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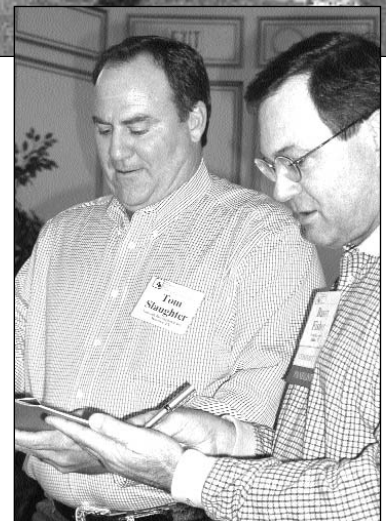
The Official Publication of the National Association of Steel Pipe Distributors, Inc. • Nov/Dec 2002

North of the border with NASPD



Above: Fall Conference attendees pause for a photo opportunity during the Capilano Canyon tour.

Left: Earle Cohen, Jim Barnes and a tour guide soak up the local scenery in Vancouver, BC.



Right: Tom Slaughter and Rusty Fisher exchange information during NASPD's interactive lunch program.

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of Steel Pipe Distributors, Inc.
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From the Executive Director

A busy year for NASPD, and more to come

We had a great Fall Conference in Vancouver, BC, Sept. 26 - 28. The pictures tell much of the story, but not all of it. Our programs were well received, the social functions had a new spin to them, and everything was very successful. You can't beat a city like Vancouver! Our attendance was even better than expected.

If you missed out on the Fall Conference, plan to join us at the Annual Convention in New Orleans, March 6 - 8, at the Omni Royal Orleans. The folks at Thomas Pipe/Edgen Corporation have a special treat up their sleeves for us on Thursday evening, March 6. Speaking of things "up your sleeve," our card night in Vancouver was such a hit that it's bound to become our newest tradition. The program is coming together as we go to press. If you have any suggestions, pass them on to the NASPD staff or Jason Rubenstein as soon as possible.

I want to send out a special "thank you" to Earle Cohen who helped us locate a great speaker for Vancouver, attorney Bill Locher. I also want to



by Susannah Feux Porr
NASPD Executive Director

thank everyone who participated on our panel: Gerald Merfish, Don Bohach, Rusty Fisher, Cliff Hobbs and Jason Rubenstein. Our networking luncheon had us all in stitches, thanks to the participation of Alice Rau and Rochelle Jacobson.

We are currently in the later stages of developing our Training Manual. I want to point out a few people who have gone out of their way to participate. First and foremost is Bill Buckland. He

has essentially quit his daytime job to go through every bit of information that comes in to eliminate any discrepancies. Others who have also gone above and beyond the call of duty are Robert Griggs, Bob Rau, Gerald Merfish and Andrew Grebe. There are many others who have taken hours to review the document and give us their comments. We thank you all for your time and dedication.

I also wanted to take a moment to thank Nancy Strickland. This has been quite a year for the NASPD. We have launched a brand new Pipe Listing Website and started developing a Training Manual, both of which are enormous endeavors. I am amazed at what has been accomplished by an office of two full-time staff. Nancy has taken on these projects with me with a smile on her face and a positive attitude. I couldn't do any of this without her. Be sure to thank Nancy if you get a chance. She deserves a real pat on the back.

I look forward to seeing you all in New Orleans, March 6 -8.

The NASPD wishes you

Happy Holidays

And best wishes for a prosperous New Year!

Honor the best with
Knowles-Rubenstein
Award

The deadline to submit nominations for the 2003 Knowles-Rubenstein Award of Excellence is January 31. Nominees should meet one of the following criteria:

- Unusually productive service to the NASPD over a substantial period of time.
- Demonstration of marked leadership in administrative or special activities at any level of NASPD operation.
- Outstanding contribution, service or activity that has enhanced the prestige and advanced the interests of the NASPD.

The NASPD Award of Excellence was established by the NASPD Board of Directors in 1995 to recognize distinguished service to the Association by individual members. The award is given solely on merit.

Previous winners of the award are:

- Bob Rau
- Craig Peterson
- Joe Bergfeld
- Earle Cohen
- Andre' Crispin
- Don Karchmer

To nominate someone for their distinguished service, contact NASPD headquarters, 281-531-PIPE, for a list of criteria and rules.

Deadline for nominations:

January 31

Strategic Planning Committee
wraps up business

by Ken Hayes
Chairman

The Ad Hoc Strategic Planning Committee concluded its business by meeting on Thursday, Sept. 26, in conjunction with the Fall Conference in Vancouver, BC.

Educational, informational and networking objectives are paramount for maintaining and adding value to our membership. Several committees are working diligently to further these causes in an effort to make the NASPD the continued "place to be" for anyone engaged in the steel pipe and tube business.

Some program format changes have already been implemented in hopes of enhancing the conference experience for all members.

After much discussion, we determined that NASPD's current mission statement is applicable for our association. A proposed vision statement was sent to the Executive Committee for review.

This committee was successful due to the ideas and proposals conveyed by its dedicated members. I thank each one of them, along with Gerald Merfish and Susannah Porr, for their commitment and participation.



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max.kayem@kayempipe.com (Max)

ds.ashley@kayempipe.com (Donna Sue)



by Dianne Burger
Co-Chair

NASPD adds seven new members

DKM Enterprises LLC, *Regular Member*
United Casing, Inc., *Regular Member*
Maverick Tube Corporation, *Associate Member*
Dufour, Laskay & Strouse, Inc., *Professional Affiliate Member*
PA Inc., *Regular Member*
Prolamsa, Inc., *Associate Member*
SDB Trade, LLC, *Associate Member*

We had good turnout and fantastic weather at the Fall Conference in Vancouver. The Membership Committee is close to meeting our goal set for this year. We believe that by the Annual Convention in March we will have achieved or even surpassed it.

We are very happy to approve and welcome the following new members:

Tell your friends in the pipe and tube business who are not members of the NASPD how much fun and business is accomplished at our meetings and through your association with the group. Have a great and safe New Year. See you in New Orleans! ■



Used Pipe outlook

by Cliff Hobbs

The Used Pipe & Surplus Roundtable Meeting at the Fall Conference in Vancouver featured a discussion on the current state of the Used and Surplus Pipe market. The roundtable participants noted an inconsistency between the Used Pipe market and New Mill Rejects (NMR), which may result in a lower demand, particularly with Used Pipe.

In the past 12 months, price differential between Used and NMR have been quite modest. In some cases, the Used Pipe market was even higher than NMR market (although since the Section 201 announcement in Spring 2002, the frequency of this phenomena decreased). The group predicted that the spread between Used and Surplus Pipe as compared to new pipe prices will increase in the fourth quarter of this year and the first quarter of 2003.

Tom Slaughter of Network Oil mentioned the ripple effect caused by the Enron debacle. He said that many oil companies have large volumes of Used and Surplus Line Pipe and OCTG that have not been accounted for. He predicts that by the end of the year, a large volume of product will hit the market, which will saturate inventory, and cause an imbalance between supply and demand. The current high prices on OCTG are simply a result of the current lack of supply. ■



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Enhancements to Pipe Listing Website underway

by Janel Apps Ramsey
Chair

During the E-Communications Committee meeting at the Fall Conference in Vancouver we agreed upon three main points of action between now and the Annual Convention in March.

1. Every other week we will e-mail the inventory contents of the Pipe Listing Website in a printable format to the entire Regular NASPD membership. If possible, we will include username and password in the emails.
2. We will change the viewing access of the site. All Regular members of the NASPD will be able to view the Pipe Listing Website, not just those who have listed their inventories.
3. There will be a 10-15 minute session in New Orleans to help promote use of the site. After our main meeting, a room will be available for training, answering questions, and providing a walk-through of the listing process. The facilitator of this training room will be a member of the steel industry who is familiar with the products and needs of the industry.

Overall, I am very pleased with the progress the committee made at Fall Conference. We are always interested in having new members on the committee.

If e-communications is an interest to you, send an e-mail message to naspd@aol.com.

The E-Communications Committee is looking into the future to make sure that we are the leaders in the e-communications world. By expanding and

developing the Pipe Listing Website to its highest potential, NASPD will have the ability to be an e-leader in the pipe and tubing industry.

NASPD Service Award

Congratulations to Judy L. Bratton, Product Manager for Lally Pipe & Tube, who received the NASPD Outstanding Service to the Industry Award. The award is given in appreciation for Bratton's loyalty and outstanding performance, and in recognition of her 36 years of dedicated service to the steel pipe industry.



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1,481'	14" OD x .525" W x 75.63#	\$11.34 / ft.
861'	16" OD x .312"W x 52.32#	\$10.20 / ft.
685'	16" OD x .375"W x 62.64#	\$12.21 / ft.
3,271'	20" OD x .548"W x 113.95#	\$22.22 / ft.
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1,578'	24" OD x .456" W x 114.77#	\$22.38 / ft.
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2003 Fall Conference

October 18 -21

Monarch Hotel
Washington, DC

2004 Convention

Feb. 25 - 27

The Westin Riverwalk
San Antonio, TX

**2004 Summer
Conference**

The Westin St. Louis
St. Louis, MO

2004 Fall Conference

Scottsdale/Phoenix

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

Maverick Tube Corporation

Maverick Tube Corporation (Associate member) manufactures API 5LB, OCTG Tubing (2 1/16" - 3.5"), OCTG Casing (4.5" - 16"), A500 Structural, A53 (1 1/2" - 16" round, 1.5" - 12" square and equivalent rectangles), Line Pipe (2 3/8" - 16") and Standard Pipe (2 3/8" - 16"). Maverick provides upset and thread services on the OCTG products it produces.

The CEO of Maverick Tube Corporation is Gregg Eisenberg. The NASPD Contact is Paul Vivian, Energy Marketing Manager.

Maverick Tube Corporation
16401 Swingley Ridge Rd., #700
Chesterfield, MO 63017-1713
Ph: 800-325-1777
Fx: 636-733-1676
www.maverick-tube.com

DKM Enterprises LLC

DKM Enterprises LLC (Regular member) provides Heavy Wall, Line Pipe, Structural Tubing, Sucker Rods, and new and used Structural Steel. Sizes range from 1/2" to 48" OD.

Don McLaughlin Jr., President, is NASPD Contact for DKM Enterprises LLC.

DKM Enterprises LLC
Box 1707
Uvalde, TX 78802
Ph: 830-278-7157
Fx: 830-278-7159
DKM1@rionet.cc

Prolamsa, Inc.

Prolamsa, Inc. (Associate member) manufactures Square Tubing, ASTM A513/500 (1/2" - 5") with walls from 0.030 - 0.250, Rectangular Tubing, and ASTM A513/500 (1 x 1/2" - 6 x 4") with walls from 0.030 - 0.250" in

Prime grades of Mexican origin.

The CEO of Prolamsa, Inc. is Jose Garza Montemayor (Monterrey, NL, Mexico). The NASPD Contact is Jean-Marie Diederichs, General Manager (Stafford, TX).

Prolamsa, Inc.
12603 Southwest Freeway, Suite 521
Stafford, TX 77477-3818
Ph: 281-494-0900
Fx: 281-494-0990
jmdiederichs@prolamsausa.com

United Casing, Inc.

United Casing, Inc. (regular member) provides OCTG Casing and Tubing, and Coupling Stock. The company offers an array of services including threading Macaroni Tubing 1.050" - 1.900"; threading Standard Tubing 2-3/8" - 3-1/2"; threading Casing 4 1/2" - 13 3/8"; API threads plus Premium connections (gas tight); third-party inspection; third-party hydrostatic testing; pipe cleaning and maintenance. Product grades are Prime API. Specifications include API 5L, 5CT and 5D, as well as ASTM. United Casing, Inc. is also ISO 9002-compliant.

The President and NASPD Contact for United Casing, Inc. is Tor Vatne.

United Casing, Inc.
14340 Torrey Chase Blvd.
Houston, TX 77014
Ph: 281-586-0195
Fx: 281-586-8978
tvatne@unitedcasing.com

Dufour, Laskay & Strouse, Inc.

Dufour, Laskay & Strouse, Inc. (Affiliate member) is a worldwide marine surveying firm. Among the many services provided, Dufour, Laskay & Strouse conducts cargo inspections on all types of steel products with an emphasis on steel pipe. The company handles steel pipe shipments to help

minimize losses, whether for import or export, from conducting pre-loading inspections for export to loss control inspections at time of discharge on imported shipments.

In addition to offices in New Orleans, and Houston, Dufour, Laskay & Strouse recently opened a new office in Tampa. Rock O'Keefe, 813-741-0404, is the Tampa office contact. William A. Duval, Cargo Division Manager, is the NASPD Contact.

Dufour, Laskay & Strouse, Inc.
3939 N. Causeway Blvd., Suite 300
New Orleans, LA 70002
Ph: 504-835-8505
Fx: 504-835-9901
wduval@portlite.com
www.portlite.com

PA Inc.

PA Inc. (Regular member) specializes in Nickel and Nickel Alloy Pipe, Fittings and Flanges. The following specs are handled: B366, B564, B464/729/468, B161/163/725, B165, B517, B167, B444 - 516, B407/514 - 515, B423 - 704. All products are Prime Grades. PA Inc. also offers cut-to-length, special fabrication, and positive material identification.

Bob Countryman, Sales and Marketing Manager, is the NASPD Contact.

PA Inc.
6626 Gulf Freeway
Houston, TX 77087
Ph: 713-570-4900
Fx: 713-570-4950
bobcountryman@painc.com

SDB Trade, LLC

SDB Trade, LLC (Associate member) represents manufacturers of ERW pipe (6" - 20"), Seamless Pipe (1/2" - 6"), Large Diameter Pipe (24" - 48"), and Steel Plate. Product mix includes Standard Pipe, Line Pipe, Heavy Wall, Mechanical Tubing, Pressure Tubing, Structural Tubing, OCTG, Structural Steel and Waterwell. All grades are Prime. SDB Trade, LLC handles specs for API, ASTM, A106, A53, and Boiler and Pressure Vessels.

Dilip Bhargava, President & CEO, is the NASPD Contact.

SDB Trade, LLC
10207 Market St., Suite B
Houston, TX 77029
Ph: 713-672-4644
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dilip@tristan1.com

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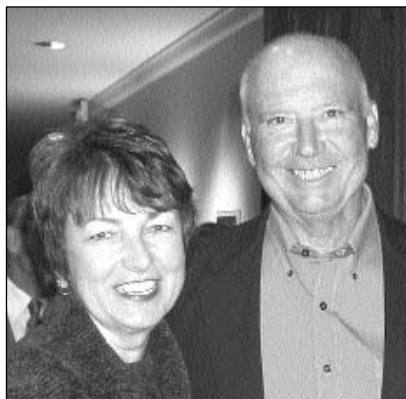
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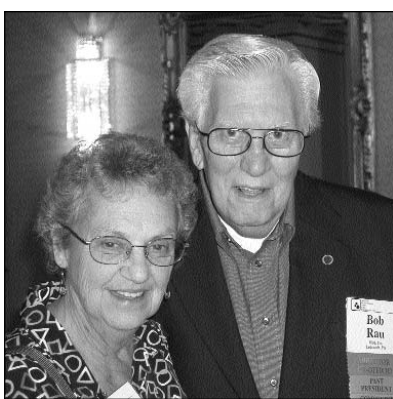
ADVERTISING IN PIPELINE: Contact Chari Archer: phone: 512-219-6384; e-mail: chari@tkp.com; delivery address for advertising materials: 8211 Wexford Dr., Austin, TX 78759.

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Snapshots from NASPD Fall Conference



Cathy and George Streff



Alice and Bob Rau



Andrea Womble, Jenee' Womble-Stefanakis, Alice Womble and Linda Rubenstein



John McClure, Ray Davila and Jerry Rubenstein



Sean Bartos



NASPD members stop for a break during a tour of Capilano Canyon.



Jack and Deb Miller



Judy and Andy Pearl



Julie Pickle, John and Linda Denny



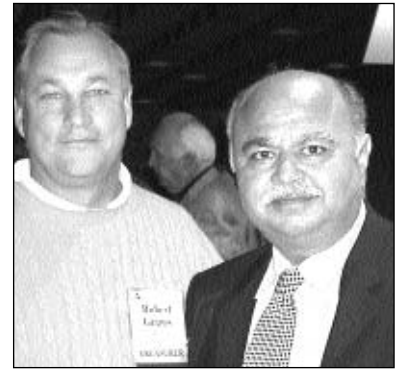
Sara and Jay Solansky, Tim Juristy and Paul Best

m Vancouver

nce, Sept. 26 - 28



Bill Locher with daughter Lauren (center) enjoy game night.



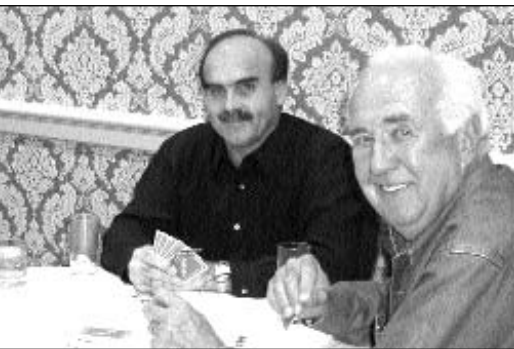
Robert Griggs and Dilip Bhargava



Sandra Roccaforte and Adrienne Chew



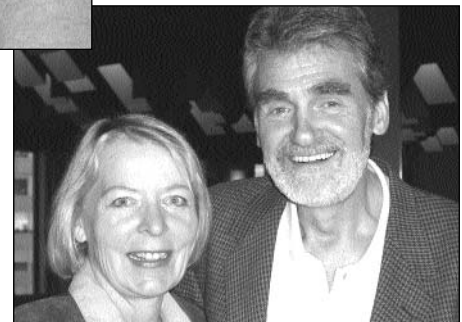
Cheri Nicholas smiles after winning a gift certificate for her gaming skills.



Steve Nowacki, Jack Bard, Ron Griffith and Jim Barnes enjoy an evening of card-playing.



*"Show me the money!"
NASPD President Gerald Merfish*



Ille and Peter Brebach



Don Bohach and Jason Rubenstein



Don Bohach, Rusty Fisher, Cliff Hobbs and Jason Rubenstein give an informative panel presentation

Where's the market?

by Jason Rubenstein

Natural gas is \$3.50 - \$4 mcf, oil is more than \$30 per barrel, and steel is at a shortage. So, where's the market? This was one of the many issues discussed during the Prime Pipe Roundtable at the Fall Conference in Vancouver, BC.

The goal of the roundtable meetings is to discuss issues in the Prime Pipe market that affect all our businesses. Sometimes the discussions are heated, sometimes they are passive, but all times they are informative and educational.

We discussed the absence of demand in the market, in spite of all the positive indicators. One reason for lack of demand could be nervousness by end users to spend

money during unstable and uncertain times. Also, there is a lack of credit facilities to fund big projects due to fallout from the Enron situation. Who will be next to surface with phantom accounting practices? Everyone in the room agreed that the cost of their inventories has increased, yet they have not seen a comparable increase in sales.

Another topic discussed was changes in mill costs. What do we do with inventory in this market? How are we affected by price fluctuations? We discussed new changes in the API specifications and the effects of the change to PSL1 and PSL2. It was agreed that most project customers ask for PSL2 and most distributor customers still refer to API or PSL1. Customers who are further down the



chain are less likely to ask for PSL2.

We briefly discussed reverse auctions. It was difficult to find anyone in the room with something positive to say regarding these new forms of business transactions. However, we all agreed that they exist and if we want to play in that game, we have to play by their rules. Overall, it was an excellent discussion. We anticipate another terrific turnout and discussion at the Annual Convention in New Orleans, March 6 - 8.

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DISPATCHES

Allison named VP Energy Sales at IPSCO

Troy Allison was appointed Vice President Energy Sales of IPSCO Tubulars Inc. (Associate member; Houston, TX). Allison is responsible for managing the sales and marketing of OCTG and small diameter line pipe in the United States. Allison brings to IPSCO 28 years of experience in the tubular products industry including first-hand experience with the tubular products supply chain, having held various sales and management positions with some of the premier distributors and manufacturers in the oilfield supply business.

Bushwick acquires Fisher Bros.

Bushwick Metals, Inc. of Bridgeport, CT purchased the assets of Fisher Bros. Steel Corp. of Englewood, NJ. Bushwick is a subsidiary of NASPD Regular member Marmon/Keystone Corporation.

The newly acquired firm will be known as Fisher Bros. Steel Company and will operate as a satellite of Bushwick under the direction of Rick Perlen, Vice President and General Manager of Bushwick. Jeffrey Fisher will head the new company as Vice President. He is the grandson of Louis Fisher, who founded the company in 1910.

Kelly Pipe Co. acquires Pacific Pipe

Kelly Pipe Co., LLC of Santa Fe Springs, CA, announced an agreement to acquire key assets of Pacific Pipe Company of Oakland. Both organizations are NASPD Regular members.

Pacific Pipe Company will operate as a Division of Kelly Pipe Co., LLC. "We look forward to a seamless transition. Customers will continue to receive the excellent service that they have come to expect from each of the companies," said Kelly President Earle Cohen. The two organizations have a long history in California. Kelly has been in business for 105 years and Pacific for 96 years.

Special thanks . . .

The NASPD thanks Alice Rau for her generous assistance at the registration desk during our Fall Conference in Vancouver.

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to reserve space for the Jan/Feb
2003 ANNUAL CONVENTION
issue is

January 24

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