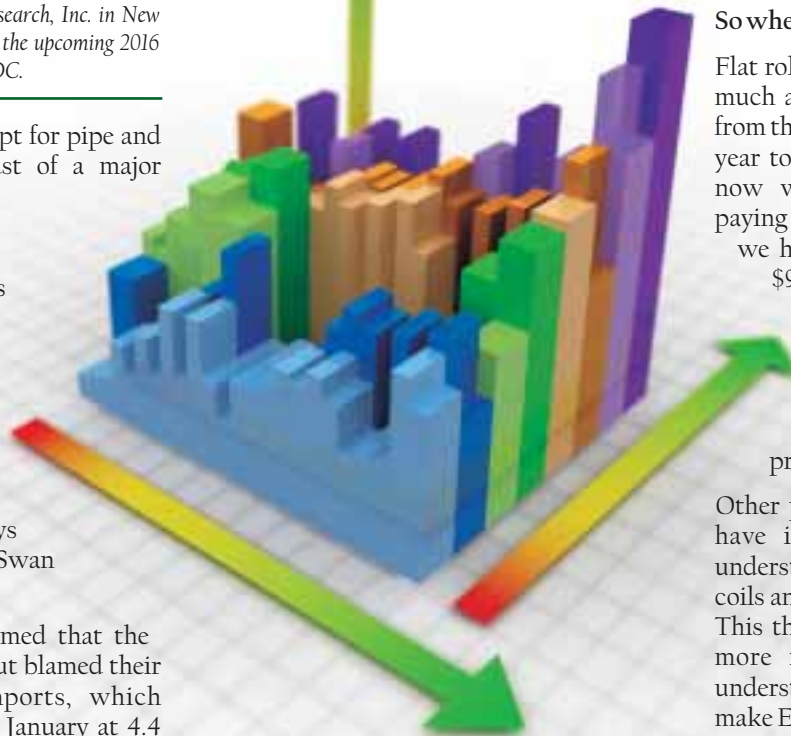
## Two issues remain!!!

1. Will the domestic mills reopen capacity too rapidly?
2. Will China and/or possibly Europe have a setback that derails the recovery?
3. Of course, there is always the possibility of a Black Swan event?

All last year, the mills claimed that the markets weren't that bad, but blamed their poor performance on imports, which actually peaked last year in January at 4.4 million net tons. Preliminary steel import data for February 2016 actually was only 2.2 million net tons, with the intervening months nearly all consecutively reduced. It does, however, appear that March 2016 license data implies a small rebound, but that could be reactions to the trade cases as some foreign suppliers try to deliver steel to the U.S. ahead of any adverse anti-dumping ruling. Steel scrap prices did weaken, which led steel product buyers to delay purchases and to work down their steel inventories in anticipation of further steel price weakness.

## So what happened?

During the last couple of months, the U.S. dollar weakened somewhat and the price of steel scrap rose. The U.S. Federal Reserve Board decision not to increase interest rates in the Spring has been helpful since higher interest rates could have caused the USD to strengthen. The domestic EAF mills saw some recovery in non-residential construction and the U.S. Congress passed a five-year infrastructure spending bill, a huge market for the mini-mills. We are not so optimistic about the usage of pipe and tube due to the situation in the OCTG segment and proposals to outlaw fracking may be a long term issue.



At one point, scrap prices got so low that inflows into the yards dried up and shredders cut back their operations. This could have been a trigger to some of the EAF mills to increase their buys while they could still get their feedstock.

## So what happened? So where are prices today? So what could go wrong?

Almost simultaneously, some of the mills raised their steel product prices or at least tried. Initially, some of the proposed price increases didn't entirely stick, but more recently, with a lot of talk in the trade press about scrap prices in April, usually set during the first week of the month, increasing by \$20 or \$30 a gross ton, steel price increase announcements increased in frequency. This article was written at the end of March, so we aren't sure what will happen next week, but we would be willing to bet that scrap prices and then steel product prices will head up further.

## So where are prices today?

Flat rolled steel prices have increased by as much as \$90 a net ton for hot rolled coils from the low of about \$350 a net ton late last year to a generally accepted price of \$440 now with some steel users apparently paying as much as \$450. In long products, we hear that the same kind of increase, \$90 a ton, has occurred in rebars. Some foreign steel suppliers, according to people we know, have offered rebars at a price up \$55 a ton, but the price was only good for one day. Obviously, someone expected prices to move upward further.

Other prices that relate to HRC, etc. may have increased even further since we understand that the market for cold rolled coils and coated steel are tighter than HRC. This then leads to ERW pipe, which is of more importance to the NASPD. We understand that a majority of the cost to make ERW is HRC. Thus a \$90 a ton will, in our opinion, eventually lead to pipe prices moving up by a meaningful amount, but possibly not the full \$90 so long as there are excessive inventories and/or continued weak demand.

## So what could go wrong?

We remain concerned about China and its impact on the steel markets and raw material costs. As it turns out, Chinese steel product prices surged even before the scrap/iron ore prices soared a few weeks ago. We actually believe that there has been a lot of misinformation published about steel making raw materials with a lot of reports claiming that the reason commodity prices had fallen so much was due to reduced purchases by Chinese companies as their economic growth slowed. We believe that this is a false inasmuch as Chinese imports of iron ore rose 2.2% last year despite Chinese pig iron production falling by 3.5% in 2015. What happened was that the Chinese production of domestic iron ore, which has high costs and low quality, was reduced. In crude oil, a more important commodity, Chinese imports rose 8.8% last year. However, we expect Chinese steel production (and pig iron which actually

(GUEST continued on page 18)





SINCE 1898  
**kellypipe**  
THE **ULTIMATE SOURCE**

**COAST TO COAST, BORDER TO BORDER, KELLY PIPE IS  
THE ULTIMATE SOURCE FOR  
YOUR BUSINESS,  
WITH 16 CONVENIENT LOCATIONS ACROSS THE COUNTRY**

**[www.kellypipe.com](http://www.kellypipe.com) • (800) 305-3559**

**Immediate Access to Mill Test Reports (MTRs) & Packing Lists: <http://mtr.kellypipe.com>**



**Download Pipe Source, the Free Mobile App by Kelly Pipe** from the Apple App Store<sup>SM</sup> or Android Market for detailed pipe industry data, anywhere, anytime! New Features include: Access to the Kelly Pipe Resource Guide and the ability to log on to Kelly Pipe's MTR Customer Portal!

© 2016 Kelly Pipe Co. LLC. iPad and iPhone are trademarks of Apple Inc. App Store is a service mark of Apple Inc. The Android robot is reproduced or modified from work created and shared by Google and used according to terms described in the Creative Commons 3.0 Attribution License.



The NASPD membership is diverse with many unique stories. We welcome your suggestions regarding NASPD members for future Spotlights. Email us your idea at: [info@naspd.com](mailto:info@naspd.com).

This past February, Ron McAllister celebrated his 32nd anniversary of service to the pipe and tube industry. Through professional correspondence Mr. McAllister identifies as the Sales & Marketing Manager for EXLTUBE but his role as ambassador for the company is a duty Ron takes personally.

A lifelong St. Louisan, Ron grew up in Crestwood, Mo, a St. Louis suburb and home to Grant's Farm, the ancestral home of the Anheuser-Busch brewing family. The McAllister family home was located half a mile from the now famous family attraction and as such it is no surprise Ron's father, Vernon, worked for Anheuser-Busch for 33 years as a brewer before his passing in 1991. Ron's mother Louise worked as an administrator for Watlow Electric and passed away in 1993. As a boy, Ron and his brother, Dan, would sneak onto Grant's

# Ron McAllister

## A Tale of Fishing, Sports and Of Course, Pipe



Farm and marvel as the massive Clydesdales with undeniable appreciation and comparable gentleness extracted sugar cubes out of their hands. Bred and trained as 8 hitch team horses, fully grown Anheuser-Busch Clydesdales geldings weigh in the neighborhood of two thousand pounds and stand 72 inches at the shoulder. And in this simple act perhaps the proverb, "Never look a gift horse in the mouth", was cultivated in a sweet, ironic and mutually respectful exchange between gargantuan horse and the mischievous but well intentioned McAllister boys.

Throughout his adolescent education Ron attended Lindbergh schools in the St. Louis area. First Sappington Elementary School and later Harry S. Truman Middle School. The friendships Ron cultivated during those formative years remain among his most cherished to this day. Basketball and

baseball were the competitive sports Ron most enjoyed growing up. He played on a very successful elementary basketball team called the Concord Stars that over a three year period held a 38-1 record. It was also during this period that Ron was introduced to the outdoor life. The McAllisters made regular family trips to the bountiful lakes and tributaries of Missouri and Kentucky. Vernon and Louise eventually settled on and purchased a lake home at The Lake of the Ozarks in Camdenton, MO which the whole family enjoyed until their passing. Lake of the Ozarks' cold deep water is where Ron was first hooked on the lifestyle of an angler.

Ron attended Lindbergh High School in St. Louis. Always energized by competition he enjoyed continued

success on the basketball court and running track for the fondly reminiscent famous aviator referenced Flyers. Ron was also a member of the National Honor Society. After graduating from Lindbergh in 1979, he attended Southeast Missouri State University (SEMO). While obtaining his Bachelor of Science, Communications and Minor in Marketing, he worked at KRCU 90.9, the University radio station. While radio was an appealing



Ron on sunset dinner cruise during a NASPD conference in San Francisco

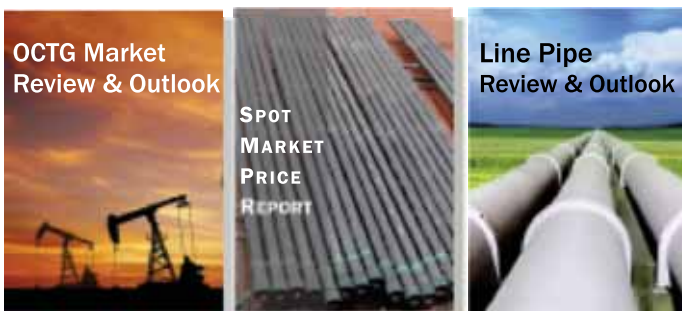
## KNOW YOUR MARKETS

### 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](http://www.pipe-logix.com) | 918 - 494 -2828 **PIPELOGIX**

(MCALLISTER continued on page 16)





We leave no stone unturned.

Let's face it - your expertise is selling pipe, not grinding through the ever-shifting landscape of property tax law. That's why we're here, constantly exploring every legal strategy to keep your hard-earned dollars where they belong - on your bottom line.

Most businesses, without knowing it, end up paying more than their "fair share" of property tax. Fortunately, buried in the depths of the tax code are countless opportunities for you to significantly reduce your tax liability. You just have to know where to look.

JJC is a national leader when it comes to managing the property taxes for steel and

alloy pipe distributors, saving our clients millions of dollars each tax season. Our experienced team of property tax professionals understands ad valorem tax law as well as anyone in the industry.

Our expert reviews and analysis will uncover all available strategies that could greatly reduce your tax obligation, while offering you world-class service with a minimal amount of effort on your part.

We know that you're doing everything in your power to turn a profit - which is why we are equally committed to turning over every stone.



**J. JOSEPH CONSULTING, INC.**  
**AD VALOREM TAX SERVICES**

[www.JJC.com](http://www.JJC.com)  
210-587-2750



(MCALLISTER continued from page 14)

distraction for Ron, the college student, practical aspects of keeping oneself reliably well fed and sheltered inspired him to pursue the lifestyle afforded the successful sales career oriented individual upon graduating with his degree in 1983.

Ron's pipe and tube career was off and running less than a year later when he took a job in the buyout department at Tubular Steel, Inc., St. Louis, MO in 1984. Within 6 months he was promoted to Sales Representative where he developed the first half of his business philosophy, "You need to be a strong communicator who can quickly establish credibility and rapport with your individual customers. Persistence and follow up are the key items to building

## "You need to be a strong communicator who can quickly establish credibility and rapport with your individual customers."

"Product and market knowledge are equally vital in trying to find the one thing that can separate you from your competition." In September, 1996 he took a job with Northwest Pipe Company as Outside Sales Manager for the Atchison, KS ERW Pipe manufacturing facility. For the next 16 years,

Ron was able to work remotely from his home office in St. Louis while also traveling nationally to develop new business and expand current business for Northwest Pipe.

October 2012 arrived with the brisk nip of Fall and Ron accepted a new career opportunity with EXLTUBE as the new Sales and Marketing Manager. Still based out of his home office, Ron handles sales territories that include the entire state of Missouri, Western Illinois, and

the greater Memphis, TN region. Attending industry events is an essential function of successful marketing managers and Ron utilizes every opportunity to spread awareness of EXLTUBE by personally marketing the products and services they provide.

Like most athletes, Ron has remained an ~~obsessed~~...avid sports fan and attends "any sporting event" he "can get to." Embracing the requisite Cardinals and Rams superfan status of any self-respecting lifelong St. Louisan, Ron has attended 5 World Series and 2 Super Bowls to cheer on his hometown heroes. If you have the privilege of chatting with Ron at the next NASPD gathering, it would probably be best to avoid the topic of the recent relocation of the Rams organization. Amongst the countless other sporting contests to which he has born witness, Ron casually counts NCAA Final

Fours, MLB All Star Games, Indy 500s, Brickyard 400s and PGA and U.S. Open Golf Championships. Ron enjoys a round of golf as often as he can and also endeavors in the never ending education of freshwater sport fishing. Ron regularly reels in trout, bass, northern pike and walleye from lakes and tributaries all over the United States. But of all the regions he has fished, the

pristine waters of Gull and Round Lake in central Minnesota are his favorite. A group of his friends have made Brainerd, MN their fraternal fishing destination for over 30 years.

As a self-professed foodie, Ron has equally enjoyed fabulous fare from 5 star establishments and unknown roadside BBQ stands around the country. The greater St. Louis area has no shortage of fine dining options to keep him adequately sated around his hometown. He translates this love for great food into a cathartic exercise by stepping into the kitchen, donning an apron



Ron with nephew, Patrick, attending Cardinals/Nationals game in Washington, D.C.

and perfecting his own recipes.

Ron is still very close with his brother who lives with his family in Frederick, MD. Dan's wife Caroline, is a personal chef which gives her a direct path to Ron's heart. The frequent visits he makes to see Dan's family involve commiserate cooking conversations and the opportunity to ask his nephew Patrick, for social media assistance. Patrick graduates from High School this month and intends to do some mission work before



Billy Sumpter, Trinity Products (left) and Ron take in a baseball game.

In hiring Ron, I could tell he was the type who would get into the job and had a lot respect for other people. He likes to deal with people in person. Ron makes a great first and lasting impression. He will go out of his way to do something that he thinks is right the to do.

**Tom McClarren**  
(Retired) "A" salesman and Executive Sales Manager, Tubular Steel

business." In September, 1991 Ron moved just down the road to Bull Moose Tube Company where he grew into the role of Inside/Outside Sales Representative, charged with the duties of a consummate account man developing new relationships and re-activating dormant accounts. Over his 5 years at Bull Moose, Ron also gained the manufacturing education he applies to the second half of his business philosophy,



A beautiful Northern Pike hooked in Minnesota

I have been doing business with Ron for a little over 17 years now. Ron is someone who has always been professional and knowledgeable about the product that he is selling. It has been a pleasure doing business with him over the years.

**Clinton Klobnak**  
Product Manager  
Livingston Pipe & Tube Inc.

(MCALLISTER continued on page 18)





Finding exactly what you want is just the beginning of our service.



The negotiations  
get tricky from there.

Complete Supply Chain Management

Carbon • Chrome • Stainless • High Nickel  
Seamless • Welded

Pipe  
Tubing  
OCTG  
Fittings  
Flanges

---

Commercial • Industrial  
PetroChem • Power Gen  
Sanitary • Nuclear

"Over 100 years of trading steel"

We do it all for you – find quality manufacturers all over the globe, handle the import headaches, and deliver anywhere.



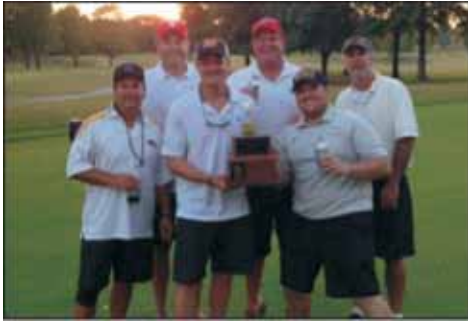
Your Partner in Specialty Steel Procurement

111 Anza Blvd Suite 350 Burlingame, CA 94010 P: 650-579-3959 F: 650-579-3965

E: [sales@kurturbanpartners.com](mailto:sales@kurturbanpartners.com)

[www.kurturbanpartners.com](http://www.kurturbanpartners.com)

(MCALLISTER continued from page 16)



Enjoying an outing with golf buddies.

attending college, "Great kid" Ron muses "Very proud of him". We imagine Patrick is also very proud of his Uncle Ron's numerous charitable activities, chief among them the Ronald McDonald House Charities, a St. Louis organization that provides accommodations to rest and refresh in close proximity to hospitals for families with children receiving care.

Ron has been regularly attending NASPD events since he began working with Northwest Pipe in 1996. "The ability to meet with multiple customers in a single venue is what I like about NASPD" Ron shares, "Also the ability to network and create awareness about my company EXLTUBE with those that are unfamiliar with us and what we



Ron and John Mocker (right) with Lally Pipe & Tube, relaxing during NASPD San Diego convention.

provide. Over the past 20 years, through the NASPD, I have been able to nurture long time business partnerships but more importantly friendships." The many cities and venues the NASPD has visited over that time span has left Ron with a wealth of fond memories forged with those lasting friendships. Fun in the sun in Cancun, dinner cruising San Francisco Bay, White House tour, personal New Orleans walking parade and lunch at NYC's famous Katz's Deli to name a few. Ron reflects "Great times with great people".

(GUEST continued from page 12)

consumed the iron ore) to fall by 3% in 2016 with iron ore capacity increasing by more than 5% worldwide. This could lead to reduced raw material prices and thus lower steel prices if enough Chinese domestic capacity isn't closed. The recent decision by Chinese government authorities called for a reduction of steelmaking capacity by between 100 and 150 million tonnes out of total capacity of 1.25 billion tonnes and likely production in 2016 of 780 million tonnes, our estimate.

A wild card could be the economy in Europe where outside influences could play an increasing and negative role such as the attacks in Paris and Brussels, which could impact trade and economic growth.

There will be a discussion of steel pipe and tube at your NASPD conference in Washington, DC in June. •



# YOUR #1 SOURCE FOR PILING AND MICROPILE

Extensive stock on the ground in Houston, Pennsylvania and New Jersey ready to be collected and/or shipped to a destination of your choice. All material is competitively priced.



LINE PIPE Mill Secondary / Surplus			PILING AND MICROPILE CASING Mill Secondary / Surplus		
OD	Wall	Feet	OD	Wall	Feet
12 3/4"	0.375	10,000	7"	0.453	45,000
12 3/4"	0.500	11,000	7"	0.540	9,000
12 3/4"	0.562	8,000	7 5/8"	0.500	20,000
12 3/4"	0.676	7,000	8 5/8"	0.500	6,000
18"	0.500	16,000	9 5/8"	0.395	28,000
24"	0.375	12,500	9 5/8"	0.472	20,000
			9 5/8"	0.545	35,000
			11 3/4"	0.534	11,000
			13 3/8"	0.480	25,000
			13 3/8"	0.514	35,500

Call us today for a full list of our inventory, over 1,265,000 feet.

Expert assistance ready to help you  
with what you need.

- **Andrew Appleton**  
Direct: +1 281.215.7518 | Email: Andrew@JL-mail.com
- **Christopher Po**  
Direct: +1 281.215.7505 | Email: Po@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
- **Michael Meldrum**  
Direct: +1 281.215.7525 | Email: Michael@JL-mail.com

**John Lawrie**  
**TUBULARS**

15555 Miller Rd 1  
Houston, Texas 77049

Main: +1 281.456.7100  
Fax: +1 281.456.7104

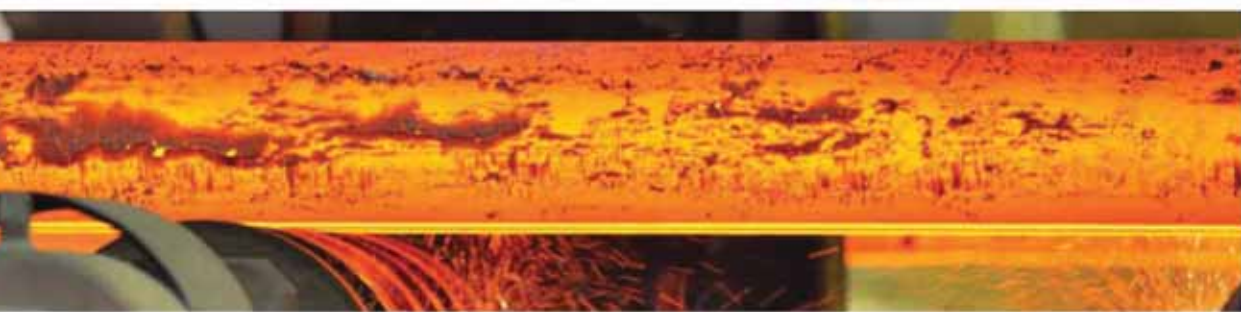
[jltubulars.com](http://jltubulars.com)



SERVICING THE OIL INDUSTRY SINCE 1977

# Atlas Tubular, LLC

CASING • TUBING • LINE PIPE



## Inventory Ready-To-Ship

LARGE CASING & TUBING INVENTORY  
LOCATIONS THROUGHOUT NORTH AMERICA  
API PRIME PIPE WITH MTR'S  
HEAT TREATED & PROCESSED DOMESTICALLY  
SMLS • ERW • OCTG DISTRIBUTOR  
API 5CT CERTIFIED • 1509001  
PROCESSING ALLIANCES:



REPUBLIC  
TUBE, LLC

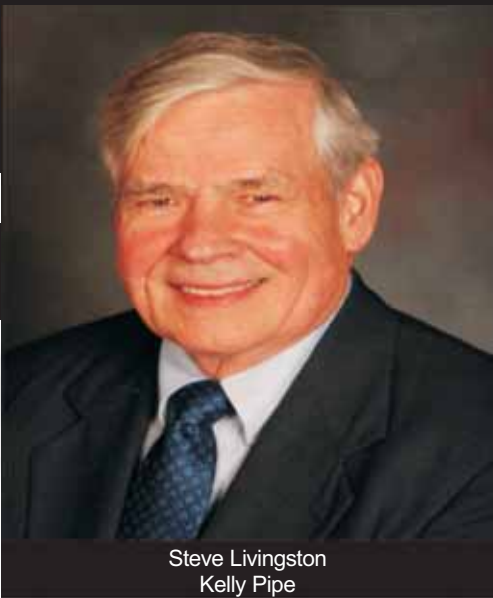


PRECISION  
COUPLINGS, LLC

713-255-2000 • [WWW.ATLASTUBULAR.COM](http://WWW.ATLASTUBULAR.COM)



HOUSTON, DALLAS, CORPUS CHRISTI, MIDLAND, ROBSTOWN, TEXAS • DENVER, CO • EDMOND, OK



Steve Livingston  
Kelly Pipe

# NASPD HALL OF FAME

Steve Livingston

## 2016 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



Jaime Z. Woldenberg  
Tubacero, S. de RL de CV



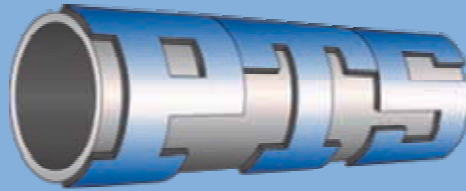
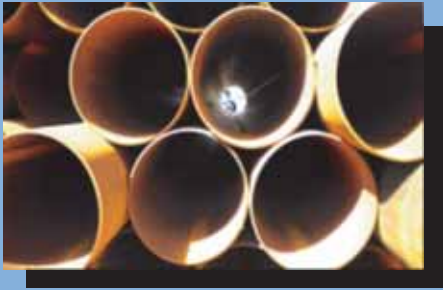
Douglass Preston Yadon



Henry Zarrow  
Sooner Pipe & Supply



# Pipe & Tube Supplies, Inc.

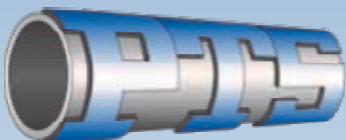


Pipe & Tube Supplies, Inc. has exclusive contracts with multiple pipe mills, as well as three convenient stocking locations. We inventory 16' - 84' OD limited service pipe and A-252 Grades 2 & 3 ERW \* DSAW \* SPRL

We are ideally positioned to service the Gulf Coast & Central United States!



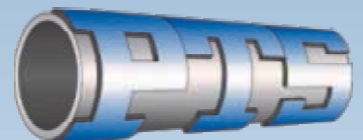
[WWW.PTSI-US.COM](http://WWW.PTSI-US.COM)



Pipe & Tube Supplies, Inc.  
1917 Mykawa Rd. Pearland, TX 77581

[www.ptsi-us.com](http://www.ptsi-us.com) ---- [contact@ptsi-us.com](mailto:contact@ptsi-us.com)

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



# Thank You Sponsors

## 2016 Convention Sponsors

### Platinum

Kelly Pipe Co., LLC

### Gold

BlueSteel Services, LLC  
Lally Pipe & Tube  
Platinum Grover Int. Inc.

### Silver

Ace Steel Trading Corporation  
Challenger Pipe & Steel, LLC  
Midwest Pipe Coating, Inc.  
Pipe & Tube Supplies, Inc.  
State Pipe & Supply Co.

\*\* Sponsored 2 events  
(in the designated sponsorship level)

### Bronze

Ambassador Pipe & Supply, Inc.  
Bakersfield Pipe & Supply Inc.  
Berg Steel Pipe Corp.  
Ceres Pipe & Metal  
Challenger Pipe & Steel, LLC  
Commercial Resins Company  
Independence Tube Corporation  
Independent Pipe & Steel, Inc.  
International Pipe & Supply, LLC  
Interpipe, Inc. \*\*  
Kahn Steel Co., Inc.  
Kayem Pipe & Steel, Inc.  
Mathey Dearman, Inc.  
Pettibone/Traverse Lift, LLC  
Qualitube Limited  
R. B. Jacobson, Inc. \*\*  
SDB Steel & Pipe  
SEBA Pipe, Inc.  
Sol's Pipe & Steel, Inc  
Stupp Corporation  
Tex-Tube Company

## Convention Golf Results

### 1ST PLACE

Cameron Kirkpatrick  
Ryan Schmitz  
Thomas Sfikas  
Douglas Delime

### 2ND PLACE

Aly Lalji  
Steven Mathers  
Dewey Stout  
Buddy Sumpter

### 3RD PLACE

Harry Craddock  
James Whiteley  
Jay Bowling  
Chuck King

### LONGEST DRIVE:

James Whiteley

### CLOSEST TO THE PIN:

Tom Webster

## Blast from the Past

Blast from the Past brings you photos and trivia from NASPD'S past conventions and conferences.. This is always a fun trip down memory lane for our members. See if you can identify the people, location and dates of these photos before you read the answers at the bottom.



Bob Christianson and Cliff Lane / Key Biscayne, Fall 1995



Dave and Cathy W Gilmore  
Key Biscayne, Fall 1995





# AEGION<sup>®</sup>

## Stronger. Safer. Infrastructure.<sup>™</sup>

**AEGION KEEPS INFRASTRUCTURE WORKING BETTER, SAFER AND LONGER  
BY PROVIDING CORROSION SOLUTIONS FOR PIPELINES, REFINERIES,  
ABOVE AND UNDERGROUND STORAGE TANKS.**



Our solutions include field joint coating applications and pipeline inspection services for onshore and offshore pipeline projects throughout the world.

We offer a full spectrum of AC safety and AC corrosion detection and cathodic protection services. With thousands of miles of pipeline protected, our proven solutions are practical, cost effective and specified to our clients' needs.

Utilizing the most current application methods and modern extrusion equipment, we offer polyethylene and polypropylene three-layer coating systems along with 5LPP and molded GSPU insulation coating systems.

We also offer the world's leading polyethylene pipe lining systems for internally protecting against pipeline corrosion and abrasion.

**Aegion Coating Services**  
800.432.5914

**The Bayou Companies**  
800.619.4807

**Corrpro**  
800.CORRPRO

**United Pipeline Systems**  
970.259.0354

[www.aegion.com/corrosion-protection](http://www.aegion.com/corrosion-protection)

AEGION COMPANIES

**COATING  
SERVICES**



**corrpro**

**united**

**BRINDERSON**

**AllSafe**

**SCHULTZ**



**Insituform**



**FIBRWRAP**



**FYFE**

**MTC**



**Underground Solutions**



LOOKS LIKE WE HAVE PLENTY  
OF 4 1/2. GOOD WORK.



HELLO, I'D LIKE TO ORDER  
SOME 4 1/2. YES. I DON'T  
WANT TO RUN OUT.



HA! LET'S CALL IT  
"MOUNT RUSTMORE"!

He should've had Forecasting Reports.  
Purchasing, Sales, and Inventory Management Software  
for Steel Pipe Distributors.

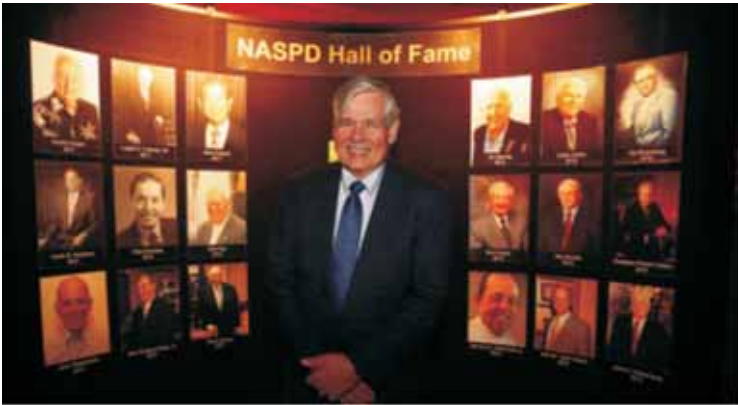


**Oil Country OS.com**

**877-912-8491**

an **ARECON DATA** product.





(NEW MEMBERS continued from page 10)

polyurethane, concrete weight coating (CWC), insulation and bitumen external coating, liquid epoxy, FBE, bitumen and cement internal coating that meet international coating standards. The fitting plants produce various fittings such as bend, elbow, reducer, tee, cross, pressure vessels, spinning head, flange, etc.

The company's product mix includes Carbon Steel Tubing, Coatings, ERW, Fittings, Heavy Wall Pipe, Large OD Pipe, Line Pipe, Pipe Coating, Pipe Piling, Spiral Weld Pipe, Stainless Pipe, Standard Pipe, Steel Pipe and Welded Pipe. Manufactured products and size ranges are SAWL 16"-72", SAWH 8 5/8"-177", HFW 4"-30", CRA (CLAD) 16"-48", Welded Stainless 16"-60". Coatings-FBE, 3LPE/3LPP, CWC, Fittings & Pipe Bending. Bending, Coating, and Concrete Pipe Coating are their offered services. Specialties include Sawl, Large DD, Heavy Wall, Coatings, Pipe Bending and Welded Stainless Pipe. Transportation is by Oceangoing Vessel.

Mike Stefko is the NASPD Contact.

PCK Steel Pipe Co., LLC  
14131 Pollux Court  
Tomball, TX 77375  
PHONE: 832-773-8288  
mike.stefko@pck.com.cn

## Unifit Boru

Unifit Boru is a new associate member. Products manufactured are Seamless Carbon Steel Butt-weld Fittings from 1/2"-24". Size ranges include Manufacturing Fittings 1/2" up to 24" and Stockiest Carbon Seamless Pipes 1/2" up to 24".

Erdal Burak Kabaoglu is the NASPD Contact.

Unifit Boru  
Istanbul Anadolu Yakasi OSB 1. Sokak No.9  
Tulza-Istanbul 34953  
TR  
PHONE: +90-216-581-81-00  
FAX: +90-216-593-04-09  
erdal.burak@unifit.com.tr

# PIPE COATINGS



**AQUA-SHIELD**  
Waterbased

**PENA-SHIELD®**  
Storage Sealant

**ARMOREX**  
Solvent Based

- Excellent Adhesion
- Fast dry/Low Odor
- Ceramic Like Finish
- Easy to apply
- UV Resistant
- VOC Compliant
- Abrasion Resistant
- Available in colors

# WATSON

## COATINGS, INC.

Your single source supplier

**Call today for a sample!**  
(800) 844-4212

325 Paul Ave. | P.O. Box 35067  
St. Louis, Missouri, 63135  
Phone: (314) 521-2000 | FAX: (314) 521-6582  
www.watsoncoatings.com

Check out NASPD on social media.

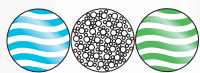


Twitter:  
@pipedistributor



Facebook:  
NationalAssociationofSteelPipeDistributors





*Make a Difference.*

# OCTG and Water Well

Rework, Repair, Repaint And/Or Straighten OCTG ♦ Custom Bevel, Thread, Machine And/Or Fabricate

## Tuff Drive Shoes



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

## Quality And Process Standards

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

## 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



## Hydrostatic Pressure Testing

- ♦ Tested To API Specifications Up To 8000 psi
- ♦ Available For 2 3/8" ♦ 2 7/8" ♦ 4 1/2" ♦ 5 1/2" ♦ 6 5/8" ♦ 7" ♦ 8 5/8"



## 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



## 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

## Casing Delivery

- ♦ Shipping By Truck
- ♦ Shipping By Rail



- ♦ Loading / Unloading
- ♦ Shipped In Bundles

# WELLMASTER Pipe & Supply Inc.

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](http://www.wellmaster.ca)



# NASPD Summer Conference

## Willard InterContinental Hotel

### Washington, DC • June 8-11

For additional information visit [www.naspd.com](http://www.naspd.com)

## Program

### Wednesday, June 8, 2016

6:00 - 8:00 pm Hospitality Suite

### Thursday, June 9, 2016

1:30 - 4:30 pm Registration  
 1:00 - 1:45 pm Strategic Planning Committee  
 1:45 - 2:15 pm Membership Committee  
 2:15 - 2:45 pm Program Committee  
 2:45 - 3:30 pm Finance Committee  
 3:30 - 4:00 pm Executive Committee (members only)  
 4:00 - 5:00 pm BOD Committee  
 6:00 - 7:30 pm Welcoming Reception at the Old Ebbitt Grill Rooftop Terrace  
 9:00 - 11:00 pm Hospitality Suite

### Friday, June 10, 2016

8:00 - 9:30 am Registration and Continental Breakfast  
 8:30 - 11:45 am General Session  
 Member Spotlight Speaker  
 Chuck Bradford, CFA, Bradford Research Inc., "State of the Steel Industry"  
 Roger Schagrin, Partner, Schagrin Associates, and Lewis E. Leibowitz, Trade Attorney, Law Office of Lewis E. Leibowitz, "A Lively Debate on Trade"  
 Congressman Mike Bost, "Steel Caucus Update"  
 Stephanie Sanders, Director, Technical Services, Berg Steel Pipe Corp  
 "API 20J - An API Program for Distributors"  
 11:45 am - 1:15 pm Networking Luncheon, Congresswoman Cathy McMorris Rodgers, Chair of the House Republican Conference  
 1:15 - 4:30 pm VIP Capitol Tour  
 7:00 - 10:00 pm Reception & Dinner at the Willard Hotel

### Saturday, June 11, 2016

8:00 - 9:30 am Networking Breakfast  
 9:30 - 11:00 am Membership Discussion  
 1:15 - 5:30 pm Optional Event - Mount Vernon

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

## Conference Information

### Registration

Register online: [www.naspd.com](http://www.naspd.com); by e-mail: [info@naspd.com](mailto:info@naspd.com); or by fax: 361-574-9347. Only individuals with a paid registration may attend the Conference. The deadline for registration is May 1, 2016. After May 1, 2016, a \$50 late fee must be added to all full registrations. \$25 must be added to one day registrations and single event fees. A cancellation fee of \$50 will be charged for all full cancellations and \$25 for single and one day cancellations received before May 1, 2016. After May 1, 2016, 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 Willard InterContinental Hotel:

Make your hotel reservations direct with The Willard InterContinental Hotel by phone at 800-424-6835 and notify them of the NASPD 2016 Summer Conference. The group rates will be honored for the NASPD attendees three days before group arrival and three days after group departure based on availability. Reservations received after May 1, 2016, will be confirmed on space and rate availability.

The rate for a room is \$249.00 per night. 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 is 3:00 p.m. and check-out time is Noon.

When reservations are made, Willard Intercontinental Hotel requires a deposit equal to the room rate and taxes for the first night for each reservation. An individual's deposit is refundable to that individual if the Hotel receives notice of an individual's cancellation at least 48 hours prior to scheduled arrival.

Photos courtesy Willard InterContinental





(NEWS continued from page 8)

with new Bushwick Metals President Vernon Abel to ensure a seamless transition for the company. Marmon Distribution Services VP of Quality and Operations Denny Derringer will assume oversight of M/K Express.



Drew Seka

"We thank Drew for his many years of service and dedication to our company," says Marmon Distribution Services President Alan Wilkinson.

Taking over Seka's financial duties will be Aaron Folkening, who was hired October 1 as the Sector Vice President Finance & Controller for Marmon Distribution Services. "Aaron is an experienced and accomplished financial

executive who is well versed in the Marmon Group's 80/20 business model, as he has served as VP Finance & Controller of the Marmon Group's Industrial Products Sector since November 2013," notes Wilkinson.

Folkening began his Marmon Group career in 2007 as Assistant Controller of the Transportation Services & Engineered Products Sector. In 2010, he joined Marmon Group company Anderson Copper and Brass as VP Finance. In 2013, Folkening was named Director of Financial Reporting & Planning of the Marmon Engineered Components Company, which includes the following sectors: Tubing, Fittings and Wire Products, Industrial Products and



Aaron Folkening



Ken Sichelski

Marmon Distribution Services.

Folkening will be based out of the Marmon Group office in Chicago. He earned his bachelor's from DePaul University's School of Accountancy and his MBA from Northwestern University's Kellogg School of Management. He and his wife, Lisa, live in Downers Grove, IL; they have three children.

Ken Sichelski, Marmon/Keystone East's Sr. VP of Sales & Marketing, retired January 1 after 42 years with the company. He joined M/K's Chicago branch in 1973 as an Inside Sales Person, and was later promoted to Inside Sales Manager, Assistant Manager, Denver Branch Manager, Chicago District Manager, Regional Manager, Regional VP, and VP of Sales & Marketing in 2003.

Sichelski attended Lewis University in Illinois, majoring in  
(NEWS continued on page 30)

## The toughest environments demand Aztec Tubular Products



**Macaroni Tubing  
Pup Joints  
Couplings  
Custom Services**

Aztec Tubular Products' line of small diameter tubing provides unmatched evacuation of liquids from your well bore. We deliver rugged solutions engineered for leading performance in the most hostile applications. With decades of experience perfecting requirements of multi-industry applications, we offer a full-line of durable macaroni tubing and pup joints backed by exceptional customer service. Call us today to learn more.

**817.297.0110**    **aztectubing.com**



(NEWS continued from page 29)



Gary Canonage

business and accounting. He and his wife, Sherry, live in Orland Park, IL. They have four children and two grandchildren. "Please join me in wishing Ken all the best in his well-earned retirement," says Joe Baucom, VP & General Manager of M/K East.

M/K Butler District Sales Manager Gary Canonage was promoted to Director of Sales & Marketing for Marmon/Keystone East on January 1, 2016, upon

Sichelski's retirement. Canonage joined M/K in 1980 as an Outside Sales Person, and he went on to serve as General Sales Manager, National Marketing Manager – Carbon and Field Sales Manager.

Marmon/Keystone's Corporate Credit Manager Rick Kienzle retired January 29 after 41 years of service. He started with Marmon/Keystone as a Regional Credit Analyst, then moved on to become a Regional Credit Manager, Administrative Controller,



Rick Kienzle

Inside Sales and was then promoted to Corporate Credit Manager in 1991.

During his tenure, Kienzle was named a member of the Mar/Key Club in 1989 for his performance in sales, he then later earned the Certified Credit Executive designation from the National Association of Credit Management in 1998 and in 2007 was awarded the Marmon/Keystone Presidential Quality Award.

Assuming Kienzle's credit duties will be Tom Fern. Effective February 1, Fern now has overall responsibility for credit control and collection for Marmon/Keystone U.S. and Mexico locations. He reports to M/K East Controller Eric Lieb, who oversees company finances in the Eastern part of the United States.

"Tom's promotion to Credit Manager will provide a seamless transition with the retirement of Rick Kienzle. Tom has worked many years as the Assistant Credit Manager which will allow the proven practices, and credit philosophy associated with Marmon/Keystone to continue," states Lieb. "Please join me in wishing Tom the best in his new position. With Tom's knowledge and professional attitude, Marmon/Keystone's credit is in good hands."



Tom Fern

Fern is a graduate of Slippery Rock University and began his career with Marmon/Keystone 28 years ago as a Branch Management Trainee. He has advanced through the positions of Butler Branch Credit Analyst, Southeast Regional Credit Manager and Assistant Corporate Credit Manager. He was named an Honorary Mar/Key Club Member in 2002 for his continual commitment and dedication to his work and his company. Fern resides in Butler, Pennsylvania with his wife and daughter.

#### About Marmon/Keystone

A leading wholesale distributor of tubular products for over 100 years, Marmon/Keystone inventories more than 15,000 sizes and grades of carbon, alloy, stainless and aluminum pipe, tubing and bar. Marmon/Keystone also offers a full range of Value Added Services to enhance manufacturing needs. Over 30 service centers and sales offices are located throughout the United States, with corporate headquarters in Butler, Pennsylvania.

Marmon/Keystone LLC and affiliated businesses are Marmon Distribution Services/Berkshire Hathaway companies and members of The Marmon Group, an international association of

#### Chuck King joins PS Logistics Sales Team

PS Logistics is proud to announce the addition of Chuck King to their Sales Team.

Chuck lives in Bellville, TX with his wife Annys. They are both long time members and supporters of the NASPD. Chuck is a past Associate Member VP, Board Member, Chairman of the Membership Committee and served on several other committees within NASPD.



Chuck King

Prior to joining PS Logistics, Chuck was VP Sales for Northwest Pipe - Energy Tubular Division. Previous to his tenure at NWP, Chuck spent 23 years with the Mannesmann Group of companies and 9 years with the TMK Group.

Chuck will be helping PS Logistics with Sales and Business Development to grow their activity with the steel pipe sector with end users, distributors and steel/pipe mills.

#### About PS Logistics

With headquarters in Birmingham, AL, PS Logistics provides a nationwide fleet of flatbed trucks from P&S Transportation (NASPD member), Blair Logistics, TA Services and Sellers 3PL to meet client's needs for individual trucks or fully managed third party logistic services. PS Logistics was started in 2004 and has grown substantially to be one of the largest carriers in the USA today.

**Check out NASPD on social media.**



Twitter:  
@pipedistributor



Facebook:  
NationalAssociationofSteelPipeDistributors





TUBING

CASING

LINE PIPE

DRILL PIPE

COUPLING STOCK

COUPLINGS

SUCKER RODS

OILFIELD SUPPLY

[WWW.SDBSTEELANDPIPE.COM](http://WWW.SDBSTEELANDPIPE.COM)

817 SOUTHMORE AVE., SUITE 301 • HOUSTON, TX 77502 • P: 713-475-0048 • F: 713-475-0083

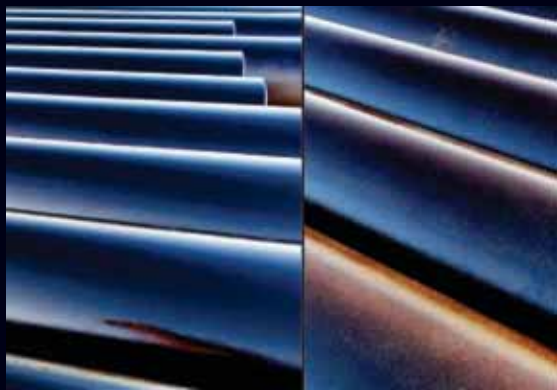


# HOUSTON TUBULARS, INC

Preserving Your Asset Values for 35 Years



**Stop this damage**



**Go restore your pipe**

## Pipe Restoration Services

- Chloride-Neutralization
- Brush, Roll, & Spray
- Hydro-Abrasive Blasting
- Abrasive Blasting
- Waterblasting
- Descaling
- Machine Beveling
- Torch Beveling
- Plasma Cutting
- Cut-to-length
- Straightening
- Dedenting
- Threading 1/4" Thru 4" NPT
- Visual Thread Inspection



Dennis Hayden • Kathy Hayden • Dennis Hayden, Jr. • Kelley Hayden

**ph: 281.485.9932**

**fx: 281.485.6378**

**email: [hti@pdq.net](mailto:hti@pdq.net)**