

MESSAGE FROM THE PRESIDENT

Thank you for reading this, the eighteenth edition of the ISCO *PipeLine*. In our last issue, we gave you an update on Fast Fusion projects and testimonials from those customers. We continued our Fast Fusion projects in this issue, striving to complete each job well under their normal time frame, much to the delight of our customers.

We also completed our 2007 HDPE Expo Tour, stopping at 19 locations for 22 sessions. Over 1,500 people were shown the fundamentals of fusing HDPE pipe and competed in a skills challenge. We also continued our qualification training with the Fusion Academy, training 83 customers on butt fusion, sidewall, socket and electrofusion. Each student who attended a Fusion Academy received a qualification card good for one year from the date of training.

We are proud to announce our new expansions in Stockton, CA; Mableton, GA; Emporia, VA, and our acquisition of Fraser Mining and Industrial Supply in Dallas, TX. Each of these facilities gives

us the ability to continue to service our customers throughout the United States.

Also, in this edition, we gave you a glimpse of our new state-of-the-art fabrication plant in Louisville, KY. Our Riverport facility and acreage shows our commitment as the leader in the HDPE industry.

I hope you enjoyed this edition of our newsletter. We assure you that no company will work harder to continually earn your business.

Thank you for supporting our company.

Sincerely,



Jimmy Kirchdorfer, Jr.
President

Tel. 800.345.4726 | Fax 800.831.4726 | www.isco-pipe.com

Corporate HQ
926 Baxter Avenue
Box 4545
Louisville, KY 40204

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Box 4545
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ISCO ACQUIRES TWO TEXAS PIPING AND FITTINGS SUPPLIERS

ISCO Industries has increased its presence in the "Lone Star State" with the acquisition of Fraser Mining and Industrial Supply Company in Mansfield, TX, and Industrial Underground Company in Houston.

In announcing the acquisitions, Jimmy Kirchdorfer, President of ISCO Industries, called it "a good strategic move for all three companies."

"Fraser Mining and Industrial Supply has fostered an excellent reputation across Texas and the south central United States, especially in service to the mining industry.

With the similarities in our product lines and emphasis on HDPE, this move provides us with a location in the north Texas area, while giving us a strong presence in the Texas mining market," said Kirchdorfer. ISCO also has nearby stocking and sales facilities in the Houston, TX, and Tulsa, OK, areas.

Opened in 1983 under the ownership of Tom Fraser, Fraser Mining and Industrial Supply has enjoyed steady growth by providing polyethylene piping, fabricated fittings, and pumping systems throughout the mining, industrial and landfill industries. Tom Fraser will remain as a consultant for the new business.

"I've watched the dramatic growth of ISCO Industries for several years," remarked Fraser. "I feel that this is a good fit. It will allow our customers to continue to receive the service and expertise they have come to expect from us. The acquisition should also allow our employees the opportunity for growth," said Fraser.

The 10,000-square-foot facility is located at 2441 Mathis Road in Mansfield, TX, within

the Dallas/Fort Worth metroplex. It sits on 10 acres of property, primarily used for pipe and equipment storage. HDPE fusion equipment is also sold and rented from the facility. Twenty-five employees work at the company as sales representatives, engineers, field fusion technicians, fabricators, equipment mechanics, truck drivers and administrative staff.

Industrial Underground was a partnership between Scott Lindsay and Fraser Mining and Industrial Supply. Industrial Underground became part of the purchase agreement between Fraser and ISCO.



Jimmy Kirchdorfer, President of ISCO Industries (left) and Tom Fraser (right) in the yard of the Mansfield, TX, pipe facility.

"Getting Industrial Underground as part of the Fraser negotiations was critical as part of the deal. This is a company well-known in Houston's petrochemical, refinery and power plant construction markets," said Kirchdorfer. "Scott Lindsay has over 25 years' industry experience and will be a strong addition to our company," he said.

Scott Lindsay has joined ISCO Industries in their Industrial Underground Division based in Houston.

"The technical expertise that ISCO brings to the table is second to none," said Lindsay. "Their leadership in the HDPE piping industry will allow us to better serve our customers throughout the region. I'm very excited to be part of the team," he said.

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NEWLY FORMATTED '07 HDPE EXPO INSTRUCTS & ENTERTAINS OVER 1,500 'STUDENT' CUSTOMERS

New name. New cities. And, a new format! The HDPE Expo Tour, held in tandem with the more intense ISCO Fusion Academy Tour conducted for the past several years, attracted over 1,500 participants throughout the U.S. and Canada from January through March. This newly formatted EXPO exposed engineers, foremen and contractors to a single day of intensive learning. Twenty-two EXPOs were conducted at 19 locations, demonstrating proper techniques of joining HDPE pipe.

The enhanced tour hit cities not visited before, such as Nashville, Boston, Elko, Stockton, Kansas City, Los Angeles, Las Vegas, Phoenix, Dallas, Tallahassee, Miami and Crossfield, Canada.

This single-day Expo event proved very successful for customers not needing extensive fusion technique training as featured in longer, more inclusive ISCO Fusion Academy sessions conducted in five cities this year. In those sessions, 83 students received a qualification card on the welds they completed. The cost to attend a Fusion Academy was \$500.



The popular Fusion Academy event was expanded this year to include shorter HDPE Expo events in many cities nationwide. Over 1,500 'student' customers attended.



All EXPO and Fusion Academy participants received the latest copy of the ISCO HDPE Product Catalog, as well as the ISCO

Fusion Manual, an 88-page indexed manual covering step-by-step instructions on the butt fusion process — printed on a waterproof and tear-proof paper available in both English and Spanish.

ISCO has been conducting these "schools" for the past 10 years, free of charge, instructing the participants involved in the use of:

- ✓ McElroy TracStar Machines
- ✓ Electrofusion
- ✓ Mechanical Fittings
- ✓ Sidewall Fusion
- ✓ McElroy Standard Hydraulic Machines
- ✓ McElroy Manual Equipment
- ✓ McElroy Socket Fusion Tooling

Make sure to visit our website, www.isco-pipe.com, to view animations of HDPE joining techniques. All of our Regional Sales Managers are capable of providing on-site fusion training, as well as our technicians located nationwide.



The new 20,000-square-foot distribution and fabrication facility consolidates three smaller centers in Louisville, KY, and provides ample pipe storage on six acres.

be able to expand ISCO's FM (Factory Mutual) fabricated fittings production at the new facility.

The address of the new facility is 10711 Freeport Court, Louisville, KY, 40258. The facility can be reached by calling (800) 345-4726.

In the fall of 2005 ISCO also began extensive interior and exterior remodeling of its corporate offices located on Baxter Avenue near downtown Louisville. Most office and conference areas have been moved and completely re-built, providing much needed room for an expanded sales and customer service department. A new logo façade has been added to the exterior of the building along with new windows, and the building has been repainted to complement the surrounding architecture. An ISCO-owned historic brick building adjacent to the corporate headquarters that suffered a fire early last year, is under renovation/remodeling now to house executive offices, conference areas, and staff training and exercise facilities.

FAST FUSION MOBILEFUSION TRAC 20 UNIT DELIVERS IN SEVEN-MONTH EL PASO PROJECT

They claim that everything's bigger in Texas — including HDPE jobs! And, when you're hired to put 18.5 miles of pipe underground in 275 days, you'd better have a plan — and fusion equipment up to the task.

That was the challenge faced by Smithco Construction and Moreno Cardenas Engineers, and the reason they turned to the self-contained Fast Fusion MobileFusion Trac 20 machine to get the job done on time. And on budget.



The Fast Fusion machine was the obvious choice for this challenging El Paso, TX, project — over 18 miles of pipe in 77 days under tough weather conditions.



The El Paso project was a big one, fusing length after length of 18" DIPS HDPE for a concentrate disposal line for the largest desalinization plant in the world.

With conventional fusion equipment and techniques, this size job would have taken over 200 days, working six 10-hour days a week. The El Paso weather was also a challenge with a mixture of blistering 114 degrees in the summer, snow in the winter and record flooding conditions in the fall. And if that weren't enough, the project ran through the Ft. Bliss Military Reservation amidst continuing military training activities.

The Fast Fusion unit quickly proved its meddle. The unit's mobility, efficient pipe handling, and the patented enhanced cooling system dramatically increased production capabilities. Unaffected by weather with the climate-controlled cab, the unit moved along the pipeline, weld after weld. On its most productive days the unit fused 3,500 to 3,600 feet of pipe a day. Instead of long six-day weeks, pipe was fused for 10 hours a day over four days. Instead of the anticipated 200+ days with conventional fusion — the pipe was fused in only 77 days with the Fast Fusion unit. It's not hard to do the math — the labor savings were substantial and this phase of the project was completed with time to spare.

Got a "Texas-sized" project of your own? Ask your ISCO sales person about Fast Fusion!

IN THE FIELD — ON THE JOB. OTHER RECENT FAST FUSION PROJECTS:

Project Name	Location	# of Feet Fused	Pipe Size	# of Days Fusing	Conventional Fusing
Watson / Settler	Ponoka, Canada	8,500 Feet 22,500 Feet	8" DR 17 6" DR 17	6 Days	23 Days
FMC Corporation	Green River, WY	9,000 Feet	20" DR 11	4 Days	15 Days
UMI Contractors	Baggs, WY	35,600 Feet	6" DR 9	5 Days	25 Days
Bunch/Three Hills	Torrington, Canada	28,700 Feet 24,500 Feet	10" DR 17 8" DR 17	20 Days	46 Days

NEW SALES AND DISTRIBUTION FACILITIES OPEN IN VIRGINIA AND GEORGIA

Two new ISCO sales and distribution facilities have opened in Emporia, VA, and Mableton, GA, near Atlanta.

Both facilities stock a large inventory of HDPE pipe up to 36", a full line of fittings, and McElroy fusion equipment for sale or rent. Both are supported by on-site sales representatives, distribution site managers, mechanics and field fusion technicians.

The new Virginia facility is located at 100 Boxer Drive in Emporia, just off I-95, less than 40 miles from the North Carolina border. The facility supports ISCO sales representative Carl Erdle.

The new Georgia facility is located at 5350 Old Floyd Road in Mableton, northwest of metropolitan Atlanta, near I-285. This facility supports ISCO sales representative Steve Delks.

Both Erdle and Delks can be reached by calling toll-free 800-345-4726.

WHAT'S HAPPENING

Event	Location	Date
Trenchless Road Show	St. Louis MO	May 15 – May 16
Trenchless Road Show	Niagara Falls ONT	May 30 – May 31
GO Expo	Calgary, Alberta	June 12 - 14
AWWA Conf & Expo	Toronto ONT	June 17 – Jun 21
Pipelines ASCE Conf	Boston MA	Jul 8 – Jul 11
APWA Public Wks Congress	San Antonio TX	Sept 9 – Sept 12
Trenchless Road Show	Dallas TX	Sept 18 – Sept 19
WEFTEC Expo	San Diego CA	Oct 14 – Oct 17
ICUEE Demo Expo	Louisville KY	Oct 16 – Oct 18
IGSHPA Expo	Oklahoma City OK	Oct 29 – Oct 30
Irrigation Assoc Show	San Diego, CA	Dec 9 – Dec 11