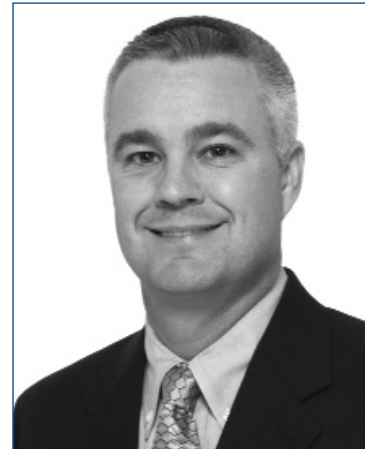


MESSAGE FROM THE PRESIDENT

Thank you for reading this, our thirteenth edition of *PipeLine*. In the last issue, we highlighted our expansion to Houston with the acquisition of the Maskell-Robbins' Houston Branch. Addition of this facility has already proven to be a perfect fit for ISCO, broadening our opportunities for new trenchless technology applications and business throughout the state of Texas.

In this edition, we are announcing our 2004 Fusion Academy tour dates and locations. Last year we trained over 1,000 customers on proper HDPE fusion and joining techniques. If you or someone within your company would like to attend one of the Academy sessions, please register online at www.isco-pipe.com. We're out to make the 2004 Fusion Academy Tour the most talked about event in the HDPE world!

Also in our previous issue, we unveiled our HDPE Product Catalog. This 208-page catalog covers virtually all aspects of



HDPE in the industry. If you have not yet received a copy of our catalog, complete the form on the inside of this newsletter and fax it back to us so you too can have one 'go-to' source for all your HDPE needs.

I hope you enjoy this edition of the ISCO PipeLine. And, from each and every one of us here at ISCO, we wish you the happiest of holidays and a most prosperous 2004!

Thank you for your ongoing support!

Sincerely,

Jimmy Kirchdorfer, Jr.
President

Tel. 800.345.4726 | Fax 800.831.4726 | www.isco-pipe.com



PIPE LINE

ISCO INDUSTRIES, LLC

Polyethylene Pipe and Fitting

HDPE Fabrication

Fusion Equipment Sales,
Rental, Repair & Refurbish

Culvert Liners

926 Baxter Avenue
Box 4545
Louisville, KY 40204

ISCO FUSION ACADEMY IS 'ON THE ROAD AGAIN'

After training over 1,000 customers in 2003 at the 'Fusion Academy', ISCO Industries has announced dates and locations for its 2004 Fusion Academy Tour. The FREE, full day sessions feature intensive, hands-on instruction in the latest HDPE fusion and connection techniques in a casual, informal atmosphere.

Representatives from top product and equipment manufacturers will be on-hand to demonstrate proper joining techniques using the latest equipment. Students work with McElroy 2"-36" fusion machines, including the TracStar® self-contained models, the McElroy Sidewinder Saddle Fusion Machine and dataloggers. Other equipment includes electrofusion processors, hot air & extrusion welding machines, line tamer uncoiling equipment, fittings, fabrications, accessories, special tool displays, and demonstration of hydrostatic pipe testing. A live demonstration of hot tapping has also been added to the 2004 sessions.

A highlight of each Academy session is the Skills Challenge, where teams of students use their newly-acquired welding skills to compete in a hydrostatic pressure "to destruction" contest.

"This past year's Fusion Academy training in South Roxana (IL) was presented in a very professional manner," said Bill Baker, manager of a bypassing pump company. "While visiting each station, I saw and learned HDPE fusion techniques on each of the machines on hand. There's no doubt that ISCO is the true leader in the HDPE business," he said.

The ISCO Fusion Academy 2004 scheduled dates and locations are: Mulberry, Florida (Tampa area) - Jan. 9; Grand Bay,



Last year over 1,000 customers were trained on the latest HDPE fusion and connection techniques - and fusion equipment - at ISCO's Fusion Academies. More sessions and locations have been added for 2004.

Alabama (Mobile area) - Jan. 13; Huntsville, Alabama - Jan. 15; Wellford, South Carolina - Jan. 20; Louisville, Kentucky - Jan. 22; Joliet, Illinois - Jan. 26 & 27; Howell, Michigan (Detroit area) - Jan. 29 & 30; South Roxana, Illinois (St. Louis area) - Feb. 3; Pryor, Oklahoma - Feb. 5; Houston, Texas - February 10; Bakersfield, California - Feb. 17; and Vancouver, Washington - Feb. 20.

Reservations are now being taken for 2004 Fusion Academy sessions. Classes are limited to the first 100 students to enroll for each location. Enrollment information is available on-line at www.isco-pipe.com.



Coming through.

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ISCO PROVIDES 54" HDPE FOR FAILING FLOOD CONTROL CULVERT

After Jeffersonville flood control officials needed to repair six deteriorated culverts that connected a creek to the Ohio River through a floodwall, Louisville-headquartered ISCO was at their back step literally – since the Jeffersonville Flood Control District is just across the river.

"Combined with ISCO's local presence and their two fabrication plants just minutes away from our jobsite, using ISCO was an easy choice for us," said Tom Galligan, Jeffersonville Mayor and President of the Flood Control District. "We were also looking for someone who could do it all...provide the pipe, the fusion equipment, and trained technicians to do the fusing. ISCO fit the bill perfectly," said Galligan.

Jeffersonville city engineers decided to slip-line with HDPE pipe, rather than cutting out the floodwall and digging up the pipe, something they had done previously at a price tag of over a million dollars.

"These 60 year-old floodwalls have served the city well," said Galligan, "preventing flooding that seems to occur every late winter and spring. We really didn't want to risk the integrity of the walls. Slip-lining was the perfect solution."

The job called for 1,800 feet of 54 inch HDPE, fused on-site in 300 foot pieces. Only ISCO had the 63-inch McElroy Fusion



Sliplining with HDPE was a perfect solution to rehab a failing flood control culvert. The project was completed quickly at considerable savings over cutting the floodwall and digging up the existing pipe.



Machine, a qualified Fusion Technician, and the pipe on-hand to do the job. Fusing the pipe took only a few days, and the culverts were slip-lined in a matter of hours.

Have a need for a culvert to be replaced or re-lined? With stocking locations nationwide, fusion equipment and qualified Fusion Technicians ready to meet your needs on-site, your solution could be just around the corner too. Give ISCO a call at 800-345-ISCO (4726).

SCHOOL BENEFITS FROM ENERGY DELIVERED VIA HDPE

Next year student athletes at Antioch Community High School will enjoy new athletic fields converted from a former garbage dump. The school itself is already realizing significant savings in their heating and cooling costs thanks to methane delivered via ISCO-supplied HDPE from the landfill to adjacent generation stations supplying energy to the school.

Students will soon play on new athletic fields constructed over a former landfill. Methane from the site is already being pumped through HDPE and converted to heat and cool the Antioch, IL high school.

After over 2 million tons of solid waste was dumped in the landfill over a span of 20 years, the city deemed the land useless. Antioch, a suburb of Chicago, sits just south of the Wisconsin border, where land is very scarce. The 30-acre athletic complex will have 12 tennis courts; fields for field hockey, softball and soccer; three multiuse practice fields; two softball practice diamonds; a cross-country running course; more than 180 parking spaces; and a wetland area that will be used for science projects.

Mark Torresani, Project Engineer for RMT worked closely with Rick Knapczyk, Regional Sales Manager for ISCO, on the

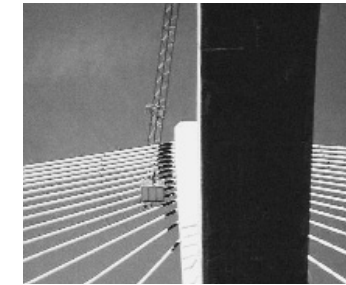
design and construction of this landfill gas-to-energy project. ISCO supplied all the HDPE for the project. Polyethylene has become the preferred material of choice for most landfills nationwide, and ISCO proved to be a good choice based on their landfill experience and pipe availability from their stocking location just south of Chicago in Joliet.

Methane from the landfill is already being burned to generate electricity and heat for the school. The methane-burning project is expected to produce power for 10 to 20 years, depending on how much gas is in the landfill. Officials estimate the district could save \$100,000 a year or more. The system also heats water that is piped into the school's boiler system at 180 degrees, greatly reducing natural-gas consumption – accounting for two-thirds of the power savings.

"The project is truly unique and will make the most of a valuable energy resource," Torresani explains. "When the system is at capacity, the annual savings for the school in energy costs are anticipated to be considerable. The school, its students, the community, the public and the environment all benefit," he said.

ISCO TECH SOARS TO GREAT HEIGHTS

ISCO recently completed a project in Cape Girardeau, Missouri where modifications were made to the HDPE pipe covering the stay cables on a new bridge spanning the Mississippi River. Jack Olson from ISCO's Huntsville facility was up to the task by covering three locations on the stay cable with 250 mm and 200 mm DR32.5 where gaps needed filling. The pipe was cut down one side and held next to a heater allowing the pipe to completely split open. Jack secured the pipe and enjoyed a scenic ride in the tower crane to the location of the repair. He slipped the pipe over the stay cable and extrusion welded the gap. Two of the repairs took place 90 feet above the bridge deck while the third was 270 feet above the river. The new bridge, scheduled to open in early 2004, connects Missouri and Illinois and is one of the largest stay cable bridges in the United States.



WHAT'S HAPPENING

Event	Location	Date
UCT Conf. & Expo—(Bth. 215)	Houston, TX	Jan 13-15
LOBOS Industrial Show	Beaumont, TX	Jan 21-22
NUCA Expo	Orlando, FL	Feb 18-21
NASTT No-Dig Show	New Orleans, LA	Mar 21-24
SWANA Landfill Gas Symposium	San Antonio, TX	Mar 22-25
WASDA Annual Meeting	Naples, FL	Mar 28-31
SWANA FL/AL/GA Reg. Conf.	Destin, FL	Apr 4-7
IGSHPA Geothermal Expo	Stillwater, OK	Apr 26-27
LOBOS Industrial Show	Corpus Christi, TX	May 19-20
AWWA Show	Orlando, FL	Jun 13-17

IT'S SHOWTIME! ISCO ON HAND AT UCT – BOOTH 215

UCT is just around the corner, and so is ISCO! Be sure to drop by our booth number 215 on January 13 through 15 in Houston. We'll be located on 'Polyethylene Row', with Sales Engineers ready to answer any questions you have about HDPE. AND, if you mention that you read about our booth in our *PipeLine* newsletter, we'll give you a FREE ISCO hat! Mark it on your calendar – we'll see you at UCT in January!

NEW ISCO PRODUCT CATALOG AVAILABLE! GET YOURS!

Hundreds of contractors and engineers have already snapped up the most comprehensive ISCO product catalog we've ever published. Do you have yours yet? It's 208 big pages (printed copy or CD) 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 the entire page to the number shown. Please allow two weeks for delivery.

- Yes, please send me a printed copy of the ISCO HDPE Product Catalog!
- Yes, please send me a copy of the ISCO Product Catalog on CD!

Name _____

Title _____

Company _____

Street/Mailing Address _____

City _____ State _____ Zip _____

Email: _____

Phone () _____ FAX () _____

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