

Regular Member

A regular member shall be a business enterprise whose principal steel pipe or other tubular steel products distribution business is located in the United States, its territories and possessions, Canada or Mexico; which maintains a minimum inventory of not less than 1000 net tons or which derives at least 1/3 of its revenues with a minimum inventory of 500 net tons from the sales of steel pipe or other tubular products, which maintains and operates one or more fixed site distribution facilities, whether owned, leased, or rented and which purchases for its own account and maintains an on-going investment in an inventory of steel pipe or other tubular products.

Associate Member

An associate member shall be a business enterprise that is engaged in the manufacturing of steel, steel pipe or other tubular products; or manufactures or sells steel pipe related goods or equipment; or provides and sells steel pipe value-added processing services; or is engaged in selling or trading of steel pipe or other tubular products and has actively traded or sold a minimum of 2500 net tons of tubular products in the preceding year.

Professional Affiliate Member

A professional affiliate member shall be a business enterprise that does not qualify in any of the other three membership classes, and that provides products or services to regular members of the NASPD, or is a not-for-profit organization addressing issues similar to those important to the NASPD. An enterprise which derives a majority of their sales revenue via sales over the internet or via auctions may not be a member of the NASPD.

Continuing Member

A continuing member shall be an individual that has no direct or indirect financial or management responsibility in a business entity that would otherwise qualify for regular or associate membership; and has been a regular or associate member for a minimum of five years; and is retired or would otherwise like to remain involved.

National – International in scope.

Arranged in three geographical regions
Eastern, Central, Western

Served by a Board of Directors,
comprising five directors from
each region and five associate
member directors.

Professional representation and services.

Dedicated to serving the pipe and tube
distribution industry and related
businesses.



AN

INVITATION

For further information contact:

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MEMBER SERVICES

Dedicated to the steel pipe and tubular products distribution industry and its related businesses, NASPD provides a professional staff to help its members succeed in the highly competitive global market place with a broad range of member services. Educational programs, workshops and seminars, information on issues critical to the industry, and a myriad of other services outlined in this brochure makes NASPD a powerful partner working on your behalf.

CONFERENCES & CONVENTIONS

First rate opportunities to meet with your peers and gain new ideas at NASPD Regional Conferences and Conventions. Stay on top of the newest developments in the industry. Share new concepts with your friends in the industry while at the same time relaxing at various social and sports activities.

SEMINARS AND WORKSHOPS

Educational programs on such varied subjects as national and international trade, cost management, building a competitive business, motivational programs and others geared specifically to the steel pipe and tubular products industry and related businesses. Nationally and even internationally known speakers from the fields of business, politics, manufacturing and other disciplines critical to the pipe and tube industry offer timely presentations on current topics of interest.

SCHEDULE

NASPD CONFERENCES & CONVENTIONS

2005 Summer Conference June 23-25, 2005 Grand Hyatt Denver, Colorado	2006 Summer Conference June 8 – 10, 2006 Hyatt Resort North Lake Tahoe Lake Tahoe, Nevada
2005 Fall Conference Sept. 29 – Oct. 1, 2005 The Westin Galleria Houston, Texas	2006 Fall Conference September 14 – 16, 2006 The Westin New York New York City, New York
2006 Convention March 2 – 4, 2006 Estancia La Jolla Hotel San Diego, CA	2007 Convention February/March 2007 San Antonio, TX-Tentative

IMPORTANT INDUSTRY PUBLICATIONS

Our Association magazine, Pipeline, is published four times a year and features in-depth articles that relate to the steel pipe industry. Its colorful layout and easy-to-

read format make it “must” reading for individuals in the industry. Pipeline offers advertising to both members and non-members, highlights member companies and their activities, plus news of legislation affecting the industry, Association activities, announcements and up-coming meeting information. Articles of general interest to the CEO, salesman, manager or others involved in the steel pipe distribution industry are always included as well. A subscription is included with membership.

The *NASPD Tubular Products Manual* is a complete tubular products information source compiled and edited from mill publications, AISI, API, ANSI, ASME, ASTM, AWWA and the NAPCA. This publication offers the steel pipe buyer, seller and end-user the most comprehensive information on tubular products ever presented in a single publication. The manuals sell for a nominal fee with special discounts for members.

The *NASPD Membership Directory* offers complete member company business profiles including names of key contacts, officers, number of employees, locations and branches, contact information, product mix specifications, products manufactured, equipment, transportation, specialties and services. This directory is an invaluable resource to anyone involved with the steel pipe or tubular products industry. Your company will be provided two copies upon membership. Additional copies may be purchased at small cost.

The *NASPD Training Manual* is an invaluable tool for training new employees or just brushing up on your skills. The manual is a comprehensive body of knowledge for the steel pipe tubular products industry.

Topics covered in the manual include:

- Selling
- Manufacture
- Coatings & Linings
- Fabrication
- Associated Products
- Applications and Specifications
- Basic Math Skills for Steel Pipe Distribution
- Quality Control
- Sales Training and Applicable Math

NASPD WEBSITE

The official website of the NASPD, www.naspd.com, is filled with timely information about member companies, upcoming events, Pipeline magazine, with hot links to member websites and industry related sites.

NASPD PIPE LISTING WEBSITE

NASPD's Online Pipeline Website enables NASPD regular members to quickly and conveniently find the products they need and subscribers to get their products in front of other distributors. This non-transactional website for NASPD members features timely, accurate product listings and contact information. The perfect compliment to your current internet exposure and a tool your business cannot do without. There is no charge for this service, only Regular Members can list, all members can view.

NASPD DETERMINED VALUE

Members were asked to quantify the value they receive from membership in the NASPD and the following was the results:

• Networking/Contacts	\$10,000
• Education	\$500
• Professional/Educational Speakers	\$2,000
• Regulatory Updates	\$1,000
• Website Inventory	\$1,000
• Free Recreational	\$3,000
• New Ideas	\$500
• State of the Industry Survey	\$750
• Trends	\$1,000
• Professional Image/Exposure	\$500
• Magazine	\$50
• Membership Directory	\$200
Total Membership Value	\$20,500

DUES AND FEES

The NASPD dues structure is based on the number of company employees involved in the steel pipe and tubular products distribution industry or related businesses.

*Regular Member

1-25 Employees	\$ 950 per year
26-99 Employees	\$ 1050 per year
100 + Employees	\$1,200 per year

*Associate/Professional Affiliate Member

1-25 Employees	\$1,050 per year
26-99 Employees	\$1,150 per year
100 + Employees	\$1,300 per year

Continuing Member

Per Person	\$ 100 per year
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*One time application fee of \$150.