

A&B – Sun Pipe Line

“In business since 1937”



A&B Pipe and Supply
Sun Pipe and Valves

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Enrique Collazo, CEO

Enrique has never been one to shy away from hard work or opportunity. When he assumed leadership of A&B Pipe and Supply in 1998, the company was in deep trouble. His first priority as a new leader: reverse the ailing “company culture.” As a “hands on” chief executive officer, Enrique worked in the warehouse to gain first-hand knowledge of the day-to-day operations and see how the company actually functioned. Within two years, he managed to transform the receiving, stocking, and shipping procedures into an efficient operation. Then he moved on to administration where he re-organized the receivables, payables, and purchasing operations to meet “technology-age” standards. Next, he focused on turning the sales division into a productive force. In the end, Enrique’s hard work and vision, together with a new management team, helped turn a failing company into a highly successful enterprise. Now, Enrique faces the challenge of launching the Sun Pipe and Valves operation in Port Saint Lucie, which remains a work in progress.

Born in Havana, Cuba, in April of 1952, Enrique’s family emigrated to Venezuela in 1960. After graduating from high school in Caracas, Enrique attended Webster Academy in Massachusetts, and then went on to the University of Akron, Ohio, where he received a B.S. in Business and Economics. During the summers, Enrique drove a taxi in Chicago to help pay for his tuition. Upon graduation in 1974, he went to work for Reynolds Aluminum in Caracas. He spent a seven-year stint working in the financial department of Reynolds, which took him to Corpus Christi (TX), Long View (WA) and Richmond (VA). Upon leaving Reynolds, Enrique took a job with the American Can Company in Caracas, working in finance, purchasing, and logistics. During this period, Enrique also became involved in private consulting for several charitable foundations.



In 1988, Enrique and his family moved to Montreal where he explored several business opportunities including a security alarm business, installing new alarm systems, monitoring, and providing service to his customers. In 1991, they relocated to Miami, where Enrique established NX America, an import/export company of general merchandise, which he still runs today. In 1992, the Collazo’s purchased their current home in Boca Raton. In 1993, Enrique returned to school and received an MBA from Nova Southeastern HuiZenga School of Business and became an American citizen. Then came the excitement! In 1995, Enrique purchased A&B Pipe and Supply from the Berkowitz brothers, along with two other investors, the late Dr. Herb Prentice and your editor. This investment was intended to be a passive management, but given the company’s weakened financial performance, Enrique devoted his energy full time to the enterprise. He now works extraordinary hours to ensure extraordinary performance!

“Behind every great man there’s a great woman,” as the saying goes, and Enrique is no exception. Enrique has been married to his wife, Patricia, since 1979. Born and raised in Caracas, Patricia holds a B.S. in Chemical Engineering and has worked for Revlon and as a process engineer for a local brewery. She is currently active with NX America and serves on the Board of Directors for both A&B and Sun Pipe. The Collazos have three children. Lara, the girl, recently graduated Summa Cum Laude from MIT with a degree in Biology and Chemistry and is now pursuing a Ph.D. in Molecular Biology at U. California, Berkeley. Enrique, Jr. is sophomore in computer science at Carnegie Mellon in Pittsburgh, and Eric, the youngest, is in seventh grade at Pine Crest School.

If not at a baseball or football game with his family, Enrique can be found riding motorcycles or horses. He and Patricia are also into the fabulous Miami restaurant scene, enjoying good food with good friends. First and foremost, however, it is the pipe, valve, and fittings business that captures his attention!



Plaza @ Brickell, Miami ...



Plaza at Brickell, located at 901 and 851 Brickell Avenue, is a recent development from the Related Group of Florida. This project includes two towers, a 43-story building with 440 condo units, and a 56-story building with 560 condo units. With over 30,000 square feet of commercial/retail space on its ground level, the Plaza will breathe more life and vitality into the Brickell financial district. Both buildings are expected to be completed within 60 days.



The General Contractor for the project is Whiting-Turner. The HVAC was provided by Cailis Mechanical of Cooper City, and the fire sprinkler system was done by Rodel Fire Protection of Miami, both of whom purchased large quantities of pipe, valves, and fittings from A&B Pipe and Supply. We are proud to join these prestigious companies in the construction of our great city.

The photo (above right) shows Erick Mesa, project superintendent for Rodel Fire, standing in front of the fire pump. The photo (on left) is the 56-story tower at 901 Brickell Avenue.

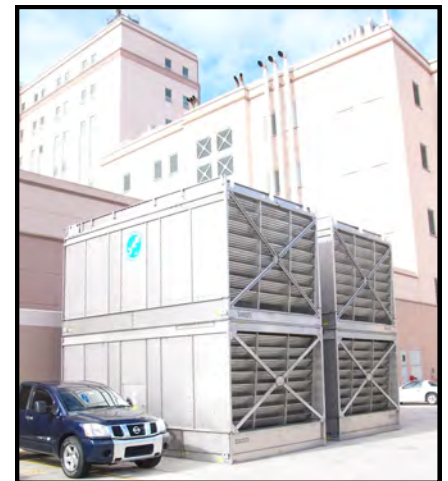
Veterans Administration Hospital, West Palm Beach ...

The West Palm Beach Department of Veterans Affairs Medical Center in Florida (VA Hospital) was completed in 1994 to supplement the crowded veterans hospital in Miami. Recently, the administrators decided to replace the cooling towers in the HVAC chilled water cooling system.



JAM Construction Services of Titusville is the G.C., and Siemens Building Technologies from Miramar is the HVAC contractor. Sun Pipe was privileged to be selected as a principal supplier in this important project benefiting our veterans.

The photo (to right) shows two cooling towers, ready for installation, in the parking lot behind the Hospital. The photo (on left) is of two other towers that are in place and ready for connection.



Florida Research Park, Jupiter ...

The Florida Research Park, on the Beeline Highway in Jupiter, is a 1,230-acre industrial park. 340,000 sq. ft. of office & warehouse space is now being developed.

In this photo (bottom right), Johnson-Davis of Lantana does the water, sewer, and drainage infrastructure work on the project, with pipe and fittings supplied by Sun Pipe.





Kendall Town Center, West Kendall ...

After three years of legal challenges that halted the project, site preparation on the 160-acre Kendall Town Center has finally begun. Thirty acres of the site has been reserved for the West Kendall Baptist Hospital, plus a hotel, a 24-screen Muvico movie theater, a 125-unit apartment building for seniors, and several retail, restaurant and office components.

The Redland Company of Homestead, the premier site developer in South Miami-Dade, was awarded the water, sewer, and drainage contract. To date, they have purchased over 6,000 feet of 24" corrugated aluminized steel pipe in 30' lengths from A&B for the drainage.



(To right) Redland's foreman, Luis Castro poses with A&B salesman, Manny Marin.



(Above) Two Redland employees join 30' long corrugated aluminized steel pipes from Metal Culverts, Inc. Redland prefers the steel pipe over HDPE plastic pipe because of the ease of installation.

Miami Public Works Dept, NE 2nd Avenue...



The Miami Public Works Department has begun a road improvement project that includes installing drainage for Northeast 2nd Avenue, from 94th Street to 103rd Street. I&C Earthmovers Corp. of Miami was awarded the contract for installation of the pipe. They selected Metal Culverts, Inc. 36" and 15" corrugated aluminized drainage pipe from A&B.

(To left) The process of "digging up" the street has begun.



(To right) A&B salesman Manny Marin with I&C foreman, Ivan Garcia.

CORRECTION: Trump Towers (from Issue



A "sharp-eyed" A&B warehouse employee noted to me that there were several products in the picture from the last issue that were not identified as being sourced from our company. He should know; he "picks" the orders for Norca and many other customers. As he noted, the pipe hangers come from Anvil International and the threaded rod comes from Vulcan Threaded Products. Yes, the galvanized steel channels are from A&B, and other steel hardware and forms, such as 4' by 8' steel plates, might not be identifiable in the photo.

In fact, you could probably find many other unidentified A&B products in photos from previous issues. "Beauty is in the eye of the beholder," and many of our employees see the beauty in these photos as do I!



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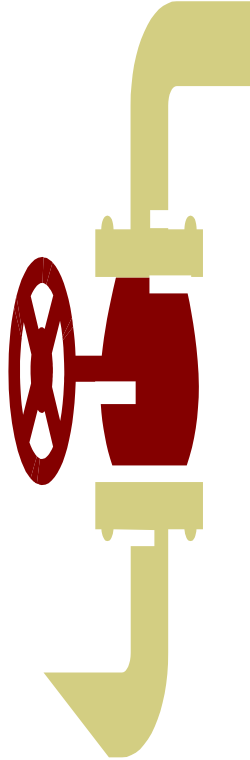
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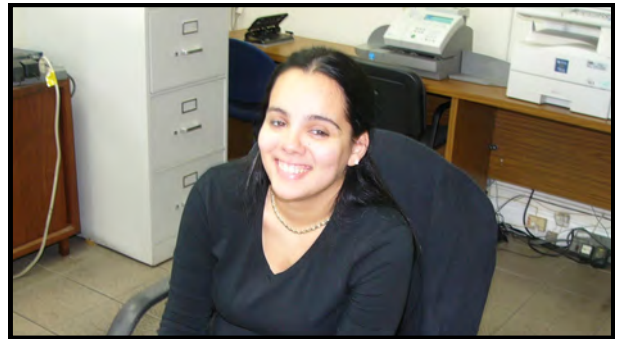


Heard Around the Company ...

There were several personnel changes at A&B Pipe in the last month:



Lazaro Lopez (*above*) has been promoted from counter to inside sales. Jennifer Izquierdo (*below*) is our new receptionist.



Alex Ramirez has moved from the warehouse to counter sales.

In this photo (to left), Guillermo Collazo, Jorge Lazo, and Alex (going from left to right), stand with satisfied customer, Eduardo Cabo of Altira Inc.

Victaulic ...



Enrique Collazo, CEO, and your editor recently had the opportunity to visit the Easton, Pennsylvania, headquarters of Victaulic. The two-day visit was hosted by Gary Moore, Executive Vice President. During our stay, we met with senior officials of Victaulic and discussed strategic plans to further develop customer focus and innovative solutions. The relationship between Victaulic and A&B Pipe dates back over 50 years and continues to strengthen.

The name Victaulic has an interesting history. The innovative grooved coupling, known as the "victory joint," was developed during WW I as a way of quickly deploying fuel and water lines to the Allied forces. After the War, when the company began serving the commercial piping industry, the name Victaulic was coined as a combination of "victory" and "hydraulics."

Founded on innovation, Victaulic is the world leader in grooved mechanical joining systems. For over 80 years, they have continually improved the technology to dramatically reduce installation time, provide savings in total installation cost, and offer complete start-to-finish solutions for challenging projects. We had the opportunity to tour their research and development facility and it's clear that their innovations will continue. Their manufacturing operations are world class, starting with the impressive foundry. We are proud to be associated with Victaulic!