

# MESSAGE FROM THE PRESIDENT

Thank you for reading the twelfth edition of *PipeLine*. In our last issue, we highlighted our expansion to the West Coast with the addition of two new stocking locations in Fresno, CA and Vancouver, WA. With operations running smoothly out West, we have ventured out once again, this time in Houston, TX.

With the increase in trenchless technology applications, this was a perfect fit for us since Houston is a 'hot bed' for trenchless applications. We are bringing on board some very experienced HDPE experts with this purchase of the Houston branch of Maskell-Robbins, and are very excited to have them become a part of the ISCO team.

Also in this edition, we are unveiling our HDPE Product Catalog. The catalog covers virtually all aspects of HDPE in the industry and includes an extensive section on McElroy fusion equipment and electrofusion equipment. The catalog is in a reader-friendly form with a detailed index to assist you in your search for HDPE pipe, fittings and fusion equipment. Be sure to order your free copy with the form provided.

I hope you enjoy this edition of the ISCO *PipeLine* and thanks for your business and ongoing support.

Sincerely,



Jimmy Kirchdorfer, Jr.  
President



# PIPE LINE

## ISCO INDUSTRIES, LLC

Polyethylene Pipe and Fitting

HDPE Fabrication

Fusion Equipment Sales,  
Rental, Repair & Refurbish

Culvert Liners

Tel. 800.345.4726 | Fax 800.831.4726 | [www.isco-pipe.com](http://www.isco-pipe.com)

Corporate HQ  
926 Baxter Avenue  
Box 4545  
Louisville, KY 40204

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Louisville, KY 40204

## ISCO EXPANDS TO TEXAS WITH ACQUISITION OF MASKELL-ROBBINS HOUSTON BRANCH

Fresh on the heels of an April expansion to the West Coast with new facilities in Fresno, California and Vancouver, Washington, ISCO Industries has purchased the Houston, Texas branch of Maskell-Robbins.

Maskell-Robbins is a well-respected supplier of polyethylene pipe (HDPE), fittings, fabrication and fusion services. ISCO is one of the nation's largest distributors of HDPE and now has 13 stocking locations with the Houston expansion.

"This is an excellent move for us for several reasons," said Jimmy Kirchdorfer, President of ISCO Industries.

"First, both ISCO and Maskell-Robbins are totally focused on HDPE pipe, fittings, fusion equipment and fusion services. We are both experts in our industry and understand the customer's needs when it comes to HDPE. Second, HDPE is widely used and accepted throughout the entire southeast Texas and Gulf Coast region – and contractors around Houston have pioneered HDPE's use in trenchless applications to solve the city's ongoing utility infrastructure problems. And third, much of M-R's HDPE business came from the industrial and petrochemical arena – markets that represent excellent potential for us," said Kirchdorfer.

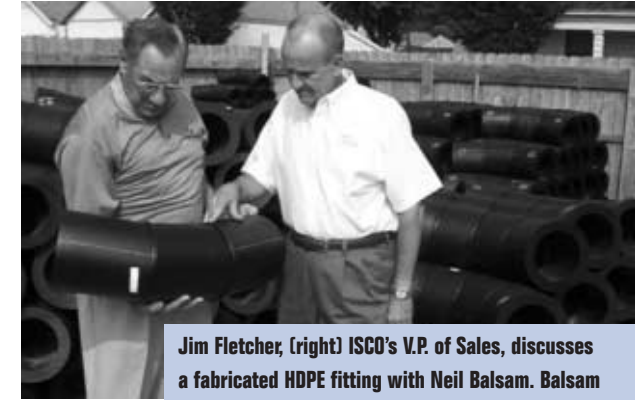
The facility has been open in Houston since 1985. ISCO will upgrade the facility itself, increase HDPE pipe stockpiles, and improve the condition and selection of McElroy fusion equipment for sale and rental.

"It's an excellent base from which to expand our company. Maskell-Robbins has cultivated loyal customer relationships, and much of what they did will complement our way of conducting business," said Kirchdorfer.

Principals at Maskell-Robbins also consider ISCO Industries' purchase of their Houston branch a "good fit" for all involved.

"Like us, ISCO is a company purely focused on HDPE piping products, accessories and services," said Charles Robbins, President of Maskell-Robbins. "They were looking to expand into the region, and we were looking

to focus our energies on our other locations in Arizona, Utah and the West Coast," he said. "It was just one of those 'right time, right place' situations that worked out for all involved."



Jim Fletcher, (right) ISCO's V.P. of Sales, discusses a fabricated HDPE fitting with Neil Balsam. Balsam has become ISCO's specialist in industrial sales applications working out of the new Houston facility.

Neil Balsam, Maskell-Robbins' former Houston branch manager, will become ISCO's specialist in industrial sales applications. "Neil's customer relationships and HDPE experience in the region will be a real asset for us in Houston – and company-wide," said Kirchdorfer.

"As a competitor we've watched ISCO's steady growth and influence in the HDPE market," said Balsam. "Our team here is looking forward to continuing our strong customer commitments while growing the business under the ISCO banner," he said.

HDPE customers in the region are encouraged about the change too.

"We've been a customer of ISCO Industries for over 20 years and have worked with them on many HDPE projects nationwide," said Joe Mitchell, Sr. Vice President of PM Construction & Rehab. "The ISCO people are knowledgeable, experienced and very customer focused. Their new presence in this area will benefit our company, as well as many others in the Houston area," he said.



Coming through.

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## ISCO PROVIDES WEHOLITE PRODUCT FOR CONCRETE PIPE REPLACEMENT

After resurfacing a major road leading to an upscale subdivision and golf course, Bay County, Michigan officials discovered a failing 74" concrete water drainage pipe under the road. Faced with re-routing traffic in and out of the subdivision by shutting down the road and digging up and replacing the pipe, officials there began to consider more economical, less disruptive options.

They contacted St. Regis Culvert, the Snap-Tite® Culvert Liner Representative for ISCO Industries. Needing pipe larger than Snap-Tite's maximum diameter of 63", St. Regis contacted Redgie Huftel, ISCO's Regional Sales Manager for his input into the problem.

Redgie suggested the use of Weholite® – a high-density polyethylene (HDPE) dual-walled pipe that ranges from 60" to 120" inside diameter. It's commonly used for culvert lining, outfall lines, intake structures, and irrigation systems as a cost-competitive replacement for large diameter concrete pipe. After considering the installation ease and comparatively lower cost, county engineers approved Weholite for the project.

In this application, a 50-foot section of 72" Weholite was pushed inside the existing 74" concrete pipe. The open space between both pipes was then annularly grouted for a good seal. Installation was completed in less than a day, totally avoiding traffic disruption – while saving Bay County thousands of dollars and dozens of man-hours. And, saving local residents a lot of headaches.



Workers prepare to slipline a failing concrete drainage line with a 50 foot length of Weholite. After insertion, the open space between the pipes was annularly grouted for a tight seal. Use of this system avoided traffic disruption on the road above.



Got a rehabilitation project in your future? Call your ISCO representative about Weholite, Snap-Tite and other innovative, cost-effective sliplining solutions.

## ENERGY PLANT NETS BIG SAVINGS WITH DUAL CONTAINMENT PIPE

Upon installing a new ash pond three years ago, an energy plant in the Midwest got an unanticipated, potentially costly surprise when they discovered that movement of ash across a bridge to the new pond would require an additional booster pump and considerably more pipe due to the added distance. Engineers estimated the extra 4,000 feet of 16" HDPE pipe and the additional pump would cost well over \$100,000. Another more costly option involved constructing a new bridge across the creek, and then adding a second booster pump near the new ash pond. That price tag: over \$120,000.

Neither option worked for energy plant Maintenance Manager Steve Padgett, so he contacted Tom Stergar, ISCO's Regional Sales Manager in search for answers. Padgett had recalled seeing information about dual containment pipe of the type ISCO fabricates. The two discussed the option, and decided an HDPE dual containment system could be used to span the creek – at considerable cost savings.

One of Padgett's key concerns was potential contaminant leakage into the creek. Dual containment pipe solved this environmental problem since the carrier pipe is inside the containment pipe, greatly reducing the chance for leakage.



HDPE dual containment pipe spanning this creek proved to be an economical solution for a Midwest energy plant.

Dual containment pipe is also easy to install, and is typically joined by simultaneous butt fusion or by stagger welding individual pipes.

ISCO fabricated over 400 feet of 24" x 18" dual containment pipe at their Huntsville, Alabama facility then dispatched a field service technician to the job site to fuse the pipe. After fusing, the pipe was laid across the creek, and the single booster pump already in service was moved closer to the new pond.

Continued on next page

## ISCO SALES POSITIONS AVAILABLE

Due to recent expansion and a growing customer base, ISCO Industries has openings for qualified sales people in Northern California, South Florida, and North and South Carolina. If you or someone you know may be interested in these positions, please contact ISCO's HR Department at [employment@isco-pipe.com](mailto:employment@isco-pipe.com), or call 1-800-345-ISCO, ext. 6648. ISCO is an equal opportunity employer.



## BACK TO SCHOOL!

Watch the next issue of *PipeLine* for ISCO's 2004 Fusion Academy dates, coming to a city near you! These free, hands-on instructional sessions cover the latest HDPE fusion and joining techniques, using the latest equipment from top manufacturers. Due to high demand, new dates and new cities have been added for the 2004 "tour!"

## ISCO FUSION ACADEMY

## WHAT'S HAPPENING

Event	Location	Date
AWWA MI Section Annual Conference	Bellaire, MI	Sept. 9-12
AWWA KS Section Annual Conference	Topeka, KS	Sept. 17-19
Rehab Road Show	Williamsburg, VA	Sept. 17-18
ICUEE Equipment Show	Louisville, KY	Sept. 23-25
AWWA WI Section Annual Conference	Middleton, WI	Sept. 24-25
AWWA AL/MS Section Annual Conference	Biloxi, MS	Oct. 5-8
WEFTEC 2003 Conference	Los Angeles, CA	Oct. 11-15
AWWA IA Section Annual Conference	Iowa City, IA	Oct. 21-24
Rehab Road Show	Jacksonville, FL	Nov. 12-13
AWWA NC Section Annual Conference	Greensboro, NC	Nov. 16-19
Advanced HDD Seminar	Las Vegas, NV	Dec. 7-10
NGWA Annual Conference	Orlando, FL	Dec. 12-14

### ENERGY PLANT continued

The bottom line? Through the use of the HDPE dual containment system and use of the existing pump, the energy plant netted savings of over \$200,000.

## HOT OFF THE PRESS! NEW ISCO HDPE PRODUCT CATALOG AVAILABLE!

The most comprehensive ISCO HDPE product catalog we've ever published is all new and ready for our *PipeLine* readers! It's 208 pages of the most detailed information about HDPE pipe and specifications, HDPE molded and fabricated fittings, McElroy fusion machines, mechanical connections, accessories and much more – all in an easy-to-read indexed format. Best of all – it's **FREE**.



It's a valuable tool that will be your 'go-to' resource for all HDPE applications. Get yours today by completing the form below and faxing this entire page to the number shown. Please allow two weeks for delivery.

Yes, please send me a copy of the all new ISCO HDPE Product Catalog!

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email: \_\_\_\_\_

Phone ( ) \_\_\_\_\_ FAX ( ) \_\_\_\_\_

Complete this form and FAX this entire page to **(502) 568-4028**.

"We are very pleased with polyethylene pipe's flexibility and ease of installation," said Padgett. "It is by far the preferred pipe for all our applications. And, ISCO always comes through for us in a timely manner, with attentive service and quality products," he said.