



# NAPCA

National Association of Pipe Coating Applicators



**James T. Shea**  
NAPCA President and Managing Partner-Operations,  
The Bayou Companies, L.L.C., New Iberia, LA



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

## Jotun Powder Coatings

# LEC. 20<sup>+</sup>

Lower Energy Consumption FBE

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LESS WASTE  
LESS TEMPERATURE  
MORE SAVINGS**

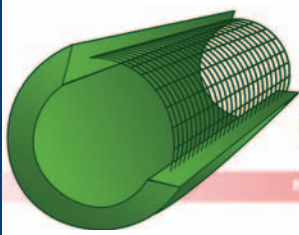
Lower Energy Consumption FBE coatings (also known as low application temperature coatings) are applied in the range of 150°C to 200°C (300°F to 390°F) while maintaining operating efficiency.

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

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**PROGRAM FOR 2007 NAPCA CONVENTION • RENAISSANCE ESERALDA RESORT & SPA  
INDIAN WELLS, CALIFORNIA • April 11-15, 2007**

**WEDNESDAY, APRIL 11**

- 8:00 a.m. – 5:00 p.m.** REGISTRATION – Lobby Court (Courtesy Covalence Corrosion Protection Group (Polyken®, Powercrete®, AnodeFlex™ & Raychem Products))  
**8:30 a.m.** BREAKFAST BOARD MEETING – Monaco Board Room  
**6:00 p.m. – 6:45 p.m.** INTERNATIONAL RECEPTION – Rose Lawn (Courtesy Industrie Polieco MPB S.r.l.)  
**6:45 p.m. – 7:45 p.m.** PRESIDENT'S RECEPTION – Rose Lawn (Courtesy Associate Members)

**DINNER ON YOUR OWN**

**THURSDAY, APRIL 12**

- 7:45 a.m. – 8:50 a.m.** LINE PIPE MANUFACTURERS' CLOSED MEETING AND BREAKFAST –  
Leader – Rusty Fisher, Chairman, Line Pipe Manufacturers Committee and Vice president, Line Pipe Sales, Lone Star Steel Company, Dallas, Texas – Monaco Board Room  
**7:45 a.m. – 8:50 a.m.** PLURAL COMPONENT COATINGS BREAKOUT SESSION AND BREAKFAST –  
Leader – George D. Stoddard, President, Mobile Pipe Wrappers and Coaters, Inc., Adelanto, California – Monte Carlo  
**7:45 a.m. – 9:15 a.m.** MEN'S AND LADIES' CONTINENTAL BREAKFAST – Valencia Foyer (Courtesy CRC-Evans Pipeline International, Inc. and Caterpillar, Inc.)  
**8:00 a.m. – 5:00 p.m.** REGISTRATION – Valencia Foyer (Courtesy Covalence Corrosion Protection Group (Polyken®, Powercrete®, AnodeFlex™ & Raychem Products))  
**8:00 a.m. – 12:00 a.m.** "HAPPY TRAILS HORSEBACK RIDING" (Bus will leave from front of hotel)  
**SPOUSE EVENT**  
**9:00 a.m.** GENERAL SESSION – Valencia I-IV  
President's Report – James T. Shea, Managing Partner, Operations, The Bayou Companies L.L.C., New Iberia, Louisiana; Managing Director's Report – Merritt B. Chastain, Jr.  
Introduction of Speaker – Don Barder, President and Chief Operating Officer, Liberty Coating Company, LLC, Morrisville, Pennsylvania and 2007 Business Program Chairman  
"OUTLOOK FOR PIPELINE CONSTRUCTION IN NORTH AMERICA"  
Speaker – William T. Yardley, Group Vice President, Northeast Transmission, Spectra Energy Corp., Houston, Texas  
**10:00 a.m.** COFFEE BREAK – Valencia Foyer (Courtesy Akzo Nobel/Resicoat)  
**10:15 a.m.** "A STEEL AND PIPE PRODUCER'S VIEW OF THE ENERGY TUBULAR BUSINESS"  
Speaker – John Tulloch, Executive Vice President, Steel and Chief Commercial Officer, IPSCO Inc., Lisle, Illinois  
**12:00 p.m.** LUNCHEON FOR EVERYONE – Emerald Ballroom 6-8 (Courtesy John Deere World Wide Construction & Forestry Division)  
**12:45 p.m.** GIN RUMMY TOURNAMENT – Lobby Court (Courtesy H.M.S. Corporation)  
**7:15 p.m. – 8:15 p.m.** RECEPTION – Emerald Foyer (Courtesy Vertellus Specialties Inc. and Hempel Coatings (USA), Inc.)  
**8:15 p.m. – 11:15 p.m.** "SOUTHWESTERN NIGHTS" – Emerald Ballroom – An environment of Southwestern beauty including refreshments, meal, great entertainment and dancing (Courtesy Pipeline Inspection Co., Ltd. and DuPont Pipeline Solutions as principal sponsors. Other sponsors Berg Steel Pipe Corp., Dura-Bond Pipe LLC, IPSCO Inc./IPSCO Tubulars Inc., Jindal SAW Ltd., U.S. Branch, Lone Star Steel Company, Oregon Steel Mills, Inc., Stupp Corporation, Tenaris and US Steel Tubular Products)

**FRIDAY, APRIL 13**

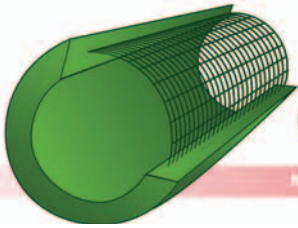
- 7:45 a.m. – 9:15 a.m.** MEN'S AND LADIES' CONTINENTAL BREAKFAST – Valencia Foyer (Courtesy The Valspar Corporation and Wheelabrator)  
**7:45 a.m. – 8:50 a.m.** WATER AND SEWER PIPE BREAKOUT SESSION AND BREAKFAST –  
Leader – Don Barder, President and Chief Operating Officer, Liberty Coating Company, LLC, Morrisville, Pennsylvania – Valencia V & VI  
**10:00 a.m. – 2:00 p.m.** "DESERT HOME TOUR AND LUNCH" (Bus will leave from front of hotel)  
**SPOUSE EVENT**  
**9:00 a.m.** GENERAL SESSION – Valencia I-IV  
"HELIX PRESENT AND FUTURE"  
Speaker – Roy H. Sijthoff, Vice President, Commercial, Deepwater Construction Group, Helix Energy Solutions Group, Inc., Houston, Texas  
**10:00 a.m.** COFFEE BREAK – Valencia Foyer – (Courtesy Akzo Nobel/Resicoat)  
**10:15 a.m.** "FIVE STEPS TO GREAT LEADERSHIP" Speaker – Mack Mercer, Vice President, T.G. Mercer Consulting Services, Inc., Weatherford, Texas  
**11:30 a.m.** GOLF LUNCH AND GOLF TOURNAMENT – Indian Wells Golf Resort  
(Lunch, green fees, carts, refreshments and prizes courtesy 3M Company and Specialty Polymer Coatings, Inc.)  
**7:15 p.m. – 8:15 p.m.** RECEPTION – Fountain Court (Courtesy Nordson Corporation and CANUSA-CPS)

**DINNER ON YOUR OWN**

**SATURDAY, APRIL 14**

- 7:45 a.m. – 9:15 a.m.** MEN'S AND LADIES' CONTINENTAL BREAKFAST – Valencia Foyer (Courtesy CRTS, Inc. and Wheelabrator Abrasives, Inc.)  
**8:00 a.m. – 9:00 a.m.** FUSION BONDED EPOXY COATING BREAKOUT SESSION AND BREAKFAST – Leader – Jason Norris, Sales Manager, Dura-Bond Coating, Inc., Export, Pennsylvania – Crystal I  
**8:00 a.m. – 9:00 a.m.** COAL TAR COATINGS BREAKOUT SESSION AND BREAKFAST – Leader – George D. Stoddard, President, Mobile Pipe Wrappers & Coaters, Inc., Adelanto, California – Crystal II  
**8:30 a.m. – 1:30 p.m.** "COLLEGE OF THE DESERT STREET FAIR AND LUNCH" (Bus will leave from front of hotel)  
**SPOUSE EVENT**  
**9:15 a.m.** CLOSED SESSION - REGULAR MEMBERS – Valencia I & II  
**9:15 a.m.** CLOSED SESSION - ASSOCIATE MEMBERS – Valencia V & VI  
**10:15 a.m.** BOARD OF TRUSTEES MEETING – Valencia I & II  
**12:30 p.m. – 5:30 p.m.** SPORTING CLAY SHOOT & LUNCH –  
(Courtesy Steel Pipe & Tube Consultants, Corp., 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  
**7:15 p.m. – 8:15 p.m.** RECEPTION – Valencia Foyer (Courtesy Jotun Powder Coatings A/S)  
**8:15 p.m.** FINAL BANQUET – Valencia Ballroom (Entertainment and wine courtesy BASF NAFTA)

ALL CONVENTION TRANSPORTATION (Courtesy Dun Transportation & Stringing, Inc., T.G. Mercer Consulting Services, Inc., Montgomery Trucking, Co. and Pe Ben USA, Inc.)  
ALL CONVENTION BREAKOUT SESSIONS (Courtesy Pettibone)  
SPEAKER FEES AND EXPENSES (Courtesy Universal Minerals International, Inc.)



## Growth Continues At The National Association Of Pipe Coating Applicators



Merritt B. Chastain, Jr.  
 Managing Director of NAPCA

**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**

**T**he 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 Barder, Vice President; and Jason Norris, Secretary/Treasurer. Shea is Managing Partner-Operations, The Bayou Companies, L.L.C., New Iberia, LA; Barder 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.

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

### 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](http://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 membership, except as

provided for immediately below. Any company qualified to be an affiliate member may elect to be classed as a regular member and pay dues as such with all the rights and privileges thereof, except it shall have no vote in association affairs.

**International member.** Any business entity located outside the U.S. engaged in a substantial way in the application of protective pipe coatings to steel pipe at permanently established facilities employing permanently located equipment, which pipe is used for the construction of distribution and/or transmission pipelines (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 or insulation coatings.

**Associate member.** Any business entity located in 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. *P&GJ*

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



James T. Shea  
NAPCA President

by James T. Shea,  
NAPCA President  
and Managing  
Partner – Operations,  
The Bayou  
Companies, L.L.C.,  
New Iberia, LA

**T**he 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 reading of the pipe temperature. The temple 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 gun systems with, again, mixed results. Because of the changing 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 be 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

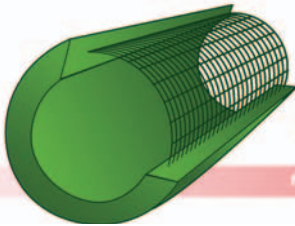
coated. The heat from the pipe can put the mil-gauge out of calibration in a very short period of time if not consistently monitored. The person operating the gauge can get different readings if not properly trained. A single mil variance could cost the coater through his powder overage or a wrong reading 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. **P&GJ**



## 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 Bullion, Senior Editor, *Pipeline & Gas Journal*.

### Don Barder Goes Straight To The Challenge



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

**B**orn 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 paid. The dirt eating, however, did not change.

"I credit my next 11 years to my father-in-law who would constantly serve as a sounding board for ideas and was there with answers and

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.'

"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



Aerial photograph of Liberty Coating Company Plant, Morrisville, PA.

for the Far East, working for Mike Waite who has been in the region for over 25 years and is still there as I understand.

"For medical reasons, Kim and I needed to come back to the U.S. Fortunately, Bredero Price purchased Encoat and I was able to come home and manage the Morrisville, PA facility (Round Two). After 18 months we had the bug to travel again so off we went to Houston for business development on international, Latin American and the deepwater Gulf of Mexico projects.

"After a few years in this role I accepted an offer to work with Sumitomo Corporation as line pipe manager of steel pipe. It was not much more than a year later that Bredero Price approached me to see if there was interest in buying the Morrisville coating plant. I called Bill and we pulled a group of investors together to make the purchase. I relocated to Pennsylvania (Round Three), this time as an owner, and in July 2001, Liberty Coating Company was born. With our six-year anniversary on the horizon, the name 'Liberty' is well known in the northeastern U.S. as the source for factory-applied pipe-coating services and field-coating materials."

### Liberty Coating Company

Located on 35 acres in the USX Industrial Park, Liberty Coating Company offers an array of pipe-coating systems for the oil, gas,



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**CHALLENGES MOUNT WHEN  
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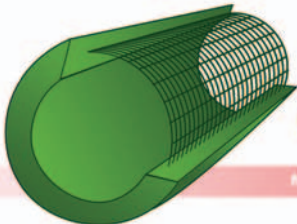
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water, wastewater and petrochemical industries for pipe diameters ranging from three-quarters of an inch and up. A recent contract award was for a 66-inch diameter multi-layer OD paint system. The Liberty location can easily receive pipe via vessel, 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 tech-

niques, 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. *PE&GJ*

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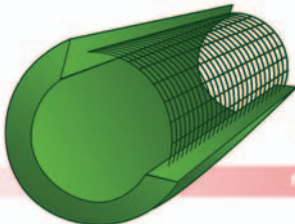
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## Merry Brumbaugh Is A Determined Problem Solver



**Merry Brumbaugh**  
Vice President Tubular  
Products  
L.B. Foster Company  
Pittsburgh, PA

**M**erry Brumbaugh, L.B. Foster Co. Vice President Tubular Products, served as a member of the NAPCA Board of Trustees from 2000 to 2006. During that time she held the positions of board vice president and chairperson of the Website Committee. Today, Merry and L.B. Foster continue 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, her determination is appreciated company-wide as Vice President Merry Brumbaugh leads L.B. Foster Tubular Products from her offices in Pittsburgh, Houston and Birmingham.

Tubular Products consists of L.B. Foster's state-of-the-art Birmingham pipe-coating facility and its Houston threaded-pipe plant. Merry heads a group of industry profession-

als that includes General Manager-Sales Gary Foerster and General Manager-Operations Tim Chiasson. "I couldn't have better management or a stronger team than Gary and Tim," said Merry.

Tim and Merry have worked for more than 10 years to implement process improvements and encourage proactive safety programs at the pipe-coating and threaded facilities. They recognized early on that product quality and employee safety went hand-in-hand and worked to raise this awareness throughout L.B. Foster Company. 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. Gary and Merry work closely with American Steel Pipe to create a seamless sales and manufacturing relationship.

"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 threaded unit 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. **P&GJ**

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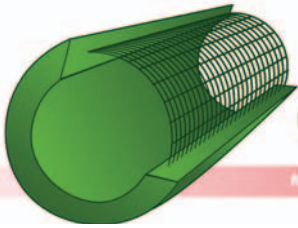


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## Marvin Williams Stills Loves His Work After 30 Years



**Marvin Williams**  
 Sales And Technical Services  
 Representative,  
 Functional Coatings  
 The Valspar Corporation  
 Willis, TX

**M**arvin 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. He troubleshooted FBE-coating plant problems and liquid I.D.-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 for BASF. He says he was a troubleshooter for problems in FBE pipe-coating plants in the U.S., Canada and Europe. He also helped with FBE-coating development in U.S. and German powder labs

### Joined Valspar In 2003

Marvin has been with The Valspar Corporation since 2003. He serves as sales and technical services representative for functional coatings. Marvin says he especially enjoys his work that involves rebuilding coating plants after natural disasters and fires and helping

troubleshoot coating problems in FBE pipe-coating plants and FBE rebar-coating plants. He also helps ensure girth weld coatings are applied to manufacturer's specifications from Louisiana to Alaska, troubleshoots I.D. liquid-coating problems and trains pipe-coating, rebar-coating and I.D. plant personnel.

Marvin says his company is a manufacturer of state-of-the-art PIPE CLAD® fusion bonded epoxy powders for corrosion and mechanical protection of pipelines. It is a supplier of internal pipeline coatings for improved efficiency and corrosion protection.

Marvin says Valspar is not just committed to supplying quality products, but to customer service also. "It is very expensive sending tech service people out to help customers even when they know it is not Valspar's problem," he says. "This is the commitment Valspar has made not just to the pipe-coating industry but to all of their customers. I am proud to work for a company that is so committed to quality and customer service."

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." *PE&GJ*

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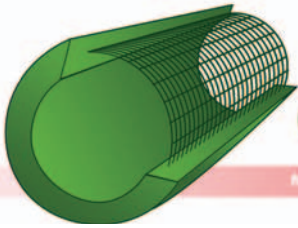
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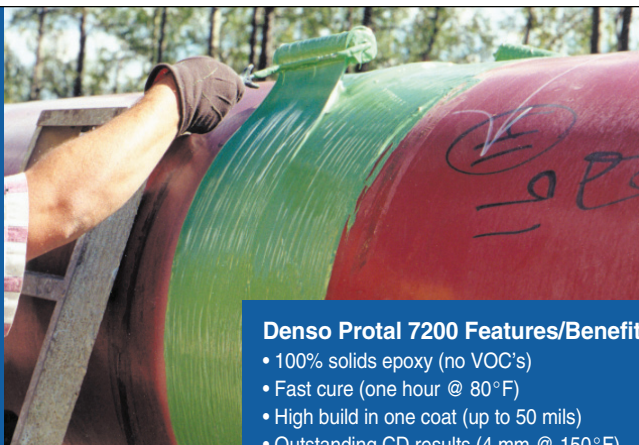
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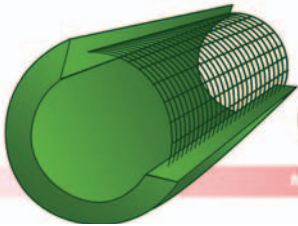
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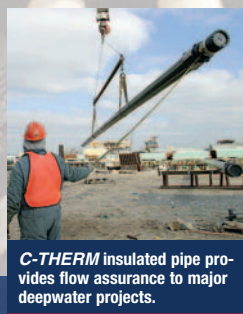
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 RON WILLIAMSON - Vice President  
 DAN ETTER - Plant Superintendent  
 JOHN GARDEN - Production Superintendent  
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 GARY FOERSTER - Sales Manager, Coated Products  
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 Sales Office: 400 North Sam Houston Parkway East #310,  
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 (281) 445-8681  
 DAVE KERSTING - Director of Sales  
 DON STRAIN - General Manager  
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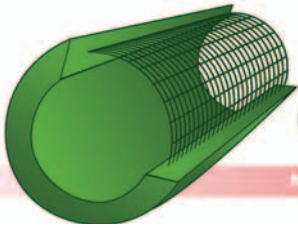
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E-mail: [jconrad@liberty-grp.com](mailto:jconrad@liberty-grp.com)  
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 CHRIS S. HARRISON - Vice President, Finance  
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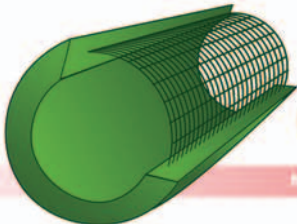


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Web Address: <http://www.itwgema.com>  
P.O. Box 88220, Indianapolis, IN 46208-0511  
Telephone: (317) 298-5143, Telefax: (317) 298-5010.

**JINDAL SAW LTD., U.S. BRANCH**

Web Address: <http://www.jindalusa.com>  
5200 E. McKinney Road, Baytown, TX 77520  
Telephone: (281) 383-5265, Telefax: (281) 383-4900.

**JOHN DEERE WORLDWIDE CONSTRUCTION FORESTRY DIVISION**

Email Address: [ClarkFranka@JohnDeere.com](mailto:ClarkFranka@JohnDeere.com)  
1515 5th Ave., P.O. Box 8806, Moline, IL 61266-8806  
Telephone: (602) 564-6427, Cellular: (309) 236-3866.

**JOTUN POWDER COATINGS A/S**

Web Address: <http://www.jotun.com>  
Jotun Powder Coatings U.A.E., P.O. Box 51033, Dubai, United Arab Emirates, Telephone: 971 4 34 72 515, Telefax: 971 4 34 72 815  
Czech Republic: 420-475-620344, India: 91-260-395-4512, Indonesia: 62-21-546-8435/8436, Malaysia: 60-3-5519-0898, Norway: 47-3316-4000, Pakistan: 92-42-532-0438, Saudi Arabia: 966-3-812-1259, Thailand: 66-38-468-744/745, Turkey: 90-282-726-8070, UAE: 971-4-3472-515, U.K.: 44-172-440-0188, Vietnam: 84-8-997-1949.

**KEN-MAR INDUSTRIES**

E-mail Address: [kenmarindustries@yahoo.com](mailto:kenmarindustries@yahoo.com)  
P.O. Box 40444, 436 Hurst Drive, Bay Village, OH 44140  
Telephone: (440) 835-1627, Telefax: (440) 899-1076.

**LONE STAR STEEL COMPANY**

P.O. Box 803546, Dallas, TX 75380-3546  
Telephone: (972) 386-3981, Telefax: (972) 770-6409.

**3 M COMPANY**

3M Austin Center, 6801 River Place Blvd., Austin, TX 78726-9000  
Telephone: (512) 984-1800, Telefax: (512) 984-4871.

**MADISON CHEMICAL INDUSTRIES, INC.**

490 McGeachie Drive, Milton, Ontario, Canada L9T 3Y5  
Telephone: (905) 878-8863, Telefax: (905) 878-1449.

**T.G. MERCER CONSULTING SERVICES, INC.**

Web Address: <http://www.tgmercer.com>  
2300 Tin Top Road, Weatherford, TX 76087  
Telephone: (817) 596-7367, Telefax: (817) 596-7301.

**METAL PARTS EQUIPMENT CO.**

16365 Park Ten Blvd., Ste. 185, Houston, TX 77084  
Telephone: (281) 398-1191, Telefax: (281) 398-1174.

**MINELCO, INC.**

Web Address: <http://www.minelco.com>  
2020 Scripps Center, 312 Walnut St., Cincinnati, OH 45202  
Telephone: (513) 322-5530, Telefax: (513) 322-5531.

**MONTGOMERY TRUCKING, CO.**

Web Address: <http://www.mtilogistics.com>  
6300 Schurmier, Houston, TX 77048-5801  
Telephone: (713) 592-6766, Toll Free: (877) 787-4644, Telefax: (713) 592-6769.

**NORDSON CORPORATION**

Email Address: [ballsop@nordson.com](mailto:ballsop@nordson.com); [dczech@nordson.com](mailto:dczech@nordson.com)  
300 Nordson Drive, Amherst OH 44001  
Telephone: (800) 626-8303, (440) 985-4000, Telefax: (440) 985-1102.

**OFFSHORE JOINT SERVICES, INC.**

Web Address: <http://www.ojs.com>  
1621 Primewest Parkway, Katy, TX 77449  
Telephone: (281) 578-6523, Telefax: (281) 492-8340.

**OREGON STEEL MILLS, INC.**

Web Address: <http://www.osm.com>  
1000 Southwest Broadway, Ste. 2200, Portland, OR 97205  
Telephone: (503) 978-6075, Telefax: (503) 240-5291.

**OSBORN INTERNATIONAL**

Web Address: <http://www.osborn.com>  
5401 Hamilton Ave., Cleveland, OH 44114  
Telephone: (216) 361-1900, Telefax: (216) 361-1913.

**P.R.D. COMPANY, INC.**

Email Address: [prdsales@prdcompany.com](mailto:prdsales@prdcompany.com)  
1321 West Winton Ave., Hayward, CA 94545-1407  
Telephone: (510) 782-7242; Telefax: (510) 887-5639.

**PE BEN USA, INC.**

Web Address: <http://www.pebenusa.com>  
16815 Royal Crest #220, Houston, TX 77058  
Telephone: (281) 990-8285, Telefax: (281) 990-8716.

**PETTIBONE**

Web Address: <http://www.gopettibone.com>  
1100 Superior Ave., P.O. Box 368, Baraga, MI 49908  
Telephone: (906) 353-6611, Telefax: (906) 353-6325.

**PIPE EXCHANGE, INC.**

Web Address: <http://www.pipexch.com>  
13831 Northwest Freeway, Ste. 525, Houston, TX 77040  
Telephone: (713) 934-9480, Telefax: (713) 934-9490.

**PIPELINE INSPECTION CO., LTD.**

Web Address: <http://www.pictld.com>  
P.O. Box 55648, Houston, TX 77255-5648  
Telephone: (713) 681-5837, Telefax: (713) 681-4838.

**POLYGUARD PRODUCTS, INC.**

P.O. Box 755, Ennis, TX 75119  
Telephone: (972) 875-8421, Telefax: (972) 875-9425  
Houston: (713) 681-1743, Telefax: (713) 681-1219.

**RED MAN PIPE & SUPPLY CO.**

Web Address: <http://www.red-man.com>  
P.O. Box 35632, Tulsa, OK 74153-0632  
Telephone: (918) 250-8541, Telefax: (918) 461-5376.

**ROHM AND HAAS CHEMICALS, LLC, DBA ROHM AND HAAS POWDER COATINGS**

Web Address: <http://www.rohmhaaspowdercoating.com>  
5 Commerce Drive, Flying Hills Corp Center, Reading, PA 19607  
Telephone: (610) 775-6600, Telefax: (610) 775-6691  
Davidson, NC Sales, (704) 782-7714.

**SPECIALTY POLYMER COATINGS, INC.**

Web Address: <http://www.spc-net.com>  
Unit #104, 20529 62nd Ave., Langley, B.C., Canada V3A 9R4  
Telephone: (604) 514-9711, Telefax: (604) 514-9722, U.S. Office (281) 332-6948.

**SPECIALTY PRODUCTS, INC., a Division of Urethane Contractors Supply Co., Inc.**

Web Address: <http://www.specialty-products.com>  
2410 104th St. Court S., Ste. D, Lakewood, WA 98499  
Telephone: (800) 627-0773 or (253) 588-7101, Telefax: (253) 588-7196.

**STEEL PIPE TUBE CONSULTANTS, CORP.**

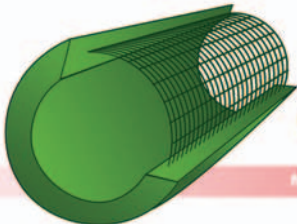
Web Address: <http://www.steelpipe-tube.com>  
107 Concord St., Abbeville, LA 70510  
Telephone: (337) 898-0909, Telefax: (337) 893-0303  
Houston Office, (281) 931-5056, Telefax: (281) 931-5022.

**STUPP CORPORATION**

12555 Ronaldson Road, Baton Rouge, LA 70807  
Telephone: (225) 775-8800, (800) 933-7473, Telefax: (225) 775-7610.

**TAYLOR NORTHEAST, INC.**

Web Address: <http://www.taylornortheast.com>  
931 Hemlock Road, Morgantown, PA 19543  
Telephone: (610) 286-8080,  
Telefax: (610) 286-8099.



## TEK-RAP, INC.

P.O. Box 96407, Houston, TX 77213  
Telephone: (281) 459-2491, Telefax: (281) 458-5114.

## TENARIS

Web Address: <http://www.tenaris.com>  
2200 West Loop South, Ste. 800, Houston, TX 77027  
Telephone: (713) 767-4400, Telefax: (713) 767-4455.

## TEXAS PIPE & SUPPLY CO., INC.

Web Address: <http://www.texaspipe.com>  
2330 Holmes Road, Houston, TX 77051  
Telephone: (713) 799-9235, Telefax: (713) 799-8701.

## TURNKEY ANTICORROSION

11931 Lois Lane, Pinehurst, TX 77362  
Telephone: (281) 252-6175, Telefax: (281) 252-4157.

## UNIVERSAL MINERALS INTERNATIONAL, INC.

Web Address: <http://www.umint.com>  
4620 South Coach Drive, Tucson, AZ 85714  
Telephone: (520) 917-0661, (866) 286-6311, Telefax: (520) 917-0664.

## US STEEL TUBULAR PRODUCTS

600 Grant St., Room 2001, Pittsburgh, PA 15219-2749  
Telephone: (800) 553-3842, (412) 433-3842, Telefax: (412) 433-3878.

## THE VALSPAR CORPORATION

1101 S. Third St., Minneapolis, MN 55415  
Telephone: (612) 332-7371, Telefax: (612) 375-7723,  
Houston: (281) 370-6164, (281) 658-5118, Tulsa: (918) 625-6690.

## VERTELLUS SPECIALTIES INC.

Web Address: <http://www.vertelluspcg.com>  
300 N. Meridian St., Ste. 1500, Indianapolis, IN 46202  
Telephone: (800) 777-3536, option 1, Telefax: (317) 390-2539, Sales: (317) 390-2495.

## VOLVO CONSTRUCTION EQUIPMENT

Web Address: <http://www.volvoce.com>  
One Volvo Drive, Asheville, NC 28803  
Telephone: (828) 650-2000, Telefax (828) 650-2513.

## WHEELABRATOR ABRASIVES, INC.

Web Address: <http://www.wheelabr.com>  
1691 Phoenix Blvd. #390, Atlanta, GA 30349  
Telephone: (770) 991-7404, Telefax: (770) 991-7407.

## WHEELABRATOR GROUP

Web Address: <http://www.surfacepreparation.com>  
1606 Executive Drive, LaGrange GA 30240  
Telephone: (706) 884-6884, Telefax: (706) 884-9918.

## E.A. WILCOX COMPANY

Web Address: <http://www.eawilcox.com>  
6436 E. Corvette St., Los Angeles, CA 90040, 173 Utah Ave., So. San Francisco, CA 94080-6712, Telephone: (323) 728-1221, Telefax: (323) 888-6150.

## WILSON

Web Address: <http://www.iwilson.com>  
P.O. Box 1492, Houston, TX 77251, 1301 Conti, Houston, TX 77002  
Telephone: (713) 237-7000, Telefax: (713) 237-3774.

## International Members

### ACE PIPE CORP.

Web Address: <http://www.pipecoating.net>  
Email Address: [acepipe@ms25.hinet.net](mailto:acepipe@ms25.hinet.net)  
Fl. 17, No. 345 Chung-Ho Rd., Yung-Ho City, Taipei Hsien, Taiwan, R.O.C.,  
Telephone: 886-2-2232-6326, Telefax: 886-2-2232-6329,

### PRODUCTS:

Single layer FBE, 2 layer/3 layer PG/PP pipe coatings.

Welded-joint corrosive protection.

Thread-joint PG coated fittings. Irregular fittings corrosive protection.

## AL QAHTANI PIPE COATING TERMINAL

Email Address: [info@aqpct.com](mailto:info@aqpct.com)  
Tariq A.H. Al Qahtani & Bros, P.O. Box 20, Dammam 31411, Kingdom of Saudi Arabia, Telephone: 966-3-857-4150, Telefax: 966-3-826-9894

### PRODUCTS:

Corrosion Control Coatings  
- Internal Fusion Bonded Epoxy  
- External Fusion Bonded Epoxy  
- External Three Layer Extruded Polyethylene  
- External Sintered Polyethylene Coating  
- Internal Baked on Phenolic Coating  
- Internal & External conventional Liquid Coating  
- Custom Coating of fittings and spools Fusion Bond Epoxy Coating Liquid Epoxy  
- Coating

- Internal Shop Girth Weld Coating with FBE  
- External Shop Girth Weld Coating with FBE  
- External Heat Activated Wrapping

### Concrete Coating Services

- External Concrete Weight Coating Compression Coat Method Impingement Method  
- Internal Cement Mortar Lining  
Field Coating Services

- Internal Field Girth Weld Coating with FBE  
- External Field Girth Weld Coating with FBE  
- External Shrink Sleeve Girth Weld Application  
- External Field Girth Weld Coating-Spraying Polypropylene

- Mechanical Coupling Installation

- Pipeline Rehabilitation

### Other Services

- Pipe Double Jointing

- Repair of Pipe

ISO 9002 Certified

### AFFILIATES

Saudi Arabian Overseas Services

5718 Westheimer, Suite 1710, Houston, Texas 77057

Telephone: (713) 781-0366, Telefax: (713) 781-1344,

E-mail: [info@saosi.com](mailto:info@saosi.com)

## ARABIAN PIPECOATING COMPANY LTD.

Post Office Box 106, Al Khobar, Saudi Arabia 31952  
Telephone: 966 3 895 3552, Telefax: 966 3 894 9157

### PRODUCTS:

Application of external and internal anti-corrosion coatings to line pipes for the oil, gas, and water industries. Application of protective coatings to downhole tubing and casing. Capabilities include external and internal fusion bonded epoxy, three layer polyethylene and polypropylene, external and internal liquid epoxy coatings, custom shop coating of fittings and double jointing. Quality System with ISO 9002 certification.

## ATLANTIDA INTERNACIONAL, C.A.

Email Address: [atlaint@telcel.net.ve](mailto:atlaint@telcel.net.ve)  
MCO 2006, P.O. Box 025233, Miami, Florida 33102-5233  
Telephone: 58-65-29555, 58-65-29522, 58-65-25504,  
Telefax: 58-65-29747

### PRODUCTS:

Company has three permanent fusion bonded epoxy coating plants in Venezuela, with coating through 36", and coating of field girth welds with epoxy resin powders.

## AVROT INDUSTRIES LTD.

Kibutz Beerot, Ytzhak 60905 ISRAEL  
Telephone: (972) 03-9331867, Telefax: (972) 03-9332263

### PRODUCTS:

Avrot is a leading manufacturer of coated steel pipes and fittings with anticorrosive protective coating inside and outside.

## BREDERO SHAW LTD.

### GROUP EXECUTIVES

JOHN WILSON - Vice President - Finance  
LEE EVANS - Vice President U.S.A./Mexico/Latin America  
ROBERT DICK - Vice President - Far East and Middle East  
JON T. KING, SR. - Vice President - Europe, Africa, FSJ  
AFFILIATES: NORTH AND SOUTH AMERICA

### Shawcor Pipe Protection, LLC

See Regular Membership Listing  
CANADA, EUROPE, LATIN AMERICA, AFRICA, ASIA, AUSTRALIA, FAR EAST, MIDDLE EAST

### PRODUCTS:

Fusion Bonded Epoxy (FBE)  
Polyethylene, polypropylene, polyurethane & enamel anti-corrosion coatings  
Rubber foam & other insulation coatings  
Concrete weight coatings  
Construction of pipe coating plants  
Elastomeric and thermal insulation

## CORINTH PIPEWORKS S.A.

### HEAD OFFICE:

18 Ploutarchou str., 106 76 Athens, Greece, Telephone: 0030-1-7208100, Telefax: 0030-1-7208110,  
E-mail: [info@cpw.gr](mailto:info@cpw.gr), Website: [www.cpw.gr](http://www.cpw.gr)

U.S.A. Office: CPW America Company, 14800 St. Mary's Lane, Suite 140, Houston, Texas 77079, Telephone: 001-281-752-7300, Telefax: 001-281-752-7303

### PRODUCTS:

Corinth Pipeworks S.A. manufactures longitudinally ERW/HFI and SAW spiral welded steel pipes. We also coat pipe - externally with 3 layer polyethylene/polypropylene and fusion bonded epoxy coating and internally with liquid epoxy. Future plans include concrete weight coating.

## CSI COATING SYSTEMS INC.

Web Address: <http://www.csicoating.com>  
Email Address: [csi@csicoating.com](mailto:csi@csicoating.com)  
2102-5 Street, Nisku, Alberta T9E 7X3, Canada, Telephone: (780) 955-2856, Telefax: (780) 955-7215

### PRODUCTS:

Shop and field services for the application of all pipeline coating types. Complete pipeline rehabilitation services, insulation services, internal and external FBE, 100% solids, internal and External tank lining and painting.

## EUPEC FRANCE

Web Address: <http://www.eupec-pipecoatings.com>  
Email Address: [companymail@eupec-pipecoatings.fr](mailto:companymail@eupec-pipecoatings.fr)  
Route de Fort Mardyck, BP 191, 59760 Grande-Synthe, France  
Telephone: 33 (0) 3 28 58 02 20, Telefax: 33 (0) 3 28 27 98, Website: [www.eupec-services.com](http://www.eupec-services.com)

### PRODUCTS:

Member of the EUPEC Group, EUPEC France is an international manufacturer of coatings for external and internal corrosion protection, concrete and thermal insulation, operates several coating plants and provides field joint coating and custom coatings for oil, gas and water pipelines. In addition to the coating-related services, it has also developed pipeline services and pipeline maintenance through EUPEC Services

## GARNEAU INC.

Email Address: [reception@garneau-inc.com](mailto:reception@garneau-inc.com)  
2003 5th Street, Nisku, Alberta T9E 7X4 Canada  
Telephone: (780) 955-2398, Telefax: (780) 955-7715,  
Garneau Inc. is registered in accordance to ISO 9002.

### PRODUCTS:

1. Polyethylene pipe coating 2-20 inch, according to CSA Z245.21.
2. Fusion Bond Epoxy, 2-48 inch, according to CSA Z245.20.
3. Three Layer FBE/PE coating, side extruded, 3-48 inch, according to CSA Z245.21.
4. Polyurethane Foam, 2-24 inch.

5. Internal Epoxy coating, up to 48 inch.
6. Penstock coatings, up to 144 inch.
7. Supply of pipe coating plants.
8. Supply of pipeline equipment, benders, line up clamps, coat and wrap machines.

#### **KANSSEN (YADONG) PIPE COATING SERVICES LIMITED**

Web Address: <http://www.kanssen.com>  
 Email Address: [dicky@kanssen.com](mailto:dicky@kanssen.com) or [kanssen@kanssen.com](mailto:kanssen@kanssen.com)  
 Suite B2901 Eagle Run Plaza, 26 Xiaoyun Road, Chaoyang District, Beijing, PRC 100016, Telephone: +86-10-84580258, Telefax: +86-10-64605240

#### **PRODUCTS:**

- External Single/Dual Layer Fusion Bonded Epoxy
- External Multi Layer Polyethylene (PE)/Polypropylene (PP)
- Internal Liquid Epoxy Coating
- Concrete Weight Coating-- Imprimentment Concrete Application Method and Wrap-On Concrete Application Method
- Thermal Insulation
- Anode Installation

#### **MÜLHEIM PIPECOATINGS GMBH**

Friedrick-Ebert-Strasse 154, D-45473 Mülheim a.d. Ruhr, Germany  
 Telephone: 011-49-208-4596-120  
 Telefax: 011-49-208-4596-111

#### **PRODUCTS:**

Manufacturer of coatings for external and internal corrosion protection, concrete and thermal insulation. Operates a coating plant and provides services for field joint coating of pipelines.

#### **PPSC INDUSTRIAL HOLDINGS SDN BHD**

Web Address: <http://www.ppsc.com.my>  
 Email Address: [martyn.wilmott@ppsc.com.my](mailto:martyn.wilmott@ppsc.com.my)  
 59-9, 9th Floor, The Boulevard, Mid Valley City, Lingkaran Syed Putra, 59200 Kuala Lumpur, Malaysia,  
 Telephone: +603-2287-8990, Telefax: +603-2287-8992

#### **PRODUCTS:**

Pipe coating including: Fusion Bonded Epoxy, Three Layer Polyethylene, Three Layer Polypropylene, Internal Coating, Asphalt Enamel, Coal Tar Enamel and Concrete Weight Coating.

#### **PROFOUND INNOVATIONS CO., LTD.**

Email Address: [stephani@loxinfo.co.th](mailto:stephani@loxinfo.co.th)  
 83/8 Moo 3, Tambol Huay Yai, Amphoe Banglamung, Changwat Chonburi 20150, Thailand,  
 Telephone: 66-01-902-3936, 66-01-902-3937, Telefax: 66-01-826-6178

#### **PRODUCTS:**

External Shot-Grit Blasting and Coating Pipes, Bends and Fittings; Internal Grit Blasting and Coating Pipes, Bends and Fittings; Blasting and Painting Structural Steels, Plates, Tanks, Containers; Application of 100% Solids Epoxy Coatings (SP-2888, SP-8888), Zinc Primers, Epoxy Primers, Epoxy MIO Intermediate, Polyurethanes, Epoxy; Linings, Temperature Coatings, Aluminum Heat Resistant Coatings; Concrete Weight Coating; and Cold Applied Tape Coatings.

#### **PSL LIMITED**

Email Address: [pslnd@del2.vsnl.net.in](mailto:pslnd@del2.vsnl.net.in)  
 B-96, Greater Kailash Part I, New Delhi - 110 048, INDIA,  
 Telephone: 91-11-6434712, 011-6428290, Telefax: 91-11-6435745, 91-11-6476753

#### **PRODUCTS:**

Yard applied anticorrosion coating of onshore and offshore pipelines (4" to 60" diameter); coal tar enamel coating; fusion bonded epoxy coating; two/three layer side extruded polyethylene coating; through the die extrusion polyethylene coating; heavy concrete weight coating; polyurethane coating; internal epoxy coating. Supply and installation of Galvalum III sacrificial anodes.

#### **SOCOTHERM**

Via Risorgimento n.62, 45011 Adria (RO), ITALY  
 Tel: +39-0426-941000, Fax: +39-0426-901055  
 E-mail: [socotherm@socotherm.com](mailto:socotherm@socotherm.com), Website: [www.socotherm.com](http://www.socotherm.com)

#### **SOCO-RIL Do Brasil**

Conjunto 8, Sala 1, Av. Gastão Vidigal Neto 775 Cidade Nova, Pindamonhangaba, 12400-000 São Paulo, BRASIL  
 Tel: +55-12-2426710, Fax: +55-12-2449240  
 E-mail: [lfoliveira@confab.com.br](mailto:lfoliveira@confab.com.br), Website: [www.socoril.com.br](http://www.socoril.com.br)

#### **PRODUCTS:**

External and internal pipe coatings, preinsulation, concrete coatings. Plastykote, Powderkote, Innerkote, Thermakote, Concretkote, Wrapkote, Mortarkote, Nylonkote, Rebarkote, as exclusive systems of Socotherm.

#### **STP LIMITED**

Web Address: <http://www.stpltd.com>  
 Email Address: [pipeprotect@stpltd.com](mailto:pipeprotect@stpltd.com)  
 CORPORATE OFFICE:  
 3rd Floor 14-15, Farm Bhawan, Nehru Place, New Delhi - 110 019, India, Telephone:  
 91-11-46561359, Telefax: 91-11-46561358

#### **PRODUCTS:**

STP Limited caters to the needs of the oil and gas pipeline industry in the Domestic markets in India as well as to the International markets. It is involved in the manufacture and sales of Coal Tar Enamel, Synthetic Primer and Outerwrap in accordance to AWWA, British Standards and IS specifications for both onshore and offshore pipelines. The company also provides Technical Services as part of the contract while supplying materials. The production facilities have been awarded ISO 9002 by DNV of The Netherlands.

#### **TUBERIA LAGUNA S.A. DE C.V.**

Web Address: <http://www.tuberialaguna.com.mx>  
 Valle del Guadiana No. 355, Parque Industrial Lagunero, Gomez Palacio, Dgo. Mexico, Telephone: (871) 759-0271, Telefax: (871) 759-0271

#### **PRODUCTS:**

Manufacturer of API steel pipe from 6 5/8" to 24" in thickness up to 1/2" and with a maximum X60 grade. We have our own new coating plant for FBE and 3LPE with a maximum capacity of 250 m<sup>2</sup>/hr.

#### **WELSPUN GUJARAT STAHL ROHREN LIMITED**

Web Address: <http://www.welspunpipes.com>  
 Email Address: [sales\\_wgsrl@welspun.com](mailto:sales_wgsrl@welspun.com)  
 9/B, Tradeworld, Kamala Mills Compound, Senapati Bapat Marg, Lower Parel, Mumbai - 400 013 (India), Telephone: 91-22-56612600/24908000, Telefax: 91-22-56603031/24908020

#### **PRODUCTS:**

Manufacturer of longitudinal and spiral sub-merged arc welded (DSAW) pipes with range of longitudinal pipes as OD from 16 inch to 60 inch, thickness 6mm to 65mm with grade up to X-80 and above and spiral pipes as OD 18 inch to 72 inch and thickness 5 mm to 14mm. Also coated pipes with coating with EUPEC - Welspun Pipecoatings India Limited with 3LPE/3LPP, Mono and Dual Layer FBE, CTE, Internal Lining, CWC.

#### **ZARAMELLA PAVAN CONSTRUCTION COMPANY, S.A.**

Apartado 44, Lagunillas, Zulia, Venezuela  
 Telephone: (58-65) 24 022, Telefax: (58-65) 23 022  
 U. S. Liaison and Purchasing Office: Miami, Florida,  
 Telephone: (305) 261-3012, Telefax: (305) 261-2577

#### **PRODUCTS:**

1. Extruded H-D Polyethylene through 30"
2. Fusion Bonded Epoxy through 40"
3. Plant Applied Tapes
4. Concrete Weight Coatings through 40"

## **International Associate Members**

#### **AKZO NOBEL POWDER COATINGS GmbH**

Markwiesenstr. 50, D-72770 Reutlingen, Germany  
 Telephone: 0049/7121/519-191, Telefax: 0049/7121/519-199  
 China Representative Office, 86 21 627 933 99 ext. 3301,  
 Telefax: +86 21 624 75008  
 Ohio, (216) 750-6475, Telefax: (216) 750-7575.

#### **BAUHUIS INTERNATIONAL**

Web Address: <http://www.bauhuis.com>  
 Bauhuis International, PO Box 172, 7470 AD Goor, Netherlands  
 Telephone: 31-547-272258, Telefax: 31-547-272699.

#### **DONG-SUH CHEMICAL CO., LTD**

Email Address: [dongsuh@kotis.net](mailto:dongsuh@kotis.net)  
 13th, Kangnam Bldg. 1321-1, Seocho-Dong, Seocho-Ku, Seoul, Korea  
 Telephone: 82-2-3471-4121, Telefax: 82-2-3471-8022.

#### **GBA PRODUCTS CO LTD**

P.O. Box 4116, Dubai, United Arab Emirates  
 Telephone: 9714 8815565, Telefax: 9714 8816230.

#### **HYPERLAST LIMITED**

Web Address: <http://www.hyperlast.com>  
 Email Address: [help@hyperlast.com](mailto:help@hyperlast.com)  
 Station Road, Birch Vale, High Peak, Derbyshire SK 22 1BR, United Kingdom  
 Telephone: 44 (0) 1663 746518, Telefax: 44 (0) 1663 746605.

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