Good morning Congressman Visclosky, Congressman Murphy, Congressman Braley and members of the Congressional Steel Caucus. My name is David Green and I am the Plant Manager of the TMK IPSCO plant in Camanche, Iowa. It is with great pleasure that I appear here today as a panel participant to provide a view from a local perspective about the state of our industry. I would also like to extend a special thank you to Congressman Braley for inviting me to appear at today’s hearing.

TMK IPSCO makes a variety of steel pipe and tube products at its ten facilities located across the U.S. I manage the operations at the company’s plant in Camanche, Iowa which manufactures OCTG (oil country tubular goods), line pipe and industrial tubular products in sizes ranging from 4 ½ to 8 5/8 inches in diameter which are used in energy and other commercial applications. TMK IPSCO acquired this plant in 1990 from receivership and at full capacity, operates with 250 employees, but due to current economic conditions, we now have 150 employees, a 40% decline. The steel industry has already been through what the auto industry is currently experiencing. In an effort to become competitive on a global scale, our company has implemented strategies which have increased productivity by 70% since 2001. In addition, our company wide initiatives have allowed us to increase production from 180,000 tons in 2000 to 250,000 tons in 2008. We are proud of these accomplishments and believe that they have contributed to the overall success of our company. Finally, this plant is conveniently located near a barging point on the Mississippi River and is strategically located to serve customers by rail and truck in the Midwest and the Rockies.
In our continued efforts to provide a healthy, safe and rewarding workplace we have dedicated significant resources for safety, maintenance, capital projects and manufacturing initiatives which have contributed to a successful business model. Our employees, both salaried and hourly, participate in merit reviews and we provide wage incentives in the form of a production incentive program which allows employees to earn a bonus of up to 30% in addition to their base hourly wage. These wages contribute to the community’s revenue base and provide for a good quality of living for our employees.

Our company is proud to be part of the Clinton and Camanche communities with a combined residential population of 33,000. In addition to our role as a major steel pipe producer, we take great pride in being a good corporate citizen. Our mission is one which supports the local community and we believe in making contributions to make a difference for each and every one of our workers and their families and the town’s residents. Each year our Jr. donation committee, comprised of plant employees, donates about $10,000 to support local charities and in addition, corporate management has made special donations including $50,000 to the Clinton YWCA for a daycare facility, $25,000 to the Camanche Kids First Academy day care, and $20,000 to the Camanche Fire Department for an emergency response vehicle, as well as $10,000 to the Clinton Red Cross to help with local disaster relief. TMK-IPSCO also sponsors a $2,500 scholarship to the Clinton Community College. These contributions were made as our way to say thank you to the community for their support. Unfortunately, given the challenging times that our company and this plant faces, we will not be able to continue to carry out this level of public support this year. This is disappointing for us and for the community.

As others on this panel have eloquently stated, this industry and its workers are facing the “some of the most stressful times of their lives.” The flat market for our products, coupled with tight credit conditions and growing imports makes us very uneasy. Our company has been in the eye of the storm because we have had to set aside resources to fight unfairly traded imports from China. We have witnessed incredible increases in pipe
and tube imports from China in our product lines – up until early in this decade China was a net importer; however the tide turned by 2002 when they reverted to being a net exporter in steel. Unfortunately most of these steel exports came in the form of pipe and tube products.

Due to these conditions and to the fact that we were being injured by these unfair trade practices our company joined with other producers of small diameter line pipe and filed antidumping and countervailing duty cases on imports from China in April 2008. We obtained relief late last year and earlier this year when the International Trade Commission issued an affirmative determination. This was a victory for our company and the industry. However, just as we received relief we were forced to examine the trends of Chinese imports of oil country tubular goods (OCTG). Once again, citing the trend of escalating levels of imports and injury to the industry we had to take prompt action – and on April 8, 2009 filed antidumping and countervailing duty cases on imports from China. In late May, the International Trade Commission issued an affirmative preliminary determination which allowed the case to proceed. I expect that we will have the final injury hearing later this year and we would again invite our supporters in Congress to appear at the Commission to explain how important the outcome of these trade cases are to this industry and its workers.

I know that you will hear later this morning from others in the policy arena about legislation which can help redirect the economy and lead to a recovery for the industry. While I am not an expert in this area, I do know that the real need is to get our workers back on the job and back at their positions in the mill. We have some of the best workers in the world at this plant and they take pride in their jobs and pride in themselves in making quality products for our customers. It is painful for me and others at our company to have to issue lay off notices and to be prevented from letting our workers know when they can return. So far in 2009, we have seen a reduction of 92 employees as a result of the slow down and I am afraid that we are still not yet at a sustainable level under current market conditions. All we do know is that this country has to retool itself so our industry and other U.S. manufacturers can return to do what they do best – and
that is making quality steel products for this country and for others in the global trade arena.

I know that Representative Braley and other members are looking into many legislative proposals that aim at economic recovery. I believe a simple solution is to have this Caucus and others in the House work collectively to develop trade legislation which will aid in the restoration of the American manufacturing sector. Another idea to consider is the development of new “green” approaches that will create new demand for steel. One of the examples is the use of steel utility poles for future wind energy projects. The domestic steel industry is working to develop these plans and according to a recent DOE study, over 12,650 miles of transmission lines need to be constructed to meet their “20% Wind Energy by 2030” proposal. Indeed, these types of projects would be welcomed by our industry and we encourage Congress to consider these proposals in future legislation. Our company and our workers are ready and able to assist in these programs that will steer our nation to economic recovery.

Thank you for providing me with this opportunity to appear this morning.
Bio Profile

David Green
Plant Manager, TMK IPSCO – Camanche, Iowa

David Green serves as the Plant Manager of TMK IPSCO in Camanche, Iowa and has served in this position since 2001. He has held a variety of marketing and operations management positions in the steel industry in Canada and the U.S. during his career and joined IPSCO in 1985. He received his Mechanical Engineering degree from Carlton University in Ottawa, Ontario, Canada in 1979. Mr. Green is also active in numerous AISI and API technical committees and obtained an MBA from the University of Pittsburgh in 1998.