McWANE DUCTILE

BUILDING IRON STRONG UTILITIES FOR GENERATIONS®



C

Is Resiliency an Overutilized Term? Not to Some. PG. 4

& SPINIELLO

ALSO IN THIS ISSUE

In Memoriam: Gary Gula
Project Profiles



Contact Us: McWaneDuctile.com

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

Inside

- 8 In Memoriam: Gary Gula
- 10 Ditch Doctor
- **11** 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.

Is Resiliency an Overutilized Term? PG. 4 Not to Some.

Welcome to Iron Strong Insights®

Dear Readers,

As we transition into the chill of winter, we find ourselves in a moment of reflection and anticipation. The holidays brought a time of gratitude for the past year's accomplishments and excitement for the opportunities the new year holds. As we bid farewell to 2024, we also bid farewell to our dear friend and colleague, Gary Gula, who passed recently. We will deeply miss Gary, but we will remember him always. You can read more about his never-ending commitment to his family and McWane on page 8 of this issue. As we embrace 2025, we at McWane Ductile are excited to share some key milestones from the past year and our vision for the year ahead.

2024 was a year of considerable progress and investment in our operations. We have continued to push innovation, ensuring that McWane Ductile remains a leader in the Ductile iron pipe and waterworks infrastructure industry. One of our most notable achievements was the addition of a state-of-the-art casting and annealing facility. This innovative technology is a meaningful change for our pipe and pole production processes. By increasing our capacity and flexibility, we can respond to customer demands with even more agility and efficiency.

Additionally, we have taken even more steps forward with our commitment to product

quality. We have added a new core machine that enhances the quality of our pipe bells, ensuring that our products meet the highest standards. This new equipment plays a critical role in optimizing the performance and durability of the Ductile iron pipes that are the backbone of our waterworks infrastructure.

At McWane Ductile, we have always held the safety and well-being of our employees in the highest regard. In 2024, our foundries underwent intensive OSHA VPP Star recertification. Earning this prestigious accolade is no small feat, underscoring our unwavering commitment to maintaining the highest workplace safety standards. The VPP Star status is a testament to the dedication of our entire team to uphold safe practices, ensuring that each employee has the tools and knowledge to work in an environment that values their health and safety.

Another key initiative in 2024 was launching our "McWane Way" training program. This comprehensive training focused on cultivating a work culture rooted in our core values. It is more than just a set of principles; it is the foundation for how our team members conduct themselves inside and outside the plant. The McWane Way emphasizes professionalism, integrity, and collaboration. This investment in our people strengthens our internal operations and gives us a distinct competitive advantage when working

WINTER UPDATE

together in the foundries and building stronger relationships with our customers.

Throughout the year, we remained steadfast in our mission to support water professionals by providing valuable educational resources. We hosted numerous training sessions designed to enhance knowledge and skills. Whether on job sites, virtual presentations, or in-person seminars, we have collaborated with our customers to ensure they have the expertise they need to succeed. This collaboration is at the heart of everything we do—building Iron-Strong relationships that last.

Looking forward, we are excited to continue this engagement trend in 2025. We will attend several major events, including the National Utility Contractors Association (NUCA) conference, ACE25, DBIA, the Pipelines Conference, and more. These gatherings allow us to connect with industry professionals, share insights, and forge new partnerships. We are eager to meet face-to-face with our customers to develop collaborations that drive the success of waterworks infrastructure projects for years to come.

On behalf of the entire McWane Ductile team, I wish our customers, partners, and colleagues a prosperous New Year.

Regards,



Stuart Liddell Sales Operations Manager Sales Operations Department

IS RESILIENCY AN OVERUTILIZED TERM? NOT TO SOME.



It seems as though many times we watch a TV commercial or pick up a product at the store, highlighting how strong, sustainable or RESILIENT that product proclaims to be. These attributes tend to be so overutilized that many people fail to recognize the true meaning when these terms apply to a specific product. However, many individuals have come to know and appreciate the value and worth of the term RESILIENCY when selecting drinking water and even wastewater pipeline materials. This attribute of **RESILIENCE** regarding certain water and wastewater infrastructure materials has allowed communities to recover more rapidly or even continue providing essential services in case of natural disasters. In this article, we will discuss why selecting water and wastewater underground infrastructure materials is critical in this regard.

JUST WHAT IS RESILIENCY?

A simple definition of **resiliency** is "the ability to adapt and recover from difficult situations, challenges, and adversity." However, when this term is applied to water and wastewater infrastructure, the National Infrastructure Advisory Council extends that definition to "the ability to reduce the magnitude and/or duration of disruptive events. The effectiveness of a resilient infrastructure depends upon its ability to anticipate, absorb, adapt to, and/or rapidly recover from potentially disruptive events" (NIAC, 2009). This more comprehensive definition outlines key components that should be recognized during the material selection process for drinking water and wastewater systems.

SO, JUST WHAT ARE THESE DISRUPTIVE EVENTS?

In this particular article, we will evaluate infrastructure resilience caused by natural disasters, primarily flooding, which results from many weather



conditions, including hurricanes, river flooding, coastal flooding and flash flooding. A subsequent article will address disruptive events related to wildfires and seismic activity. Maintaining a viable water infrastructure or accelerating its recovery is crucial during flooding events, both for fire protection and for meeting the sanitation and drinking water needs of affected communities.

River flooding occurs when water levels rise over the top of riverbanks due to excessive rain from tropical systems making landfall, persistent thunderstorms over the same area for extended periods, combined rainfall and snowmelt, or an ice jam. There are many examples of river floods across the



country throughout the years, one of the most notable being the Mississippi River flood of 1927, which flooded 27,000 square miles over several states — this massive volume of water strips soil layers and saturates, causing enormous stress on underground facilities.

Coastal flooding is the inundation of land areas along the coast caused by higher-than-average high tides and worsened by heavy rainfall and onshore winds (i.e., wind blowing landward from the ocean). This unintended volume of water creates similar effects regarding soil erosion and saturation, having a direct effect on underground facilities. Hurricanes along coastal areas directly relate to creating this condition.

Similarly, a **storm surge** is an abnormal rise in water level in coastal areas, over and above the regular astronomical tide, caused by forces generated by a severe storm's wind, waves and low atmospheric pressure. Storm surges are extremely dangerous because they can flood large coastal areas. Extreme flooding can occur in coastal areas, particularly when a storm surge coincides with normal high tide, resulting in storm tides reaching up to 20 feet or more. Along the coast, storm surges are often the greatest threat to



life and property from a hurricane. In the past, large death tolls have resulted from the rise of the ocean associated with many of the major hurricanes that have made landfall. Hurricane Katrina (2005) is a prime example of the damage and devastation that surges can cause. At least 1,500 persons lost their lives during Katrina, and many of those deaths occurred directly or indirectly as a result of the storm surge. Most recently last year, Hurricane Milton created storm surges in Florida, where 32 people lost their lives, causing an estimated \$85 billion in damages.

Flash floods are caused by heavy or excessive rainfall in a short period of time, generally less than six hours. Flash floods are usually characterized by raging torrents after heavy rains that rip through riverbeds, urban streets or mountain canyons. They can occur within minutes or a few hours of excessive rainfall. They can also occur even if no rain has fallen, for instance, after a levee of a dam has failed or after a sudden release of water by a debris or ice jam.

In 2024, experts stated that the remnants of Hurricane Helene were not the only factor that contributed to the severity of the flooding that struck the mountain community of Asheville, North Carolina. Several conditions in the region, including a precursor rain event and the land's topography, gave rise to deadly flash flooding.

I would venture to say many individuals reading this article can attest through



personal experience, or through that of a family member or acquaintance, to the devastation of the aftermath of a significant flood of any nature - I know I can see the results of flash flooding in my home state of West Virginia, and more recently the devastation in Eastern Kentucky, the state where I presently reside. One precious resource that residents look forward to utilizing is water, whether for drinking, sanitary needs, fire protection or simply cleaning up the mess. So, what infrastructure material will provide either continuous service in some cases or a rapid recovery under such circumstances?

LET'S COMPARE THIS Component of Resiliency

Typically, underground infrastructure is shielded from many destructive elements of aboveground natural disasters, such as flying debris from a hurricane. However, it becomes evident that aboveground facilities fare much better with, let's say, Ductile iron pipe than other alternate materials. However, when torrents of water with high velocities not only supersaturate the soil but virtually "dig their own trenches," undermining underground pipelines that may be left hanging in the air, certain materials will rise to the definition of resilient more so than others.

The inherent strength and stiffness of Ductile iron pipe can withstand these forces, whether they be shear or beam, many times continuing to transmit water under pressure, or at the very least being able to be reassembled quickly due to the pipe barrels being intact. Conversely, alternate materials such as PVC will fail under these conditions, many times with entire pipeline sections washing away due to buoyancy or failure due to shear forces. Additionally, in some cases where areas are prone to flooding, restrained joint Ductile iron pipe could even be considered to ensure infrastructure continuity.

During these devastating events, soil contamination often occurs when substances containing volatile organic compounds are released from petroleum-related storage facilities. Ductile iron pipe is impervious to the permeation of such substances, whereas PVC pipe is not. Ductile iron pipe has proven to be the most conservative design for pressure pipe applications, providing those components to address the definition of the effectiveness of a resilient infrastructure.

I encourage you to read one of our #IronStrong blogs authored by my colleagues Jerry Regula and Gary Gula. In it, they recall their story of being on-site immediately following Hurricane lan in 2022, which devasted the Fort Myers, Florida area, and witnessing firsthand the resiliency of Ductile iron pipe in the aftermath of the storm. Visit McWaneDuctile.com/blog, KEYWORDS: Eye of Storm.

NEED ASSISTANCE WITH YOUR INFRASTRUCTURE PROJECT?

If you have questions regarding your waterworks project, your local McWane Ductile representative has the expertise to assist you. Our team members have managed small and large water utility systems, served in engineering consulting firms, and have decades of experience solving pipeline construction and operation issues. Visit McWaneDuctile.com.



Some things are TIMEless.

Built To Endure, Like the Cities We Serve.



IRON STRONG

McWaneDuctile.com in \mathbb{X}

For more than a century, iron pipe has been the backbone of reliable water infrastructure. With unmatched strength, sustainability and resilience, it delivers enduring performance that stands the test of time - no matter how much the world around it changes.

McWane Ductile: Building Iron Strong Utilities for Generations.





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



DEAR DITCH DOCTOR,

I'm new to this whole utility construction thing. Although my company has provided thorough safety training, I'm still very nervous about my first job site visit. Given your extensive experience, would you have any kind of short list of things not to do on a job site? It would really help settle my concerns.

Sincerely, Worried in Wichita

DEAR WORRIED,

Great question! Working on a pipeline job site is no walk in the park. Stay sharp and avoid these DON'TS to keep the job site safe and productive:

- DON'T show up without personal protection equipment: Hard hats, safety vests, safety glasses, gloves and steel-toe boots aren't optional – they're life-saving essentials. No PPE? No on-site work. Simple. And in your car's trunk does not count. PPE only works when you wear it!
- DON'T ignore job site rules: This isn't your backyard. Every job site has protocols for a reason — follow them to avoid injury and keep the project running smoothly. Disregarding them could mean a trip to human resources or the emergency room — or worse, out of a job!
- DON'T neglect to stay alert: Not even for a second! Heavy machinery doesn't care if you're distracted. One wrong step near an open trench or backhoe can turn into a lasting disaster for you and more.



PPE serves nobody well in your car trunk. WEAR IT to work safely!

 DON'T offer direct fixes without considering unintended consequences: Offering direct fixes can create liability. Instead, guide the

participants toward solutions dually realized while keeping your legal risks low.

5. **DON'T play the blame game:**

Construction is a team effort. Approach problems with a mindset to assist, not assign fault. Build trust through constructive support, not criticism. A blame-free culture keeps work moving. These are just a few of the "rookie mistakes" even I have made in the past. Key words being "the past." Staying safe and productive begins with staying aware of and within your position on the team.

Sincerely, The Ditch Doctor

DEAR DITCH DOCTOR,

Please weigh in on this never-ending job site "discussion." What's better for lifting iron pipe and fittings — a chain or nylon sling? Between my crew, the project inspector and the design engineer, we just keep talking in unhelpful circles about this.

Sincerely, Circular in Centerville

DEAR CIRCULAR,

Well, there really is no wrong or singular correct answer to that question! According to many industry standards, alloy steel chains are the preferred choice for lifting heavy loads, including iron pipes and fittings. Yet the real answer is in proper use of either, not that one is better than the other in all circumstances. Here's what I mean:

Chains: Alloy steel chains are tough, abrasion-resistant and can withstand a wide range of temperatures, making them ideal for rugged job site conditions. They handle sharp-edged loads with ease. You just must ensure the chain's rated capacity exceeds the load and inspect it regularly for wear or damage.

Nylon slings: While nylon slings are lightweight and gentle on surfaces, they are prone to cuts and abrasions from sharp edges or repeated frictional stresses. Extreme temperatures can also weaken them, so the regular inspection demands for safe operations with nylon slings should be performed more often than those with metal chains.

My experienced suggestion: Whichever lifting mechanism you choose to use, stay aware and responsible for its proper use,



Don't be THIS GUY when lifting pipe. How many errors do you see?

storage and inspection. And with either, never lift a pipe or fitting by running the chain or sling through the pipe or fitting or "hooking it" into the bell or spigot. Doing so will likely cause undesired damage to the barrel or the lining of the pipe or fitting. And, of course, regular and careful inspection of all lifting gear is a must because a snapped chain or frayed sling isn't just inconvenient — it's a major safety hazard. And don't be the guy in this picture, ever. Lifting while the film is in place can damage the protective capability of the film. Unbonded coatings or other protections placed between the chain or sling and the pipe can lead to an unexpected sudden slippage and loss of the load — and maybe a life. Stay safe and LIFT SMART!

Sincerely, The Ditch Doctor

In Memoriam Gary Gula



Sadly, as we concluded 2024, the McWane Ductile family mourned the loss of a dear, cherished friend and colleague – Gary Gula. His sudden passing left us all in shock, and we continued to grapple with the profound absence of our friend. Yet, the memories we shared with Gary will endure for a lifetime.

Having been a part of the McWane family for nearly thirty years, Gary began his career in Pittsburg as a Sales Representative for the Atlantic States Cast Iron Pipe Company. In 2006, he embraced a new chapter, transferring to Florida to work for McWane Cast Iron Pipe Company. He swiftly became a prominent figure for McWane in Florida and beyond, forging meaningful connections wherever his role took him. It is safe to say that everyone he encountered throughout his career transcended the boundaries of mere colleagues or clients, becoming his friends.

Throughout his three decades with us, Gary witnessed numerous changes, yet he remained steadfast and unwavering. He was the epitome of stability, dedicated to his daily routine and committed to being the best he could be for both himself and McWane. It was simply not in his nature to be disheartened or allow uncontrollable circumstances to impact his perspective.

Modest and unassuming, Gary shied away from the spotlight, preferring to share his successes with others rather than bask in personal glory. This unassuming demeanor extended beyond the workplace, where Gary was known for his reserved nature. He was a devoted partner to Stephanie and a doting father to his daughter, Abbigail. Abby's heartfelt eulogy at his memorial service was a testament to the profound impact he had as a father. It was evident that Gary's home was filled with love and compassion.

Although his departure came sooner than any of us anticipated, the impression he made will endure for many years to come. His family, both at home and at work, will deeply miss him, yet we will always cherish the wonderful moments we shared together. Gary's life reflects the words of his beloved artist, Frank Sinatra; He lived with few regrets, and he lived life his way.

Gary Gula will be greatly missed, and the impact of his legacy will resonate for years to come.





Along the Central Coast of California, the growing town of Marina hosts beautiful terrain, ocean views and an infrastructure that is continually being updated to handle the growth. Marina Coast Water District needed a new waterline and chose McWane Ductile for the Ductile iron required for this important project. Along with a challenging sandy, porous backfill across the site, there were multiple elevation changes along this line that Anderson Pacific did a great job navigating through to get the project completed in a timely fashion. Core & Main Salinas provided incredible support across all parties during this high-profile project.





Sales Region: West Sales Representative: Bill Kleczka Project Location: Marina, CA Project Name: California Ave Improvements Project Owner/Utility: Marina Coast Water District Project Engineer: Schaaf & Wheeler Project Contractor: Anderson Pacific Project Distributor: Core & Main Salinas

Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
24"	Tyton®	350	1,700

Sales Region: Midwest

Sales Representative: Kate Alexakos Project Location: New Carlisle, IN Project Name: SR2/SMILAX RD Project Owner/Utility: DLZ Corporation Project Engineer: DLZ Corporation Project Contractor: C&E Excavating Project Distributor: Ferguson Waterworks

Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
6"	Tyton®	50	414
16″	Tyton®	250	10,080
16″	TR Flex®	250	756
16″	TR Flex®	350	378
16″	Tyton®	50	3,276
24"	Tyton®	50	4,338
30"	Tyton®	50	18

In April 2024, Amazon Web Services announced plans to invest \$11 billion in a new data center in New Carlisle, Indiana. The plans include constructing four 216,000-square-foot buildings requiring significant infrastructure upgrades. To accommodate the campus, the watermain and forcemain needed to be extended, and two new lift stations were added to the system. These critical infrastructure enhancements, which include Ductile iron pipe known for its longevity, were designed to meet the facility's growing demands and support its long-term operations and sustainability.

According to MSN News, "This project is the largest capital investment in state history. More than one thousand jobs are expected, and billions of dollars will be invested in the local community." This investment is expected to substantially impact New Carlisle and nearby areas, driving economic growth and encouraging further infrastructure expansion.

This project was awarded to C&E Excavating on September 17th, 2024, and supplied by Ferguson Waterworks in South Bend, IN. Due to the rapid timeline, the collaboration between the contractor, supplier, and manufacturer became



essential to staying on track. Tom Holmer from Ferguson Waterworks (South Bend) explained the importance of this partnership, stating: "McWane Ductile worked closely with us to ensure the project stayed on schedule. Their reliable production and excellent lead times were key to meeting our timeline. Additionally, their on-site training provided valuable knowledge and guidance to the crew." The support and coordination between all parties played a crucial role in keeping the project on pace.

PROJECT PROFILE

Midwest







Northeast PROJECT PROFILE



McWane Ductile teamed up with our direct contractor, Spiniello Companies, and WSSC Water to tackle the S. Osborne Road project. This project consists of replacing approximately 3.66 miles of water mains and house



connections up to the property line. The current pipe was installed in the 1960s and was near the end of the life cycle. After consulting with McWane Ductile, WSSC Water made the decision to focus on the life cycle Ductile iron pipe has to offer and make the replacement. The new water mains will be made of Ductile iron pipe with a life expectancy of at least 100 years. The project required Pritec[®] coating and cathodic protection due to the extreme corrosive conditions in the area. Due to the sensitive installation area with traffic control, this project started in March 2022 and is expected to conclude in March 2025. WSSC Water coordinates with local and state agencies as well as other utilities to avoid conflicts and minimize disturbances to neighborhoods. This replacement aims to reduce disruptions caused by water main breaks and provide reliable water service to the community.







Sales Region: Northeast Sales Representative: Julianne Petraitis Project Location: Upper Marlboro, MD Project Owner/Utility: WSSC Water Project Engineer: The Wilson T. Ballard Company, Engineering Design Consultants Project Contractor: Spiniello Companies

Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
30"	Tyton®	54	8,346
30"	TR Flex®	54	4,233

Types of Ductile iron pipe used on the project:

DIAMETER	JOINT	CLASS	FOOTAGE
24"	Tyton®	250	12,030

Sales Region: South Sales Representative: Jaycie Bellamy Project Location: Centerton, AR Project Owner/Utility: Centerton Utilities Project Engineer: Engineering Services, Inc. Project Contractor: Timco Construction Project Distributor: Northwest Arkansas Winwater



Northwest Arkansas has experienced exponential growth over the past several years, ranking 18th among the fastestgrowing metro areas in the United States. This rapid expansion has brought new developments and businesses, transforming areas once considered rural outskirts into an expansion of the metroplex. As the metropolitan area continues to spread, significant infrastructure projects have become necessary to support the growing population and its needs. One such critical endeavor was adding 12,030 feet of 24inch water pipeline in Centerton, Arkansas.

The project utilized 24-inch Tyton® Ductile iron pipe, chosen for its unparalleled strength, durability and long life expectancy. This choice ensures the system will meet the community's demands for decades to come.

Jeffrey K. Dehnhardt, Director of Water & Wastewater Engineering for Engineering Services, Inc. in Springdale, Arkansas, led the design efforts for this project. Commenting on the project, Dehnhardt said, "With this project, we are helping to meet the long-term growth needs of the city. Of course, the longevity of Ductile iron pipe certainly fits within that overall goal. We expect that there will be more of these projects moving forward." The project was awarded to Timco Construction in late May 2023 and supplied by Northwest Arkansas Winwater, a loyal and longtime distribution partner of McWane Ductile.

This infrastructure expansion is a testament to the city's commitment to supporting its growth sustainably and effectively. The addition of the new pipeline not only addresses current demands but also lays the groundwork for future projects aimed at meeting the community's water needs as it continues to evolve.

As Northwest Arkansas maintains its growth trajectory, McWane Ductile remains dedicated to providing highquality water products designed to deliver clean and reliable water to communities. Projects like this exemplify our ongoing mission to support thriving cities with the infrastructure they need to succeed now and in the future.

South





MIKE DODGE, VP SALES & MARKETING

SALES REPRESENTATIVES

EAST SALES TEAM

GENERAL SALES

Craig Spitzer, General Sales Manager Office: 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: 518-275-1780 jeff.houser@mcwaneductile.com

NEW YORK

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

PENNSYLVANIA

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

MARYLAND & NORTHERN VIRGINIA

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

NORTH CAROLINA & SOUTHERN VIRGINIA

Todd Soady, Senior Sales Representative Cell: 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

Cole Mitcham, P.E., 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

Kevin Koelsch, Sales Representative Cell: 913-415-1007 kevin.koelsch@mcwaneductile.com

CENTRAL, NORTHEASTERN, SOUTHWESTERN 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

ONTARIO

Greg Principi, P.E., Ontario Sales Engineer Office: 905-974-3026 Cell: 289-244-6415 greg.principi@canadapipe.com

ATLANTIC

Martin Phinney, P.E., Atlantic Sales 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

TENNESSEE AJ DeMatteo, Sales Representative

Cell: 423-667-9799 aj.dematteo@mcwaneductile.com

ARKANSAS, OKLAHOMA & NORTH TEXAS

Jaycie Bellamy, Sales Representative Cell: 615-663-5069 jaycie.bellamy@mcwaneductile.com

FLORIDA (Except Panhandle)

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

ALABAMA, LOUISIANA, MISSISSIPPI, FLORIDA (Panhandle Only) & TENNESSEE (Memphis Only)

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

TEXAS (Except El Paso & North Texas)

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

GEORGIA & SOUTH CAROLINA

Hayden Beyer, Sales Representative Cell: 404-922-7185 hayden.beyer@mcwaneductile.com

WEST SALES TEAM

GENERAL SALES

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

Matt Paulson, Inside Sales Manager Office: 801-623-4253 matt.paulson@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

Nick Koncar, General Sales Manager Office: 801-623-4256 Cell: 801-864-5544 nick.koncar@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, Senior 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, P.E., Senior Regional Engineer Cell: 859-361-8585 roy.mundy@mcwaneductile.com

John Simpson, P.E., 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

Visit us June 8-11 at ACE25 Booth 2949 at the Colorado Convention Center Exhibit Hall and learn why McWane Ductile continues to be a trusted industry leader in water distribution and infrastructure products.

e you at ACE25



in en

1111

McWaneDuctile.com

in f

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

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