

PIPE LINE

POLYETHYLENE PIPE AND FITTING
 HDPE FABRICATION
 CULVERT LINERS
 DUAL CONTAINMENT PIPING

California, Here We Come

ISCO Industries has once again met the needs of their customers, this time in California. ISCO is proud to announce the Grand Opening of our new Snap-Tite Manufacturing Plant located in Shafter, California. Located on 3 acres of land, ISCO produces Snap-Tite, between the sizes of 8"-63". "The addition of our Shafter Plant has been a valuable resource for our customers", said Mark Kirchdorfer, Vice-President of ISCO Industries. "The location of the plant will help reduce freight costs and response time for our customers on the West coast".

With Manufacturing Plants now located throughout the Midwest and Southeast, ISCO has extended its reach to meet the demands of Snap-Tite out West. Snap-Tite has many advantages for culvert rehabilitation. Snap-Tite requires NO digging, NO repaving, and NO traffic interference. Road maintenance crews can even install a Snap-Tite culvert liner in less than a day, and they won't need special permits or training to accomplish the task. Deteriorating culverts come quickly to mind when roadway damage caused by corroded, rusted and washed-out culverts occurs. Many automobile accidents and even some fatalities have been attributed to failing culverts. Rehabilitation utilizing the Snap-Tite Culvert Lining System has been an intelligent, cost-effective solution. Western operations of our Snap-Tite division, under the direction of Larry Case, has already provided critical projects for Highway DOT's, local governments & Public Works, in WA, OR, CO and CA. The additional service our customers have received from our Shafter facility was necessary in rehabilitation of failed culverts lines throughout the West. Many highway culvert lines in the USA were built in the 1950's with a life expectancy of only 50 years. ISCO is positioned to insure the highways remain safe and intact for years to come, with a commitment of service and quality to its customers. If you would like more information regarding our new Manufacturing Plant in California, or information about Snap-Tite as your culvert lining solution, call us at 800-345-ISCO, or visit www.isco-pipe.com



ISCO Becomes “Premier Distributor” for Hancor Pipe

In an effort to continuously improve its service to valued customers, ISCO has recently signed up with Hancor as a Premier Distributor. This will allow ISCO to provide all of your corrugated HDPE piping system needs anywhere in the U.S.



Hancor has just introduced BLUE SEAL pipe, available in 12” – 60” diameters. This gravity flow, watertight pipe incorporates a unique pipe coupling system, utilizing a multicomposite reinforced bell design that has been 3rd party certified to meet 10.8 psi water & vacuum testing requirements, and EPA Phase II Best Management Practices. BLUE SEAL pipe manufactured by Hancor avoids possible joint infiltration of sands & fines, and reduces soil migration.

Hancor pipe is an ideal material for Storm Sewers, Foundation/Edge Drains, Culverts, Pond Overflow, Parking Lot Drainage, Golf Course Drainage, Land Reclamation, and Irrigation Ditch Enclosures. So whether you need Hancor’s Sure-Lok pipe, Hi-Q pipe, AASHTO pipe, or the new BLUE SEAL pipe, let ISCO be your supplier of choice on your next corrugated HDPE pipe project.

ISCO Personnel Adding Value - Making a Difference

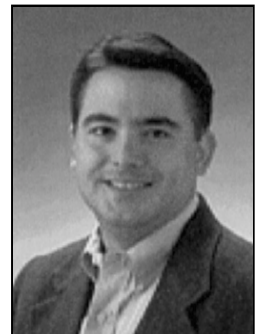
Recently, the Mulberry FL location held a Silent Auction of surplus office equipment. Employees of ISCO contributed \$1,010.00, that was then donated to the Boy’s & Girl’s Club of Lakeland FL, which is sponsored by the YMCA. They encourage participation from children ranging in age from 5-15 years old. Some of their summer program activities include working with computers, and the ability to have teachers tutor on subjects where additional assistance is required. After a tour of their facility, Mike Borders of the Boy’s & Girl’s Club (left side of photo) accepts the check from Bob Slade, ISCO Plant Manager.



Kevin Harshberger, Vice-President of a contracting company in Ohio, was impressed with ISCO’s capabilities during a high profile, environmentally sensitive Storm Sewer Replacement project. More specifically, the service he received from Chris Ulrich, one of our Regional Sales Engineers, is what encouraged Kevin to write a letter to the President of ISCO. Below are some excerpts from his letter:

“The project was set-up as a Design-Build, with tremendous time constraints from the outset. Though we could have requested qualifications and quotations from many polyethylene suppliers, we sole-sourced the project to ISCO. The reason was simple, Chris Ulrich. From my past experiences, Chris has always looked at my projects through construction eyes and come through with whatever my last minute need was.”

*“Working very closely with me, between e-mail, voicemail, and faxes, **Chris found a way to deliver every fabricated manhole and piece of pipe on time**” (emphasis from Kevin’s letter). “Chris was very involved with the Design Engineer and owner in recommending specific components of the project. He personally came to the project on many occasions to ensure that the work was completed correctly.”*



Have a story of your own you would like to share with us? Please feel free to forward directly to Jimmy Kirchdorfer, ISCO Industries, 926 Baxter Avenue, Louisville KY, 40204.

What’s Happening....

Make sure to mark your calendar on those events that interest you. For additional information on any of these activities, please feel free to contact Tracy Temcoff at (800) 345-ISCO, or e-mail tracyt@isco-pipe.com. Hope to see you there!

Date	Event	Location
July 15-18	Pipelines 2001 Int’l Conference & Expo	San Diego, CA
July 18-20	6 th Annual Landfill Symposium	San Diego, CA
August 4-8	AWWA Georgia Section Meeting	Savannah, GA
August 8-9	TAUD Running a Utility Conference	Gatlinburg, TN
August 27-31	SWANA NC, SC, VA, TN Quad State 2001 Conference & Annual Meeting	Myrtle Beach, SC
August 28-31	AWWA Ohio Section Meeting	Cleveland, OH
Sept 9-12	APWA Int’l Public Works Congress	Philadelphia, PA
Sept 11-14	AWWA Michigan Section Meeting	Gaylord, MI
Sept 12-16	IAPD 45 th Annual Convention	Nashville, TN
Sept 16-19	NRWA Annual Conference	Philadelphia, PA
Sept 16-18	Alabama SWANA Tradeshow	Orange Beach, AL
Sept 17-18	AWWA KY / TN Section Meeting	Lexington, KY
Sept 19-21	NSWMA Southeast Annual Conference	Miami, FL
Sept 19-20	LOBOS Mobile Industrial Show	Mobile, AL

HDPE Pipe Yard “Open for Business” in Illinois

In an effort to better serve you, ISCO Industries has just opened a new stocking location near the intersection of I-80 and I-55 in Joliet, IL. We are now offering fusion equipment, fittings and up to 2 acres of HDPE pipe inventory. It will be the first full-service HDPE stocking location in the Chicago area.

We have seen a significant increase in the demand and awareness of HDPE in both the Industrial and Municipal marketplace throughout the Midwest, and especially in Illinois. We believe the addition of this yard will help us maximize the service we provide to our business partners.



The Joliet location is our 9th stocking location in the US. In opening each yard we have learned that each facility has special needs and its customers have special wants. If you or your company can benefit by having us stock the HDPE items needed by your customer, whether at our newest location in Joliet, or any of our other stocking locations, please call us, or leave an e-mail at sales@isco-pipe.com.

Making you more successful makes us successful. For a complete listing of our stocking locations, visit www.isco-pipe.com

Three Heads are Better than One (or Two)

The U.S. Army Corps of Engineers decided to deepen the harbor for the Cape Fear River in North Carolina. Part of the scope of this project was providing a new potable water supply line extending from Brunswick County on the mainland, cross the Cape Fear River, and supply the needs of Bald Head Island. Along with the new potable water pipe, two new power cable lines for Carolina Power & Light were also going to be installed.

Phase 1 of this work involved getting the new water pipe and power cables underneath the shipping lane. Instead of using traditional methods of digging a 20' deep trench on the sea bottom, the Contractor of choice **saved the owner over \$ 1million** by using HDPE pipe, and a directional drill to bore a 20" diameter hole approximately 2,500 feet in length through the shipping channel to Bald Head Island. This design called for the 8" water line and the two separate power cables to be pulled simultaneously through the 20" bore, with a minimum six feet below the bottom of the shipping channel. Originally steel pipe casing was designed for use to protect the power cables, however the Contractor determined it would be easier to utilize HDPE pipe for the casing material. With design assistance from ISCO, the Engineer agreed to the change.



Preparing for Directional Pull.

The 8" HDPE pipe for the water line and two power cables was fused into 200' lengths on a barge. The Contractor and three Fusion Technicians from ISCO began the pull through the directional bore, located underneath the shipping channel. Three McElroy Fusion machines were used to fuse the 200' lengths together. To ensure consistent fusion welds, Dataloggers were connected to each Fusion machine to record the fusion sequence.

Phase 2 will utilize concrete anchor weights to sink 5,400 feet of the HDPE waterline from the bore exit hole at the end of the shipping channel to the mainland. This phase is scheduled for completion this month.

Interested in reading about other real-life, money saving projects like this one? Please feel free to check them out at our website, www.isco-pipe.com. ISCO looks forward to demonstrating for your company all the advantages an HDPE piping system can provide for your next project.



Fusion Machine with Pipe leaving barge.



Thank you for reading this edition of our newsletter and for supporting our company. We are proud that you took the time to stay informed about what is happening at ISCO Industries.

The summer is always our busy season at ISCO. The construction season is at its peak. We are happy to point out in this newsletter some of the great accomplishments that our team members achieved in their effort toward going beyond customer satisfaction.

In a time when our economy seems uncertain in many people's eyes, most corporations remain focused on maintaining shareholder value. At ISCO, we believe there are two more important areas in which to focus: 1. Taking care of our Customers, and 2. Taking care of our People. While other companies may experience short-term success, we believe that focusing on #1 and #2 is the only way to ensure LONG-TERM success.

In past surveys to our customers, we have discovered that Product Availability is the primary concern. Nothing is more frustrating to a customer than having delays on a project due to materials not being available. This is why we continue our effort to provide additional stocking locations for HDPE pipe, fittings, and fusion equipment. The latest locations are in Joliet, IL, and Shafter, CA. We are proud to add these locations to our list of Full-Service HDPE facilities. We hope to have the opportunity to serve you from these new locations.

I hope you have enjoyed this edition of the ISCO Pipeline. We hope you will continue to think of us as the POLYETHYLENE PIPE PEOPLE. Thank you for supporting our company!

Sincerely,

Jimmy Kirchdorfer, Jr.
President

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