

MESSAGE FROM THE PRESIDENT

Thank you for reading the fourteenth edition of *PipeLine*. Many new and exciting things have happened since our last edition.

In the last issue, we highlighted the dates for our Fusion Academy Tour, which planned to stop at 12 locations nationwide. With the overwhelming response, we added 3 extra days to our tour and trained over 1,500 customers.

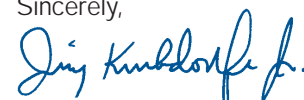
We are proud to announce expansion that has taken place thus far in 2004. We have added new locations in Salt Lake City, UT and Tucson, AZ from our Maskell-Robbins acquisition. We also expanded into Denver, CO, and Hartford, CT to meet the needs of our customers in those areas. We are extremely excited about the talented people that we added from these expansions. We can now virtually service you and your projects throughout the entire United States.

Also in this edition, we have unveiled our HDPE Fusion Instruction Manual — the first publication of its kind to be

available in our industry. If you are in the business of fusing HDPE pipe, you're going to value having this resource at your fingertips. It includes fusion procedures and tips for success, as well as pipe handling and safety information. And best of all, it's FREE to customers of ISCO. It's another way to let you know how much we value your business.

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

Sincerely,



Jimmy Kirchorfer, Jr.
President



PIPE LINE

ISCO INDUSTRIES, LLC

Polyethylene Pipe and Fitting

HDPE Fabrication

Fusion Equipment Sales,
Rental, Repair & Refurbish

Culvert Liners

PRESIDENT BUSH VISITS ISCO TO HOLD DISCUSSION ABOUT THE ECONOMY

The press had already announced that President George W. Bush would be visiting Louisville, Kentucky on February 26th for a campaign fund-raising luncheon. What they didn't know is that he'd be making another stop that morning at ISCO Industries.

"When we got the call from The White House we were surprised, honored and anxious at the same time," said James Kirchorfer, Sr., ISCO's Chairman.

ISCO was handpicked from a short list of growing companies in the Louisville area to host the President — and Kirchorfer, Sr. was quick to accept the invitation.

What came next was a hectic week of intense planning and preparation. The White House advance team and The Secret Service arrived several days early to tour ISCO's Chestnut Street fabrication facility. The 15-year-old fabrication facility presented some challenges for the event, and ISCO's Vice President and Director of Operations Mark Kirchorfer and his crew moved quickly to clean the shop and get everything in ship shape.

"After the plan was set it was obvious that Chestnut Street would have to be totally shut down," said ISCO President Jimmy Kirchorfer. "We immediately started moving our fabrication orders to our other facilities around the country."

ISCO fabricators went to work creating a unique backdrop for the stage made from HDPE pipe. 100 temporary phone lines were installed,

and after hundreds of hours of work ISCO was ready to host the President.

Upon arrival, the President met privately with the Kirchorfers for several minutes, then entered the room to thunderous



ISCO Chairman James Kirchorfer Sr. welcomed President George W. Bush during a visit to their Louisville, Kentucky HDPE fabrication facility in February.

applause. Surrounded by over sixty ISCO employees seated in chairs behind him, James Kirchorfer, Sr. welcomed the President, who commented on ISCO's steady growth and success over the past few years.

Kirchorfer, Sr. trumpeted ISCO's addition of eight new sales/stocking locations, the addition of 60 new jobs, and a 50% growth in sales over 2001/2002 as a direct result of the Bush tax cuts and programs benefiting small businesses. ISCO employees Libby McKinney and Rob Hansen also discussed how the President's economic policies had made a difference in their family and professional lives.

"It was well worth all the preparation," said Jimmy Kirchorfer. "We were certainly proud and honored to have been chosen to host the visit, and I was equally proud of all the hard work put in by our employees to make this a banner day in the history of ISCO," he said.



ISCO fabricator Charley Blandford presented President Bush with a polyethylene "W" during his visit to the Louisville-based company in February.



Coming through.

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ISCO EXPANDS TO ARIZONA AND UTAH WITH ACQUISITION

ISCO announced in March the purchase of the Tucson, Arizona and Salt Lake City, Utah branches of Maskell-Robbins, bringing the total number of nationwide stocking locations to fifteen with this Rocky Mountain expansion.

Maskell-Robbins is a well-respected supplier of polyethylene pipe (HDPE), fittings, fabrication and fusion services. These Utah and Arizona facilities were established in the early 80's, and have developed a strong customer base over the past 20 years.

Maskell principals are calling ISCO Industries purchase of the two branches a good fit for all involved.

"Salt Lake and Tucson, along with our recent move into the Denver area, geographically fills in the gap we had after our expansion last year to the west coast," said Jimmy Kirchdorfer, President of ISCO Industries. "With our sales model of having face-to-face sales people for our customers and a stocking location nearby, this move is a win-win for everyone involved," he said.

Cynthia Zabriskie, former Salt Lake City Maskell Branch Manager, and Golden Hatfield have become ISCO Regional Sales Managers for Utah and the surrounding area. Joining them is Denise Ernst, named ISCO's Regional Sales Manager for Arizona. She was Maskell's former Tucson Branch Manager.

ISCO Industries has purchased the Tucson and Salt Lake City branches of Maskell-Robbins. On hand in Salt Lake City are (left to right) Charlie Robbins, President, Maskell-Robbins; Cynthia Zabriskie, ISCO's Regional Sales Manager for Utah; and Jimmy Kirchdorfer, President, ISCO Industries.



"This acquisition nets us several quality workers in the sales and technical areas — people who have worked hard to nurture great customer relationships," said Jimmy Kirchdorfer. "On the sales side, Zabriskie, Hatfield and Ernst have over 30+ years of combined HDPE experience. They will be a real asset for us in Utah and Arizona," he said.

ISCO is no stranger to the new team members.

"For the past two years I've watched ISCO's steady growth and influence in the HDPE market," said Zabriskie. "In order for HDPE to compete in this region of the country, a company totally focused on HDPE was needed to step up to make an impact. ISCO is that company," she said.

"They are dedicated to face-to-face contact with their customers and place service and satisfaction high on their priority list — we're proud to have found a new home where we know our customers will benefit," Zabriskie said.

"This move is also a great base from which to expand ISCO even more. Maskell has an excellent customer base, and their experience and expertise, especially in the mining market, represent considerable potential for us."

— Jimmy Kirchdorfer, President of ISCO Industries

ISCO MAKES 'MILE HIGH' EXPANSION INTO DENVER

On the expansion "fast track", ISCO has opened a sales office and distribution facility just north of Denver in Brighton, Colorado. The full-service facility features several acres of pipe storage and is equipped to fuse HDPE pipe up to 36." The facility also carries a full line of fittings, and is an authorized sales location for new McElroy fusion equipment. A large selection of well-maintained McElroy equipment is also available for rental.

"Several long-time industry professionals contacted us about the opportunity to expand into the Denver area, and we moved rapidly," said Jimmy Kirchdorfer, ISCO President. "Our move into Colorado allows us to better service the entire Denver area and state of Colorado, as well as expand our business in the surrounding states of Wyoming, Utah, Arizona, New Mexico, Nebraska and Kansas," he said.

Debbie VonWald and Ron Zachau have joined ISCO as Regional Sales Managers, individuals with over twenty-five years combined experience in the HDPE business.

"Being able to have face-to-face contact with customers as part of our full-service philosophy is made easier with knowledgeable managers like Debbie and Ron, backed by continuing expansion into new HDPE markets," Kirchdorfer said.

The new facility is located at 10800 East 124th Avenue in Brighton, Colorado. Debbie VonWald and Ron Zachau can be reached by calling toll free 1-800-345-ISCO.

ISCO OPENS DISTRIBUTION SITE IN CONNECTICUT TO SERVICE NORTHEAST

ISCO has announced the opening of a Hartford area distribution site in Windsor Locks, Connecticut serving a steadily growing list of HDPE customers in the Northeast. The 2-acre site — located within another business — stocks pipe, fittings and fusion equipment up to 18". According to ISCO President Jimmy Kirchdorfer this strategic location will allow Northeast customers easier and quicker access to ISCO products and services. For more information, visit www.isco-pipe.com.

SCHOOL'S OUT! FUSION ACADEMY TRAINS OVER 1,500!

Since last year's Fusion Academy Training Sessions attracted over 1,000 customers nationwide, this year ISCO decided to increase the tour dates and locations in 2004. The response was incredible. From January to April, ISCO conducted 18 training academies at 13 locations, training over 1,500 customers on the proper use of joining HDPE Pipe. Everyone that attended received expertise in training, and also received the brand new ISCO Fusion Instruction Manual.

ISCO has been conducting these 'schools' for the past 7 years, free-of-charge, instructing the participants in the use of:

- ✓ McElroy TracStar Machines
- ✓ Hand-Held Extrusion Welding Guns
- ✓ Friatec and Central Electrofusion Processors
- ✓ Mechanical Fittings
- ✓ Sidewall Fusion / Saddle Fusion
- ✓ McElroy Standard Hydraulic Machines
- ✓ McElroy Manual Equipment
- ✓ McElroy Data Logger
- ✓ Hot Tapping

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



WHAT'S HAPPENING

Event	Location	Date
Waste Expo	Dallas TX	5/18-5/20
TAUD Operator Expo	Lebanon TN	5/20
AWWA Conference & Expo	Orlando FL	6/13-6/17
UCT Trenchless Workshop	Newark NJ	7/20
ASCE Pipelines Conference	San Diego CA	8/1-8/3
APWA Congress & Expo	Atlanta GA	9/12-9/15
Wastecon 2004	Phoenix AZ	9/19-9/23
UCT Trenchless Workshop	Sacramento CA	9/27
MINExpo International	Las Vegas NV	9/27-9/30

ORDER YOURS TODAY!

Our new fusion instruction manual would be a "Best Seller" if it wasn't FREE!



Enjoy a good book now and then? If you fuse HDPE for a living, you're going to love the new ISCO HDPE fusion manual! The 88-page full color, pocket-sized, indexed manual covers all the proper fusion

and joining techniques. Inside you'll find dozens of photos, illustrations, time/heating charts and graphs to perform and simplify HDPE fusion. It's also ideal for training purposes. The manual features complete information regarding the use of most models of McElroy fusion equipment — in fact it's been reviewed and endorsed by McElroy.

Best of all — it's yours FREE!

Help is a phone call away! As a bonus you'll also receive a free ISCO Fusion Hotline decal to affix to your fusion machine for quick troubleshooting from the job site.

Order your FREE fusion instruction manual today by completing the form below and faxing the entire page to the number shown. Please allow two weeks for delivery.

- Yes, please send me a printed copy of the ISCO Fusion Instruction Manual!
- Yes, please send me a copy of the ISCO Fusion Instruction Manual on CD!

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