

PIPELINERS HALL OF FAME NEWS

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**Extensive Amount of Pipeline
Construction Work Set to Kick Off**

Global Energy and Large Construction Companies Need Specialized Insurance

Finding an insurance brokerage that understands a specialized industry is difficult. A newly launched insurance brokerage specializes in representing the global energy and large construction industries.

Helmer Risk Management, LLC, a specialized insurance brokerage for the global energy and large construction industries, solves a major problem for those industries - they understand specialized needs.

Scott A. Helmer, formerly affiliated with Hill Insurance Services in Scottsdale, Ariz., recently launched Helmer Risk Management, LLC, headquartered in Phoenix.

"Our mission is to be the leading provider of specialized insurance brokerage for the global energy and large construction industries," said Helmer, president. "Our goal each day is to provide an outstanding customer experience with a personal touch."

Helmer's success is based on developing long-term relationships with clients by delivering policies and endorsements on time without error and conducting comprehensive annual reviews that allow clients to better manage their risks. Clients also benefit from the company's specialization in the energy and construction industries, which allows the brokerage to better understand the complex contract issues and difficult environmental concerns facing clients.

"We believe personal contact and service is the cornerstone of our

success," Helmer said.

The company represents clients throughout the United States, many with international operations, in the following sectors:

- Pipeline contractors
- Oil and gas companies
- Alternative energy companies
- Mining operations
- Commercial general contractors
- Energy and construction-related support companies

"Many insurance agencies try to be all things to all clients in order to reach their sales and production goals. They write personal lines, commercial lines, life and health insurance. We do not. We believe that to be competent in all areas is not possible. Our goal is not to be the largest agency, but to truly be the best at what we do. Specialization provides us with that opportunity," Helmer explained.

By focusing on a segment of the industry, Helmer believes the company will better know and understand its clients' needs, and will be able to negotiate the best terms for coverage from insurance companies. He added that Helmer Risk represents its clients actively during any claims process.

Helmer Risk also does not charge clients additional fees to service their accounts. Helmer said many national insurance brokers receive compensation from the insurance carriers via a commission, and then turn around and charge their clients additional fees to handle the account. Helmer does not do this.

"Helmer Risk is an alternative to the national insurance brokerage houses, offering a more personalized level of service with focused specialization on our client's type of business operations," Helmer said.

Helmer maintains a web site with more information at <http://www.HelmerRisk.com> or you may contact Scott A. Helmer at (602)275-1996.

Worldwide Machinery Deploys SUPERIOR Model SPD350 Padding Machine and Padding Bucket to Tacoma, Washington

Worldwide Machinery Pipelines recently deployed a SUPERIOR Model SPD350 Padding Machine and a 3.5 cubic meter Padding Bucket to Rockford Construction Company for their pipeline project near Tacoma Washington.



The project, a large natural gas pipeline, is being done for the Williams Company.

SUPERIOR is the brand name for Worldwide Machinery's manufacturing division. With a fleet of more than 20 Padding Machines, all built within the past 2 years, Worldwide Machinery is positioned to

provide to the industry, through rental or sale, the most modern and efficient padding machines in existence.

Worldwide Machinery, based in Houston, Texas, is one of a few companies capable of supplying large quantities of heavy duty pipeline construction equipment to major pipeline contractors throughout the world.

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