Pipe for the Cameron Hwy project is shown at the East Yard of The Bayou Companies at the Port of Iberia. This was one of the largest plant-applied pipe coating projects in the company’s history with 150 miles of pipe. (Photograph courtesy of The Bayou Companies)
Jotun Powder Coatings

Lower Energy Consumption FBE coatings (also known as low application temperature coatings) are applied in the range of 150°C to 200°C (300°F to 390°F) while maintaining operating efficiency.

- Over 20% energy savings owing to lower preheat temperatures.
- Above 10% decrease of polyethylene material waste in three-layer coatings systems owing to reduction of over thickness.
- Preservation of steel strength on higher X grade steel.

Jotun Powder Coatings is an international thermosetting powder coatings’ manufacturer and supplier to the Industrial, Architectural and Functional segments.

www.jotun.com
# Program for 2007 NAPCA Convention • Renaissance Esmeralda Resort & Spa

## Indian Wells, California • April 11-15, 2007

### Wednesday, April 11

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 a.m.</td>
<td>Registration – Lobby Court (Courtesy Covalence Corrosion Protection Group (Polyken®, Powercrete®, Anodeflex™ &amp; Raychem Products)</td>
</tr>
<tr>
<td>8:30 a.m.</td>
<td>Breakfast Meeting – Monaco Board Room</td>
</tr>
<tr>
<td>6:00 p.m.</td>
<td>International Reception – Rose Lawn (Courtesy Industrie Polieco MPB S.r.l.)</td>
</tr>
<tr>
<td>6:45 p.m.</td>
<td>President's Reception – Rose Lawn (Courtesy Associate Members)</td>
</tr>
<tr>
<td>7:15 p.m.</td>
<td>Dinner on Your Own</td>
</tr>
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### Thursday, April 12

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:45 a.m.</td>
<td>Line Pipe Manufacturers' Closed Meeting and Breakfast –</td>
</tr>
<tr>
<td></td>
<td>Leader – Rusty Fisher, Chairman, Line Pipe Manufacturers Committee and vice president, Line Pipe Sales, Lone Star Steel Company, Dallas, Texas – Monaco Board Room</td>
</tr>
<tr>
<td>7:45 a.m.</td>
<td>Plural Component Coatings Breakout Session and Breakfast</td>
</tr>
<tr>
<td></td>
<td>Leader – George D. Stoddard, President, Mobile Pipe Wrappers and Coaters, Inc., Adelanta, California – Monte Carlo</td>
</tr>
<tr>
<td>8:00 a.m.</td>
<td>Registration – Valencia Foyer (Courtesy Covalence Corrosion Protection Group (Polyken®, Powercrete®, Anodeflex™ &amp; Raychem Products)</td>
</tr>
<tr>
<td>8:00 a.m.</td>
<td>“Happy Trails Horseback Riding” (Bus will leave from front of hotel)</td>
</tr>
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### Spouse Event

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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</thead>
<tbody>
<tr>
<td>9:00 a.m.</td>
<td>General Session – Valencia I-V</td>
</tr>
<tr>
<td></td>
<td>Introduction of Speaker – Don Barder, President and Chief Operating Officer, Liberty Coating Company, LLC, Morrisville, Pennsylvania and 2007 Business Program Chairman</td>
</tr>
<tr>
<td></td>
<td>“Outlook for Pipeline Construction in North America”</td>
</tr>
<tr>
<td>10:00 a.m.</td>
<td>Coffee Break – Valencia Foyer (Courtesy Ako Nobel/Resicoat)</td>
</tr>
<tr>
<td>10:15 a.m.</td>
<td>“A Steel and Pipe Producer’s View of the Energy Tubular Business”</td>
</tr>
<tr>
<td></td>
<td>Speaker – John Tulloch, Executive Vice President, Steel and Chief Commercial Officer, IPSCO Inc., Lisle, Illinois</td>
</tr>
<tr>
<td>12:00 p.m.</td>
<td>Luncheon for Everyone – Emerald Ballroom 6-8 (Courtesy John Deere World Wide Construction &amp; Forestry Division)</td>
</tr>
<tr>
<td>12:45 p.m.</td>
<td>Gin Rummy Tournament – Lobby Court (Courtesy H.M.S. Corporation)</td>
</tr>
<tr>
<td>5:15 p.m.</td>
<td>Reception – Emerald Foyer (Courtesy Vertefius Specialties Inc. and Hempel Coatings (USA), Inc.)</td>
</tr>
</tbody>
</table>

### Friday, April 13

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:45 a.m.</td>
<td>Men’s and Ladies’ Continental Breakfast – Valencia Foyer (Courtesy The Valspar Corporation and Wheelabrator)</td>
</tr>
<tr>
<td>7:45 a.m.</td>
<td>Water and Sewer Pipe Breakout Session and Breakfast –</td>
</tr>
<tr>
<td></td>
<td>Leader – Don Barder, President and Chief Operating Officer, Liberty Coating Company, LLC, Morrisville, Pennsylvania – Valencia V &amp; VI</td>
</tr>
<tr>
<td>10:00 a.m.</td>
<td>Desert Home Tour and Lunch* (Bus will leave from front of hotel)</td>
</tr>
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### Spouse Event

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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</thead>
<tbody>
<tr>
<td>9:00 a.m.</td>
<td>General Session – Valencia I-V</td>
</tr>
<tr>
<td></td>
<td>“Helix Present and Future”</td>
</tr>
<tr>
<td></td>
<td>Speaker – Roy H. Stoddard, President, Commercial, Deepwater Construction Group, Helix Energy Solutions Group, Inc., Houston, Texas</td>
</tr>
<tr>
<td>10:00 a.m.</td>
<td>Coffee Break – Valencia Foyer (Courtesy Ako Nobel/Resicoat)</td>
</tr>
<tr>
<td>10:15 a.m.</td>
<td>Five Steps to Great Leadership* – Speaker – Mack Mercer, Vice President, T.G. Mercer Consulting Services, Inc., Weatherford, Texas</td>
</tr>
<tr>
<td>11:30 a.m.</td>
<td>Golf Lunch and Golf Tournament – Indian Wells Golf Resort</td>
</tr>
<tr>
<td></td>
<td>(Lunch, green fees, carts, refreshments and prizes courtesy 3M Company and Specialty Polymer Coatings, Inc.)</td>
</tr>
<tr>
<td>1:15 p.m.</td>
<td>Reception – Fountain Court (Courtesy Nordson Corporation and CANUSA-CPS)</td>
</tr>
</tbody>
</table>

### Dinner on Your Own

### Saturday, April 14

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:45 a.m.</td>
<td>Men’s and Ladies’ Continental Breakfast – Valencia Foyer (Courtesy CRTS, Inc. and Wheelabrator Abrasives, Inc.)</td>
</tr>
<tr>
<td>8:00 a.m.</td>
<td>Fusion Bonded Epoxy Breakout Session and Breakfast –</td>
</tr>
<tr>
<td></td>
<td>Leader – Jason Norris, Sales Manager, Dura-Bond Coating, Inc., Export, Pennsylvania – Crystal I</td>
</tr>
<tr>
<td>8:00 a.m.</td>
<td>Coal Tar Coatings Breakout Session and Breakfast –</td>
</tr>
<tr>
<td></td>
<td>Leader – George D. Stoddard, President, Mobile Pipe Wrappers &amp; Coaters, Inc., Adelanta, California – Crystal II</td>
</tr>
<tr>
<td>8:30 a.m.</td>
<td>College of the Desert Street Fair and Lunch* (Bus will leave from front of hotel)</td>
</tr>
</tbody>
</table>

### Spouse Event

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:15 a.m.</td>
<td>Closed Session – Regular Members – Valencia I &amp; II</td>
</tr>
<tr>
<td>9:15 a.m.</td>
<td>Closed Session – Associate Members – Valencia V &amp; VI</td>
</tr>
<tr>
<td>10:15 a.m.</td>
<td>Board of Trustees Meeting – Valencia I &amp; II</td>
</tr>
<tr>
<td>12:30 p.m.</td>
<td>Sporting Clay Shoot &amp; Lunch* (Courtesy Steel Pipe &amp; Tube Consultants, Corp., Ervin Industries, Inc. and Metal Parts and Equipment Co.) (Bus will leave from front of hotel)</td>
</tr>
<tr>
<td>1:00 p.m.</td>
<td>Tennis Tournament – Resort Tennis Courts</td>
</tr>
<tr>
<td>7:15 p.m.</td>
<td>Reception – Valencia Foyer (Courtesy Jotun Powder Coatings A/S)</td>
</tr>
<tr>
<td>8:15 p.m.</td>
<td>Final Banquet – Valencia Ballroom (Entertainment and wine courtesy BASF NAFTA)</td>
</tr>
</tbody>
</table>

### All Convention Transportation

All Convention Breakout Sessions (Courtesy Pettibone)

All Convention Spokesperson Fees and Expenses (Courtesy Universal Minerals International, Inc.)

Reprinted from **Pipeline & Gas Journal** / March 2007 / www.pgjonline.com
Growth Continues At The National Association Of Pipe Coating Applicators

The In-Plant Pipe Coating Association Has Strengthened Its Usefulness Year By Year Since Its Founding in 1965 By Focusing On The Basic Objectives Of Encouraging Use Of Permanent Coating Facilities, Standardizing Application Specifications And Demanding High Workmanship And Ethical Standards

The National Association of Pipe Coating Applicators (NAPCA) observed its 41st anniversary in 2006 while delivering safety and reliability benefits to the worldwide pipeline and energy industries. NAPCA added 11 new members and its members extended their beneficial influence worldwide by striving to produce exceptional work in safe and healthy environments while encouraging consensus in areas of general concern.

Objectives

The Association’s objectives, business standards and ethics adopted and listed in the bylaws, are as follows:

“The Association shall seek to promote the general welfare of the plant pipe coating application industry; to stimulate the use of plant-applied pipe coating and related materials; to standardize and improve specifications and materials; to aid consumers and manufacturers in their coating material research; to cooperate with other industries and organizations; to disseminate information to the members of the plant-applied pipe coating application industry, its customers and the public; and to encourage high standards of workmanship and business ethics in the plant pipe coating industry and particularly among its members, such business standards and ethics to include, but not be limited to, the following:

- To conduct business using good business practices so as not to commit any misrepresentation to a customer or anyone else;
- To abide by the customer and/or NAPCA specifications applicable to each job;
- To conduct one’s business with financial responsibility;
- To not deviate from the high standards of performance generally accepted in the plant pipe coating industry.”

Current Officers

Officers this year are James T. Shea, President; Don Barter, Vice President; and Jason Norris, Secretary/Treasurer. Shea is Managing Partner-Operations, The Bayou Companies, LLC, New Iberia, LA; Barter is President & COO, Liberty Coating Co., LLC, Morrisville, PA; and Norris is Sales Manager, Dura-Bond Coating, Inc., Export, PA.

Board Of Trustees

Trustees of NAPCA, serving along with the officers mentioned above, are:

- Richard F. Brunst, Jr., President, Western Pipe Coaters & Engineers, Inc., Orem, UT;
- Rick Schok, Owner, Flowline Alaska; Fairbanks, AK;
- George D. Stoddard, President, Mobile Pipe Wrappers & Coaters, Inc., Adelanto, CA; and
- John D. Tikkanen, President, ShawCor Pipe Protection LLC, Houston, TX.

NAPCA Managing Director

L.B. Irish (now deceased) served as the Association’s managing director from 1967 until April 1979 when Merritt B. Chastain, Jr., assumed the duties and continues to serve. Chastain also has represented NAPCA as its general counsel since 1971. Richard F. Johnston serves as executive secretary.

Recommended Specifications

A complete list of current recommended NAPCA specifications, covering a broad range of plant-applied coatings, a recommended practice for surface cleanliness of pipe received at the coating plant and other matters appears on the Association’s web page at www.napca.com/napca Specifications.cfm.

Membership Classes

NAPCA has seven membership classes. Qualifications for membership in each class are:

- Regular member. Any business entity located in the U.S. primarily engaged in the application of protective pipe coatings to steel pipe at permanently established facilities employing permanently located equipment, which pipe is used for distribution and/or transmission pipelines (as those terms are customarily defined in the oil and gas industry) for crude oil, natural gas and other hydrocarbons, including any business entity which applies concrete weight coatings or insulation coatings.

- Associate member. Any business entity located outside the U.S. engaged in the manufacture or sale of materials, supplies, equipment or services used by applicators of protective pipe coatings, any steel pipe manufacturer located in the U.S. which manufactures pipe coated by business entities qualified to be regular or foreign members and any distributor of new steel line pipe located in the U.S. which maintains a substantial inventory of such pipe in stock.

- International associate member. Any business entity located outside the U.S. which otherwise meets the qualifications for associate membership set forth above and any registered agent of a foreign steel pipe manufacturer which meets the qualifications for foreign associate membership.

A listing of members is included in this issue. Other association member classes are industry member and honorary member.

- Industry member. Any individual regularly employed as a consultant or as an employee, officer, director or elected official of any corporation, governmental unit, or other entity interested in the end use of coated pipe.

- Honorary member. Any employee or former employee of a regular or associate member approved by the majority of the board of trustees for his or her contribution to the Association. Honorary members include I.H. Perry, John B. Wilson, R.J. Young and John H. Royston.
**Hall of Fame Members**

**Hall of Fame Members**

NAPCA’s Hall of Fame award can be awarded to members or non-members, living or deceased. Annually, members may nominate individuals for this honor. Then, a select committee, consisting of the board of trustees, associate member chairman, managing director and all living recipients of the award, selects recipients of the Hall of Fame award, if any, by secret written ballot. Since its inception in 1965, NAPCA has honored the following with its Hall of Fame award:

- R.E. Henry
- W.C. Hall, Sr.
- G.W. Abernathy
- Robert P. White
- W.W. Hay, Jr.
- Joe Cunningham
- E.R. Anderson
- C.W. Pillow
- W.E. Rowland
- L.B. Irish
- James D. Porter
- William G. Creel
- John M. Holliman, Jr.
- Robert Nee
- Tom Fauntleroy
- John H. Royston
- Robert C. (Bob) Stephens
- Bob Theisen
- Jerry E. Shea, Sr.
- Ronald E. Carlson, Sr.
- Robert W. Sigle
- E.A. (Tony) Lawson
- S.J. Gaido
- John E. Pfeiffer
- George B. Wren, Jr.
- Joseph H. Hoffman
- Merritt B. Chastain, Jr.
- Mike Reizer
- Wayne Norris
- Steve Carlson

---

**Industry Loses Three Veterans**

Three longtime supporters of the plant pipe-coating industry passed away in January 2007. NAPCA joins with the surviving families and friends in celebrating the accomplishments and contributions to the industry made by Les Shaw, founder of Shaw Pipe and numerous other affiliated companies; Howard Love, former owner of Howard Love Pipeline Supply; and David Gardner, one of the former owners of Compression Coat, Inc.

**President’s Message**

**A Pipe Coater And End User Wish List**


The theme of my President’s letter in the 2006 NAPCA supplement reflected the challenges presented to our businesses in Southwest Louisiana and the strength of NAPCA in helping its individual members when they and the industry really required it.

Now that the crises brought on by Hurricanes Katrina and Rita have passed and business is booming I feel the need to address the new challenges brought on by an ever-expanding industry. Having built two FBE coating plants and in the midst of building a third, I find myself in a position to comment on the practical yet important questions involved in everyday coating. In thinking about these new challenges it is important to consider both the technical aspects of pipe coating and the ongoing personnel issues.

The first aspect of technical concern would naturally be that of surface cleaning of the pipe. The inspection used to indicate whether or not the profile is correct is with the Press-o-Film replicating tape. For our plants to be better able to control this process the industry is in need of a system that could automatically read the anchor pattern and let the operator know what is going on with the profile at all times, yet maintaining the blast cleaning requirements. This, in conjunction with daily testing done in all fusion bond epoxy (FBE) plants, could enhance quality and promote economy. We have done testing with a profile meter (profilometer) to see what the peak counts per inch were while blasting. We tried to correlate the peak counts to the cathodic disbondment test (CDT) with mixed results. The profile meter that we were using gave us readings that seemed consistent with the profile as measured with the replicating tape. If this challenge could be overcome, blasting cost could be reduced and quality could be enhanced by better and more consistent test results.

The next area of concern in the FBE plant is the profiling of the pipe temperature. The temperature stick has been used since the beginning of FBE coating. This has worked well enough but with technology being what it is today there has to be a better way. We have tested different infrared systems with, again, mixed results. Because of the change in color of the steel this causes the emissivity to change which affects the readings on the gun. Using the IR gun on the finished coating seems to work but does not give an accurate temperature by which the plant can run. Coaters and customers want to know what the bare pipe temperature is before entering the powder box. With an instrument that could give the coater a true temperature entering the powder box you could obtain a digital readout and actually tie it into the heating equipment to hold the proper temperature automatically.

The next consideration that would impact the coating industry more than the other areas would be the automatic reading of millage (coating thickness) coming out of the powder box. Most all FBE plants use a mil-gauge at the outbound rack area to read millage. This has several disadvantages. The first disadvantage is that the millage reading is anywhere from two to five joints away from the powder box and operator. By the time you get a reading those joints for which you want to make adjustments are already coated. The heat from the pipe can put the mil-gauge out of calibration in a very short period of time if not consistently monitored. The person operating the gauge can get different readings if not properly trained. A single mil variance could cost the coater through his powder overage or a wrong reading could get the pipe rejected. This area is probably the most important area to the coater and customer. Some equipment has been tested with less than desirable results.

Another area of concern is traceability of the pipe. Most large domestic mills are going to the barcode system. Most pipe mills that have a coating plant on the property barcode their pipe before the coating process. The problem arises when the coating plants have to perform manual traceability. Human error is inevitable. There are several companies offering a bar-coding service to the end user. Most foreign mills do not send their product into the United States with barcodes. If all pipe manufacturers would barcode their pipe to a standard that could be read by all, the problems of traceability would virtually disappear.

The last area to consider is that of labor. We all have problems keeping a consistently adequate workforce. The need for trained and experienced personnel can make or break a company. With the industry as busy as it is, personnel have been very difficult to find and keep. The pipe-coating industry may not provide the challenge that they are looking for or perhaps the challenge is too great for them. This is a never ending problem that all industries are up against.

I suppose what this message really addresses is a wish list for the pipe-coating industry. NAPCA is the forum for all of these types of issues, as well as the issues usually discussed in past presidents’ messages. I hope that bringing these issues to the forefront will ultimately help resolve the issues that can only make the industry better in the years to come.

Reprinted from Pipeline & Gas Journal / March 2007 / www.pgjonline.com 3
Three Leaders Take A Look At Their Careers In Pipe Coating

Donald Barder, President and Chief Operating Officer, Liberty Coating, Morrisville, PA; Merry Brumbaugh, Vice President Tubular Products, L.B. Foster, Pittsburgh, PA; and Marvin Williams, The Valspar Corporation, Willis, TX, Discuss Their Careers And Their Companies With Lew Bullon, Senior Editor, Pipeline & Gas Journal.

Don Barder Goes Straight To The Challenge

Born and raised in Bensalem, PA, Don Barder started his career in the pipe-coating business in March 1989 as a laborer working for Energy Coating Company (Encoat) at its Fairless Hills, PA facility. How did he get the job? “When I was in the U.S. Marine Corps, I met Kimberly, the woman who would become my wife, in October 1988 when home on a weekend leave. On my pending discharge from the Marine Corps in March 1989 after a four-year tour, her father asked me what I was going to do. He said he could have me do something for him in the microfilming business where he had an ownership interest. By the way, my father-in-law is Bill Burke, who also has been in the pipe-coating business and retired the first time in 1982 as president of Bredero Price. He is now the chairman and a major shareholder of Liberty Coating Company. “In any event, my wife strongly discouraged me from working with him in any way for fear that his overbearing personality would come between us.

“As I later found out from several other people in the industry, Bill is a modern-day ‘General Patton’ and, in hindsight, my wife chose the right course for me. After I politely declined his offer, he insisted he try and get me an opportunity ‘where he used to work.’ “With a call to the then plant manager, Ted Jones, at the Encoat Fairless Hills facility, I was working the next day doing a plant changeover. I’ll never forget my first real paycheck at $5.75 an hour. That trumped what the Marine Corps had purchased Encoat and I was finally given an opportunity to work with Bredero Price for Brent Ford (currently president & CEO of Rohrback Cosasco Systems, Inc. in Santa Fe Springs, CA). During that two-year campaign, I was given all types of reasons why I should wait and why I couldn’t be hired. That was not enough to deter me. I was very determined to see what all the hype was with coating pipe in foreign countries. I had heard a million stories about ‘this project’ and ‘that person.’

“I finally mentioned to Brent Ford that I would work for free for three months at the worst coating location they had in the world just to prove that I was worth hiring. They hired me. At last, I was in the camp where Bill used to be president and I could now experience what I had been waiting to experience for years. Fortunately, they didn’t take me up on the free part. I finally got the opportunity to put names with the faces from all those stories I had been told.”

“I spent time in Scotland and Norway before going to Kuantan, Malaysia as a project coordinator. During my two years in Malaysia I managed the Pillar Energy PILBARA Project which was 218 km of 18-inch. The project was in Western Australia and— in addition to coating the pipe—we had to transport it from Australia to Malaysia for coating and back to Australia. Nothing like on-the-job training. Following that, Kim and I moved to Singapore in the role of business development guidance as I progressed up the management chain. My analogy would be a ‘young sergeant marrying the retired general’s daughter. There is plenty of advice directed at you and for the taking.’

“During those 11 years, I spent 4 1/2 years in several operation capacities at Fairless Hills (the town name is now changed to Morrisville) with Encoat. My last year was as outside sales representative covering a territory extending from Virginia to Maine.

Persistence Rewarded

“In September 1993, after a two-year campaign of middle-of-the-night telephone calls, I was finally given an opportunity to work with Bredero Price for Brent Ford (currently president & CEO of Rohrback Cosasco Systems, Inc. in Santa Fe Springs, CA). During that two-year campaign, I was given all types of reasons why I should wait and why I couldn’t be hired. That was not enough to deter me. I was very determined to see what all the hype was with coating pipe in foreign countries. I had heard a million stories about ‘this project’ and ‘that person.’

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CHALLENGES MOUNT WHEN TEMPERATURES DROP

Vast, frozen terrain, remote areas, sub zero temperatures, are all part of the new energy reality. No environment is too harsh for The Bayou Companies. We have been providing innovative solutions in the most demanding of situations for more than 60 years.

Tap the resources of The Bayou Companies. We are experienced, dependable and dedicated to helping you address the new challenges you face.

Call the Bayou Companies today for solutions to your infrastructure needs.

THE BAYOU COMPANIES
5200 Curtis Lane New Iberia, LA 70560
TEL 337.369.3761  FAX 337.365.9747
WWW.BAYOUCOMPANIES.COM
water, wastewater and petrochemical industries for pipe diameters ranging from three-quarters of an inch and up. A recent contract award was for a 66-inch diameter multi-layer OD paint system. The Liberty location can easily receive pipe via vessel, rail or truck and is strategically positioned among all of the major transportation arteries in the northeastern U.S.

Don says, “There are a few key things that we can attribute to our success—an experienced and conscientious staff and employee base; quicker-than-average turnaround times when required; 24/7 accessibility; we strive to always exceed our customer’s expectations; and to growing people. You are as successful as the people you surround yourself with. If you have people who are willing to learn, teach them everything you know and cross train them in multiple areas.

“When we compare revenue and man hours worked in 2001 with 2006, revenues tripled and total man-hours were decreased. This definitely is attributed to the cross training of employees to do multiple operational jobs, efficiently and safely. This efficiency further allows us to maintain a position in a competitive market.

“In 2005 a sales and marketing company was formed called Liberty Sales and Distribution. Jointly both companies are referred to as the ‘Liberty Group.’

“Liberty Sales and Distribution is a manufacturer representative of products used primarily in the natural gas industry. Their deliberate concentration is anti-corrosion coating and ancillary products for the gas industry. Representative agreements are in place with: Denso North America, Canusa CPS, A.Y. McDonald, Schoor DePalma Engineers and Consultants, CCI Pipeline Systems, Girard and Glas Mesh Co. Inc.

“As the Liberty Group, we strive to provide a single source with consideration of compatibility and suitability of any given product that will be used in conjunction with the selected pipe coating. One of the differentiating points between our company and our competition is that we provide technical and field support for all of the products and services we represent.

Industry Changes

“As more and more utilities are consolidating, we have found that there are fewer experienced personnel on staff, particularly in the areas of corrosion control. Experienced folks are taking attractive retirement packages earlier than planned while younger employees are missing out on the opportunity to tap into that experience pool.

“As a service to the industry and pipe coating, the Liberty Group offers free training at our facility or our client’s facility. We provide a ‘Pipeline Coatings 101’ course on the different systems available in the marketplace. The course addresses coating types, system selection and suitability, application techniques, surface preparation, handling, storage and testing. The course is often finished with hands-on application of field coatings and a detailed walk through of an actual coating process in our facility.

“Our goal is to educate end users on the benefits of pipeline coatings with consideration for applicator issues. This has been very successful and the feedback from the utilities has been very positive.

Safety

“Liberty maintains a very stringent incident-and-injury-free (IIF) safety program. This is an aspect that the management of Liberty values. 'To provide an incident and injury free workplace is a personal goal of the Liberty Group management.' Since inception we have significantly reduced our IIF.

NAPCA

“I am pleased to be on the board of NAPCA. One of our highlights is the annual convention where we catch up with material suppliers, steel mills, pipe distributors, equipment manufacturers and other coaters. Where else can you meet everyone in your industry at one venue?” Don asked.

Don continued his look at NAPCA, “I think NAPCA is important for the pipe-coating industry because it provides a platform for pipe-coating applicators, material suppliers, pipe manufacturers and equipment manufacturers to discuss, resolve and improve problems unique to the pipe-coating industry. The result is a more reliable, uniform and consistent pipe-coating experience for end users.

“An analogy I like to use is, ‘When you retain a professional to deliver a service or product, you expect them to have access to the latest and greatest resources so your task is completed to your fullest satisfaction.’ NAPCA is the latest and greatest resource for the pipe-coating industry.”

Don’s other memberships include NACE where he is a past chairman of the Philadelphia Section; Society of Gas Operators (SOGO) where he serves on the executive board; and AWWA. P&GJ
It's a simple 17-degree bend. But we call it a revolution.

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Merry Brumbaugh, L.B. Foster Co. Vice President Tubular Products, continues to support NAPCA’s commitment to growth and quality in the pipeline industry.

After finishing college in 1980, Merry Brumbaugh walked into the Chicago offices of L.B. Foster Company and applied for the advertised position of salesman. The district manager, Stan Hasselbusch, interviewed Merry and awarded the job to another applicant. Hasselbusch soon received a phone call from Merry “cautioning” him that he had chosen the wrong salesperson. Little did Hasselbusch know but this was only the first of many “interesting” discussions he would have with Merry Brumbaugh.

Merry may have missed out on that initial sales job, but dogged determination finally did land her the first of many positions at L.B. Foster Company. Twenty-seven years later, L.B. Foster President and CEO Stan Hasselbusch is still being “cautioned” by Merry Brumbaugh.

“Though she lost that first sales position, each following promotion was obviously Merry’s job,” Hasselbusch said recently. Today, the Birmingham facility is ISO 9001:2000 registered with an industry-leading product reject rate of less than 1/2 of 1%. The plant also proudly maintains a production safety record of more than 500,000 man hours and five years without a lost time accident.

The L.B. Foster coating plant is located at the manufacturing facility of Birmingham-based American Steel Pipe. The plant-coating operation applies protective fusion bond epoxy exterior coating, abrasion resistant overcoating and internal linings to American's 10.75-inch to 24-inch pipe and pipe piling.

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This successful partnership offers customers the convenience and savings of receiving manufactured and coated pipe from a single source,” says Foerster.

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“This successful partnership offers customers the convenience and savings of receiving manufactured and coated pipe from a single source,” says Foerster.

The Coated Products team has worked hard to build a trusted partnership with American that is based on consistent product quality and on time service,” Hasselbusch commented. Good relationships between L.B. Foster and quality vendors are at the very core of their success with customers. “Our work with American Steel Pipe represents the very best of these vendor partnerships,” said Merry Brumbaugh.

Upon becoming an L.B. Foster vice president, Merry was also tasked with bringing to the plant the same high standards of quality, service and safety that she and her team had successfully instituted at Coated Products. Today, the units are combined as L.B. Foster Tubular Products and each strives to remain at the quality and technology forefront with modern manufacturing systems and processes.

Merry Brumbaugh’s many years of experience with L.B. Foster Company were best summed up by Stan Hasselbusch when he said, “year after year, she makes a difference.” This year the L.B. Foster coating facility has a production backlog equal to 125% of its total 2006 sales and is booked solid through September 2007. It is a new year at L.B. Foster Company and Merry Brumbaugh continues to make a big difference and a positive impact on her co-workers, customers and friends.
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Marvin Williams Stills Loves His Work After 30 Years

Marvin Williams has devoted more than 30 years to the plant-applied pipe-coatings industry. According to Marvin, his involvement with NAPCA over those productive years has impressed upon him the wisdom and usefulness of having an association where common industry challenges can be examined and resolved.

Marvin’s story begins with his service in the U.S. Army from 1972 to 1976, ending with his discharge as a disabled veteran. He began his career in 1977 with Gaido Lingo Pipe Coating Co. and worked there until 1982.

Marvin says of his work at Gaido Lingo Pipe Coating, “I started my pipe-coating career rolling pipe into a large-diameter coal tar plant in Fort Collins, CO. I worked my way up to running the shot blasters and then to running the coating booth. Mr. Gaido transferred me to Pearland, TX to help run the small-diameter coal tar plant. After a year I was transferred back to Fort Collins to help build a small-diameter induction FBE plant and become the booth operator. After making plant foreman, I was transferred back to Pearland where I helped build and manage a small-diameter induction FBE plant.

Marvin next worked from 1982 to 1984 for Al-Qahtani Pipe Coating Co. in Saudi Arabia. He says he worked at Site One and Site Two large-diameter FBE plants coating 56-inch, 1.5-inch wall pipe. Marvin says he also worked at The Site Two liquid I.D. plant.

From 1984 to 1986 Marvin was with A&A Pipe Coating Co, Odessa, TX. Marvin joined A&A to help build a small-diameter gas-fired “blue surf” FBE plant. “After the plant was built I became the plant manager,” Marvin reports.

During 1986 to part of 1988, Marvin worked with Irish Pipe Coating Co. at projects in Port Allen and Baker, LA. He designed, built and managed a large-diameter gas-fired FBE plant and I.D. liquid coating plant in Port Allen, LA. He also built a large-diameter, gas-fired FBE plant in Baker, LA.

From 1988 to 2000, Marvin was with Lilly Powder Coating Co., Kansas City, MO where he served as manager of technical services for functional powder coating. Marvin reports that he helped build FBE pipe and rebar-coating plants and I.D. liquid pipe-coating plants.

Troubleshoot FBE-coating plant problems and I.D. liquid-coating plant problems. He trained FBE- and rebar-coating plant personnel and worked in the Kansas City powder and liquid lab where he helped develop 2040, an abrasion-resistant FBE coating.

From 2000 to 2003, Marvin served as manager of technical services for functional powder coating. He says he worked in a Troubleshooter for problems in FBE pipe-coating plants and I.D. liquid pipe-coating plants.

When asked to look back over his career highpoints and focus on what NAPCA’s place is in the industry, Marvin said, “Wow, 30 years have gone by fast. When I was discharged from the army, an officer gave a speech about life after the army. He said 75% of people are not happy with their jobs. He recommended we take our time and get a job we could be passionate about.

“I can tell you when I started working in a pipe-coating coal tar plant I thought, ‘how can someone be passionate about this?’ Well, 30 years have gone by and I still love the pipe-coating business. Having the opportunity to travel to different coating plants to help troubleshoot problems is a lot of fun. When a coater calls me for help after they have had a natural disaster or a fire, I feel it is an honor to help them get going again.

“The pipe-coating industry is a small family. NAPCA has helped bring the industry together in many ways. Coaters and vendors work together in such a way that they are not just competitors but close friends. Friends help friends in time of need. I am glad to belong to NAPCA and I hope to be a member for a long time.”

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- Accurate representation of information
- Adherence to NAPCA specifications
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