

PIPELINERS HALL OF FAME NEWS

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Alpha Pipe Company



Celebrates 10th Anniversary

ALPHA PIPE COMPANY



After cleaning, 42" O.D. pipe is loaded for shipment to a client's job site.



Alpha Pipe's mobile team goes - wherever you need them, when you need them

2007 marks the 10-year anniversary of Alpha Pipe Company. Co-owners Carl Hylton and Jim Roeder founded Alpha Pipe Company in 1997 with a primary business focus of nationwide distribution of large O.D. new, surplus and used line pipe. Together, they have combined experience of over 60 years in the pipe and pipeline industry. Alpha Pipe Company's corporate headquarters is located in Saint Louis, Missouri, with stocking locations strategically located in Houston TX, Baton Rouge LA, Phoenix AZ, Saint Louis MO and Lexington KY. Recently, Alpha Pipe forged relationships with new manufacturers to offer expanded services to their customers including sales of HDPE and PVC pipe.

They strive to be a "one stop shop" for their customers.

Alpha Pipe Company has become a leader in both the supply of pipe and asset recovery, with a proven track record of excellence, supplying services to some of the largest companies in the industry including:

- Algonquin Gas Transmission
- Bechtel Corporation
- ConocoPhillips
- Dominion Transmission
- Duke Energy
- Florida Gas Transmission



Top - Jim Roeder -- co-owner of Alpha Pipe Company, Inc. - at Alpha Pipe's corporate headquarters in Saint Louis, Missouri
Left - Alpha Pipe also provides mill-direct shipments
Below - Pipe arriving at Alpha Pipe's railroad transloading facility in Saint Louis, Missouri



- Gregory & Cook Construction
- Henkels & McCoy Inc.
- Louisiana Interstate
- Michels Corporation
- Rogers & Phillips
- Sheehan Pipe Line Construction
- Sunland Construction
- U.S. Pipeline
- W.E. Energy

Over the years Alpha Pipe Company has purchased hundreds of miles of new, surplus and used line pipe from the asset recovery divisions of the natural gas and pipeline industry. Working together with these companies gives their clients the competitive advantage when bidding projects involving the laying and or take-up of

pipelines. Over the years, Alpha Pipe has achieved a reputation for honesty, reliability and getting the job done right the first time. Jim and Carl take a hands-on approach, sharing their expertise to provide innovative solutions to unique situations, and invariably one of them will be on site to ensure direct access when and if required.

Their services also include the removal of pipe from the ROW or staging areas, loading, unloading, abatement and site restorations. Once the pipe has been taken up, it is prepared for resale by removing old coatings, straightening, cutting and beveling. The resulting material is then sold for numerous uses - such as sign poles, piling, dredging and bridge building - throughout the U.S., Canada, Mexico and South America. Much of the pipe is recycled back into the pipeline industry for temporary lines, bore casing, culverts and flume.

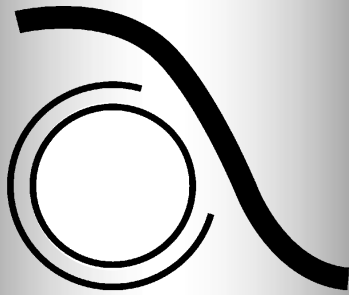
Alpha Pipe Company has a dedicated sales and support team. They enjoy a great working atmosphere and it shows in everything they do. Sometimes you hear stories

of good jobs gone bad because of untimely delivery - Alpha Pipe is the one to call when that happens. They are dedicated to providing top notch service and on-time delivery to their customers in this ever-changing market.

Alpha Pipe Company has always been and will always remain committed to their customers and they strive to maintain their customer relationships. The vast experience from the many projects they have completed, combined with savvy market knowledge and nationwide sales distribution, has made Alpha Pipe Company a valuable partner in this very competitive industry.

Just as they strive to maintain their customer relationships, Alpha Pipe Company strives to maintain that dynamic working relationship among their sales and support team. Carl and Jim forged their partnership while working together at another company, and had firm beliefs regarding how a successful organization should be run - and that begins with the treatment of their employees. Jim and Carl think of their employees as family. And in fact, some are.

Four years ago, Jim brought in his step-daughter, Leslie Buxton, to begin learning more about the administration of the com-



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pany, and began training her in the sales field. She is now one of the top sales representatives at Alpha Pipe Company, and looks forward to building her client base over the next ten years. Leslie spearheaded the movement to expand Alpha Pipe's product line to include the HDPE and PVC pipe sales.

Carl began training his son, Kyle, back in 2005. Kyle has traveled to many job sites with Carl over the past two years, gaining invaluable knowledge from his father in a hands-on working environment. Kyle currently attends the University of Missouri-Columbia. During his summer breaks, while not in the field with his father, he works in the office making sales contacts.

When they need temporary help on special projects or to fill in for the support team during vacations, Jim and Carl look to family to fill the positions. In addition, Sandra Roeder, Jim's wife, has worked at Alpha Pipe part-time for the past year as a receptionist.

And some employees just feel like family. Signing on Steve Olson as part of their sales team in 2001 was a major coup for Alpha Pipe Company. Steve brought over 30 years of experience with him to the organization. He has become a favored advisor to Jim and Carl, as well as a mentor to Leslie. Steve's customers know that they can count on his knowledge of the industry to provide them with the best deals on the pipe they require, delivered in a timely manner.

Cindy Wooten joined Alpha Pipe Company's family at the beginning of 2005. She was originally brought in to fill a void in the accounting department, but now manages the office. She has brought innovative ideas with her and pushed Alpha Pipe to the next level by advocating the latest technology, streamlined sales and accounting procedures, and new promotional ideas.

These changes have helped Jim and Carl and the rest of the sales team to focus on what they do best - sell pipe! This led to a record sales year in 2006, and a greatly expanded client base consisting of satisfied customers who received their pipe when needed at great savings. Looking forward, Jim and Carl intend to continue this growth into the future, While maintaining the excellent level of quality, pricing and service available to the customers of Alpha Pipe Company.



Carl Hylton -- co-owner of Alpha Pipe Company, Inc. -- oversees pipe straightening at a temporary job site.