Aerial photograph of the Liberty Coating Company, LLC, plant in Morrisville, PA.

2008 Supplement to the March issue of Pipeline & Gas Journal

Don Barder
NAPCA President and
President and COO of
Liberty Coating Company, LLC,
Morrisonville, PA.
LaBarge Pipe & Steel is the premier source for domestic steel pipe and all related pipe services. With our extensive inventory, quality products, nationwide distribution locations, delivery options, Fusion Bond Epoxy (FBE) coating facility and the partnering advantages we have achieved throughout 50 years in the steel industry – why go anywhere else? At LaBarge Pipe & Steel...We Do It All.
### NAPCA 2008 Convention Program

**Hyatt Regency Grand Cypress Resort • Orlando, FL • April 2-5, 2008**

#### WEDNESDAY, APRIL 2

- **8:00 a.m. – 5:00 p.m.**
  - REGISTRATION – La Coquina (Courtesy Covalence Corrosion Protection Group (Polyken®, Powercrete®, AnodeFlex™ & Covalence Raychem Products)

- **8:30 a.m.**
  - BOARD MEETING AND BREAKFAST – Atrium Room 1436

- **6:00 p.m. – 6:45 p.m.**
  - INTERNATIONAL RECEPTION – Upper Pool Deck (Courtesy GBA Products Co Ltd)

- **6:45 p.m. – 7:45 p.m.**
  - PRESIDENT’S RECEPTION – Upper Pool Deck (Courtesy Associate Members)

**DINNER ON YOUR OWN**

#### THURSDAY, APRIL 3

- **7:45 a.m. – 9:30 a.m.**
  - MEN’S AND LADIES’ CONTINENTAL BREAKFAST – Portico East (Courtesy CRC-Evans Pipeline International, Inc. and Caterpillar, Inc.)

- **7:45 a.m. – 8:45 a.m.**
  - COAL TAR COATINGS BREAKOUT SESSION AND BREAKFAST –
    - Leader – George D. Stoddard, President, Mobile Pipe Wrappers & Coaters, Inc., Adelanto, CA – Poinciana A & B

- **8:00 a.m. – 5:00 p.m.**
  - REGISTRATION – Area 2 Ballroom Level (Courtesy Covalence Corrosion Protection Group (Polyken®, Powercrete®, AnodeFlex™ & Covalence Raychem Products)

- **8:30 a.m. – 9:30 a.m.**
  - LINE PIPE MANUFACTURERS’ CLOSED MEETING AND BREAKFAST –
    - Leader – Rusty Fisher, Chairman, Line Pipe Manufacturers Committee and Manager, Line Pipe Sales, US Steel Tubular Products, Dallas, TX – Magnolia A & B

- **8:50 a.m. – 9:50 a.m.**
  - PLURAL COMPONENT COATINGS BREAKOUT SESSION AND BREAKFAST –
    - Leader – Thomas Ball, Partner, Ball Winch Pipeline Services, Willis, TX – Poinciana C & D

- **8:50 a.m. – 10:10 a.m.**
  - COFFEE BREAK – Prefunction A (Courtesy Akzo Nobel/Resicoat)

- **10:10 a.m.**
  - GENERAL SESSION – Grand Cypress Ballroom A, B & C
    - President’s Report – Don Barde, President and Chief Operating Officer, Liberty Coating Company, LLC, Morrisville, PA
    - Managing Director’s Report – Merritt B. Chastain, Jr.
    - Introduction of Speaker – George D. Stoddard, President, Mobile Pipe Wrappers & Coaters, Inc., Adelanto, CA and 2008 Business Program Chairman
    - “OUTLOOK FOR PIPELINE CONSTRUCTION IN NORTH AMERICA”
      - Speaker – Donald M. Wishart, Executive Vice President, Operations and Engineering, TransCanada Pipelines Limited, Calgary, Alta., Canada

- **11:45 a.m.**
  - LUNCHEON FOR EVERYONE – Portico East (Courtesy Denso North America Inc. and Wheelabrator Abrasives, Inc.)

- **12:45 p.m.**
  - GIN RUMMY TOURNAMENT – Orchid (Courtesy H.M.S. Corporation)

- **7:15 p.m. – 8:15 p.m.**
  - RECEPTION – Portico (Courtesy Hempel Coatings (USA), Inc. and Lone Star Specialty Products, LLC)

- **8:15 p.m. – 11:15 p.m.**

#### FRIDAY, APRIL 4

- **7:45 a.m. – 9:15 a.m.**
  - MEN’S AND LADIES’ CONTINENTAL BREAKFAST – Portico East (Courtesy Pettibone and Wheelabrator)

- **7:45 a.m. – 8:50 a.m.**
  - WATER AND SEWER PIPE BREAKOUT SESSION AND BREAKFAST –
    - Leader – Don Barde, President and Chief Operating Officer, Liberty Coating Company, LLC, Morrisville, PA – Poinciana A through D

- **9:30 a.m. – 3:00 p.m.**
  - “WINTER PARK TOUR AND LUNCH” (Bus will leave from front of hotel)

#### SPOUSE EVENT

- **9:00 a.m.**
  - GENERAL SESSION – Grand Cypress Ballroom A, B & C
    - “GAZING INTO THE CRYSTAL BALL – THE OUTLOOK FOR THE ECONOMY AND THE RECOVERY FROM KATRINA AND RITA”
      - Speaker – Dr. Loren C. Scott, President, Loren C. Scott & Associates Inc., Baton Rouge, LA

- **10:30 a.m.**
  - COFFEE BREAK – Prefunction A – (Courtesy Akzo Nobel/Resicoat)

- **10:45 a.m.**
  - “LARGE DIAMETER LINVPIPE MARKETS: UPDATE AND OUTLOOK”
    - Speaker – Kimberly H. Leppold, Metals Analyst, Metal Bulletin Research, London, UK

- **11:30 a.m.**
  - GOLF LUNCH AND GOLF TOURNAMENT –
    - New Course at Villas of Grand Cypress Golf Club (Lunch, green fees, carts, refreshments and prizes courtesy 3M Company and Specialty Polymer Coatings, Inc.)

- **7:15 p.m. – 8:15 p.m.**
  - RECEPTION – La Coquina and Alcove (Courtesy Nordson Corporation and CANUSA-CPG)

**DINNER ON YOUR OWN**

#### SATURDAY, APRIL 5

- **7:45 a.m. – 9:15 a.m.**
  - MEN’S AND LADIES’ CONTINENTAL BREAKFAST – Portico East (Courtesy CRTS, Inc. and Rosler Metal Finishing)

- **8:00 a.m. – 9:00 a.m.**
  - FUSION BONDED EPOXY COATING BREAKOUT SESSION AND BREAKFAST –
    - Leader – Sean Haberer, Vice President, Global Marketing, Bredero Shaw, Toronto, ON, Canada – Magnolia A through C

- **8:30 a.m. – 12:30 p.m.**
  - “DISNEY ANIMAL KINGDOM SAFARI TOUR AND LUNCH” (Bus will leave from front of hotel)

#### SPOUSE EVENT

- **9:15 a.m.**
  - CLOSED SESSION – REGULAR MEMBERS – Grand Cypress A

- **9:15 a.m.**
  - CLOSED SESSION – ASSOCIATE MEMBERS – Grand Cypress B

- **10:15 a.m.**
  - BOARD OF TRUSTEES MEETING – Grand Cypress A

- **12:30 p.m. – 5:30 p.m.**
  - SPORTING CLAY SHOOT & LUNCH –
    - (Courtesy STP Energy Group, LLC, Ervin Industries, Inc. and Metal Parts and Equipment Co.) (Bus will leave from front of hotel)

- **1:00 p.m. – 5:00 p.m.**
  - TENNIS TOURNAMENT – Resort Tennis Courts

- **7:00 p.m. – 8:00 p.m.**
  - RECEPTION – Portico (Courtesy Jetun Powder Coatings A/S)

- **8:00 p.m.**
  - FINAL BANQUET – Grand Cypress Ballroom A, B & C (Entertainment and wine courtesy BASF NAFTA)

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**ALL CONVENTION TRANSPORTATION** (Courtesy Dun Transportation & Stringing, Inc., T.G. Mercer Consulting Services, Inc., Montgomery Trucking, Co. and Pe Ben USA, Inc.)

**ALL CONVENTION AUDIO-VISUAL EQUIPMENT AND SERVICES** (Courtesy The Valspar Corporation)

**SPEAKER FEES AND EXPENSES** (Courtesy Universal Minerals International, Inc.)

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Reprinted from *Pipeline & Gas Journal* / March 2008 / www.pgjonline.com 3
The National Association Of Pipe Coating Applicators Is Vibrant

Association Composed Of In-Plant Pipe Coating Firms And Suppliers Is Strong Thanks To Its Tireless Focus On Encouraging The Use Of Permanent Coating Facilities, Standardized Application Specifications And High Standards Of Workmanship And Ethics

By Lew Bullion, Senior Editor

The National Association of Pipe Coating Applicators (NAPCA) observed its 42nd anniversary in 2007 in a style rarely matched by other industry associations. The association is at the peak of its vibrancy and has enjoyed continuity of leadership that is probably unprecedented among associations of its type.

While the association and its membership were at work delivering safety and reliability benefits to the worldwide pipeline and energy industries, NAPCA added 26 new members of all categories last year. At the same time, its influence was being beneficially extended worldwide by its members as they sought to produce exceptional work in safe and healthful environments while encouraging consensus in areas of general concern.

Objectives

The Association’s objectives, business standards and ethics are: “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 Don Barder, President; George D. Stoddard, Vice President; and Merry L. Brumbaugh, Secretary-Treasurer. Barder is president and chief operating officer, Liberty Coating Company, LLC, Morrisville, PA; Stoddard is president, Mobile Pipe Wrappers & Coaters, Inc., Adelanto, CA; and Brumbaugh is vice president, tubular products, L.B. Foster Company, Pittsburgh, PA.

Board Of Trustees

Trustees serving along with the officers are:

- Richard F. Brunst, Jr., president, Western Pipe Coaters & Engineers, Inc., Orem, UT;
- Jason Norris, sales manager, Dura-Bond Coating, Inc., Export, PA;
- James T. Shea, managing partner-operations, The Bayou Companies, L.L.C., New Iberia, LA; and
- John D. Tikkanen, president, ShawCor Pipe Protection LLC, Houston, TX.

Advisory trustee and associate member chairman is Joseph H. Hoffman, Hoffman Blast II By Circle R Industries, Inc., Wylie, TX, and chairman of the international members is Miguelangelo Thome, Deep Water Systems Manager, Socotherm Brazil, Rio de Janeiro.

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 will continue to serve until his announced retirement at the end of 2008. Chastain also has represented NAPCA as general counsel since 1971. Richard F. Johnston serves as executive secretary. As the result of actions by a search committee and the board of trustees, a new managing director has been elected. He is Merritt B. Chastain, III and will take office on Jan. 1, 2009 after a year working in tandem with the outgoing managing director.

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 to be used for the construction of distribution and/or transmission pipe lines (as those terms are customarily defined in the oil and gas industry) for crude oil, natural gas and associated products and other hydrocarbons, including any business entity which applies concrete weight coatings.
- Affiliate member. Any business entity located in the U.S. which would otherwise qualify for regular membership, in which at least a majority of ownership thereof is held by or is the same as a regular member. Companies qualifying for affiliate membership shall not be eligible for regular mem-
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 O. Carlson
- Chris Dunn

President’s Message

At The Crossroads

By Don Barder, NAPCA President and President and Chief Operating Officer, Liberty Coating Company, LLC, Morrisville, PA

During my past year as president of NAPCA I have had the opportunity to experience what no other NAPCA president has experienced. It was only one day before I was elected by my peers to serve as president that NAPCA’s current managing director, Merritt B. Chastain Jr., tendered his retirement intentions. At the time it really didn’t register that this wasn’t someone else’s issue to manage. It was mine. When it finally sank in, I thought, “Why does this have to happen on my shift? I need him.”

Merritt has been the association’s driving force for the past 30 years. Each president that preceded me had an extremely strong, organized and stable individual to - so to speak – hand-carry the organization from year to year seamlessly. I would be remiss to forget mentioning that his wife, Virginia, also played an important role. In retrospect, I am beginning to realize that it is probably Virginia for whom we actually need to find a replacement. I, too, enjoyed this leadership stability over the past year. However, I had a fiduciary responsibility to ensure that NAPCA and my successors had equal stability for the next 30 years while retaining the closeness and camaraderie that NAPCA provides.

Search Committee

Day one on the job, we established a search committee for the recommendation of a new managing director. The committee was made up of several past presidents and other members. Dick Brunst, a past president and the president of Western Pipe Coaters in Utah, chaired the committee. The process was conducted in a formal manner as follows:

- Committee members discussed and prepared a profile of the skills, attributes and requirements needed to manage the day-to-day affairs of NAPCA.
- Formal requests were sent to several individual candidates and industry association management firms.
- Selection committee members interviewed interested candidates.

Selection committee reported to the board of directors their recommendation.

Board of directors unanimously approved the selection committee recommendation.

A formal offering letter was presented to and accepted by the recommended candidate.

Transition-familiarization period will be 14 months.

Effective date of assumption of the office is Jan. 1, 2009.

During the selection process, the committee had not only the responsibility of finding candidates, but finding the right one for the association. NAPCA is a very healthy organization with a tremendous roster of members. One of the most important aspects of our selection was maintaining and further increasing the bond that is evident between members of this organization while fulfilling the directives of the board for driving the organization to another level. Additional consideration was the transition needed to be effective on Jan. 1, 2009.

Merritt B. Chastain, III
The successful candidate to succeed Merritt

Reprinted from Pipeline & Gas Journal / March 2008 / www.pgjonline.com 5
Chastain Jr. is his son Merritt Chastain III, a successful Houston attorney with all of the attributes we were seeking in our next managing director. My wife Kim and I have personally known Merritt and his wife Catherine for several years and there is absolutely no doubt in my mind — recommended by the search committee and unanimously approved by the board of directors — that this dynamic duo will transition into the managing director role without incident.

Please join me on behalf of the association in welcoming Merritt III and his wife Catherine to our family. We congratulate and wish them the best of luck and feel very confident they will positively contribute to the success of the next 30 years by providing future association presidents and the organization with the stability and dependability NAPCA has enjoyed for the past 30 years.

Both he and his wife will be attending all functions from here forward, and I encourage you to introduce yourselves and share with them your thoughts and suggestions for making NAPCA a more dynamic organization.

In closing, NAPCA has come to a crossroad in its history. Although we have had several paths to choose over the past year, we have committed to what we feel is the best direction and on Jan. 1, 2009 we will step off as prepared and as ready as we could possibly be.

Hopefully in 2039 most of us will look back and agree that decisions made by the current board of trustees were sound and have positively contributed to the organization. Who knows — if world technology expands as quickly as technology has been evolving in the pipe-coating industry — our 2039 annual convention may be held somewhere other than EARTH. P&GJ

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L.B. Foster Coated Products plant-applies protective FBE and ARO coatings and internal linings to 10 3/4”-24” OD line pipe and pipe piling at our Birmingham, Alabama facility. We partner with American Steel Pipe to offer customers the convenience and savings of receiving manufactured and coated pipe from a single source.
Changing Of The Guard
NAPCA Style

By Merritt B. Chastain, Jr., Managing Director and General Counsel, National Association of Pipe Coating Applicators, Shreveport, LA

In May 1971 L.B. “Bert” Irish, NAPCA’s first Managing Director, who was also the first President of NAPCA and its founding father, called me, a 31 year old novice attorney, to ask if I would attend a meeting of the Board of Trustees in Dallas, Texas. Mr. Irish advised that NAPCA was in need of a new general counsel and he wanted me to “try out” for the job. I attended the Board Meeting and, thank goodness, was not asked any questions. I knew nothing about the pipeline construction or pipe coating industries and did not understand much of what was said at the meeting. That evening the Board Members and I went out to eat and had a good time, after which Mr. Irish advised me the Board wanted to hire me as general counsel. I exclaimed “but Bert, I do not know anything about this business.” His quick response was “you are young, you will learn, do not worry about it.”

When Mr. Irish decided he did not have time to continue as Managing Director, in 1979 when I had just turned 39 years of age, I took on the additional role of Managing Director.

It is hard to believe that was 29 years ago. All told I have been involved with NAPCA for 37 years and, yes, Bert Irish was right. I have learned a little bit about the pipe coating industry during those years, and what wonderful years they have been.

Deciding to retire from NAPCA effective January 1, 2009 was a hard decision for me to make. Our industry is doing well; NAPCA has more members than it has ever had. Our financial condition is stronger than it has ever been, and I could have easily coasted several more years as Managing Director and General Counsel. However, I felt the time had come for me to step down and hand the baton to a younger person with new ideas, different strengths and the eagerness to make NAPCA a better organization, yet one who will continue the friendly family atmosphere my wife, Virginia, and I have worked so hard to engender in our membership throughout my tenure.

Though I have an active private practice of law which is vibrant and fulfilling, some of my best friendships have been developed through my association with NAPCA, and for that I am very thankful. Those friendships will continue many years after I retire.

NAPCA has come a long way since May 1979. Our membership in all categories is larger by far. In fact, our International Membership has grown by more than 400%. As mentioned earlier, our financial condition is the strongest it has ever been with members’ equity being more than 800% of what it was in 1979, with high expectations for it to increase this year as well. In the early days our business programs were insignificant and without much meat. Today we have meaningful meetings at our conventions with outstanding speakers from the highest levels of management of gas transmission companies and other speakers of note from within and outside of our industry. Our summer workshops cover technical and other topics of interest to broaden the attendees’ knowledge. Our membership has broadened to include not only pipe coating applicators and providers of services, equipment and materials in this country and elsewhere, but also line pipe manufacturers, stocking pipe distributors and pipe transportation and stringing companies. We can truly say we represent every segment of the plant pipe coating industry from the manufacture of the pipe through the application of numerous types of interior and exterior pipe coatings to steel pipe used in the manufacture of pipelines for the transmission/transportation of natural gas, oil and related products.

Yes, NAPCA has grown in stature, membership, financial strength and otherwise beyond my wildest dreams and for that I thank all of those in our association with whom I have had the privilege of working who have helped NAPCA attain its current state of success. It would not have occurred without them.

When I told the Board of Trustees at the end of our first meeting at the 2007 Convention last April of my intention to retire at the end of 2008, I took them by surprise. However, as I was giving 21 month’s notice and the Board Members being the resourceful individuals they are, I knew they would find a more than acceptable replacement for me.

As stated in the message of Don Barder, NAPCA President, in this issue, a search committee consisting of NAPCA past Presidents and others was chosen to review and screen resumes, interview applicants and make its recommendation to the Board from the applicants. I was overwhelmed with joy and satisfaction, when I was advised that the Board unanimously approved the search committee’s recommendation of my son, Merritt B. Chastain, III, to succeed me. The selection process took several months, and I was not involved in it in any way. I have been hands on in virtually everything NAPCA has done in the past, but this was one time I felt it was imperative for NAPCA’s future that my successor be chosen on his or her individual merits and not be chosen simply because of that person’s personal relationship with me. Merritt will be ready for the challenge presented to him with the full backing of the Board of Trustees and me. It is coincidental that when he assumes the duties of Managing Director and General Counsel in January 2009, he will be the same age I was, 39, when I became Managing Director of NAPCA 30 years before.

He is well qualified to assume the position of Managing Director and General Counsel of NAPCA. He is a partner in the employment litigation and labor section of the Dallas/Houston law firm of Gardere Wynne Sewell LLP. He has a very active and aggressive private law practice and, I believe, NAPCA will be very fortunate to have his services. Merritt represents management clients in all aspects of employment and labor law. He has an outstanding success record in trials in federal and state court and in arbitrations and has argued cases before the Texas Supreme Court, the Texas Court of Appeals and the U.S. Fifth Circuit Court of Appeals.

Merritt graduated Summa Cum Laude at the top of his law school class, ranked third out of 305 students and was an editor of the South Texas Law Review his junior and senior years in law school. He had the highest grade in twelve of his classes in law school. With all that said, Merritt is a very down to earth person with a great sense of humor, common sense and the desire to serve NAPCA to the best of his ability. He has written many published articles and given numerous speeches in his legal career regarding various aspects of labor and employment law. In 2005, 2006, 2007, and 2008 he was recognized as a Texas Lawyer Rising Star and twice has been recognized by H Texas magazine as a Top Professional on the Fast Track, most recently in 2007. Merritt III is active in civic affairs. To name a few, he is on the Lombardi Award Executive Committee, other committees of the Rotary Club of Houston, and is active in the charitable endeavors of the Houston Bar Association.

Merritt is married to Catherine Healy Chastain, who is uniquely suited to take over the meeting planning functions of NAPCA now handled by my wife, Virginia. Merritt and Catherine have three sons, Merritt IV, Daniel and William Chastain.

I know NAPCA will be in good hands with Merritt at the helm. In fact, he is far better qualified than I was when I became Managing Director years ago. I feel confident there will be a smooth transition from me to him. Furthermore, Virginia and I plan to continue coming to NAPCA conventions for a while, and I will always be available for advice, if called upon to give any.

It has been a great ride for Virginia and me since I became General Counsel in 1971 and a privilege to serve our great association. I know it will be the same for my son, Merritt, and his lovely wife, Catherine. Give them your counsel, suggestions and support as they embark on this new venture in their lives.
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Three Leaders Reflect On Their Pipe Coating Careers

Dolty Cheramie Is Busy And Grateful

“Lord, please give us one more chance, and we promise we won’t screw it up.”

So many of us have read that line so many times over the years. We never thought for a minute He would answer us. But, here we are. Since 2004, we’ve all experienced some of the best years known in the oil patch. It wasn’t that way 26 years ago when I moved to Texas.

Having been born and raised in south Louisiana, the move to Houston in October 1981 was a very big move for me and my young family. “Honey, let’s go to Houston, make some bucks, then we can come back home to Louisiana.” That’s what I told my wife, CiCi. Well, that never happened. Four months after we arrived in Houston, the oil patch “crashed,” and I spent the next 10 years working, or should I say, trying to survive in the worst of times in the oil patch. So yes, I am truly enjoying this robust activity in the oil patch.

When I first met my wife, CiCi, we were only 14 years old. But I knew on that day she was going to be the love of my life. We dated all through high school, got married the summer after high school graduation, and embarked on what life had in store for us. The only thing we knew for sure was we were going to do it together. She went to work to support us and I went to college. Out of school, I started my working career with Industrial Finance & Thrift Corp. in the consumer finance business. Having been born and raised in south Louisiana, the move to Houston in October 1981 was a very big move for me and my young family. “Honey, let’s go to Houston, make some bucks, then we can come back home to Louisiana.” That’s what I told my wife, CiCi. Well, that never happened. Four months after we arrived in Houston, the oil patch “crashed,” and I spent the next 10 years working, or should I say, trying to survive in the worst of times in the oil patch. So yes, I am truly enjoying this robust activity in the oil patch.

In 1978, I went to work in the family marine-towing business, National Tug Inc., as general office manager and controller. The three-year experience was not a fulfilling one so I resigned. A good friend was vice president-sales for Williams-Patterson, an OCTG distributor in Houston. They were looking for a credit manager and offered me the position. I accepted the job and we moved, starting my long journey in the oil patch. A year later I was promoted to vice president-administration/credit.

In early 1984, Williams-Patterson could not survive the downturn and closed its doors. Mitsui Tubular Products, the pipe division of the worldwide Japanese trading company, asked me to work as controller of the pipe department in Houston. This gave me exposure to international trade, imports, exports, documentation, etc. This period in my career was very educational and exposed me to many facets of the pipe and tubular business.

Spreads His Wings

After 10 years of service, I wanted to spread my wings further and accepted a partnership offer with Pipe Exchange Ltd. So, in October 1994, I started my current career with Pipe Exchange. Over the last 13 years, we’ve taken Pipe Exchange from a little local, small-diameter line pipe distributor to being one of the premiere carbon steel line pipe distributors in America. We have a narrow focus in that we solicit and service the natural gas gathering sector of the oil patch. We are a U.S. Steel distributor and also...
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import material from Turkey, Taiwan, Korea, China and a few others. We currently stock pipe at four NAPCA coating member facilities. This year, Pipe Exchange will celebrate 25 years of service to the oil patch.

On the personal side, my two little girls are now married and we have three grandchildren: Kate, 12, West, 7 and Sean, 3. All three families live in Houston within six blocks of each other. It’s a lot of fun. Our office is only eight miles from home, so my quality of life is very good and enjoyable. My wife, CiCi, still works at Cy Falls High School. She loves the interaction with the kids and I can’t get her to stop working for anything in the world.

I can say with all sincerity that I love this business and all that it entails. But most of all, I treasure the personal relationships built over the years. The pipe-coating industry is a small but vital part of the overall oil patch. Because we fight so hard to get a piece of the pie, we all become close friends, working together, helping each other out. NAPCA has been a very big and important part of that arena. It has kept us all together through some very hard times. It has allowed us to build upon our friendships. And, it has presented a forum for us to expand our knowledge of our piece of the market.

As you get older you realize that the fun part becomes more and more of value than anything else. I’ve always equated our day-to-day business to a football game. Two coaching staffs and two teams on game day going head to head against each other and knowing there will only be one winner. But when the game is over, you’re still left with mutual admiration for each other because we all have to pay the same price to play the game.

I thank God for my blessings each and every day. For my life, my wife, my family, my friends and the opportunities that have been given to me through the years.

I can’t wait for tomorrow. P&GJ
We started business in Vicenza, Italy, in 1859, pioneering asphalt application for the civil industry. Today we are a Public Company and one of the world's largest operators in the pipe coating market. We have plants in Algeria, Angola, Argentina, Australia, Brazil, China, Italy, Malaysia, Nigeria, Qatar, Saudi Arabia, Spain, Venezuela.

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steel, desalination and utility sectors, bulk and packaged raw material sourcing and logistics handling for several large manufacturing companies.

Its customer base includes pipeline-coating contractors, refineries, petrochemical plants, power and desalination utility companies, port authorities, petroleum products receiving and distribution terminals and road construction project contractors. The geographical areas serviced by the company include the Middle East, India, Africa, Egypt, Far East and the Americas. GBA focuses on providing added value to the link between its principals and clients. It is this inherent understanding continuously inculcated into and demonstrated by every member of the company that has contributed to GBA’s diversified growth. GBA’s association with the pipe-coating segment of the oil and gas industry evolved from the company’s philosophy of seeking growth by continuously finding ways and means to improve client and principal patronage.

GBA had some limited contact with the Bredero and NPCC coating plants in the U.A.E. during the ’80s and early ’90s through the supply of cement to these plants for concrete-coating projects. Cement was a small percentage of the total coating operation and GBA was an almost non-entity supplier to the coating plants. On plant visits, however, it became evident there existed potential opportunities for several other critical and large-volume, high-value coating materials such as coal tar enamel, welded wire mesh, iron ore and others for which the coating plants were dependent on only one or two approved international suppliers with rigid terms not always to the liking of the coating industry.

Explore Alternative Sourcing

In 1993, GBA began exploring possible alternative sources of coating material supplies. Time, effort and expense was devoted to this pursuit over several years and it paid off. STP Limited (an Indian company) was the first to be introduced by GBA to the international coating industry for coal tar enamel, primer and outerwrap materials used as anticorrosion top coats.

Bredero Far East and Middle East provided support in the client approvals through a long road of many coating trials, production audits, commitments for capacity increase - adoption of ISO standards etc. GBA became the international marketing arm for the STP Limited pipe-coating products and the first feather in the cap was the award of a 3,500-metric ton order for coal tar enamel from Bredero Malaysia for a CNPC-China project. STP Limited has grown to be a market leader for enamel in the pipe-coating industry and has since ventured into larger capacity plants in India and a recently opened a facility in China.

The encouragement from the first success in introducing STP Limited as an alternative led GBA to develop other associations whereby Welded & Woven Reinforcement Mesh Metallurgica Abruzzese-Italy and Davis Wire-California were brought into the pipe-coating industry. Prior to this there was largely only one approved supplier for these products worldwide.

This competition benefited the pipe-coating plants by bringing the coal tar prices and wire mesh prices down.

The development of an alternative source for iron ore for the Middle East pipe coating companies (hitherto getting material from South Africa or Australia) was one of the most difficult tasks for GBA in its pipe-coating business activity. A workable supply line was established with Salgaocar Mining of India and GBA earned valuable experience in the challenging work of getting the material produced, inland transported, cleared for export, loaded in large vessels of up to 60,000 metric tons and shipped to coating plants. This effort,

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in fact, helped GBA develop a separate logistics handling portfolio as a profit center with other bulk products as well.

Over the years, GBA has worked with and helped expand the geographical work area for Stoppani-Italy (internal flow coats), Isover Saint Gobain-Italy (fiber glass reinforcement innerwrap), Power Marketing-U.S.A. for its Powercrete, outerwrap and innerwrap products, and SIT-Italy for industrial brushes used in coated pipe end-cleaning and stripping.

**New Company**

GBA has also progressed into the supply of coating plants and equipment through an association with a newly formed company in Holland. The new company has orders from India and Russia for full coating plants. An ongoing supply and installation of an internal-coating plant and certain other coating equipment is being carried out at a new pipe mill facility in Bay St. Louis, MS.

Over the last 15 years GBA has supplied coating materials to projects across the globe with repeat exposure to offshore projects in North and South America and a close working relationship with the Bredero plants in Harvey, Mobile and Manatee in the U.S.; Calgary and Sable Island in Canada; Coatzacoalcos, Vera Cruz in Mexico; and Fortaleza in Brazil apart from their other locations in the Middle East, Africa and Far East. GBA also has worked with other coating plants in the U.S. and Canada such as The Bayou Companies, Womble, Compression Coat and Shaw.

GBA has been an international member of NAPCA for several years and has participated in every convention. The conventions have provided a great platform for interaction, building associations and learning about the pipe coating industry in the Americas and - to an extent - certain other parts of the world from which other international members attend. A unique feeling at the conventions is that - though in the marketplace the members may be engaged in intense competition - at the convention there is a general feeling of oneness which in turn makes everyone experience a proud sense of belonging to a fraternity. How this is brought about is a Merritt B. Chastain, Jr., secret mastered over the many years that he has presided over and set the direction for the convention. GBA is also a member of IPLOCA. 

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Ron Williamson Expects The Best

Ron Williamson
Vice President-Distributor Products,
Berg Steel Pipe Corp.
Panama City, FL

Ron Williamson is responsible for distributor sales, production planning, plate purchasing and transportation. He also is executive vice president of eb Pipe Coating in Panama City. He lives with his wife Sharron in Panama City.

What are Ron’s industry beginnings? “I moved from Jerseyville, IL where I grew up to Houston in 1977 in search of a warmer climate and hopes of a better job,” says Ron.

“My first job in Houston was with AMF Tuboscope training as a pipe inspector in the oil fields. After a week of working 16 hours a day, I quickly realized that this was not the job for a young single guy and quit. I heard U.S. Steel in Baytown was hiring and went to apply. After an interview with the personnel manager and the fact that I had "experience" in pipe he wanted me to start that afternoon in the newly completed 48-inch pipe mill that was just at the beginning of their start up. Within six months I was promoted to finishing supervisor, a position I held until 1980. One night, while working the 3-11 shift, the plant superintendent — who just happened to be NAPCA member Bob Wise — showed up unannounced and asked to talk with me. He asked what my goals were at U.S. Steel, how I felt about the pipe manufacturing business and so on. I mentioned that I did not want to be a finishing supervisor for the rest of my life and had hopes to move up the corporate ladder. He told me of a new pipe mill being constructed in Panama City and said it would be a great opportunity if I was willing to relocate and assist in the start-up of which he was the plant manager. I was in Florida two weeks later.

“I started work at Berg in 1980 as plant supervisor, a position I held for about a year, and was then promoted to production planning manager. After about a year in this position, I was approached by yet another current NAPCA member who was about to change my career again. Hermann Buschor was president of Berg Pipe Sales Inc. He said his desire was to hire someone from within Berg with technical experience to assist in sales. Although I was somewhat hesitant, Hermann — being the great salesman that he
Is CP worthless?

What kind of question is this?
Most in the pipeline industry agree that cathodic protection (CP) is the smart way to provide backup corrosion protection on underground pipelines.

But consider: If you use solid film backed corrosion coatings, you may be wasting money by adding CP to the pipeline.

There is a common sense reason for this statement. CP systems protect pipelines by delivering electrical current to the steel surface. Solid film back corrosion coatings have the property of resistivity, which means they block electrical current. This blocking effect is called cathodic shielding.

The phenomenon of cathodic shielding, or blocking of protective CP current, has been the subject of dozens of technical papers since the mid 1980’s. You can review a cross section of these papers on Polyguard’s website. You can also view a 10 minute explanation of the cathodic shielding process.

Worldwide, we estimate that over half of pipelines are being coated with solid film back coatings, such as shrink sleeves, tapes, and 2 or 3 layer systems. Most of these lines have CP systems. These are the operators who may be wasting their money on CP. Moreover, many install shielding coatings on girth welds, the most vulnerable area for corrosion.

Two corrosion coatings are proven to be non-shielding, and allow passage of protective CP currents. One of these coatings is FBE. The other is Polyguard RD-6.

NACE SP0169-2007 states: “Materials … that create electrical shielding should not be used on the pipeline” ¹.

49 CFR §192.461 states; “External protective coating …must …have properties compatible with any supplemental cathodic protection.” ²

If you are concerned that your organization is behind this curve, we recommend:

1. Visit polyguardproducts.com/failsafecoating.htm and review the large body of information about shielding problems.

2. Talk to operators who have used Polyguard’s RD-6 system. (There are many) Ask them if they know of any serious corrosion or SCC ever found under RD-6. (We don’t, even after 19 years and thousands of installations).

3. Have someone in your organization attend the NACE course "Coatings in Conjunction with Cathodic Protection".

¹. NACE SP0169-2007 “Control of External Corrosion on Underground or Submerged Metallic Piping Systems”.
². 49 CFR Ch.1 (§192.461 see also §195.559)
is — told me that a sales career would afford me employment opportunities the rest of my life. Further, he asked if I really wanted to spend a career on the mill floor. I have been involved with sales now for about 25 years, all with Berg Pipe.

“When I think about what NAPCA means to me, I think about the wealth of experience involved in the association. The many members who have changed and improved the pipeline and coating industry as well as my own life. People who are dedicated to the industry and have stayed with it through all the bad times that we have seen.

“What a great opportunity the association provides to get together with old friends and talk about ‘remember when,’ discussing problems that affect us all, as well as meeting the new generation of players that will further change and improve the industry that we all support.”

Berg Steel Pipe produces longitudinally welded line pipe in sizes 24 through 64 inches OD, grades B through X80. It is a wholly owned subsidiary of the Europipe Group. Berg owns and operates eb Pipe Coating and is constructing a new company — Berg Spiral — in Mobile AL. In addition, Berg has recently formed a sales organization in conjunction with Europipe called Berg Europipe Corporation (BEC) which will be responsible for project sales for Berg Panama City and Berg Mobile as well as the Europipe family of pipe mills. Ron serves on the board of BEC. P&GJ

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BALL WINCH PIPELINE SERVICES
Website: www.ballwinch.com
Email: tom.ball@ballwinch.com
P.O. Box 1255, Willis, Texas 77378
Ph: (936) 229-0077, Fax: (936) 856-9964
THOMAS BALL - Partner
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Website: www.thebayoucompanies.com
5200 Curtis Lane, New Iberia, Louisiana 70560
Ph: (337) 369-3761, Fax: Main Office (337) 365-8747
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BAYOU FLOW TECHNOLOGIES, LLC
Website: www.bayouflow.com, Email: reuserh@bayouflow.com
515 N. Sam Houston Pkwy., E., Ste. 630, Houston, Texas 77060
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HANK REUSER - Vice President and General Manager
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