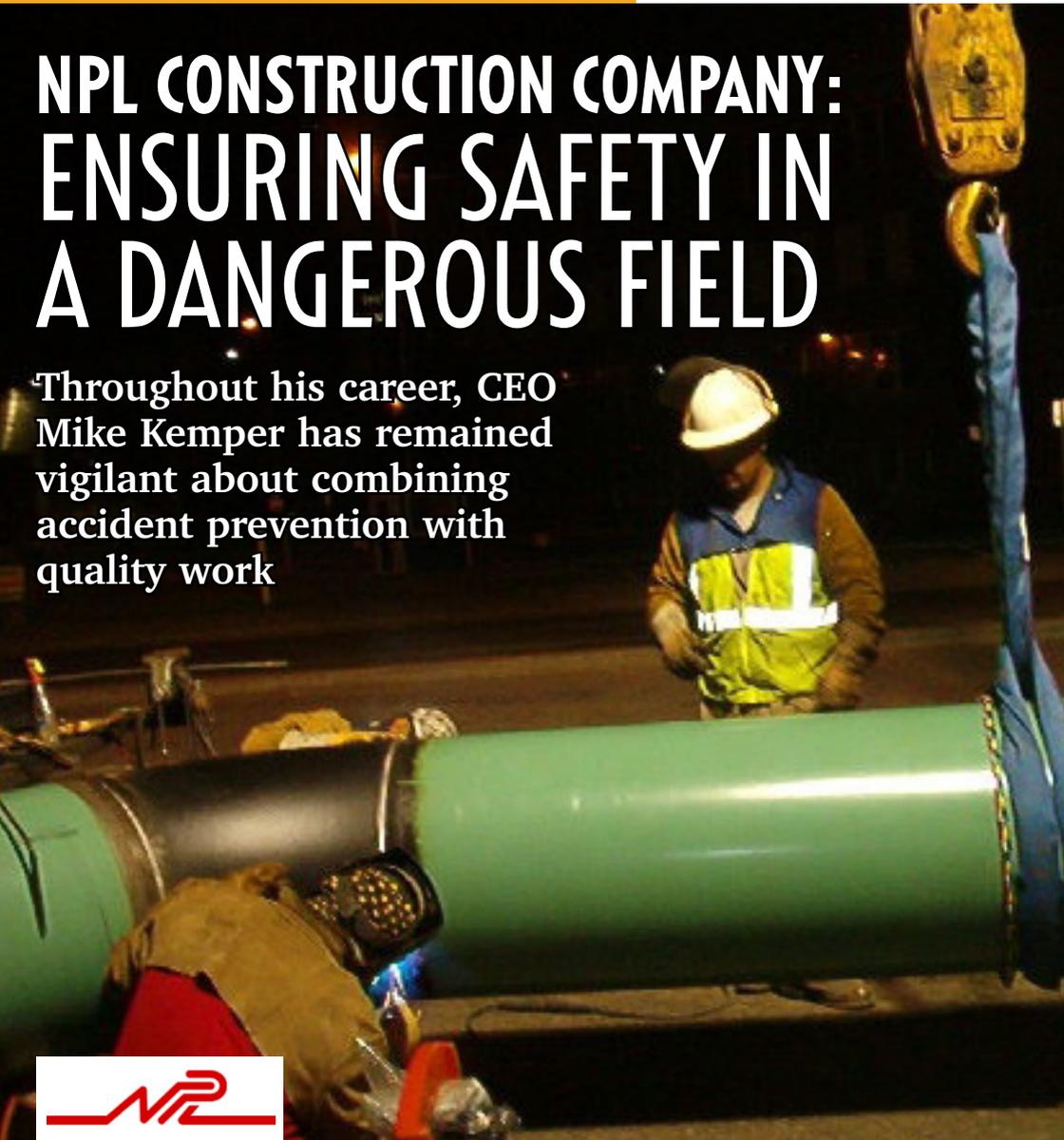


November 2008

ENERGY **exec**

NPL CONSTRUCTION COMPANY: ENSURING SAFETY IN A DANGEROUS FIELD

Throughout his career, CEO Mike Kemper has remained vigilant about combining accident prevention with quality work





NPL INSTALLS AND MAINTAINS ENERGY DISTRIBUTION SYSTEMS ACROSS THE COUNTRY

NPL Construction Company: Ensuring safety in a dangerous field

Throughout his career, CEO Mike Kemper has remained vigilant about combining accident prevention with quality work

Written by Kevin Kemper and Produced by Ken Dion



NPL Construction Company, based out of Phoenix, AZ is one of the largest distribution contractors in the country. With more than 2,500 employees, NPL safely installs and maintains energy distribution systems from the Southwest to the Eastern Seaboard.

The company offers a turnkey service, from underground installation to surface restoration, for mainly gas and electric lines. Underground construction is a particularly dangerous field within the construction industry, and NPL has ensured their continued success by relentlessly focusing on safety. Their number one objective, accord-



Warrior Tractor has built a reputation for providing quality parts and exceptional service on which customers can depend.



WWW.WARRIORTRACTOR.COM



JOHN DEERE

SAKAI
MASTERS OF COMPACTION

HITACHI

Reliable solutions

For over 41 years, Warrior Tractor and Equipment has successfully served our customers by offering quality equipment, competitive pricing, and excellent parts and service.



- Alabama Locations
 Northport (Headquarters) 205-339-0300
 Athens 256-233-1914
 Birmingham 205-988-4472
 Oxford 256-831-0921
 Montgomery 334-277-7260
 Monroeville 251-575-7111

- Arkansas Locations
 Mabelvale 501-455-2540
 Fort Smith 479-646-8381
 Springdale 479-756-9779
 Arkadelphia 870-246-8678
 Texarkana 870-772-9321
 Camden 870-574-0290
 Monticello 870-367-3496

ing to CEO Mike Kemper, is “to provide a safe working environment and leave a quality installation in the ground that meets or exceeds our customers’ requirements.”

With this core objective in place when the company started in 1967, NPL has continued to expand and improve. The organization has branched out to provide many services that used to require outsourcing, and has become more and more self-reliant through the years. For example, NPL started a traffic control company under

the name of National Barricade Company when the opportunity arose and the company is now quite successful in its own right.

There is also an electrical division of NPL called National Powerline Company that recently sent a 21-member crew to Houston to help get the power running for the city in the aftermath of Hurricane Ike. It is this expansive outlook and continued emphasis on safety (private and public) that has taken NPL to its leadership position within the underground

THE COLORADO PROJECT



[SUBSCRIBE FOR FREE](#)





Meeting all your parts & service needs

Warrior Tractor and Equipment has successfully served its customers by offering quality equipment, competitive pricing and excellent parts and service for over forty-one years.

Although it has been over forty-one years since Gene Ray Taylor purchased a single John Deere Dealership in Northport Alabama the company still adheres to the core values Mr. Taylor instilled into the company in those early years. By maintaining these core values Warrior Tractor and Equipment has grown to thirteen locations in Alabama and Arkansas.

Warrior Tractor and Equipment remains one of John Deere's strongest construction, forestry and mining dealers. In addition to John Deere, Warrior Tractor offers the same exceptional sales, parts

and service for Hitachi, Sakai, Fuchs, Lull, Harlo and Peterbilt Trucks.

From the sale to service Warrior Tractor is committed to complete customer satisfaction. This commitment resonates throughout the organization by maintaining a knowledgeable and experienced management and sales force. These are complemented by an excellent parts department with an outstanding service department. Many of Warrior Tractor's parts and service employees have over thirty years experience and participate in year round training. You can feel at ease Warrior Tractor is prepared to meet all the parts and service needs of its customer.

www.warriortract.com

“We are rarely cognizant of the fact that beneath our feet there exists miles and miles of lines carrying water, sewage, electricity, and gas to and from our homes and businesses, or that they are absolutely essential to our modern way of life.”

- MIKE KEMPER, CEO



CEO MIKE KEMPER IS ACTIVELY INVOLVED IN SITE PREPARATION SAFETY

construction industry.

ABOUT THE CEO

Mike Kemper joined NPL in September 1987, and has seen the company grow from a \$34 million regional contractor into the largest full-service distribution contractor in the country, earning approximately US\$340 million in revenue in 2007. He was involved in the energy industry before moving to NPL, previously working as President of American Tank & Steel Corporation and Nelco Manufacturing, producers

of oil and gas surface production equipment.

He has also served on numerous boards, including Arizona State University's Del E. Webb School of Construction Advisory Council, the Midwest Energy Association, Young Presidents Organization as Arizona Chapter Chairman, and as Chairman of Youth With a Mission San Diego/Baja, a charitable organization that builds houses for those below the poverty line in Mexico. Kemper graduated from Brown University with a BA degree in English, and consequently earned an MBA in Finance,

SUBSCRIBE FOR FREE



PRICE SUPPLY INC.



109 Cason Rd, Broussard, LA 70518
Tel: 800-444-2597, 337-837- 2466
Fax: 337-837-1482

sales@pricesupply.net
www.pricesupply.net

Sales, Service and Rentals to the
Pipeline, Oilfield, Industrial and General Construction Industries



West Alabama Bank

Member FDIC

It's your bank.™



Business Checking • Remote Deposit • Online Cash Management
Lines of Credit • Real Estate Financing • Equipment Financing



Business Banking
www.wabt.com

*Insurance and Bonding
Solutions for more
than 70 years.*



P.O. Box 1490
Jackson, MS 39215-1490
601-960-8200
www.bottrell.com

People you trust.
Advice that works.



Bottrell
INSURANCE

The Bottrell Insurance Agency, Inc., is a subsidiary of Trustmark National Bank.
Insurance Products are:

Not FDIC Insured	Not Bank Guaranteed	Not Bank Deposits
Not Guaranteed by Any Government Agency		

Marketing and New Ventures at the University of Chicago Graduate School of Business.

A PRESSING MODERN ISSUE

An industry issue that particularly concerns Kemper these days is the incidence of utility contractors (companies like NPL) installing pipeline through existing underground infrastructure. "We are rarely cognizant of the fact that beneath our feet there exists miles and miles of lines

carrying water, sewage, electricity, and gas to and from our homes and businesses, or that they are absolutely essential to our modern way of life," he says.

New boring technology developed in the last 20 years or so enables contractors to install underground lines without direct visual knowledge of its location. This technology greatly improves efficiency and reduces surface disruption, but it has also created the



PRICE SUPPLY, INC.

Price Supply, Inc. specializes in servicing the pipeline, oilfield, industrial and petrochemical industries. Founded in 1979, we have used over 25 years experience to build one of the strongest manufacturer networks in the industry. With an inventory containing over 5000 products that represent more than 400 hundred manufacturers we are able to meet your job requirements in a moments notice. Our experienced sales staff, available 24 hours daily, is able to assist you in securing the right products for your job. We look forward to the opportunity to make you another satisfied customer.

[SUBSCRIBE FOR FREE](#)



“To provide a safe working environment and leave a quality installation in the ground that meets or exceeds our customers’ requirements”

- MIKE KEMPER, CEO

possibility of contractors unconsciously installing one line through another, called a cross-bore.

A cross-bore through an electrical line will prevent notification and thereby initiation of important emergency services. A water line cross-bore will cause flooding and property damage. But the most dangerous cross-bore is a gas line through a sewer lateral, the part of the sewage system that connects a sewer main directly to a home or business. This type of cross-bore will most likely cause a blockage in the



lateral, and if a sewer professional is called out to unblock it, chances are good that individual will use a rotary cutting device within the lateral. This powerful device will invariably rupture the gas line, and gas may leak into the adjacent structure and cause an explosion.

As these are not positive occurrences for the public or for the industry, Kemper became actively involved in working to prevent them.

CROSS BORE SAFETY ASSOC.

Kemper sits on the board of the Cross Bore Safety Association.

The organization is composed of industry leaders with the intention of addressing the dangers of cross-bores. They have been influential in raising awareness about the issue across the country, and are working hard to affect legislation that will help reduce the incidence of cross-bores. They have also published informational releases for other industry professionals about preventing future cross-bores and repairing existing legacy cross-bores. For more information about the organization, you can visit www.crossboresafety.org ■



COMPANY AT A GLANCE

COMPANY NAME:

NPL Construction

ESTABLISHED:

1967

EMPLOYEES:

2,600

REVENUE:

US\$337 million

www.gonpl.com



ESSENTIAL INFORMATION FOR ENERGY EXECUTIVES

ENERGY **exec**



NPL Construction

2355 W. Utopia Road, Phoenix, AZ. 85027

T 623.582.1235 **F** 623.582.6853

www.gonpl.com