

A QUARTERLY MAGAZINE FROM MCWANE DUCTILE

IRON STRONG INSIGHTS™

SUMMER 2023



**McWANE
DUCTILE**

BUILDING IRON STRONG UTILITIES FOR GENERATIONS

What Is A Water Loss Control Plan & What Importance Does Ductile Iron Pipe Play?

PG. 4

ALSO IN THIS ISSUE

- How to Quickly Check for Proper Gasket Installation
- Project Profiles



**McWANE
DUCTILE**

Contact Us: McWaneDuctile.com

Mike Dodge, VP Sales & Marketing
Stuart Liddell, Sales Operations Manager
Andrea Kubik, Marketing Manager

Inside

3 Employee Spotlights

8 How to Quickly Check for Proper Gasket Installation In Ductile Iron Pipe

10 Project Profiles

McWane Ductile has been an industry leader in the manufacture of water distribution and infrastructure products since 1921. With three U.S. foundries, McWane Ductile offers superior service while supplying Ductile iron pipe across North America and beyond, all while maintaining an unwavering commitment to safety and quality. Through continued innovation, it is our goal to meet the customer needs and industry demands of the future in order to Build Iron Strong Utilities for Generations.

PG. 4

What Is A Water Loss Control Plan & What Importance Does Ductile Iron Pipe Play?



Welcome to Iron Strong Insights™

Dear Readers,

Welcome to the Summer edition of Iron Strong Insights. We have just exited the “dog days” of summer, but the hot and sultry weather continues in many areas of the country. At McWane Ductile, we are particularly aware of the dangers of extreme heat and undertake many precautions to ensure our foundry workers stay safe. This time of year, it is vital for all of us to be aware of the dangers heat can pose.

For many, the summer vacation time is winding down and kids are preparing to head back to school. This includes the summer interns that we have had working at our facilities. These internships are very beneficial to both our company and the young students that get to participate in the program. A special thanks goes out to Kemery Aichele, our marketing intern for the last two years. We wish her the best of luck as she moves forward in her education and career.

The fall conference season is just around the corner and McWane Ductile will be participating in many regional AWWA and Rural Water events. Please stop by our booth where someone from our staff will be eager to discuss all things Ductile with you. Also, check the agendas for the technical sessions and you will likely see one of our team members presenting on topics pertinent to water and wastewater professionals.

Speaking of training and education for water professionals, in this issue, we have an excellent feature article prepared by one of our Regional Engineers, Mr. John Simpson, P.E. John details the detrimental effects of water loss on a utility and the important steps necessary to create and implement an effective Water Loss Control Plan.

There is an expanded Ditch Doctor article on the quick and easy way to ensure the proper installation of your push-on pipe and gaskets. This was just one feature of a larger effort in content and videos meant to provide educational materials to our customers. As always, our efforts are guided toward providing our customers with the best materials and practices in Building Iron Strong Utilities for Generations.



Stuart Liddell
Sales Operations Manager
Sales Operations Department

EMPLOYEE SPOTLIGHTS



Jacob Lovin is a graduate of the University of Missouri with a B.A. in Industrial Engineering and holds an M.B.A. from The University of Arizona. Prior to McWane Ductile, Jacob

worked as a Regional Sales Manager for TorcSill Foundations, a Senior Sales Engineer, an Outside Sales Engineer for Eaton Corporation and a Project Manager for Titan Electric. At McWane Ductile, Jacob serves as a Regional Engineer for the West. Outside of work, Jacob enjoys hiking, traveling and camping.



Tyler Phillips is a graduate of Auburn University with a Bachelor of Science in Mechanical Engineering. Prior to McWane Ductile, Tyler brings several years

of experience in the shell and tube heat exchanger market with thermal and mechanical design sales, as well as experience in project management. Tyler represents Alabama, Mississippi, Louisiana, West Tennessee (Memphis) and the Florida Panhandle. Tyler is motivated to work hard every day to build long-lasting customer relationships. Outside of work, Tyler enjoys watching Auburn sports and running a duck hunting club in Arkansas.

HOWELL TAKES ON VICE CHAIR ROLE



Congratulations to McWane Ductile Sales Representative Jaycie Howell for accepting the position of Vice Chair of the American Water Works Association Southwest

Section Young Professionals Committee. The Young Professional Network provides individuals with training, education and opportunities to connect with others early in their water and wastewater industry careers. They publish a monthly newsletter and regularly host events such as plant tours and professional development seminars.

WHAT IS A WATER LOSS CONTROL PLAN & WHAT IMPORTANCE DOES DUCTILE IRON PIPE PLAY?

By John Simpson,
P.E., ENV SP, AMPP CT,
McWane Ductile Regional Engineer

My local water utility recently contacted our home to inform us they were turning the water off from noon to 6:00 p.m. to repair a newly discovered water leak. This situation made me think about water loss, specifically how long the water line had been leaking, how many gallons of treated water was lost and how a utility keeps up with water loss. This Iron Strong article describes the various components of a Water Loss Control Plan (WLCP) and the importance Ductile iron pipe (DI pipe) plays in an overall water management strategy.



*Communities need drinking water.
Communities need fire-fighting capability.*

WHAT IS WATER LOSS?

You've heard the expression "Water is life." Water plays a significant role in sustaining environments, economies and communities worldwide. Its presence attracts and retains, while its absence disperses and limits. Communities require water systems that meet drinking, sanitizing, production and firefighting needs.

Water loss refers to the amount of water lost or unaccounted for within a water distribution system. Water losses can be either:

- ▶ **Apparent losses** due to meter inaccuracies, including both customer meters and plant meters which record system demand, unreported use by entities for firefighting training or actual firefighting use, unmetered irrigation of public facilities, unmetered use by street sweepers or like equipment, etc., or unauthorized consumption;
- ▶ **Actual losses** are due to water service line breaks, leakage on mains and hydrants/laterals or storage.

From an economic standpoint, a water utility must be proactive regarding water loss because utilities cannot bill for lost treated potable water. Utilities must implement a strategy from a sustainability aspect because there is only so much water to go around.



A water main break spews potable water.

HOW BIG IS THE WATER LOSS PROBLEM IN THE U.S.?

According to the American Society of Civil Engineers, the following are some statistics related to water loss in our country:

- ▶ The United States uses 42 billion gallons of water a day
- ▶ Around 80% of drinking water comes from surface waters such as rivers, lakes, reservoirs and oceans, with the remaining 20% from groundwater aquifers
- ▶ Drinking water is delivered via 1 million miles of pipes nationwide
- ▶ Every day, nearly 6 billion gallons of treated drinking water are lost

WHAT ARE THE COMPONENTS OF A WATER LOSS PLAN?

A Water Loss Control Plan (WLCP) is a comprehensive strategy designed to identify, quantify and minimize water losses within a water system.

The following represents the general components of a typical plan.

ASSESSING WATER LOSS:

The initial step in developing a WLCP is thoroughly assessing or auditing the existing water distribution system. This audit includes:

- ▶ Evaluating infrastructure conditions
- ▶ Reviewing metering practices
- ▶ Analyzing consumption patterns

By understanding the system's current state, utilities can identify areas of concern and prioritize actions for maximum impact.

LEAKAGE MANAGEMENT:

Leakage is a significant contributor to water loss, and an effective WLCP incorporates strategies for leakage management. This involves:

- ▶ Identifying and addressing leakage hotspots through regular inspections
- ▶ Deploying advanced leak detection technologies
- ▶ Prioritizing repairs based on severity and potential impact

Implementing proactive maintenance programs and investing in infrastructure

upgrades can minimize leakage and extend the lifespan of distribution assets.

PRESSURE MANAGEMENT:

Maintaining optimal pressure within the distribution system is crucial to minimize leakage. Excessive pressure can lead to pipe failures and increased leakage rates. A WLCP emphasizes pressure management strategies such as:

- ▶ Installing pressure-reducing valves
- ▶ Implementing pressure control zones
- ▶ Monitoring pressure profiles

By optimizing pressure levels, utilities can reduce leakage and improve the overall efficiency of the system.

METERING AND MONITORING:

Accurate and reliable metering is essential for detecting and addressing unauthorized consumption and meter inaccuracies. WLCPs include initiatives to upgrade or replace outdated meters with advanced metering technologies, such as smart meters, which provide real-time consumption data and detect anomalies. Regular meter testing and calibration ensure accurate billing and assist in identifying areas with potential water losses.



A stack of TR Flex® Ductile iron pipe.

NON-REVENUE WATER MANAGEMENT:

Non-revenue water (NRW) refers to water that is produced and lost before reaching paying customers. Water utilities focus on reducing NRW through targeted measures. These may include:

- ▶ Identifying and rectifying illegal connections
- ▶ Encouraging responsible water use through public awareness campaigns
- ▶ Implementing demand management strategies like water conservation programs
- ▶ Communication with water-using entities such as fire departments, parks, etc., to ensure they are reporting non-metered water use

NRW reduction leads to improved revenue generation and a more sustainable water supply.

DATA MANAGEMENT AND ANALYSIS:

Water utilities rely on data-driven decision-making to develop effective WLCPs. Advanced data management systems facilitate the collection, storage and analysis of water-related data, including:

- ▶ Consumption patterns
- ▶ Leak reports
- ▶ Infrastructure conditions

Analyzing this data helps identify trends, establish benchmarks and measure the effectiveness of water loss reduction efforts. Utilities can also employ predictive analytics to anticipate potential areas of water loss and take proactive measures.

TRAINING AND CAPACITY BUILDING:

A successful WLCP requires a well-trained workforce with the necessary skills and knowledge. Utilities invest in training programs to enhance staff expertise in:

- ▶ Leakage detection
- ▶ Infrastructure assessment

- ▶ Metering technologies
- ▶ Data analysis

By fostering a culture of awareness and competence, utilities can ensure the effective execution and continuous improvement of water loss reduction strategies.

STAKEHOLDER ENGAGEMENT:

Water utilities collaborate with various stakeholders to achieve water loss reduction goals, including government agencies, industry partners and community groups. Engaging stakeholders fosters collective responsibility and facilitates information sharing, promoting more effective water management practices. Public participation and transparency initiatives help educate consumers about water conservation and encourage active involvement in reducing water losses.

WHAT IMPORTANCE DOES DUCTILE IRON PIPE PLAY IN A WATER LOSS CONTROL PLAN?

Now that we've covered the components of a Water Loss Control Plan, let's discuss how the properties of Ductile iron pipe (DI pipe) can help a utility reduce its water loss.

DETECTING AND LOCATING LEAKS:

Significant leaks are generally easier to find because a utility can detect them through visualization or gauges/metering. But minor leaks are usually more challenging to locate and can go undetected for years, costing a utility a substantial amount of water loss and lost revenue. One of the best ways of finding water leaks is acoustic detection.



A Leak Detection Specialist uses acoustic detection.



Using an acoustic detection pick-up stick.

HOW DOES ACOUSTIC DETECTION WORK?

Acoustic detection equipment works by transmitting pulsations and using a pick-up stick to identify and differentiate the various sound patterns of water flow. Water leaking through a buried pipe produces a specific high-frequency to low-frequency sound that acoustic detectors can easily pick up.

Iron material (DI pipe) will amplify the frequency of water leaks up to 10 times longer than other pipe materials, thus making locating a water leak from DI pipe much more straightforward. As almost everyone knows in the waterworks industry, finding water leaks is often the most challenging component of any WLCP.

REPAIR AND REPLACEMENT OF INFRASTRUCTURE:

Another area where Ductile iron pipe can help reduce water loss is the repair and replacement of pipelines. DI pipe is highly durable and reliable. These characteristics allow utilities to spend less time and effort maintaining and replacing pipe compared to other pipeline materials.

Thus, a water utility will have more money and resources to apply to other WLCP aspects. This claim is highlighted by a University of Michigan report titled *A Framework to Evaluate the Life Cycle Costs and Environmental Impacts of Water Pipelines* (See Below). The study interviewed different utilities across the United States and found that DI pipe

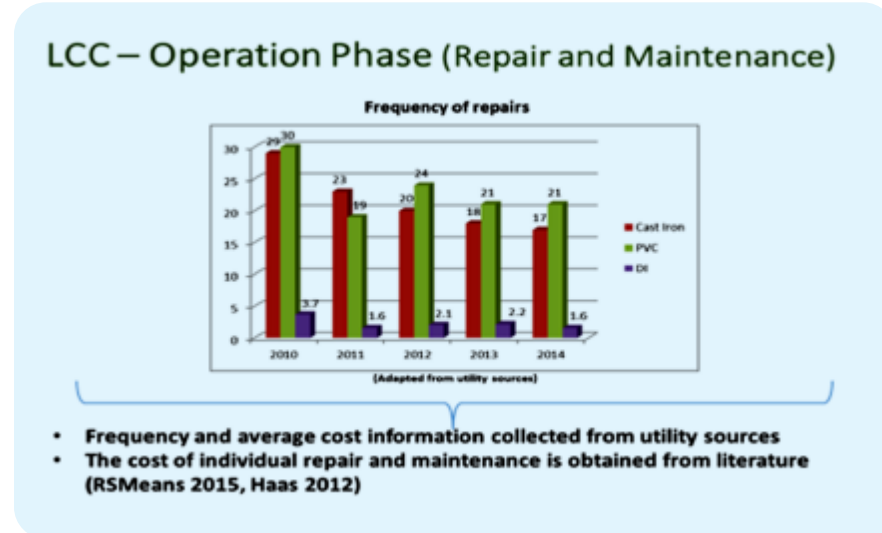
significantly reduces maintenance cycles compared to other pipeline materials.

The strength and durability of Ductile iron pipe provides another advantage when reducing water loss — its service life. When DI pipe is installed in proper applications, the utility can expect a service life of at least 100 years. That is up to twice as long as other pipeline materials. The longer service life means a utility can extend capital funds twice as long as other pipe materials.

These savings can be utilized in other system parts, including their WLCP. The longer service life of DI pipe is proven through various references such as AWWA's *Buried No Longer Report*, the previously mentioned University of Michigan Report and DIPRA's Century Club recognition.

CONCLUSION

A comprehensive Water Loss Control Plan is designed to identify, quantify and minimize water losses. Incorporating the components discussed in this article will allow water utilities to implement a program to determine their water use and loss, prioritize water projects and operational changes, and continuously improve their water loss control program. In addition, using long-lasting, durable and reliable Ductile iron pipe can assist with keeping water rates low for customers and ensure future generations have access to clean, safe water by reducing the 6 billion gallons a day of lost treated water.





HOW TO QUICKLY CHECK FOR PROPER GASKET INSTALLATION IN DUCTILE IRON PIPE

Are you the owner, supervisor or crew member responsible for installing Ductile iron pipe? Have you ever become nervous before a hydrostatic pressure test or experienced increased anxiety during a test? Were you relieved when the waterline passed the test? What about if it failed? Did you feel defeated?

Emotions can span the gamut during critical times, such as pressure testing a pipe. What if you had a simple method or tool that could change nervousness, anxiety or defeat into confidence? Would you use it? Of course, you would!

Using any device to ensure accuracy and safely enhance productivity and profitability is undoubtedly worth taking advantage of. In this Iron Strong article, we'll show you how to quickly check a gasket for proper installation in

Ductile iron push-on joints long before your hydrostatic test.

Watch a helpful step-by-step video that shows how to use a feeler gauge to ensure proper gasket installation at https://youtu.be/pfudONb_Nvk

WHAT EXACTLY IS A FEELER GAUGE, AND HOW DO I USE IT?

A feeler gauge is typically a thin, flexible metal blade/bar that may be inserted in the annular space between the bell ID and spigot OD at sufficient intervals around the joint. This ensures that the leading edge of the gasket is in approximately the same position or depth around the entire installed joint.

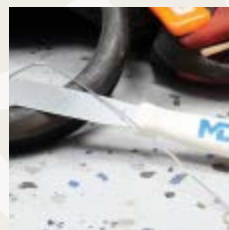
makes it easy to use, fits in a pocket or safety vest, and is easy to keep track of on a job site. A feeler gauge can be obtained upon request from your local McWane Ductile sales representative.

LET'S REVIEW HOW TO USE A FEELER GAUGE PROPERLY

1. Locate your assembled Ductile iron pipe joint
2. Select your feeler gauge tool of choice
3. Insert the feeler gauge between the bell and the spigot
4. Without being forceful, feel for the rubber inside the joint
5. Check the joint at various locations all the way around the joint

This depth will vary slightly depending on the size of the pipe being installed. The end of the feeler gauge will extend further into the joint in the location where the gasket has been displaced. Little to no effort or force is used when inserting the feeler gauge into the joint.

Items used as a feeler gauge include small banding pieces, a paperclip, a small allen wrench, etc. McWane Ductile has taken the initiative to develop this useful tool, complete with a handle that



Select feeler gauge tool



Insert tool between bell and spigot



Feel for rubber inside joint



Check joints at various locations

PRO TIP: Don't forget to check the six o'clock position of the joint, which is the most common area for issues to occur, as "bell holes" are unfortunately overlooked at times. Bell holes are recommended in the ANSI/AWWA C600 Installation of Ductile-Iron Mains and Their Appurtenances.

HOW DO GASKETS BECOME ROLLED OR DISPLACED IN THE FIRST PLACE?

Let's put this into perspective. There are thousands of miles of water pipe installed daily. McWane Ductile produces enough sticks of Ductile iron pipe yearly to span from New York City to Los Angeles. Most of which are properly installed without issue. However, the most experienced crew may eventually run into a problem. Gaskets may become displaced due to a few reasons, such as:

- ▶ The bell socket was lubed prior to gasket installation
- ▶ Insufficient lubricant on the gasket Inside Diameter (ID) or spigot Outside Diameter (OD)
- ▶ Not using pipe manufacturer-approved pipe lubricant
- ▶ The gasket is not properly seated
- ▶ Misalignment of the spigot
- ▶ Lack of attention to detail

The most proactive way to avoid any of these issues is proper training. McWane Ductile provides various installation guides, tip sheets and videos as practical tools to assist with formal training sessions with crews. In addition, we can provide on-site, in-class or job site training. A McWane Ductile training professional can provide these sessions upon request.

PRO TIP: Schedule a training session by contacting your local sales representative before job startup or on an annual schedule, complete with a formal signoff sheet.

- ▶ Dirt or debris in the bell socket
- ▶ Ice in the bell socket

HOW DO I ENSURE A PUSH-ON GASKET HAS BEEN INSTALLED PROPERLY?

Along with proper training, McWane Ductile recommends using what we refer to as a "feeler gauge" to check for proper installation of push-on type joints using standard gaskets, including various types of rubber such as:

A feeler gauge is also recommended when installing restraint gaskets such as the McWane Ductile Sure Stop 350™ gasket. Feeler gauges may not be used to check MJ (Mechanical Joint) or boltless restraint systems with a weld bead on the spigot end due to the presence of the weld bead, which blocks the insertion of a feeler gauge.



- ▶ SBR
- ▶ EPDM
- ▶ Nitrile
- ▶ Neoprene® or Viton® elastomers

WHO DO I CALL IF I'M CONTINUING TO EXPERIENCE GASKET INSTALLATION ISSUES?



With proper training and the use of a feeler gauge to ensure proper gasket insertion, you can significantly increase the accuracy and productivity of your water pipeline installation. Sometimes, it's human nature to be reluctant to seek help, but don't wait too long to contact your local McWane Ductile sales representative.

Rest assured, we are here to help you avoid those feelings of nervousness, anxiety or defeat! We are a trustworthy pipe manufacturer providing teamwork and leadership for all those in the water and wastewater industry. If you're experiencing issues in the field, whatever the reason, contact us today.



PROJECT PROFILES



West PROJECT PROFILE

Work on this contract includes:

- ▶ The installation of 24-inch, 30-inch and 36-inch pressure class 200 piping, valves and appurtenances
- ▶ Water service connections
- ▶ Installation of new fire hydrants
- ▶ Removal of existing concrete vaults and their associated piping, valves and appurtenances
- ▶ Capping and abandoning existing waterlines

This project will benefit the rapid growth of Vineyard, Utah, and complement efforts to develop the town center. This project aimed to create a separation between Vineyard City and the Central Utah Water Conservancy District (CUWCD). The undertaking involved the construction of a new tank, pump

stations and several miles of piping. The particular section in question spanned over 13,000 feet, while the entire project encompassed over 30,000 feet of newly installed waterlines. Before completing this project, the city relied on purchasing all of its water from CUWCD.



To ensure the longevity of the pipeline, the pipe was installed with cathodic protection and polyethylene encasement. Although the original specification called for HDPE, the city opted for a different material due to better pricing and shorter lead times.



Sales Region: Midwest
Sales Representative: Kate Alexakos
Project Location: Comstock Township, MI
Project Owner/Utility: City of Kalamazoo
Project Engineer: James Baker & Anna Crandall
Project Contractor: Lounsbury Excavating — Paw Paw, MI
Project Distributor: Ferguson Waterworks
Project Construction Administration: Jones & Henry Engineers, LTD

Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
24"	Tyton®	52	16,623

In July 2021, the city of Kalamazoo, MI bid for a project containing about three miles of Ductile iron pipe to be installed in Comstock Township. This project aims to improve their potable water system's strength and reliability in Comstock Township and many surrounding municipalities.

The project was awarded in September of 2021 with a completion date of May 15th, 2021, but was paused due to unforeseen supply chain issues. Jim Davis, the Michigan Sales Manager for Ferguson Waterworks, stated that "Due to the project completion date and supply chain issues we have seen

over the last 18 months, we had some concerns that the long lead times were going to create some complications for supplying this project within the constraints of the contract. McWane Ductile's commitment to ensuring that this would not happen and casting the entire P.O. months ahead of schedule was a welcome opportunity to showcase the value-adding relationship of Ferguson Waterworks and McWane Ductile iron pipe to our Contractor Partner."

On March 13, 2023, the project resumed with a new estimated completion date of November 30, 2023, which is now ahead

of schedule due to McWane Ductile's vastly improved lead times.



Sales Region: West
Sales Representative: Chris Howe
Project Location: Vineyard, UT
Project Name: Vineyard City Ph. 1 Water Distribution Pipeline
Project Owner/Utility: City of Vineyard
Project Engineer: J-U-B Engineers, Inc.
Project Contractor: Landmark Excavating, Inc.
Project Distributor: Core & Main

Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
24"	Tyton®	200	10,116
30"	Tyton®	200	2,322
36"	Tyton®	200	702
36"	TR Flex®	200	540



Midwest PROJECT PROFILE



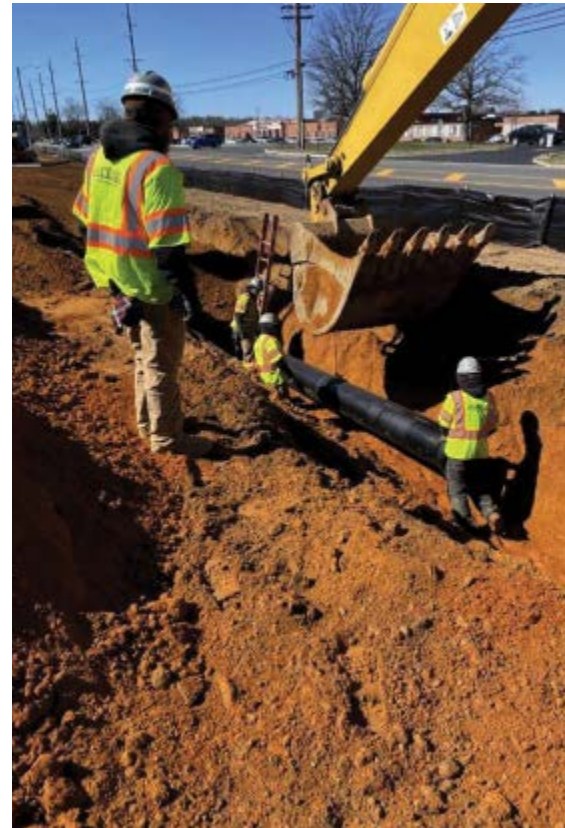


Northeast

PROJECT PROFILE

Located in Southern New Jersey, this 15,000' portion of a larger overall project consists of dual 16" Ductile iron pipe waterlines. Aqua New Jersey is completing the third phase of the Woolwich/322 water main extension this year utilizing Pioneer Pipe Contractors. Aqua has already extended the water main for three miles. It is currently

building a booster pump station and tank to service the commercial and residential needs of the corridor in partnership with Woolwich Township. McWane Ductile is proud to have supplied the product for this endeavor and all other Aqua projects in an ongoing collaboration.



Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
6"	Tyton®	350	36
6"	Tyton®	350	91
6"	TR Flex®	350	144
6"	TR Flex®	350	487
8"	TR Flex®	350	126
12"	TR Flex®	350	143
16"	TR Flex®	250	3,871
16"	Tyton®	250	16,090

Sales Region: South
Sales Representative: AJ DeMatteo
Project Location: Savannah, GA
Project Name: Rockingham Farms Water & Sewer Extension
Project Owner/Utility: Savannah Economic Development Authority (SEDA)
Project Contractor: Legacy Water Group, LLC. — Covington, GA
Project Engineer: Coleman Company, Inc. — Savannah, GA
Project Distributor: Direct Sale



The Rockingham Farms Water & Sewer Extension project was completed in June 2023. The project's scope of work consisted of the installation and test of approximately 16,090 feet of 16" pressure class 250 Tyton Joint® Ductile iron pipe. The project also included approximately 3,871 feet of 16" TR-Flex® pressure class 250 restrained joint Ductile iron pipe. This project showcased the abilities of McWane Ductile's TR Flex restrained joint pipe in larger diameter and that of the Protecto 401™ lining. This epoxy-based lining is designed to protect Ductile iron pipe in different sewer applications, and we now can apply this particular lining to our pipe at our foundry in Coshocton, Ohio.

Coleman Company, Inc. designed this project. The Savannah-based civil engineering, land surveying and planning firm was established in 2013 by Terry Coleman, PLS, and Travis Burke, PE. The project's owner is Savannah Economic Development Authority, also known as SEDA. SEDA's primary focus is to help create and grow a multitude of job opportunities and investments throughout the Savannah metropolitan area.

2014 and is based out of Covington, Georgia. They have the ability to operate in several states but primarily focus their operations in Alabama, Florida, Georgia, North Carolina and South Carolina. Their leadership has over 175 years of collective experience in the industry, and we are extremely proud to call them our partners.

The Rockingham Farms Water & Sewer Extension project was completed by Legacy Water Group LLC., a great partner of ours here at McWane Ductile. Legacy Water Group was founded in



PROJECT PROFILE

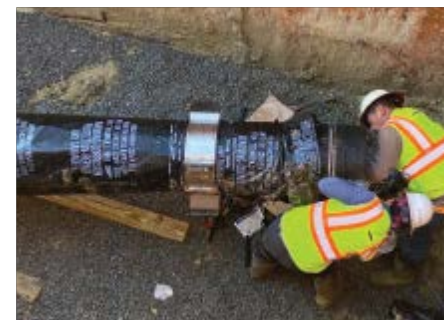
South



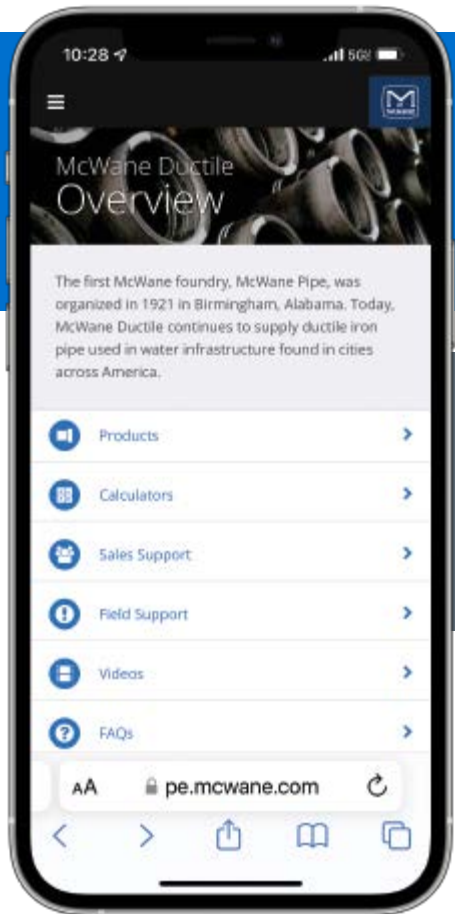
Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
16"	Tyton®	52	15,000

Sales Region: Northeast
Sales Representative: Gary Kurtz
Project Location: NJ
Project Name: Woolwich Township, Gloucester Township, NJ
Project Owner/Utility: AQUA New Jersey
Project Engineer: Consulting Engineering Services
Project Contractor: Pioneer Pipe Contractors



We're like roadside assistance for your utility.



Vital projects. Tight deadlines. Low margins of error.

We've been there. This is why McWane Ductile provides a wealth of information and field support to ensure you have everything you need for your ongoing infrastructure projects. Our Pocket Engineer app, Learning Center resources and experienced service team are available for quick answers when you need them, bolstering your on-site confidence and preventing job interruptions.

Support like this only comes from those who know what you're going through, and we'll stick by your side every step of the way.

McWane Ductile:
Building Iron Strong Utilities for Generations.



MIKE DODGE, VP SALES & MARKETING



SALES REPRESENTATIVES

EAST SALES TEAM

GENERAL SALES

Craig Spitzer, General Sales Manager
Cell: 908-878-0822
craig.spitzer@mcwaneductile.com

Kelly Bray, Inside Sales Manager
Office: 908-878-0837
kelly.bray@mcwaneductile.com

NEW JERSEY, DELAWARE & NEW YORK CITY

Gary Kurtz, Senior Sales Representative
Cell: 908-235-6001
gary.kurtz@mcwaneductile.com

NEW ENGLAND

Jeff Houser, Senior Sales Representative
Cell: 585-737-1780
jeff.houser@mcwaneductile.com

NEW YORK

Mike Palermo, Senior Sales Representative
Cell: 585-737-0456
mike.palermo@mcwaneductile.com

CENTRAL & EASTERN PENNSYLVANIA

Bob Hartzel, Senior Sales Representative
Cell: 717-571-5683
bob.hartzel@mcwaneductile.com

MARYLAND & WESTERN PENNSYLVANIA

Julianne Petraitis, Sales Representative
Cell: 908-878-3702
julianne.petraitis@mcwaneductile.com

NORTH CAROLINA

Dwayne Shelton, Senior Sales Representative
Cell: 336-682-6187
dwayne.shelton@mcwaneductile.com

VIRGINIA

Todd Soady, Senior Sales Representative
Office: 757-262-6174
todd.soady@mcwaneductile.com

MIDWEST SALES TEAM

GENERAL SALES

Scott Frank, General Sales Manager
Office: 740-622-6651
Cell: 740-202-3094
scott.frank@mcwaneductile.com

Dave Bursh, Inside Sales Manager
Office: 740-291-1064
dave.bursh@mcwaneductile.com

ILLINOIS

Dan Flaig, Senior Sales Representative
Cell: 815-353-4607
dan.flaig@mcwaneductile.com

KENTUCKY, SOUTHERN & CENTRAL INDIANA AND SOUTHWESTERN OHIO

Cole Mitcham, Sales Representative
Cell: 330-440-2677
cole.mitcham@mcwaneductile.com

MICHIGAN, NORTHERN INDIANA & NORTHWESTERN OHIO

Kate Alexakos, Sales Representative
Cell: 419-202-1821
kate.alexakos@mcwaneductile.com

NEBRASKA, KANSAS, MISSOURI, IOWA, SOUTHERN ILLINOIS & SOUTH DAKOTA

Scott Frank, General Sales Manager
Office: 740-622-6651
Cell: 740-202-3094
scott.frank@mcwaneductile.com

CENTRAL & NORTHEAST OHIO & WEST VIRGINIA

Clinton (CJ) Fowler, Sales Representative
Cell: 330-260-9292
clinton.fowler@mcwaneductile.com

WISCONSIN, MINNESOTA & NORTH DAKOTA

Shawn Smith, Sales Representative
Cell: 608-440-0667
shawn.smith@mcwaneductile.com

CANADA SALES TEAM

NATIONAL SALES

Steve Philpott, National Sales Manager
Cell: 709-728-8760
steve.philpott@canadapipe.com

ONTARIO

Greg Principi, National Product Engineer
Office: 905-974-3026
Cell: 289-244-6415
greg.principi@canadapipe.com

ATLANTIC

Martin Phinney, National Product Engineer
Cell: 506-961-9229
martin.phinney@canadapipe.com

QUEBEC

David Rouleau, Sales Representative
Cell: 413-223-6882
david.rouleau@canadapipe.com

WESTERN CANADA

Jody Wall, Western Sales Representative
Cell: 604-360-0960
jody.wall@canadapipe.com

SOUTH SALES TEAM

GENERAL SALES

Dusty Henderson, General Sales Manager
Cell: 615-418-0741
dustin.henderson@mcwaneductile.com

UPSTATE SOUTH CAROLINA & GEORGIA

AJ DeMatteo, Sales Representative
Cell: 423-667-9799
aj.dematteo@mcwaneductile.com

ARKANSAS, OKLAHOMA & NORTH TEXAS

Jaycie Howell, Sales Representative
Cell: 615-663-5069
jaycie.howell@mcwaneductile.com

FLORIDA (Except Panhandle) & EASTERN SOUTH CAROLINA

Gary Gula, Senior Sales Representative
Cell: 239-989-6298
gary.gula@mcwaneductile.com

ALABAMA, LOUISIANA, FLORIDA (Panhandle only) & TENNESSEE (Memphis only)

Tyler Phillips, Sales Representative
Cell: 256-612-9151
tyler.phillips@mcwaneductile.com

TENNESSEE & NORTH GEORGIA

Josh Baker, Sales Representative
Cell: 615-975-0806
josh.baker@mcwaneductile.com

TEXAS (Except El Paso & North Texas)

Scott Rhorick, Sales Representative
Cell: 254-317-8455
scott.rhorick@mcwaneductile.com

WEST SALES TEAM

GENERAL SALES

Nick Koncar, General Sales Manager
Office: 801-623-4256
Cell: 801-864-5544
nick.koncar@mcwaneductile.com

Kim Christensen, Inside Sales Manager
Office: 801-623-4254
kim.christensen@mcwaneductile.com

SOUTHERN CALIFORNIA

Carolyn Lopez, Senior Sales Representative
Cell: 951-310-6444
carolyn.lopez@mcwaneductile.com

NORTHERN CALIFORNIA & NEVADA

Bill Kleczka, Sales Representative
Cell: 559-401-9006
bill.kleczka@mcwaneductile.com

ARIZONA, NEW MEXICO & EL PASO, TEXAS

Ben Johnson, Sales Representative
Cell: 801-616-1154
ben.johnson@mcwaneductile.com

UTAH, COLORADO & LAS VEGAS

Chris Howe, Sales Representative
Cell: 385-227-0600
chris.howe@mcwaneductile.com

WEST WASHINGTON, ALASKA & HAWAII

Jason Harrison, Senior Sales Representative
Cell: 425-681-1394
jason.harrison@mcwaneductile.com

OREGON

Carrie Stephens, Sales Representative
Cell: 503-577-4177
carrie.stephens@mcwaneductile.com

WASHINGTON, IDAHO, WYOMING & MONTANA

David Bridge, Sales Representative
Cell: 951-520-6416
david.bridge@mcwaneductile.com

SALES OPERATIONS

Stuart Liddell, Sales Operations Manager
Cell: 352-208-5709
stuart.liddell@mcwaneductile.com

Jeff Henderson, National Account Manager
Cell: 614-404-4909
jeff.henderson@mcwaneductile.com

Jerry Regula, National Product Engineer
Cell: 740-294-7899
jerry.regula@mcwaneductile.com

Ken Rickvalsky, National Product Engineer
Cell: 609-290-7701
ken.rickvalsky@mcwaneductile.com

Roy Mundy, Senior Regional Engineer
Cell: 859-361-8585
Fax: 859-273-4799
roy.mundy@mcwaneductile.com

John Simpson, Regional Engineer
Cell: 865-256-2541
john.simpson@mcwaneductile.com

Jacob Lovin, Regional Engineer
Cell: 740-610-3364
jacob.lovin@mcwaneductile.com

Cory Humphreys, Technical Services Specialist
Office: 740-291-1046
cory.humphreys@mcwaneductile.com

Andrea Kubik, Marketing Manager
Office: 740-202-7352
andrea.kubik@mcwaneductile.com

Cris Dupont, Media Specialist
Office: 740-291-1012
cris.dupont@mcwaneductile.com

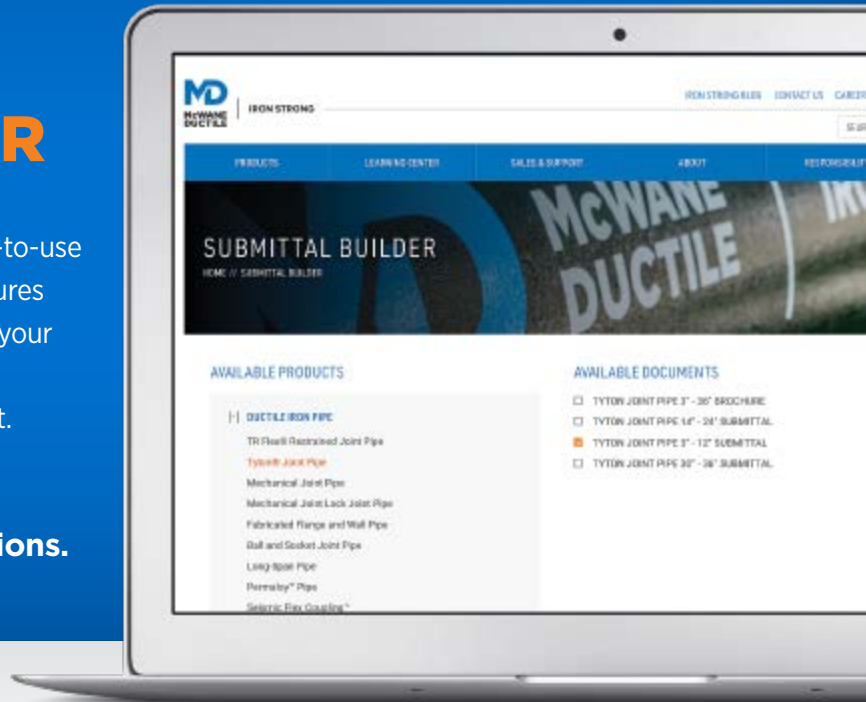


McWaneDuctile.com

THE ALL NEW SUBMITTAL BUILDER

Need a submittal? To help make your job easier, we developed an online submittal builder. With an easy-to-use interface and an extensive catalog of product brochures and submittals, you can quickly browse and choose your desired documents and our submittal builder will deliver your personalized package in PDF format. Visit McWaneDuctile.com to start building today.

Building Iron Strong Utilities for Generations.



**McWANE
DUCTILE**

McWaneDuctile.com



POCKET ENGINEER

Available for **iOS + Android**
or online at pe.mcwane.com

IRON STRONG INSIGHTS™

CONNECT WITH US ON



MCWANE DUCTILE
2266 S. 6th St.
Coshocton, OH 43812

**McWANE
DUCTILE**

[FIRST NAME] [LAST
NAME]
[ADDRESS1]
[ADDRESS2]
[CITY], [STATE] [ZIP]