Challenges of the Water Industry in the U.S. for 2024 and Beyond Can We Help? PG. 4

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# **ALSO IN THIS ISSUE**

**BUILDING IRON STRONG UT** 

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FOR GENERATIONS

Bridge Installations Best Practice Recommendations

Project Profiles



Contact Us: McWaneDuctile.com

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

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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. Challenges of the Water Industry in the U.S. for 2024 and Beyond PG. 4 Can We Help?

# Welcome to Iron Strong Insights

### Dear Readers,

As we bid farewell to 2023, I want to extend my sincere gratitude to each of you for your continued support and engagement with this magazine, our #IronStrong blog, our YouTube channel, and our social media platforms. Your viewership and participation have been instrumental in our success, and we are proud to report we surpassed 200 blogs and 1 million YouTube views in 2023.

Continuing the theme of customer engagement, in 2023, our technical staff organized a remarkable 199 hours of training tailored to engineers, utilities, and contractors. These sessions aimed to empower and educate, fostering a collaborative environment that propels our industry forward. The success of these training programs is a testament to the passion and expertise of our Technical Support and Sales Teams.

In our pursuit of excellence, we conducted a comprehensive customer satisfaction survey, and I am pleased to share that we received high scores in crucial areas. Product quality, on-time delivery, and customer service were highlighted as key strengths, reflecting our dedication to providing superior solutions to meet your needs.

Looking ahead, we are excited about the prospect of engaging with you face-to-face at various tradeshows planned for 2024. These events provide an invaluable opportunity to connect, share insights, and forge lasting relationships. We eagerly anticipate the exchange of ideas and the chance to showcase our latest innovations.

Once again, thank you for being an integral part of our journey in 2023. Your continued support fuels our determination to push boundaries and elevate our industry to new heights. Here's to a prosperous and collaborative 2024!



**Stuart Liddell** Sales Operations Manager Sales Operations Department

# EMPLOYEE SPOTLIGHTS

# MCWANE DUCTILE WELCOMES TWO NEW REPRESENTATIVES TO THE SALES TEAM



## Julianne Petraitis,

Sales Representative for Maryland has a background in medical sales. Before she worked in a laboratory setting in research and development

for the pharmaceutical industry for eight years. Julianne holds a master's in forensic medicine from the Philadelphia College of Osteopathic Medicine and a bachelor's degree in human biology from the University at Albany. While in school, Julianne was a D1 athlete. Along with her wife, Kendra, they enjoy traveling, sky diving, hiking, jet skiing and anything adventurous. "I desire to learn new things and take on new responsibilities to constantly grow as an individual and an employee. I am always looking for ways to challenge myself and expand in any way I can, especially when helping our customers," said Petraitis.



Kevin Koelsch is a graduate of Kansas State University with a B.S. in Construction Science and Management. He brings 20 years of sales and project management

experience from the construction and contracting industry. Kevin and his family currently reside in the Kansas City metro area, and he will serve the states of Iowa, Kansas, Missouri, Nebraska and South Dakota. Kevin "is thrilled to advocate for a durable, long-lasting product proudly made by American labor." Outside work, Kevin is a devoted husband and father of three boys aged 17, 12 and 8.

# CHALLENGES OF THE WATER INDUSTRY IN THE U.S. FOR 2024 AND BEYOND — CAN WE HELP?

ROY MUNDY, P.E., ENV SP, ASSOC. DBIA, MCWANE DUCTILE SENIOR REGIONAL ENGINEER

THE WATER INDUSTRY IN THE UNITED STATES HAS EXPERIENCED MANY CHALLENGES THROUGHOUT THE YEARS. THE GOOD NEWS IS THAT THESE CHALLENGES HAVE BEEN MET HEAD-ON BY EXPERIENCED, DEDICATED PROFESSIONALS WHO CONTINUE TO PROVIDE THEIR CUSTOMERS WITH CLEAN, SAFE DRINKING WATER EVEN THOUGH THE BAR OF EXCELLENCE CONTINUES TO RISE.

One measure depicting the priority of these challenges is the State of the Water Industry Survey, which is conducted annually by the American Water Works Association. "AWWA's State of the Water Industry (SOTWI) Survey is designed to identify water sector challenges and investigates possible underlying causes and drivers. In November 2022, when the survey closed, 4,123 water professionals had shared their opinions by responding to the survey—our highest number of responses yet!"(1)

# **OPTIMISM**

Even though challenges identified by industry participants were substantial, the 2023 optimism score was 5 out of 7. Noting this optimism was David LaFrance, AWWA CEO. "It's clear there are significant hurdles in front of us—from infrastructure replacement to resource challenges to new contaminants to cybersecurity concerns—but water professionals never blink, they simply find ways to solve the problems in front of them and keep providing the world's most vital resource to their communities." (2)

# WATER SYSTEM CHALLENGES IDENTIFIED IN AWWA'S SOTWI SURVEY FOR 2023 THAT DIRECTLY RELATE TO A UTILITY'S UNDERGROUND INFRASTRUCTURE

Approximately 80% of a water utility's investment is contained in its underground infrastructure. The proper selection of pipeline materials can have a significant effect on several financial components of a water system. Hydraulic efficiencies can save virtually millions of dollars over the life span of a pipeline on a utility's electric bill. Construction costs can be dramatically reduced by evaluating required backfill conditions and eliminating various appurtenances. Substantial future capital investment can be deferred when evaluating life cycle cost analysis, and carbon footprints must also be taken into account to satisfy growing environmental concerns of those the utility serves. Thus, the proper selection of pipeline materials is key to addressing some of these industry challenges in the future as noted in the survey.

Rehabilitation & Replacement of Aging Water Infrastructure: This was the No. 1 challenge identified in the 2023 SOTWI Survey. Obviously, when replacing

# LOAD

# Pipe Deflection Equation = -----

# PIPE STIFFNESS + SOIL STIFFNESS

# E' for DI = 700 psi E' for PVC = 2,000 psi

this underground infrastructure, strategic analysis of materials used should be applied to guarantee future aging of this infrastructure extends well into and beyond future generations. The *Buried No Longer Report* (5) published by AWWA sets forth the estimated service life for various pipeline materials for different diameters in different regions of the country. The estimated service life for Ductile iron pipe is shown to be 105 years. However, other materials in many cases show a significantly less value, some only listed with half the estimated service life of Ductile iron pipe.

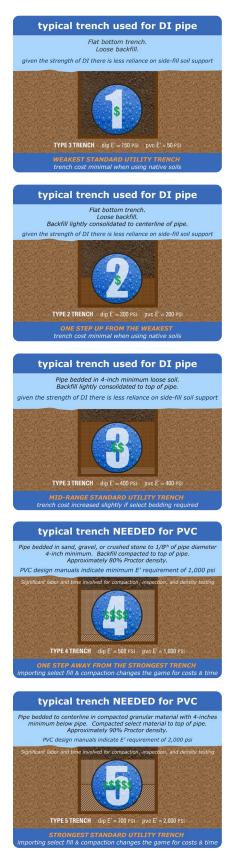
#### **Financing for Capital Improvements:**

This particular challenge is listed as No. 3. When utilities seek capital funding for new treatment plants, booster stations or even operations/offices facilities, much planning is performed to assure these structures and appurtenances are resilient and sustainable, obviously an expectation of investors and customers. The same strategic thought should enter into selection of pipe material, not succumbing to the least cost material available but selecting materials that give the greater value for the long-term as highlighted in AWWA's *Buried No Longer Report.*  This sustainability aspect also aligns with the key driver of sustainability in AWWA's Water 2050 Initiative. Additionally, lower construction costs to install new pipelines can directly relate to pipeline material selection. In the equation noted above, a pipe's deflection within a trench after installation is determined by two things: the stiffness of the pipe and the stiffness of the soil surrounding it.

Thus, to insure the pipeline's deflection is within acceptable guidelines so as not to cause failure, a soils modulus (E') must be respectively constructed. The higher the (E') value needed, the more expensive the trench to prepare for receiving the pipe.

# Water Conservation/Efficiency, Drought or Periodic Water Shortages,

Water Loss Control: These three challenges noted in the top 20 list respectively come in at No. 11, 14 and 17. Many water systems throughout the country have struggled with some if not all of these issues for many years. Whether it be an inadequate source of supply, weather conditions, dynamics of the system such as high pressures, or insufficient treatment/pumping capabilities, just to mention a few, every



drop counts has been more meaningful to some more than others. However, even water utilities that have abundant source water and reserve capacities have seen the expectations of stakeholders and society in general when it comes to inordinate waste of water in any fashion. Thus, the issue of water loss control

Obviously, certain pipeline materials are much more sustainable underground when these intensifiers begin to react with the pipe itself. Ductile iron pipe is virtually unaffected by such intensifiers wherein other materials such as plastics can yield causing leaks. The chart below, which shows data from a University of



becomes a factor in all of these areas. When pipelines are buried underground, out of sight and many times out of mind, certain stress intensifiers can come into play.

Michigan research study entitled. A Framework to Evaluate Lifecycle Costs and Environmental Impacts of Water Pipelines, (6) highlights frequency and cost of main repairs specifically in Ductile iron, cast iron and PVC pipes.

Additionally, certain utilities have conducted their own research finding the use of Ductile iron pipe has significantly curtailed unaccounted-for water in their systems. (7)



is obtained from the literature (RSMeans 2015, Haas 2012)

## **Energy Use/Efficiency and Cost:**

This item is listed as No. 18 in the top 20 list. Progressively throughout the years, energy use and efficiency, which ultimately translates to cost to the utility, has been an increasingly high priority. Assuring that pumps and motors are operating within efficient guidelines has gained much attention and focus. However, should the terms energy efficiency and pipeline material selection be used in the same sentence? ABSOLUTELY, and it can be simply clarified by the equation below:

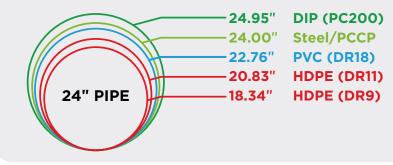


# Q = Quantity of Flow V = Velocity of Flow A = Inside Diameter of Pipe

When a certain flow requirement (Q) is needed at a certain location in a water system for fire flows, customer usage or any reason, then the inside diameter of the pipeline (A) carrying that flow directly relates to the velocity (V) of flow in the pipeline. If a pipeline has a smaller inside diameter, a higher velocity is required to accommodate the needed flow. This higher velocity requirement almost always requires the application of additional pumping, which then translates into direct energy cost to the utility. On the following page is a schematic depicting the respective inside diameters of differing water pipeline materials.

The choice of hydraulically efficient pipeline material like Ductile iron pipe inherently assists the utility in addressing the energy cost challenge noted as a top 20 concern.

# **ACTUAL INSIDE DIAMETERS**

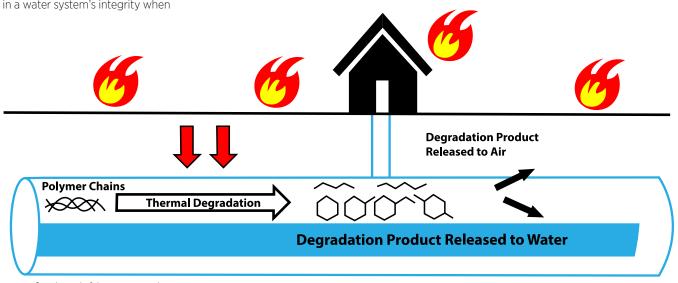


# LARGE-SCALE PHENOMENA

SOTWI participants were asked to rank a list relating to issues of large-scale phenomena. Two notable issues identified were energy costs and extreme weather events. Having previously discussed the issue of energy costs, pipeline material selection can also be a major component in a water system's integrity when it comes to extreme weather events. Beyond the obvious resilience, strength and sustainability of Ductile iron pipe during such events as flooding caused by numerous weather scenarios, it has been found, as seen below, certain pipeline materials DO NOT continue their functionality as opposed to Ductile iron pipe in wildfire conditions.

# SUMMARY

The water utility industry, I'm sure, will persevere as always in addressing those industry challenges set forth in AWWA's 2023 SOTWI. One obvious component that is highlighted over and over again when meeting many of these challenges is SUSTAINABILITY. The proper, strategic selection of pipeline materials in the utility's underground infrastructure should reflect value for their customers well into the future, not only reflecting the short-term cost decisions of today.



# **Plastic Drinking Water Pipe**

# REFERENCES

- 1-4. American Water Works Association; State of the Water Industry Survey, 2023.
- 5. American Water Works Association; Buried No Longer, 2012.
- 6. University of Michigan; "A Framework to Evaluate Lifecycle Costs and Environmental Impacts of Water Pipelines", 2016.
- Mundy, Roy. "Why Use Ductile Iron Pipe? An Interview with Bill Dunnill, GM Consolidated Utility District." Iron Strong Blog, May 3, 2019. Accessed December 10, 2023. McWaneDuctile.com/blog/.

# DON'T GET CAUGHT IN A KNOWLEDGE DROUGHT.







# SHORE UP YOUR SKILLS WITH OUR TOP-TIER TRAINING.

Built specifically for water professionals like you, McWane Ductile's iron pipe training sessions pay off. From designing and installation to testing and corrosion, our classes are sure to keep your future flowing. Learn online, in person or hands-on at sessions around the country. Contact us to confirm PDH, CEU and TCH credit in your area. Learn more at **mcwaneductile.com/learning-center.** 

McWane Ductile: Building Iron Strong Utilities for Generations.



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

McWaneDuctile.com

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## **DEAR DITCH DOCTOR,**

We recently installed about 3,000 feet of 24-inch Ductile iron pipe here in New Jersey, with restrained joints where the engineered plans indicated. We filled it with water and pumped it to the 150-psi test requirement. Then it lost a bunch of pressure, about 30 psi, and took nearly 40 gallons of water to get back to 150 psi. The question is, where did all that water go?

# Sincerely, Worried in Woodbridge

### **DEAR WORRIED,**

What you describe is not uncommon. Nothing to worry about ... yet. You see, buried pipelines can routinely expand slightly in length when first pressurized as they settle into their home within the trench. With some basic math, you can "see" where "all that water" went. The answer is NOWHERE. You simply created more (overall) pipe length with the initial pressurization. Each lineal foot of 24-inch DI pipe contains 25 gallons of water. Even with fittings in your 3,000-foot pipeline, at least 150 pushon joints are likely involved. If each of these push-on joints were to expand just one-eighth of an inch, which can occur even in

consolidated trenches, that equates to (0.125 x 150) 18.75 inches (1.56 feet) of "new pipe volume" created by the push of the initial pressurization, which equals 39 gallons of "space." This minor "setting into its surrounds" and minor growth of the pipeline occurs slower than pumping to a designated pressure, which is why it seems to you above ground that something adverse is happening to the pipe. If the pipeline drops below adjacent static pressure or near 0-psi, we could now say, "Yup, you've got a leak." Pump to desired pressure again, or even a third time, to gauge whether the recovery volume decreases or worsens. That will be a better read of what is going on below ground. If it persists, contact your pipe supplier immediately for support and guidance. Oh, by the way, I haven't even mentioned that on the initial fill, the standard cement lining slowly absorbs some of the water volume you used to fill it. That's another thing that can cause questions on the first fill, just so you know.

Sincerely, The Ditch Doctor

# 

## **DEAR DITCH DOCTOR,**

I am designing an above ground 2,270-foot pipeline project that uses Ductile iron pipe on numerous pier-type supports and along the underside of a bridge. While I've heard horror stories about the expansion and contraction concerns of some alternate thermoplastic pipe materials, what can I expect from Ductile iron pipe in such a situation?

## Sincerely,

Inquisitive in Iron Mountain

# DEAR INQUISITIVE,

What you can expect from Ductile iron pipe is STABLE SUCCESS FOR CENTURIES! Seriously. Regardless of variant temperatures bearing upon it, of all the common utility piping materials available today, Ductile iron is the least affected by temperature, inside or out. It remains strong from -40°F to 212°F and beyond. In terms of thermal expansion and contraction, the entirety of a 1,000-foot string of Ductile iron pipe exposed to a 10°F temperature change would shrink or grow only 0.75 inches overall. As-cast longitudinal restrained joints are usually required for aerial installations, and each joint can typically provide approximately 0.50 inches of expansion/contraction. With 50 to 55 such joints in a 1,000-foot DI pipe string, that equates to 25 inches of "play" available.

Simply put, DI pipelines breathe along comfortably with most, if not all, ambient conditions. Another beautiful truth of Ductile iron pipe, given its superior strength, the "desire" to shrink or grow is generally muted by the pipes' physical strengths in that — let's say — it has already fully expanded (from internal pressure or other means prior). The material wants to expand slightly more due to the thermal effects described above ... it just won't. The same goes for contraction. Trust me, that's just the nature of our beautiful beast known as DI. Let me know if this clears it up for you. If not, reach out at any time and be sure to cut out and save the helpful Bridge Crossing Checklist found on the reverse side of this page.

Sincerely, The Ditch Doctor





**IRON STRONG** 

McWaneDuctile.com

# **BRIDGE INSTALLATIONS** BEST PRACTICE RECOMMENDATIONS

This document is provided by McWane Ductile as a guide to properly plan and specify products to be used in aerial spans such as pipelines along bridges or similar structures.

# PLANS AND SPECIFICATION CHECKLIST:

- Products specified will perform as required are they the best option? (TR Flex® recommended)
- Ensure the pipe manufacturer can provide material to meet specifications.
  - Any special coatings required?
  - Are there lining requirements?
- Review layout to make sure Bill of Material will align with spacing for supports.
  - Are there existing supports, or will they be newly installed?
  - Are supports within 2 feet of the joints and on the bell side of the joint?
- Review hanger system to ensure it will provide necessary perpendicular and lateral support.
  - One hanger per joint minimum.
  - Hourglass supports may be single or double.
  - Single roller supports require a strap over the pipe to prevent upward movements under pressure or surges.
  - Are lateral tie-backs needed to prevent hanger sway or pipeline snaking?
- The hanger system supports the entire weight of pipe and contained fluids. McWane Pocket Engineer Volume Calculator and Tonnage Calculator can be used to determine these weights. Add 5 to 15 pounds/foot for cement lining depending on pipe diameter.
- Review the entrance and exit of the piping on the bridge.
  - Will the entry or exit be fixed in-place, Link-Seal, or grouting through an abutment or other structure? If so, pressurization and/or full extension of the entire pipeline must be accomplished first.
  - Are casing spacers required?
  - Type of fittings?
- Are there any "specials" to be aware of?
  - Expansion joints or Flex Couplings?
  - Expansion joints are typically not needed when using TR Flex.
  - Placement of expansion joints, if required, should be in conjunction with expansion joints within the bridge.
  - Guideline for thermal expansion/contraction: 1,000 feet of Ductile iron pipe can expand/contract 0.75 inches through a 10-degree temperature change. Each TR Flex joint contains 0.36 to 0.60 inches of expansion/contraction depending on pipe diameter. There can be 55 joints in 1,000 feet of TR Flex pipe lending 20 to 33 inches of total available expansion.
  - Air Release Valves?
  - Drainage point provided?
  - Will each pipe length scheduled land its bell face 2 feet ahead of each hanger/support?
- Class of pipe is dictated by internal pressure/test pressure.



CUT AND SAVE

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In the ever-evolving urban development landscape, Toquerville was at a pivotal juncture as it experienced rapid growth. With this expansion came the pressing need for a strategic solution to manage the burgeoning traffic flow within the city. Enter Toquerville Parkway, a new thoroughfare that alleviates congestion and paves the way for further residential and commercial development.

The genesis of Toquerville Parkway was rooted in the escalating traffic concerns that emerged as the city grew. The once quaint roads designed for a smaller population could no longer handle the influx of vehicles. To address this challenge, the decision was made to construct a bypass that would circumvent the city, diverting traffic away from its heart and onto a purpose-built corridor.

McWane Ductile, in collaboration with distribution partner Scholzen Products,

emerged victorious in the competitive bid process to spearhead the construction of Toquerville Parkway. Williams Charles Construction was entrusted with bringing this vision to life, ensuring the successful implementation of the project.

Stretching across the western fringes of Toquerville, the Parkway runs parallel to State Route 17, covering approximately 4.5 miles. This four-lane corridor boasts ample shoulders and pathways tailored to accommodate active transportation. Beyond its immediate purpose of alleviating traffic congestion, Toquerville Parkway catalyzes residential and commercial expansion. The newly created corridor opens previously inaccessible areas, creating opportunities for businesses and homeowners alike to establish roots in this thriving community.

As Toquerville stands on the doorstep of Zion National Park, the surge in tourism has begun to take a toll on the existing infrastructure. Toquerville Parkway offers a crucial relief valve to State Route 17, absorbing a significant portion of the tourist traffic. This redundancy ensures smoother transportation for locals and visitors, enhancing the overall experience of exploring the scenic wonders surrounding Toquerville.

Toquerville Parkway represents the city's foresight and commitment to sustainable growth. This infrastructure project addresses the immediate need for traffic management and sets the stage for a vibrant future, fostering economic development and enhancing the quality of life for residents and visitors alike. As Toquerville continues to evolve, the Parkway serves as a model for proactive urban planning, showcasing the transformative power of strategic infrastructure investment.



Sales Region: West Sales Representative: Chris Howe Project Location: Toquerville, UT Project Name: Toquerville Parkway Project Owner/Utility: Toquerville City Project Contractor: William Charles Construction Project Distributor: Scholzen Products

### Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
16″	Tyton®	250	4,680*
20"	Tyton®	250	5,300*
24"	Tyton®	200	3,450*

\* The entire pipeline was encased in V-Bio® Enhanced Polyethylene.

Sales Region: Midwest Sales Representative: Kevin Koelsch Project Location: Kansas City, MO Project Owner/Utility: KC Water Project Distributor: Blue Springs Winwater

# Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
16″	Tyton®	52	9,456

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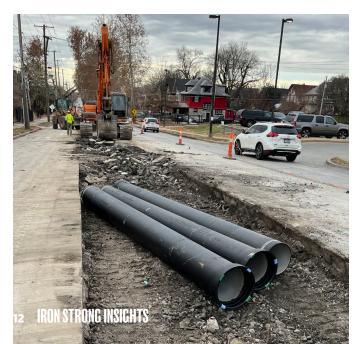
Kansas City, Missouri, has been traditionally known as the City of Fountains because it is home to more than 200 officially registered fountains. But in recent years, more fountains appeared from the city's aging water main system. Water main breaks peaked in 2012 at 1,844. As a result, the city has embarked on a strategic, 100-year investment to replace all 2,800 miles of water main pipe. The replacement project prioritizes the most break-prone pipe sections to steadily reduce the rate of break-induced service interruptions. The program's first five years resulted in a 56% drop in



annual water main breaks. KC Water is currently replacing a two-mile section of 16" diameter cast iron main with 16" diameter zinc-coated Ductile iron pipe wrapped in polyethylene encasement. Work on this project segment began in late 2023 and is scheduled to wrap up in



mid-2024. To date, the city has replaced nearly 300 miles of cast iron water main. With the help of our valued partners at Blue Springs Winwater, Kansas City will remain Iron Strong for generations.



**PROJECT PROFILE** 

# Midwest





# Northeast



The Monroe County Water Authority needed to replace a 12" waterline in Brockport, NY. The Authority chose Randsco Pipeline to furnish and install approximately 9,000 feet of 12" class 52 Ductile iron pipe. They recently switched to V-Bio® Enhanced Polyethylene Encasement and added zinc coating to provide additional corrosion protection. Scott Smith is the owner of Randsco Pipeline, a Macedonbased contractor. Randsco has been in business since 1981. Located 20 miles west of the city of Rochester, Brockport is home to the college at Brockport State University of New York. Known as the "Victorian Village on the Erie Canal," Brockport was the first community along the Erie Canalway Trail to be officially designated an Empire State Trail Town. Randsco has installed miles of McWane Ductile pipe.





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# Sales Region: Northeast Sales Representative: Mike Palermo Project Location: Brockport, NY Project Name: Fourth Section Road and Owens Road Project Owner/Utility: Monroe County Water Authority Project Engineer: Monroe County Water Authority Project Contractor: Randsco Pipeline

#### Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
12"	Tyton®	52	9,153

Sales Region: South
Sales Representative: Josh Baker
Project Location: Lewisburg, TN
Project Owner/Utility: Marshall County Public Board
of Utilities
Project Contractor: Cumberland Pipeline LLC
Project Engineer: James C. Hailey and Company
Consulting Engineers
Project Distributor: Core & Main Murfreesboro, TN

# Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
8"	Tyton®	350	1,300
12"	Tyton®	350	37,800

# 

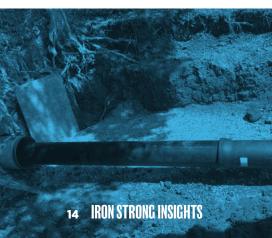
The Marshall County Board of Public Utilities (MCBPU) was established in 1969 to serve potable drinking water to the rural residents of Marshall County. Marshall County Board of Public Utilities aims to provide its residents with superior water, fast and efficient service, and excellent customer service.

Chad Dennis (Superintendent) and James C. Hailey Engineering designed this water line replacement along Nashville Highway (Hwy. 31A), consisting of approximately 37,800 L.F. of 12" and 8" Ductile water line construction, including water services. The Utility chose Ductile iron pipe because of its long service life for its end-consumers. Chad Dennis stated, "I would like to thank James C. Hailey and Cumberland Pipeline for a job well done and the great teamwork displayed throughout this project, from concept to completion."

Nathaniel Green, P.E., with James C. Hailey sends words of thanks to the Marshall County Public Board of Utilities and Cumberland Pipeline. "The project has been a success, including the coordination of Ductile iron pipe with McWane Ductile."

Bo Ellison, Cumberland Pipeline Owner, stated, "Cumberland wrapped up a 38,000' of 12" Ductile iron project for MCBPU and JC Hailey. Both have been a pleasure to work with. The Cumberland Pipeline guys knocked this one out ahead of schedule. A big thank you to McWane Ductile for delivering this job in a timely manner in the middle of a trying time for materials."

**South** 







# **MIKE DODGE, VP SALES & MARKETING**

# 

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