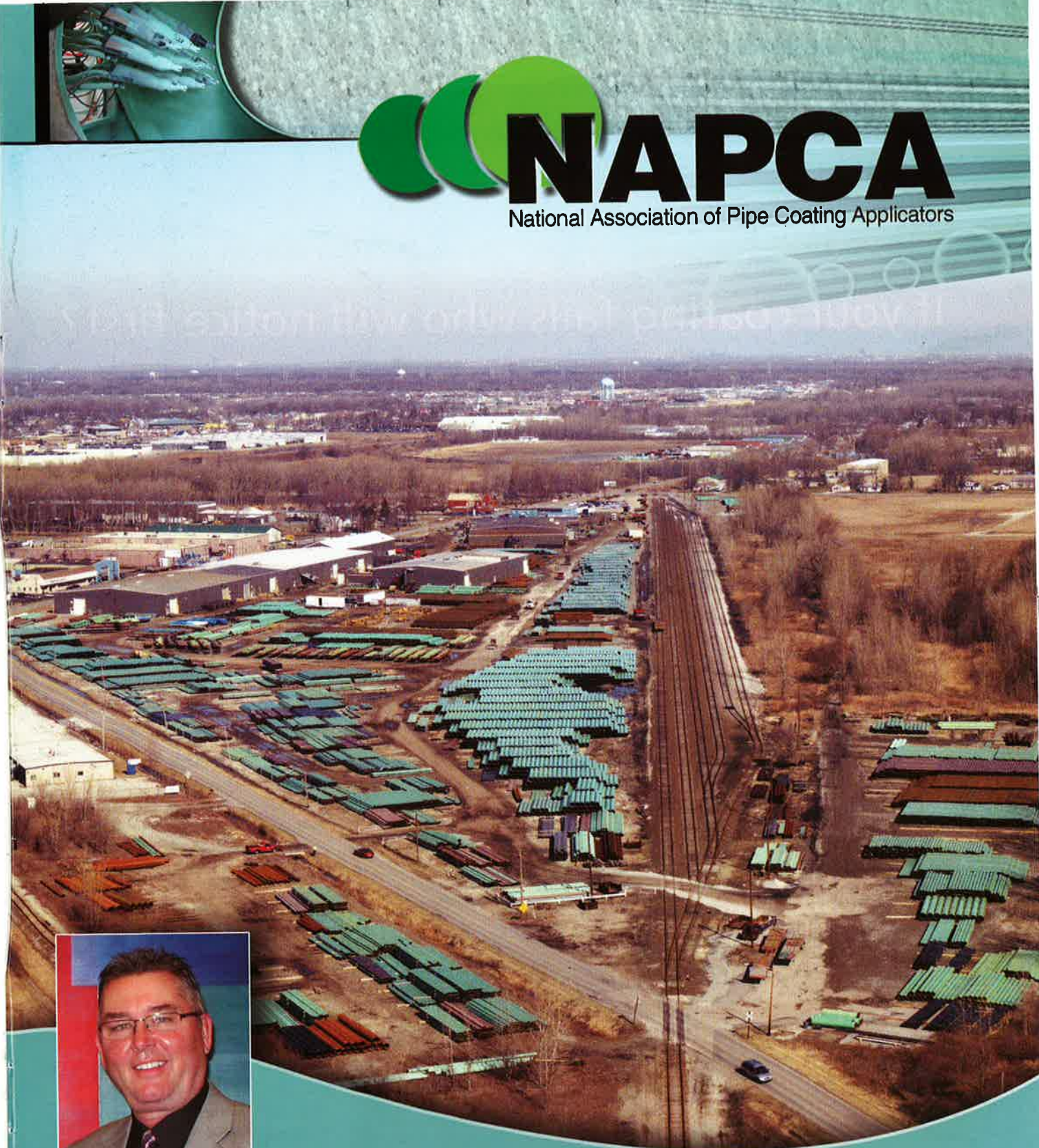




NAPCA

National Association of Pipe Coating Applicators



Joel Chermak
NAPCA President
and General Manager
Midwest Pipe Coating, Inc.
Schererville, Indiana

2012 Supplement to the March issue of

Pipeline & Gas Journal

An aerial view of the Midwest Pipe Coating, Inc., Schererville, Indiana, pipe coating facility and yard. The company was founded in 1965.



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NAPCA 2012 Convention Program
WESTIN LA PALOMA RESORT & SPA, TUCSON, ARIZONA, APRIL 18-22, 2012

WEDNESDAY, APRIL 18

8:00 a.m. – 5:00 p.m.

REGISTRATION – Lobby Foyer (Courtesy Berry Plastics Corrosion Protection Group (Covalence Raychem®, Powercrete®, Polyken® & AnodeFlex™))
BOARD MEETING AND BREAKFAST (Board Members Only) – Udall Room
LINE PIPE MANUFACTURERS CLOSED MEETING – Indigo Room
PRESIDENT'S RECEPTION – Waterfall Pool Area (Courtesy Associate Members)
DINNER ON YOUR OWN

8:30 a.m.

2:00 p.m.

6:00 p.m. – 7:30 p.m.

THURSDAY, APRIL 19

7:45 a.m. – 9:30 a.m.

8:00 a.m. – 5:00 p.m.

MEN'S AND LADIES' CONTINENTAL BREAKFAST – Terrace Level Patio and Foyer (Courtesy Caterpillar, Inc. and Wheelabrator)
REGISTRATION – Terrace Level Foyer (Courtesy Berry Plastics Corrosion Protection Group (Covalence Raychem®, Powercrete®, Polyken® & AnodeFlex™))
LIQUIDS BREAKOUT SESSION AND BREAKFAST – Leader – Jeff Wilkins, Liquids Marketing Manager, 3M, Austin, Texas – Indigo Room
"THE ART EXPERIENCE – MADARAS GALLERY & SHOPPING" (Bus will leave from front of hotel)

7:45 a.m. – 8:45 a.m.

8:45 a.m. – 11:15 a.m.

SPOUSE EVENT

9:00 a.m.

GENERAL SESSION – Canyon Ballroom I and III
Managing Director's Report - Merritt B. Chastain, III
President's Report – Joel Chermak, General Manager, Midwest Pipe Coating, Inc., Schererville, Indiana
Introduction of Speaker – Joel Chermak, General Manager, Midwest Pipe Coating, Inc., Schererville, Indiana and 2012 Business Program Chairman
"UPDATE ON THE KEYSTONE XL PIPELINE PROJECT"
Speaker – Robert Jones, Vice President, TransCanada Corporation, Calgary, Alberta, Canada

9:10 a.m.

ASSOCIATE MEMBER PROFILE

COFFEE BEAK – Lobby Foyer

ASSOCIATE MEMBER PROFILE

"STRESS CRACKING OF COATINGS AND PIPELINE INTEGRITY ISSUES"

Speaker – Dr. Chris Alexander, Principal, Stress Engineering Services, Inc., Houston, Texas

LUNCHEON FOR EVERYONE – Terrace Level Patio and Foyer (Courtesy Denso North America Inc. and Wheelabrator Abrasives, Inc.)

GIN RUMMY TOURNAMENT – Indigo Room

TENNIS TOURNAMENT – La Paloma Country Club Tennis Courts

RECEPTION – Arizona Deck and Foyer (Courtesy Hempel Coatings (USA), Inc. and Lone Star Specialty Products, LLC)

"NAPCA SOUTHWESTERN NIGHTS PARTY" – Canyon Ballroom I and III – The ultimate Western party including refreshments, meal, great entertainment, and dancing. Wear your slickest Western attire. (Courtesy Pipeline Inspection Co., Ltd. and DuPont Pipeline Solutions as Signature Sponsors. Vacuworx International as Premier Sponsor. Additional Sponsors are Dura-Bond Pipe LLC, Evraz Inc. NA, JSW Steel (USA) Inc., PSL North America, TMK IPSCO, U.S. Steel Tubular Products, Inc., and Pearson Industries)

10:10 a.m. – 10:15 a.m.

10:15 a.m. – 10:30 a.m.

10:30 a.m. – 10:35 a.m.

10:35 a.m.

11:50 a.m.

1:15 p.m.

1:15 p.m.

7:15 p.m. – 8:15 p.m.

8:15 p.m. – 11:15 p.m.

FRIDAY, APRIL 20

7:45 a.m. – 9:15 a.m.

7:45 a.m. – 8:50 a.m.

9:00 a.m. – 2:00 p.m.

SPOUSE EVENT

9:00 a.m.

9:00 a.m.

9:15 a.m. – 10:45 a.m.

MEN'S AND LADIES' CONTINENTAL BREAKFAST – Terrace Level Patio and Foyer (Courtesy CRTS, Inc. and Akzo Nobel/Resicoat)
WATER AND SEWER PIPE BREAKOUT SESSION AND BREAKFAST – Leader – Jeff Fargerson, 3M, Houston, Texas – Indigo Room
"TOHONO CHUL PARK TOUR AND LUNCH WITH INDIAN JEWELER" (Bus will leave from front of hotel)

11:30 a.m.

GENERAL SESSION – Canyon Ballroom I and III

ASSOCIATE MEMBER PROFILES

"FUTURE DYNAMICS OF THE OIL AND GAS MARKETS"

Speaker – Cameron Gingrich, B.Sc., B.A., Senior Manager, Gas Services, Ziff Energy, Calgary Alberta, Canada

GOLF LUNCH AND GOLF TOURNAMENT – SHOTGUN START AT 12:30 p.m. – Ridge and Hill Courses at La Paloma Country Club

(Lunch, green fees, carts, refreshments and prizes courtesy 3M Company and T.G. Mercer Consulting Services, Inc.)

RECEPTION – Fiesta Area (Courtesy CANUSA-CPS and Nordson Corporation)

6:45 p.m. – 7:45 p.m.

DINNER ON YOUR OWN

SATURDAY, APRIL 21

7:45 a.m. – 9:15 a.m.

8:00 a.m. – 9:00 a.m.

8:00 a.m. – 9:00 a.m.

9:15 a.m.

9:20 a.m.

10:15 a.m.

12:30 p.m. – 5:30 p.m.

6:45 p.m. – 7:30 p.m.

7:30 p.m.

MEN'S AND LADIES' CONTINENTAL BREAKFAST – Terrace Level Patio and Foyer (Courtesy Specialty Polymer Coatings)
FUSION BONDED EPOXY COATING BREAKOUT SESSION AND BREAKFAST – Leader – Ron Carlson, Jr., President, Commercial Resins Company, Henderson, Colorado – Verbena Room
COAL TAR COATINGS BREAKOUT SESSION AND BREAKFAST – Leader – Chris Smith, President, Lone Star Specialty Products, L.L.C. – Lantana Room
CLOSED SESSION - ASSOCIATE MEMBERS – Indigo Room
CLOSED SESSION - REGULAR MEMBERS – Lantana Room
BOARD OF TRUSTEES MEETING – Lantana Room
KARTCHNER CAVERNS TOUR & LUNCH (Bus will leave from front of hotel)
RECEPTION – Arizona Deck and Foyer (Courtesy Rosler Metal Finishing and NAPCA)
FINAL BANQUET – Canyon Ballroom I and III (Courtesy BASF Polyurethanes)
Final Banquet Bar Service (Courtesy Allan Edwards, Inc.)

ALL CONVENTION TRANSPORTATION (Courtesy Dun Transportation & Stringing, Inc. and Montgomery Trucking, Co.)
ALL CONVENTION AUDIO-VISUAL EQUIPMENT AND SERVICES (Courtesy The Valspar Corporation)
SPEAKER FEES AND EXPENSES (Courtesy Universal Minerals International, Inc.)



The National Association Of Pipe Coating Applicators (NAPCA) Sparks Continuous Quest For Excellence

Operators Of Fixed Coating Plants And Their Suppliers Cooperate To Encourage Top Quality Work With The Best Materials Using Standardized Application Specifications

By **Lew Bullion**, Senior Editor, *Pipeline & Gas Journal*, Houston, Texas



Merritt B. Chastain III, Managing Director and General Counsel of NAPCA and Partner — Labor and Employment, Gardere Wynne Sewell LLP, Houston, Texas

Member companies of the National Association of Pipe Coating Applicators (NAPCA) were extraordinarily active during 2011 as the group continued to concentrate its efforts on developing actionable technical information and quickly disseminating it to the industry. Based on several important measures, the association grew at a deliberate pace as its leaders laid the groundwork for its future success.

While delivering benefits to the worldwide pipeline and energy industries, NAPCA extended its influence by continuing to encourage the better instincts of 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 busi-

ness 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 are Joel Chermak, President; Hank Reuser, Secretary/Treasurer; and Merritt B. Chastain, III, Managing Director and General Counsel. Chermak is General Manager, Midwest Pipe Coating, Inc., Schererville, Indiana; and Reuser is Vice President, Perma-Pipe, Inc., Houston, Texas. Merritt B. Chastain, III, is Partner — Labor and Employment, Gardere Wynne Sewell LLP, Houston, Texas. NAPCA Trustees serving along with the officers are:

- Ronald E. Carlson, Jr., President, Commercial Resins Company, Henderson, Colorado;
- Merry L. Brumbaugh, Vice President, Tubular Products, L.B. Foster Company, Pittsburgh, Pennsylvania;
- Eldridge Indest, President, Bayou Perma-Pipe Canada, Ltd., Camrose, Alberta;
- Richard Schok, President, Flowline Alaska, Fairbanks, Alaska.

Advisory Trustee

Advisory Trustee and Associate Member Chairman is Jeff Fargerson, 3M Corrosion Protection Products Division, Houston, Texas.

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 served until his retirement at the end of 2008. Chastain also represented NAPCA as its General Counsel from 1971 to the end of 2008.

Merritt B. Chastain, III, is now serving as

Managing Director and General Counsel. He took office on January 1, 2009. He is Partner — Labor and Employment, Gardere Wynne Sewell LLP, Houston, Texas.

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 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 transmis-

Welcome to Cathodic Protection Shielding class.

Cathodic Shielding 101

Richard Norsworthy
Instructor

First discussed in NACE class, "Coatings Used in Conjunction with CP".

Many consider shielding the major cause of pipeline corrosion. But we didn't even teach about it until 2004.

Technical people have talked about it for decades, but I guess it was difficult to understand.

Many research papers on CP Shielding since the 1980s

www.polyguardproducts.com/paa

Here is the syllabus. Please become familiar with these papers.

In 1988, when we introduced Polyguard's RD-6 non-shielding pipeline corrosion coating system, we were excited to have an answer to cathodic shielding, which corrosion experts had told us was a serious problem.

Our sales grew steadily over the next 15 years, but growth was nothing like we had expected. Most pipeline companies ignored the shielding problem. Corrosion engineers understood the problem, but few others seemed to. And corrosion engineers were being laid off as the industry consolidated and cut back.

So, around 2003, we committed resources to teaching the industry about cathodic shielding through presenting papers, advertising, and selling efforts. This campaign has been successful, making us one of the fastest growing companies in the industry.

In 2009 U.S. DOT regulators began to explicitly require non-shielding corrosion coatings (CFR 192.112). Make certain that your company is not ignoring the cathodic shielding problem. If you have questions, call Richard Norsworthy or visit us at www.polyguardproducts.com/paa



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sion 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

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
Jerry E. Shea, Jr.
Gregory N. Miller
James T. (Jimmy) Shea

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. ■

President's Letter

Exciting, Busy Times For Pipe Coating Companies

By Joel Chermak, NAPCA President and General Manager, Midwest Pipe Coating, Inc., Schererville, Indiana



Joel Chermak

It is truly a very exciting time for NAPCA and our industry. There have been numerous accomplishments over the past few years. Our NAPCA website has totally been revamped. The website is now an authentic technical resource for all of our members to view. Our Board of Directors for the first time has voted to award a scholarship to Kilgore College in the Field of Corrosion Control.

As our industry continues to grow with all the discoveries of shale gas, there will definitely be a big demand for Corrosion Control Specialists. NAPCA is proud to be a part of that growth, and will play a major part in solving the many hurdles and obsta-

cles that will come with the great expansion in the oil and gas industry.

One area we feel we can be a big asset going forward is in the push to get the XL Keystone Pipeline project built. NAPCA and its members need to contact their Legislatures to let them know how crucial this project is to our economy and for the whole country as we wean ourselves away from foreign energy sources.

Not only is this project a huge energy source, it is also a huge employment source. Most estimates have the XL Keystone providing approximate 30,000 jobs, which we know would be an immense boost for our country and our industry.

Other areas our organization can be heard, is to complement other organizations such as INGAA and the National Association of Steel Pipe Distributors. With all of us supporting each other, our Legislators can be sent a resounding voice

to get projects like Keystone approved quickly and safely to unleash the American economic engine to secure clean energy for decades to come.

NAPCA has never before been in such financially sound shape. With the stable financial position it gives NAPCA better opportunity for more informative conventions and workshops. The 2012 convention is shaping up to be one of the most informative in recent history.

I would like to take a moment and thank our Managing Director Merritt Chastain III and his wife Catherine for their hard work and dedication to our organization. Also all the other Board Members for their commitment. I want to personally thank Brendan Ryan for his hard work as our President and Board Member over the past years. NAPCA wishes you and your wife Aisling the very best of luck in the future.

With that I look forward to seeing all of you in Tucson, Arizona. ■

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Three From The In-Plant Pipe Coating Industry Share Their Perspectives

Jordy Ensio, George Mercer and Richard Schok Pause
For A Closer Look At Their Careers, Their Companies And Their Expectations For NAPCA

Business Relationships Guide And Inspire

Jordy Ensio is President of Universal Minerals International, Inc., which is based in Tucson, Arizona. Universal Minerals International, Inc. and its



Jordy Ensio with wife Tera Ensio, Universal Minerals International, Inc.

affiliated companies (UM Limited, Ballast Technologies, Inc., and Minerals Research & Recovery, Inc.) have served the Oil and Gas Industry for over 40 years, providing iron ore and heavy aggregates for concrete weight coatings, fixed ballast for ships and deepwater plat-

forms, and crystalline silica-free abrasives for sandblasting.

Jordy earned a BA degree in Marketing from the University of Arizona in Tucson and a MBA degree in Business Administration from Auburn University in Alabama. He has worked in the industry since 1992. Family patriarch Dr. P.J. Ensio, pioneered the use of iron ore as a means to provide negative buoyancy to subsea oil and gas pipelines in the late 1960's and early 1970's and Universal Minerals International, Inc. and its affiliates have been leaders in these industry segments ever since.

Manjit Chopra, who has worked with the group of companies since the 1970's, has always served as Jordy's mentor. Not only is Manjit one of the most knowledgeable people in the minerals business, but Jordy also considers him as like a second father. Having taken many trips around the far reaches of the globe together, the two have developed a very close relationship that goes well beyond the workplace. Jordy attributes any skills and wisdom that he has gathered over the years to his real father, Paavo, and to Manjit.

Working in partnership with mines in Sweden, South Africa, Brazil, Peru, Venezuela, Chile, Mexico, Canada, U.S., and other countries, Universal Minerals International, Inc. and UM Limited supply from an established, worldwide network of iron ore sources. The companies also take pride in their excellent long term record of being specialists in turning slag waste into value-added aggregate products. Having been focused on this environmental recycling approach long before the all important

"green movement" became so popular and widespread, they have developed long term enduring partnerships with slag producers in Greece, Macedonia, Canada and the U.S.

Jordy and others from the companies have attended NAPCA gatherings regularly since 1998 and Universal Minerals International, Inc. has been proud to financially sponsor the annual meeting since 2003. In addition to keeping up with the industry, he has also made some important, enduring friendships through these NAPCA conferences.

A member of Catalina Foothills Presbyterian Church in Tucson, Jordy counts his faith as the cornerstone of his life and says that it serves as his foundation not only personally but in his work as well. He highly values the close relationships he has developed with customers and partners around the world and hopes to be seen as a positive influence on all who know him.

Jordy's wife Tera is from Clanton, Alabama and also attended Auburn University. The two met while attending the 1996 Auburn/Florida football game in Gainesville, Florida. They have three wonderful children: Baie, Sevy and Lex ages 8, 7 and 5. Life is obviously very busy, but when he has time to get away, his favorite pastime is to play golf with friends. Favorite courses include Pebble Beach, Spyglass Hill, Shadow Creek and the home course, La Paloma. Jordy also enjoys reuniting yearly with his high school and college friends to attend Auburn football games and also cheering on the University of Arizona Wildcats at home. ■



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George Mercer, T.G. Mercer Consulting Services, Inc. (PHOTO BY DAVID S. IRVIN)

Adaptability Is The Name Of The Game

When George Mercer's great-grandfather started hauling pipe with teams of mules in 1910, he put a lot of thought into the business that has become T.G. Mercer. But it's a safe bet that developing software wasn't among the things that weighed on him. That's how far T.G. Mercer has come over the last century.

George Mercer got involved with the family business at the age of 15, as a truck mechanic. After college, he returned in 1983 and began handling larger projects.

In the 80's, the business fundamentally changed with deregulation. George found himself searching for projects in a business that was shaped largely by demographics and geography. "It was like being a farmer, going from harvest to harvest," he says. "It was always a matter of landing the next project. Some were big, some weren't, but we always pulled through."

In the 2000's, the business changed again. T.G. Mercer was serving markets that stretched from Florida to Arizona. When unconventional gas and shale exploration started, some of the first drilling took place within 20 miles of their front door.

The company found itself working huge projects, some with multiple sites, which posed massive logistical problems.

"We've always believed in leveraging technology to increase production," says George. The company began looking for software to track, record and archive the pipe data from the field. Unable to find a suitable existing solution, they decided to develop their own.

"We figured, 'How hard or expensive can it be?'" laughs George. "And the answer turned out to be 'very...and very.'"

Eventually, the company produced SpreadBoss, a solution that uses barcodes and RFID readers to track not just pipe delivery and location, but also type, manufacturer, heat

numbers and other data. George compares it to FedEx®, in that pipe is logged and recorded at every phase of shipment and delivery.

The San Bruno explosion in 2010 showed the need for a product like SpreadBoss. PG&E had to literally rent out a convention center to sort through paper data, in hopes of limiting liability and locating other potentially defective pipes. SpreadBoss makes such information available with a simple search.

"Integrating vertically, and providing more logistics services, will bring a big change to our business," says George. "We can not only collect, archive and retrieve data more effectively, but also help customers achieve JIT delivery. We can work with railroads to locate staging facilities, and help cut costs by letting customers instantly see where pipe is."

"We've been involved with NAPCA for a long time," adds George. "We co-sponsor the golf tournament, and my father was a coater at one time. NAPCA has been a great source of information for us. Understanding the coaters' problems helped us get SpreadBoss where it needed to be – like working with 3M to create a new glue for our pipe data tags."

Although it has been some time since the company has harnessed a mule, George insists that the spirit of the company remains the same. "We're not high-tech gurus. We're just a hard-working bunch who try to solve customers' problems." And as long as they succeed at that, T.G. Mercer can look forward to another hundred years. ■





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Record Weather Tests The Unflappables Up North

While much of the contiguous U.S. enjoyed a mild winter this year, Alaska suffered through its worst in decades. A 30-day stretch when the thermometer bottomed out below -30° F provided special challenges for Richard Schok, President of Flowline Alaska Inc., based in the interior town of Fairbanks, Alaska.



Richard Schok, Flowline Alaska

Raw material shipping delays, skyrocketing fuel costs and increased cold weather maintenance issues tested Schok and his veteran team, but like most Alaskans, they always are prepared for the unexpected.

Adversity is nothing new for Flowline Alaska. It has nearly a 30-year history working for the oil and gas industry on Alaska's North Slope. It began providing pipeline insulation services in 1982, but since has diversified to add corrosion coatings, pipe spool fabrication, double-joint welding and module/skid fabrication to their list of offerings. Schok estimates Flowline has insulated more than 2,000 miles of pipe in its plant for shipment 500 miles north to "The Slope," as Alaskans call it.

Schok's father saw potential in Alaska's booming oil industry as crude began flowing through the trans-Alaska oil pipeline in the late 1970's and started Flowline Alaska.

The elder Schok settled his family in Fairbanks in 1982, and young Richard had his first job sweeping floors at the plant

as a teen-ager. Over the years, he has done every job at the company, including quality assurance and estimating. He became company president six years ago. Today, Flowline remains a family enterprise. Two sisters work there, a brother works for an affiliated business and the founder, though mostly retired, still offers assistance from time to time on intriguing projects.

The company's main customers today remain Alaska's big oil producers: ConocoPhillips, BP and ExxonMobil. The bulk of the work is pipe insulation and corrosion coating for above-ground installation as part of ongoing maintenance and pipe replacement for the big operators. Flowline provided onshore and offshore insulated and corrosion coated pipe at Ooguruk for Houston-based Pioneer and at Italy's ENI Petroleum's Nikaitchuq project. The company in 2009 also fabricated for BP four large production modules weighing 105 tons each. They were 65 feet long, 23 feet tall and 18 feet wide — the largest ever produced in Alaska.

Schok attributes the company's continued success to its skilled workers, commitment to quality and its reputation for being "as reliable as concrete," a phrase his father coined. Today, Flowline employs 60 and generally that number ranges between 40 and 100. Looking ahead, Schok sees the company's reputation for quality and its special status as the only large-scale provider of pipe insulation services in the state as its core strengths. Shell's exploratory drilling off Alaska's north coast is a source of poten-



tial growth, he said.

Alaska's geographic isolation makes the connections Schok has made through NAPCA membership even more valuable. The organization helps him stay on top of new technology and trends but also is a place to seek practical advice.

"In theory we are competitors but, in practice, through NAPCA, we are friends and I value the opportunity to discuss business issues with colleagues from other companies," he said.

The upside of Alaska's geographic isolation for the Schok family is the unique lifestyle it offers. An avid hunter and fisherman, Schok is an experienced pilot who owns a Piper Super Cub and a Cessna 185. He and his wife, Beth, teen-age sons Nick and Andrew, and even 9-year-old Lyndsie crisscross Alaska by plane and boat, hunting moose, wolf, caribou and sheep and fishing in remote streams for king salmon and grayling.

So, while Alaska's climate can be unforgiving at times, enjoying all that Alaska offers has become a Schok family tradition. ■



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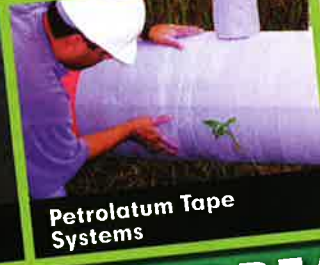


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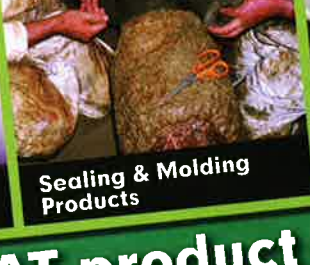
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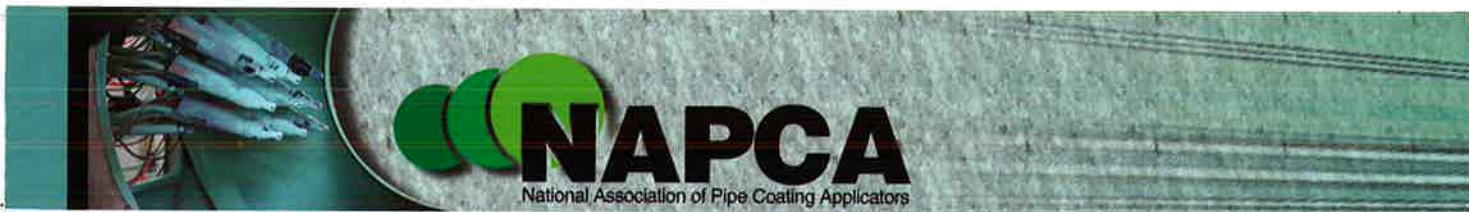


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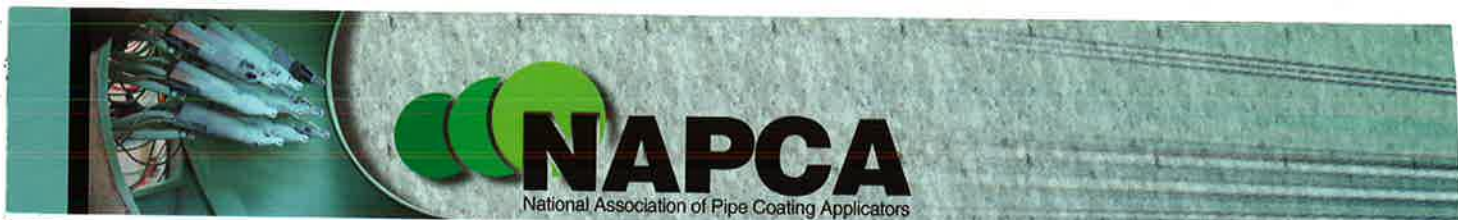
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