



## MESSAGE FROM THE PRESIDENT

Thank you for reading the eleventh edition of the ISCO Pipeline. Many new and exciting things have happened since our last edition of the Pipeline. In the last issue, we highlighted the acquisition of Cooper Wholesale in Pryor, OK. We are proud to say that Cooper is now up and running at full capacity, ready to meet your HDPE piping needs.

In this edition, we announce our new locations on the West Coast. We are extremely excited about the people that we picked up from this purchase in Fresno, CA and Vancouver, WA. We are also gearing up our Bakersfield, CA location to fabricate HDPE fittings. This will greatly increase our ability to service customers on the West Coast.

Also in this edition we highlight the ISCO Fusion Academies that were held throughout the country. During the month of February, we hosted 12 Fusion Academies at our various facilities. In total, over 1,000 people attended these one-day training sessions. I hope you or your people were able to take advantage of this opportunity for free fusion training. We appreciate the overwhelming support we received from our customers.

I hope you enjoy this edition of our newsletter. Thank you for supporting our company.

Sincerely,

Jimmy Kirchdorfer, Jr.

# PIPE LINE

## ISCO INDUSTRIES, LLC

Polyethylene Pipe and Fitting

HDPE Fabrication

Fusion Equipment Sales,  
Rental, Repair & Refurbish

Culvert Liners

## ISCO opens new stocking locations in Fresno and Portland.

ISCO Industries is pleased to announce the addition of two new stocking locations on the West Coast.

Fresno, California and Vancouver, Washington (Portland area) have become the newest of ISCO's 12 stocking locations. These new facilities are a result of ISCO's recent purchase of the HDPE pipe inventory and fusion equipment from National Waterworks. ISCO has also retained the staff of National Waterworks' HDPE division located at these two facilities.



Jimmy Kirchdorfer (left) and Jeff Everett (formerly with National Waterworks), shake on a deal that will provide ISCO with the staff and resources to service the West Coast market. Jeff Everett has joined ISCO as the Director of Sales for the Western Region.

"We are very excited about this opportunity for continued growth, and our ability to now service customers literally from coast to coast," said Jimmy Kirchdorfer, President of ISCO Industries. ISCO already has a fabrication plant in Bakersfield, California to support the new locations. "We've been looking for a way to expand our presence in the Pacific area with strategic stocking locations and knowledgeable people. This opportunity presented us with an excellent way to do that," said Kirchdorfer.

Former National Waterworks' employees from their HDPE division at those branches have joined the ISCO operation, including Jeff Everett who has been named Director of Sales for ISCO's Western Region.

"ISCO is focused solely on HDPE piping products. Their leadership and expertise in this product line, combined with our well-trained staff of HDPE professionals at these locations, will allow us to better serve our customers," said Everett. "It's a great move for everyone involved, especially the HDPE customers on the West Coast."

ISCO Industries stocks and sells HDPE pipe, fittings and fabrications for various industrial, municipal, environmental and landfill applications throughout the United States. The company also rents, services and sells McElroy fusion equipment. Along with these new West Coast facilities, ISCO has stocking locations in Michigan, Alabama, Florida, Kentucky, South Carolina, Oklahoma, and the greater Chicago and St. Louis areas – inventorying large stockpiles of pipe, usually within one day delivery of most jobs.

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# PIPE LINE



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Throughout the month of February, we conducted 12 training academies at 9 locations, training over 1,000 customers on the proper use of joining HDPE Pipe. Not only are we a leading supplier of HDPE pipe, fittings and fusion equipment, but we continue to be the leader in providing training and expertise on HDPE to our customers.



- McElroy Manual Equipment

Here is an excerpt from an email sent to us by Bill Baker of Vandevanter, who attended the South Roxana Fusion Academy:

*"The fusion training in South Roxana was presented in a very professional manner. While visiting each station, I could see the HDPE in each use of the machines presented. There is no doubt who is the true leader in the HDPE business: ISCO. It is a pleasure to work with my inside and outside sales rep., and if they are any indication of the rest of your crew, then it is no surprise that ISCO is the leader of the pack."*

Make sure to visit our website, [www.isco-pipe.com](http://www.isco-pipe.com), where you can see 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 throughout the U.S.

We have been conducting these 'schools' for the past 6 years, free-of-charge, providing the attendees with the hands-on use of:

- McElroy TracStar Machines
- Hand-Held Extrusion Welding Guns
- Friatec and Central Electrofusion Processors
- Mechanical Fittings
- Sidewall Fusion
- McElroy Standard Hydraulic Machines



## What's Happening?

Event	Location	Date
TAUD Annual Meeting	Chattanooga TN	Jun 1-3
Waste Expo	New Orleans LA	Jun 3-5
ASCE Pipelines Conf.	Baltimore MD	Jul 13-16
WASDA Partnership Forum	Chicago IL	Jun 16-18
IAPD Thermoplastics Conf.	Chicago IL	Jun 24-25
NC TN VA SWANA Conf.	VA Beach VA	Jun 24-27
UCT Trenchless Workshop	Seattle WA	Jul 7-8
SCE Pipelines Conference	Baltimore MD	Jul 13-16
AWWA GA Section Annual Conf.	Savannah GA	Jul 20-23
TAUD Conf. & Expo	Gatlinburg TN	Aug 7-8
APWA Int'l Expo	San Diego CA	Aug 24-27
AWWA MI Section Annual Conf.	Bellaire MI	Sep 9-12
AWWA KS Section Annual Conf.	Topeka KS	Sep 17-19
ICUEE Equipment Show	Louisville KY	Sep 23-25
AWWA WI Section Annual Conf.	Middleton WI	Sep 24-26

## ISCO's quick action averts Warren County water emergency

**LOUISVILLE** (March 2003) — When a barge pulled its moorings loose on a swollen Barren River in February, engineers from Kentucky's Warren County Water District had no way of knowing that the heavy concrete moorings had ruptured the 16-inch ductile iron supply line of potable water line submerged under the river. Water pressure north of the river began to drop, and the county issued a water shortage emergency – knowing they were just hours away from a critical water shortage for the thousands of Bowling Green homes, factories and businesses served by the single line.

Warren County Water District Engineer Allen Vilines quickly considered his options and made the decision to make a creative above-ground emergency repair using high density polyethylene pipe (HDPE), although the District had not used HDPE before. Vilines knew the properties of HDPE – durability, flexibility, and ease of installation – and made the call; to Rick Hart, Regional Sales Manager for ISCO Industries.



In a late night Sunday phone call, Vilines explained the extent and timeliness of the emergency to Hart, who quickly offered his and ISCO's assistance to solve the problem. Hart immediately contacted ISCO's Louisville headquarters, and within a matter of hours a truckload of 2,500 feet of twelve inch HDPE pipe, fittings, two McElroy fusion machines and a fusion technician was rolling south down I-65.

Under frigid conditions, butt fusion of the pipe began around 3:00 a.m. with a fusion machine on both sides of the river. The plan called for the two sections of pipe to meet in the middle of a bridge over the river, fusing them as one continuous section to complete the line. By 8:00 p.m. on Monday evening, just 17 hours after fusing began, the job was completed and water flowed through the temporary line to the delight of anxious engineers – and customers who were just hours away from running out of potable water.

HDPE pipe and ISCO's involvement proved to be the perfect combination to complete the emergency repair. The pipe's flexibility and leak-proof fused joints allowed it to be laid directly over the bridge, allowing the water to bypass the damaged ductile iron pipe. And, ISCO's willingness to "go the extra mile" helped avert a major catastrophe for the Warren County Water District and the citizens of Bowling Green.

## Commonly Asked Questions on HDPE Pipe

### How do you join HDPE pipe?

HDPE pipe is easily and dependably joined using the butt fusion procedure. Alternate fusion and mechanical joining methods are available for various application and installation requirements.

### Is training available to learn HDPE fusion?

Yes. ISCO conducts training year-round both on-site and at our facilities. For more information on training, please contact ISCO at 800-345-ISCO.

### How can HDPE pipe be connected to pipe made from other materials (PVC, Ductile, Iron, Corrugated)?

For non-pressure applications, a Fernco or Mission Flexible Rubber Coupling works well. These flexible couplings are made for joining all types of sewer pipe, including transi-

tions from one type or size of pipe to another. For pressure applications, standard ductile iron mechanical joint fittings and PE mechanical joint adapters are recommended.

### Why does the HDPE pipe pricing fluctuate so much?

HDPE resins are a by-product of petroleum and natural gas.

### Can HDPE pipe be used for gravity sewers?

HDPE is a very good material for gravity sewers due to its chemical resistance and zero leak rate. It is commonly used in sliplining and pipe bursting replacement technologies. The greatest concern in new installations is to trench and bed the pipe carefully so that the flexible HDPE remains on grade.