

# McWANE POLES.... DUCTILE IRON TIMES

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## Special points of interest:

- **Chris Cole** joined the McWane Poles Team in December as the new Western Regional Sales Manager and will be responsible for all western states. Chris is an industry veteran and brings a strong background in the utility industry to McWane Poles.
- **Warren Stewart** is an MBA graduate of the Darden School of Business at the University of Virginia and has joined the McWane Poles team as the new Director of Sales & Marketing.
- **Jason Dodd** was named the new Regional Sales Manager for McWane Poles in October of this year. Jason is also an industry veteran and will be responsible for our Northern territories and will be based outside of Chicago.

## DAYTON, TN

On a recent visit to the City of Dayton Electric Utility, David Webb of Metering & Engineering informed us that one of our ductile iron poles had been struck by a vehicle. He also stated that they were pleased with how well the Class II 45' pole had taken the impact.

Obviously, we wanted to take a look at the pole and see the after effects of the impact. The pole was installed in a sharp curve and as with most sharp curve installations, sooner or later a vehicle is going to put it to the test. This curve was no exception.

A minivan had run off the road and hit the pole head-on. The rate of speed is unknown, but was fast enough that the pole didn't stop the van after impact. After hitting the pole, the van flipped around and hit a rock entry to a subdivision. The vehicle was totaled and the rock entry didn't hold up as well as our pole.

The only noticeable damage to the pole was a flat spot in the structure, but no cracks or other obvious damage was present. More importantly, no one was injured in the accident.



## McWANE POLES ANNOUNCES FULL LINE NOW MANUFACTURED IN PROVO, UT!

McWane Poles is pleased to announce that the current full line of McWane Ductile Iron Poles are now being manufactured in our Provo, Utah facility. We began pole production in a limited capacity in December, but did not offer our "H" Class structures or coated poles.

Pacific States Cast Iron Pipe, a Division of McWane, Inc. is now the McWane Pole manufacturer and is excited about this new product line and the positive impact it will have on our business. Kent Brown, Pacific States VP/GM stated, "The McWane Poles/Pacific States Team is thrilled to man-

ufacture a new and innovative product like our ductile iron poles. The addition of McWane Poles allows us to utilize our existing capacity and continue to grow as an American manufacturer while contributing to the local economy as a stable employer".

## IS IRON REALLY CORROSION RESISTANT?... YOU DECIDE

*“Did you know  
that Ductile  
Iron Poles are  
made from  
96% recycled  
material and  
are 100%  
recyclable?”*



*Carysfort Reef Lighthouse (Key Largo Florida) - Constructed 1852. Foundation consists of nine cast iron disk pilings. Original pilings and platform are still in service.*

## WATCH US GROW!

Earlier in the year, McWane acquired a 400,000+ square foot facility across the street from our foundry Clow Water Systems located in Coshocton, Ohio. This will be the permanent home for McWane Poles Eastern U.S pole production.

The location's proximity across the street from the foundry is ideal. We are in process of acquiring a fully automated assembly line which will greatly increase our capacity and bring us another step closer to being a worked class supplier of Ductile Iron Utility Structures.





## DRILL BIT RECOMENDATION



*We now have Permasafe Touch-up available for sale in a tube. The 2-part epoxy mixes in the nozzle while being applied. This eliminates the waste from the larger kits. In addition to the Permasafe kit, we also have our Gray Acrylic in aerosol spray cans for easy touch-up.*

## INSIDE STORY HEADLINE

You often hear company's say "we listen to our customers," knowing it isn't always the case. Well, at McWane Poles **we do**. Last year a customer suggested that we come up with a better way to touch up Permasafe. Permasafe is the ceramic epoxy embed that we use for our poles. It is the most corrosion resistant material used as a standard embed on the market.

We immediately started working with our coating supplier to develop a tube for the two-part ceramic epoxy and we are pleased to announce that we now have the finished product available for sale. It comes with two applicators which actually mix the epoxy together and allows you to use unused contents from the tube at a later date. Permasafe has a 20 minute pot life when it

is mixed which meant it was a "one and done" touch up in the past. The new tube allows for reuse because the tube mixes the product. All you need is a standard caulk gun to use it.

We also have the Gray Acrylic in Aerosol!

**THE INTERIOR OF OUR NEW 400,000+ SQUARE FOOT FACILITY IN OHIO IS 1,000' IN LENGTH, IDEAL FOR A POLE ASSEMBLY LINE!**







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## You Can't Climb Them?

*It is a myth.* Climbing holes can be specified and climbing pegs are available through many sources.

