

## MESSAGE FROM THE PRESIDENT

Thank you for reading our first issue of the ISCO *PipeLine* Golf and Turf Edition. We are excited to publish a newsletter geared directly to the Golf and Turf Irrigation Market. This past December ISCO hosted the first annual Golf and Turf Irrigation Summit in Louisville, KY. Over 80 designers, consultants and contractors within the golf and turf industry attended the three-day event. The summit was such a success we are planning more summits in other parts of the country to attract more golf and turf industry experts nationwide.

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. The Fraser acquisition allows

us to service mining and industrial markets nationwide with the expertise of our new employees. Each of these facilities gives us the ability to continue to service to our customers throughout the nation.



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

I hope you enjoyed this inaugural edition of the golf and turf irrigation 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

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## ISCO HOSTS MAJOR GOLF & TURF IRRIGATION SUMMIT IN LOUISVILLE

In continuing to promote the use of HDPE in the golf and turf industry, ISCO hosted over 70 contractors, designers, engineers, superintendents and consultants from all over the nation this past December at a special Louisville, KY, summit.

The three-day meeting was filled with presentations and demonstrations about the use of HDPE in the golf and turf industry. The group was provided with the latest information about HDPE pipe, fittings and applications. Attending contractors were able to participate in a full-day ISCO Fusion Academy that gave them hands-on instruction about fusion techniques on the latest fusion equipment. Other participants attended an HDPE design and specification workshop that included some fusion instruction. Attendees also toured ISCO's new Louisville Riverport facility and learned about HDPE testing procedures.

"This was a huge undertaking on our part," said ISCO Chairman and founder Jim Kirchdorfer, Sr. "But the use of HDPE in golf and turf over other piping products is booming and there was a real need for a summit like this. We're happy we

were able to step up and provide the information and instruction to this key group of influential industry professionals," said Kirchdorfer.

If you are interested in attending our next Golf & Turf Summit, contact Doug Zak at (614) 306-2141.



Over 70 contractors, designers, engineers, superintendents and consultants gathered in Louisville in December for the ISCO HDPE Irrigation Summit. They posed for this picture at ISCO's new Riverport facility.

**"The 2006 Irrigation Summit went far beyond our expectations and underscores ISCO's commitment to this industry. One of Aspen's company goals is to 'under promise and over deliver,' and ISCO sure did that on this Summit. I would welcome the opportunity to attend again, and recommend that others in the industry attend the Summit in 2007 if possible."**

Donnie Adkins, Contractor  
Aspen Corporation  
Daniels, West Virginia

ISCO  
INDUSTRIES

Coming through.

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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](http://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