

**YOU CAN'T  
BEAT THE  
SYSTEM.®**



**CHARLOTTE**  
PIPE AND FOUNDRY COMPANY

# WHAT MAKES US DIFFERENT.



We have a system at Charlotte Pipe®. It's a system focused on people, products and service. We treat our associates like family, manufacture top-of-the-line products, and we take care of our customers' needs during every step of the order process and beyond. This is what has made us an industry leader in both cast iron and plastic. It has been our system for over a century and it is a system that cannot be beat.

**PEOPLE.  
PRODUCT.  
SERVICE.**

**WE'RE A  
FAMILY HERE  
AT CHARLOTTE  
PIPE.**



# PEOPLE.

Sure we mean that figuratively, because we count on one another like family. But also because many of those who work here are brothers, sisters, parents, cousins or in-laws of former or current associates. There's a feeling of pride and responsibility here that you won't find anywhere else. That may be why people tend to stay with us, sometimes for as long as 40 or 50 years. Without a doubt, our associates are our greatest asset. We are indebted to them for their hard work and dedication. Providing them with a safe and secure work environment is our first priority. Even in a highly cyclical industry, we haven't had a layoff at our Plastics Division since 1982, and not since 1957 at our Cast Iron Division.

## A PROUD HERITAGE OF FAMILY OWNERSHIP THAT GOES BACK FOUR GENERATIONS

Willis Frank Dowd started Charlotte Pipe and Foundry in 1901, employing 25 men in the company's first foundry. Today, we're still a privately held family company, now employing more than 1,800 men and women in our seven locations across the U.S.A.

Private ownership means we can make decisions based on what's in the best long-term interests for the Company and our associates, not for the quarterly earnings report or P/E ratio. Under the leadership of W.F. Dowd's grandsons and great-grandsons, Charlotte Pipe has grown to become the world's largest manufacturer of both cast iron and plastic pipe and fittings.

*The Kiker Family, L to R:*

*Kim Price, Business Analyst—32 years*

*Kenneth Kiker, Retired Welding Supervisor—47 years*

*Lisa Drake, Inside Sales—34 years*



# INDUSTRY LEADERS IN CAST IRON AND PLASTICS MANUFACTURING.



# PRODUCT.

We're the only manufacturer that produces a full line of both cast iron and plastic pipe and fittings for Drain Waste and Vent (DWV) and pressure applications. We take pride in our work and in delivering a consistently high-quality product. Customers deserve dependable quality, so we regularly perform a battery of tests at our state-of-the-art manufacturing facilities to ensure that our products are top of the line. All of our products are proudly made in the U.S.A. and meet all applicable ASTM and CISPI standards. Our products also proudly display the National Sanitation Foundation (NSF) mark.



## CAST IRON SYSTEMS

- > Service Pipe + Fittings
- > Extra Heavy Pipe + Fittings
- > No-Hub Pipe + Fittings
- > Edge HP Iron™ Pipe + Fittings
- > Plugs
- > CISPI 310 + Heavy Duty No-Hub Couplings
- > Service + Extra Heavy Compression Gaskets

# CAST IRON

We manufacture a full line of Service, Extra Heavy and No-Hub cast iron soil pipe and fittings in sizes from 1½ inches through 15 inches. Charlotte Pipe is the only company that makes Extra Heavy pipe and fittings.

## EDGE HP IRON



Charlotte's Edge HP Iron pipe and fittings are a specially coated cast iron system designed for aggressive DWV applications. While Charlotte Pipe's standard cast iron systems easily meet the needs of the vast majority of DWV installations, Edge HP Iron provides enhanced protection in more aggressive environments such as hospitals, commercial kitchens, casinos and parking garages. Edge pipe and fittings are available in sizes ranging from 2 to 15 inches.

## TECHNOLOGY



We continuously reinvest in our plants and equipment to be sure we are operating the most advanced production technology available and have the capacity required to fill orders completely and in a timely manner. We use automated high-volume equipment, like our Disamatic vertical molding machines, to produce our fittings at a rate of hundreds of molds per hour.

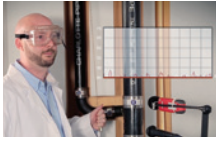
## ECOAT



Charlotte Pipe's ecoating is an extremely efficient process for the application of coating onto a metal surface. Fittings and five-foot pipe lengths are sent through a 15-stage process, including multiple cleaning stages, followed by the application of a zinc phosphate base coat, and then two stages where a top coat is applied. The coating is then cured for one hour at 400 degrees F. An aesthetic improvement, ecoat offers customers a consistent, thin, even coating. It is an environmentally friendly process which has almost no VOCs and no toxic chemicals—the same process used on 95% of all vehicles produced in the world. Charlotte's Ecoat process provides superior-quality Service, Extra Heavy, No-Hub and Edge HP Iron pipe and fitting systems.



# QUIET HOUSE®



Watch the video of our DWV plumbing system sound test:  
[www.charlottepipe.com/quiet\\_house.aspx](http://www.charlottepipe.com/quiet_house.aspx)  
(Both cast iron and PVC were tested.)



Exclusively from Charlotte Pipe, The Quiet House System is a unique plumbing system that combines sound-deadening cast iron with economical PVC for a plumbing system that is twice as quiet as an all-plastic system. It offers a lifetime of quality and quiet for little more than the cost of an all-plastic system. You'll hear no sloshing, gurgling or gushing noises within the walls of the home.

## CISPI CERTIFICATION



The Cast Iron Soil Pipe Institute (CISPI) was organized in 1949 by leading American manufacturers of soil pipe and fittings. CISPI is dedicated to providing technical information and expertise to the plumbing industry. CISPI inspectors perform unannounced plant inspections several times a year in accordance with the requirements of NSF-certified quality control guidelines. All Charlotte Pipe cast iron products proudly bear the CISPI mark of quality (CISPI).

## COMMERCIAL CASTINGS



Whether your project is already in production or still in concept form, we can help make your cast iron vision a reality. We have the latest equipment and technical expertise to design, melt and mold iron in more ways than ever before. As your partner from concept to the final product, our mechanical and metallurgical engineers help you every step of the way. Our in-house pattern shop uses the latest technology to ensure your casting is made to exact specifications. We are ISO 9001 certified and pride ourselves on being able to produce a wide range of castings. At Charlotte Pipe Commercial Castings, we are casting your ideas every day.



## PLASTIC SYSTEMS

- > ABS DWV Foam Core Pipe + ABS Fittings
- > PVC Schedule 40 DWV Pipe + Fittings
- > PVC Schedule 40 DWV Foam Core Pipe
- > PVC Schedule 30 Thin-Wall Pipe + Fittings
- > PVC Schedule 40 Pressure Pipe + Fittings
- > PVC Schedule 80 Pipe + Fittings
- > PVC PR-160, PR-200 and PR-315 Pressure Pipe
- > PVC Well Casing
- > PVC D 3034 Sewer Main Pipe
- > PVC D 2729 Sewer & Drain Pipe
- > FlowGuard Gold® CPVC CTS Pipe + Fittings
- > PVC PR 100/SDR 41 through PR 315/SDR 13.5 Irrigation Pipe
- > ChemDrain® CPVC Pipe + Fittings
- > Corzan® CPVC Schedule 80 Pipe

# PLASTICS

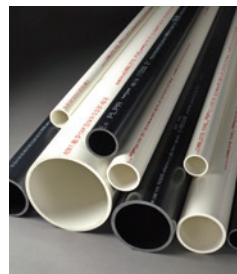
We manufacture PVC, ABS, ChemDrain®, FlowGuard Gold®, and irrigation pipe and fittings. All of our products are proudly made in the U.S.A. and meet all ASTM requirements.

Our hundreds of thousands of square feet of yard and modern warehouse space that is stocked with inventory, along with investments in the latest tooling and machinery, make it possible for us to meet increasing demand for our products and to produce the highest-quality pipe and fittings in the industry.

Our largest plant, in Monroe, North Carolina, comprises more than one million square feet of manufacturing and warehouse space. We have five additional plastics manufacturing facilities throughout the U.S.A. We're ready to ship what you need when you need it.



## DWV – PVC & ABS



We offer a complete line of standard and specialty DWV plumbing products for use in gravity-fed waste drainage systems. PVC pipe and fittings are manufactured in sizes from 1¼ inches through 16 inches, and ABS in 1½ inches through 6 inches. As the largest manufacturer that makes both pipe and fittings, Charlotte Pipe can be your single source for all your plastic pipe and fittings needs.

## PRESSURE



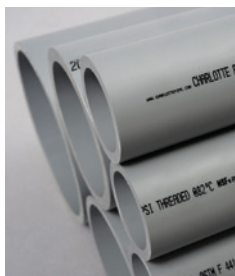
We produce a full line of pipe and fittings for use in pressure applications where temperatures will not exceed 140 degrees F. All Charlotte Pipe pressure products are highly resilient and inert to attack by many chemicals.

## FLOWGUARD GOLD®



We offer a complete line of FlowGuard Gold® pipe and fittings for hot- and cold-water distribution. FlowGuard Gold pipe and fittings are specially formulated, tested and proven to maintain water purity, resist corrosion and provide durability.

## CORZAN® CPVC SCHEDULE 80 PIPE



Our CPVC Schedule 80 pipe is produced from Corzan®, the only CPVC material delivering market leading quality, reliability, and performance. It is highly durable, with high impact strength and higher temperature capabilities than PVC. The pipe is available in sizes ranging from ½ inch through 8 inches.

# PLASTICS (CONT.)

## CHEMDRAIN®



Our ChemDrain® Chemical Waste Drain System, manufactured with Corzan® CPVC compound, offers a safe, durable and economical alternative for the disposal of acids, bases, salts and a wide range of organic media in institutional, academic and commercial laboratories. For more than 40 years, CPVC has been used in a variety of chemical-processing piping applications. ChemDrain CPVC pipe and fittings are specifically engineered for chemical waste drainage and will deliver years of reliable, problem-free service. ChemDrain is easier to install than other chemical waste drain systems because it's joined by solvent cement—the most commonly used joining technique for thermoplastic pipe and fittings in the chemical processing industry.

## LARGE-DIAMETER FITTINGS



Our line of large-diameter fittings includes injection-molded and fabricated fittings produced by experienced fabricators with the latest technology available. This ensures our fittings are attractive in appearance and manufactured to the high-quality standards our customers know and expect. Also, since we manufacture our own pipe for fabrication, there are no missing product markings. Charlotte Pipe large-diameter fittings are available in sizes ranging from 8 inches through 16 inches.

## IRRIGATION



We offer a complete line of PVC irrigation piping, which includes PR 100/SDR 41 through PR 315/SDR 13.5, D3034/SDR 35 Sewer, SCH 40 and SCH 80, Solvent Weld, Gasket, and Purple Reclaim pipe. Our packaging and shipping systems allow quick delivery of large or small quantities, while our pallet configurations and bundles are designed for easy storage in your yard, simplifying picking and delivery.



*At Charlotte Pipe, our Quality Control is second to none. All our pipe and fittings are checked for dimensional accuracy and chemical composition. We also perform regular hydrostatic burst, crush and impact-strength tests to be sure we meet our goal of producing the highest-quality products possible.*

**THE SERVICE  
WE OFFER OUR  
CUSTOMERS  
IS TRULY  
WORLD CLASS.**



# SERVICE.

At Charlotte Pipe, we strive to make it easy for you to do business with us. From our dedicated customer service teams to our SAP information systems and more, our goal remains—produce the best product possible and provide the best service to our customers. In addition to our customer service team, we offer a dedicated technical services department ready to assist you at a moment's notice with product and installation questions.

Our technical service reps make sure our product literature is up to date and available for our customers. Several times a year, we offer Product Knowledge Training classes for those interested in learning more about the plumbing industry, and the installation of plumbing systems, through hands-on experiences. We also have a mobile app, CPF Tech Tools, with calculators, dimensional catalogs and more. It can be downloaded via the Apple Store or Google Play.

# ORDER MANAGEMENT / INVENTORY



We manufacture for inventory, not for orders, which helps us maintain high fill rates with short lead times. To enhance efficiency, we use SAP software, which links real-time order entry with inventory management and production scheduling. And streamlining shipments by top-loading plastic pipe on cast iron means one phone call gets you one truckload, from one supplier, when you want it. We also offer numerous electronic services, including our online HUB, Charlotte Pipe Connect, Electronic Data Interchange (EDI), order confirmation and shipment notifications, invoice options and Automatic Clearing House (ACH) payments—all designed to make it easy for you to do business with Charlotte Pipe.

# SAFETY / PLANT INVESTMENTS



Safety is the number one goal at Charlotte Pipe each and every day. We believe that a safe and clean plant is a productive plant. Our 5-S program provides the framework that keeps us focused on cleanliness and safety, both of which are vital to manufacturing efficiency and the well-being of our associates. We're proud of our safety record, which far exceeds industry averages.

We're also constantly reinvesting in plants and new equipment so that we operate the most advanced production technology available. This helps us provide the safest workplace possible and gives us the capacity required to fill orders completely and in a timely manner.

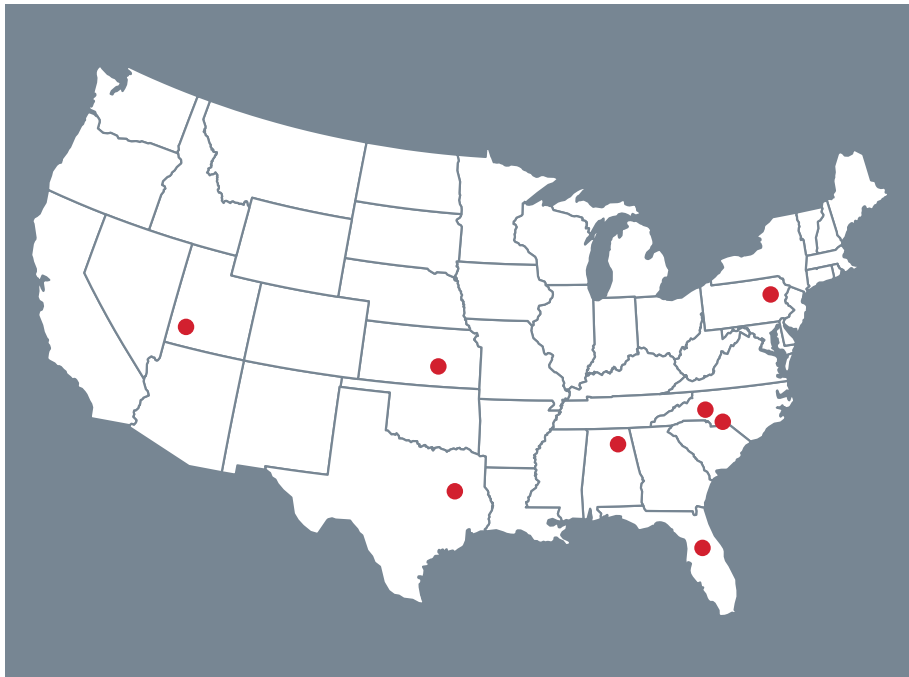
# CUSTOMER SERVICE / [charlottepipe.com](http://charlottepipe.com)



Our information systems, powered by SAP software, give plant managers and customer service teams a wealth of information, including real-time inventory balances. Scheduling and obtaining information on shipments is quick and customer-friendly. Customer accounts are handled by teams instead of a single service rep, so we can be more responsive. And, of course, [charlottepipe.com](http://charlottepipe.com) is an invaluable resource for information any time of day, and includes our literature shop so you can order any product literature you need.



# LOCATIONS TO SERVE YOU



## CAST IRON

- > Oakboro, North Carolina

## ABS, PVC & CPVC PLUMBING SYSTEMS

- > Monroe, North Carolina
- > Cameron, Texas
- > Wildwood, Florida
- > Muncy, Pennsylvania
- > Huntsville, Alabama
- > Cedar City, Utah
- > Maize, Kansas

# CORPORATE CITIZEN

*Charlotte Pipe is proud to be a part of the communities where we work and live. As such, we take seriously our role as a corporate citizen. A bag house at our cast iron foundry filters out particles created by our melting process and keeps them from entering the atmosphere. Our modern wastewater-treatment plant removes metals and other solids from water used to cool machines in the foundry. With this water-saving facility, we have drastically reduced our water discharge and reuse 100% of our treated water. We work closely with the EPA, along with state and local officials, to maintain an excellent environmental record.*

*Charlotte Pipe's corporate citizenship goes beyond our commitment to being good environmental stewards. Our company and associates donate generously of their time and resources to various community organizations. Many of our associates also serve on nonprofit boards and volunteer regularly.*



# CORPORATE OFFICERS



An experienced group of Corporate Officers provides effective leadership for Charlotte Pipe and Foundry. This group of officers is committed to working together to ensure that we are on track to serve our customers' needs. Under their guidance, Charlotte Pipe continues to be led by the philosophy of its founder—produce the best possible product and provide the best possible service for the customer.

# BOARD OF DIRECTORS



The board members include: Back Row: William Hutaff, Retired Senior Vice President and Chief Financial Officer; Ned Hardison, Retired President and Chief Executive Officer; Hooper Hardison, CEO; Roddey Dowd, III, Vice President; Front Row: Jenner Wood, Vice President; Roddey Dowd, Jr., Vice Chairman of the Board; Frank Dowd, IV, Chairman of the Board.

# MISSION STATEMENT

Integrity is our foundation.  
Meeting the expectations of our  
customers, associates and owners  
is our commitment.

## OUR VALUES

For more than a century, our Company has stressed integrity with its vendors, employees and customers. We are guided by values that have been and will remain constant, regardless of the times or business conditions:

Treat all associates with dignity and respect and provide an environment where success is based on character, ability and results.

Produce the highest quality product while maintaining the safest and cleanest plants in the industry, always being good environmental citizens.

Provide the best customer service and continue our tradition of strong customer and vendor relationships.

Maintain a strong financial base, reinvest most of our profits back into the Company, and provide a reasonable return to our shareholders.

Remain a private, patriotic family-owned Company, as we have been since our founding in 1901.

Devote our time, talents and financial resources to help strengthen the communities in which we live and work.

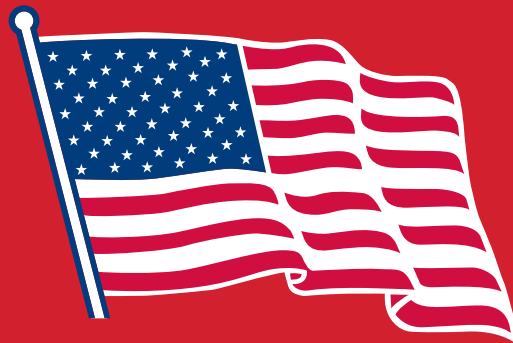
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All products manufactured by  
Charlotte Pipe and Foundry Company  
are proudly made in the U.S.A.



**CHARLOTTE**  
**PIPE AND FOUNDRY COMPANY**