

TRIED & TRUE

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SUMMER 2020

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To Tried & True Readers,

Once again, we welcome summer and all it has to offer. For me, that includes heading outside for a little fresh air whenever possible. Something many people have not had an opportunity to enjoy for quite some time. For those in the drainage industry, and the clients we assist, the great outdoors is a part of our everyday life. It's where we do business, the location where Fratco products take root, and the place where many of us feel most at home.

Part of caring for this place we refer to as home means being good stewards of our natural resources. I hope you will take note of the editorial, *Grow More. Use Less.* We could all use the reminder that resources, such as water, are precious for a reason. Conservation matters, and it is up to the drainage community to ensure we continue engaging and educating customers concerning why redirecting and saving freshwater makes a big difference for everyone.

My grandfather would be proud to see the way our industry has remained united and committed to helping one another during this time of global pandemic. I have heard countless stories of individuals coming together to help one another stay afloat personally and professionally. *Redefining Resiliency* shines a light on how lessons from a past pandemic can help shape your area of our industry into one that is business-strong and operationally ready in times of crisis and times of plenty.

I hope this issue of *Tried & True* finds you and yours well. As we all work towards shaping a better tomorrow, know that the team at Fratco has you on our minds. **No matter the season or storm, we are here to work hand in hand with you.**

Sincerely,



Chris Overmyer
President and CEO

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Locations

- 1** **Francesville Headquarters**
4385 S. 1450 W.
P.O. Box 368
Francesville, IN 47946
- 2** **St. Anne Location**
499 S. Oak St.
St. Anne, IL 60964
- 3** **Mt. Pleasant Location**
1600 W. Washington St.
Mt. Pleasant, IA 52641
- 4** **Algona Location**
2502 E. Poplar St.
Algona, IA 50511



NEWS, EVENTS AND ANNOUNCEMENTS

ASTM F3390

STANDARD

At Fratco we hold ourselves to higher standards, and with the recently established industry standard for dual-wall pipe, it's no different. Our FlexCorr product not only meets, but exceeds the ASTM F3390 standard that was announced in early 2020.

To read more about the passage of ASTM F3390, turn to the Industry News section or visit the ASTM International website at www.astm.org.

FULFILLING

ORDERS

As we maneuver through these unprecedented times, Fratco continues to fulfill orders in all locations. Thank you to our customers and partners for your loyalty and patience. Please let us know if there is anything we can do to assist you.

fratco.com

MEET

CHERYL OWENS

FIRST-SHIFT SUPERVISOR



After starting her career 28 years ago and now serving as the Francesville first-shift supervisor, few know Fratco as well as Cheryl Owens. Speaking of her time with the company, one word comes up over and over again: family.

When Owens battled stage four liver cancer, her Fratco family showed up. **“They were right there by my side the whole time,” she said of her coworkers and management team. “They really put their hearts out to me.”** After beating cancer and returning to work full-time, Owens was happy to see the smiling faces of her closest friends and colleagues. “I have a good crew,” she touts.

For Owens and her crew, producing high quality pipe for customers is the highest priority. “We’re always making sure the product is being produced correctly and going out the door. If I don’t like it, customers are not going to like it.” This commitment to producing quality products shows in Fratco’s ability to grow and expand as a trusted name in the drainage industry. But Fratco hasn’t always been the large operation Owens now helps to oversee.

Sitting in Fratco Headquarters’ new and expansive breakroom, she recounts what the plant was like when she started nearly three decades ago. “It’s crazy watching all the other locations pop up. The first one in Illinois was like, ‘Oh, wow, we have another location.’ Then Iowa, then another in Iowa. It’s a growing thing.” The dedication of employees like Owens has helped Fratco grow from one factory with two production lines to four locations producing the industry’s most innovative products.

Owens foresees even more growth, both for Fratco and for herself. “I started 28 years ago. I was a mother of two kids coming straight out of babysitting other children. I have grown with everything Fratco’s done here in the last 28 years. Every new thing that has come, I have grown and adapted with it. We’re one big company working together, no matter where your location is.” This investment in innovative products as well as a commitment to growing their workforce spring from Fratco’s family-owned roots.

“I don’t know how other companies are, but Fratco is a family atmosphere. Chris will walk through the plant, and he knows everyone by name. He’s always got a good joke—if you’ve got time to hear it.” Owens says that through every up and down, Fratco has prioritized her, not just the product. “I really enjoy what they’ve done for me and my family. Over the 28 years, I’ve raised two children while working here, put one through college, and they have been family through it all.”

So for those considering a job with Fratco? “Do it,” Owens says. “Take the time, we give you the training. Once you learn it, it’s just a rhythm. Tile is never-ending.” So, as the industry and demand grow, so will Fratco’s trusted family of people like Owens who work hard and do right by customers.



Redefining ————— ————— *Resiliency*

**HOW THE PAST AND PRESENT CAN
RESHAPE MOVING FORWARD.**

When it comes to the business of water drainage solutions, many hands work together to get the job done. Farmers work with contractors to plan the perfect time to leave as little disruption to the growing season as possible. Construction projects hum like clockwork, meaning pipe delivered and installed quickly equals staying on schedule. Every day, Frasco teams work around the clock to engineer, load, and ship products to customers. This is the day-in and day-out of what we collectively do because water stops for no one. When unique obstacles disrupt how we do business, what's the best way to rise and weather the challenges before they happen? While maneuvering through current events, it's not out of the ordinary to look towards history for guidance. We've been here before as a nation.

This isn't the first time hardship has stretched across the United States.

History points us towards times when novel situations interrupted business as usual: famines, drought, economics, politics, and pandemics.

In 1918, influenza hit the United States. Experts with their finger on the pulse of economics' role in history see patterns from the past in what we face today with COVID-19. Thomas A. Garrett wrote a lengthy report in 2007 titled, *Economic Effects of the 1918 Influenza Pandemic: Implications for a Modern-Day Pandemic*. Garrett, a former economist and assistant vice president for the Federal Reserve Bank in St. Louis and current economics professor at the University of Mississippi, details the time's happenings. The former ag professor notes that not all, but

some areas of the United States differed in the degree and severity of the flu's impact. Houses of worship and schools closed. Not everyone was immune; even the healthiest of people succumbed to the illness. While demand for some products and services increased, many businesses shuddered. Manufacturing plants saw influenza take a toll on their workforce as World War I summoned a large amount of the male workforce away. Transportation, communication, and life as it was known came to a grinding halt. The hardest hit? Those who depended on hourly wages—such as miners—to support their families.

It's important to highlight once more that Garrett's work was published in 2007—thirteen years before COVID-19 became a global pandemic. Garrett also mentions that during the influenza

diagonal red lines

pandemic, largely populated areas had more access to healthcare but also reported more illnesses. Parts of the country opened faster than others. Entertainment venues, such as movie theaters and concert halls, suffered closures. Restaurants boarded their doors. Frontline healthcare and service workers in good health were in demand and saw salary increases. As a nation, we've suffered tragedies and setbacks, yet we're never down for long. However, one can't help but see the way Garrett's piece of scenarios past reads like a crystal ball of events today.

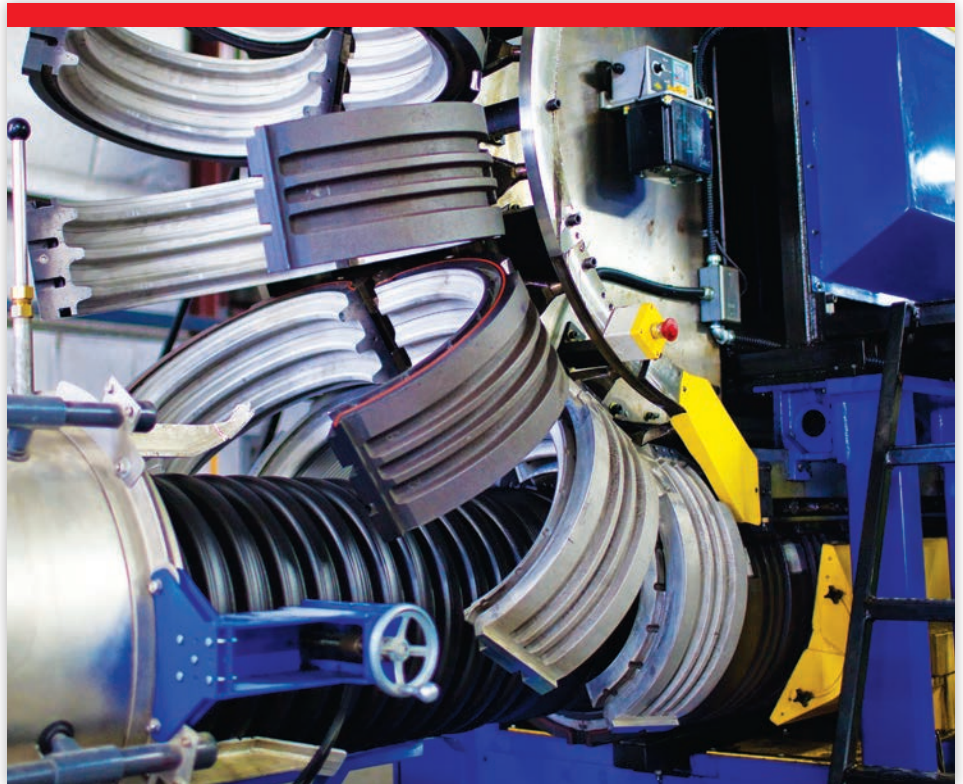
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Mother Nature can be quite the catalyst for reexamining how we do business.

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The business of water drainage threads us together. Some of us make and deliver pipe, others install and educate about its function, and many benefit from the relief of knowing their fields and sites are water-logged no more. **We are all a part of this industry; together.** That's why it's essential to put the past and current events in perspective now. They provide a blueprint for becoming as business-resilient as possible for the "just in case" times ahead.

What's the plan? Well, good question. Depending on your location and line of work, your roadmap could be different and multilayered from the next. Yet one thing rings true, no matter what. Know how to take action quickly so your essential part of the industry—your business—can adapt.



While examining the bare bones of your operation, outline a plan that keeps your doors open to the best of your ability.

ASSESS AREAS OF UNCERTAINTY

You have a way of doing things, a traditional business model that works. Fine-tuned resources and processes, customers are happy, installs are happening, and client referrals are on your desk. It can be challenging to assess what areas are possibly prone to weakness until the alarm sounds. Step out of the comfort zone and honestly assess vulnerabilities. You may benefit from an honest and thorough outside look into your operation from a consultant or trusted cohort. Never be in the position where you have to communicate to your clients or employees that you have no idea how to help yourself, or them, to move forward. Try to see the unforeseen circumstances. Remember, hiccups happen. Not having a plan is no plan at all.

REMAIN OPERATIONAL

If you live in an area of extreme weather or have recovered from an unfortunate event, chances are you've sketched out a way through volatile times. Not only on how to regroup but also to keep business going in case of an emergency. Mother Nature can be quite the catalyst for reexamining how we do business. You have customers to care for, job sites waiting, or perhaps land demanding your attention. While examining the bare bones of your operation, outline a plan that keeps your doors open to the best of your ability. Take a realistic look at specific disturbances: temporary layoffs, essential functions, unavailable management and workers, supply chain disruptions, outside assistance, product reserves, cash flow, making payroll, and the other items pertinent to your business. Planning for "just

in case” is smart. It means you’re looking ahead. Plans are not just for pandemics. They provide around-the-clock peace of mind. No matter what arrives at your doorstep, there’s less of a scramble to determine what happens next.

WHERE TECH CAN BE AN ADVANTAGE

Much of our business begins with a firm handshake on-site with customers. Walking the fields and operation of a farm with owners speaks volumes about their business, personal goals, and why they’re committed to growing for neighbors near and far. It’s part of relationship building. But what about new clients? Video conferencing provides a meet-and-greet avenue to put a face with a name. Is it the same as walking the job site and chatting over a cup of coffee? It’s not, yet it’s a solution to your customers’ need for service and yours to keep business rolling. Make contracts and billing safely available to clients online. Ensure your software provides an excellent and as authentic a look as possible at what their system will look like once installed. **Being available, in multiple ways, is one of the most important facets of all.**

MAKE THE BUSINESS PIVOT TOWARDS DIVERSITY

How can you create more business opportunities? During COVID, some restaurants moved from serving meals to providing fresh produce. Manufacturing lines paused regular production to make anything from personal protective equipment (PPE) to hand sanitizer. Farmers looked for ways to cut out the middleman and begin selling their product directly to consumers. Contractors took precautions out in the field to keep jobs moving. **Look into ways you can add depth and breadth to your business.** Adding areas of growth now may make all the difference later. Is there an add-on service you could offer? Could adding a new staff member or creating a new position take tasks off overloaded plates, freeing up others to be more productive? Consider cross-training crews and employees for different jobs. That means less time needed to learn new roles during a critical time. You may also open a window of opportunity for someone to try

something new, leading to better employee retention. If someone loves what they do, productivity increases—a win for everyone.

Don’t wait to have a plan in place.

Time will dictate how we all move forward after COVID-19, yet we know we’ll continue doing it together. As an industry, we strive to help one another. Not just during the tough times, but any time help is needed. We’re already a pretty resilient bunch used to long days, hard work, and getting it right. **Planning out a strategy to remain resilient means you’re invested not only in your business but also in those alongside you.** Don’t wait to have a plan in place. Be effective now before an extraordinary situation heads your way again.



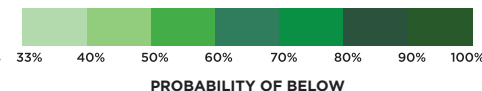
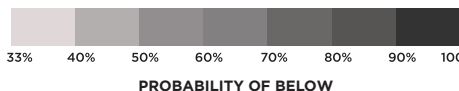
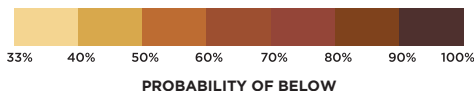
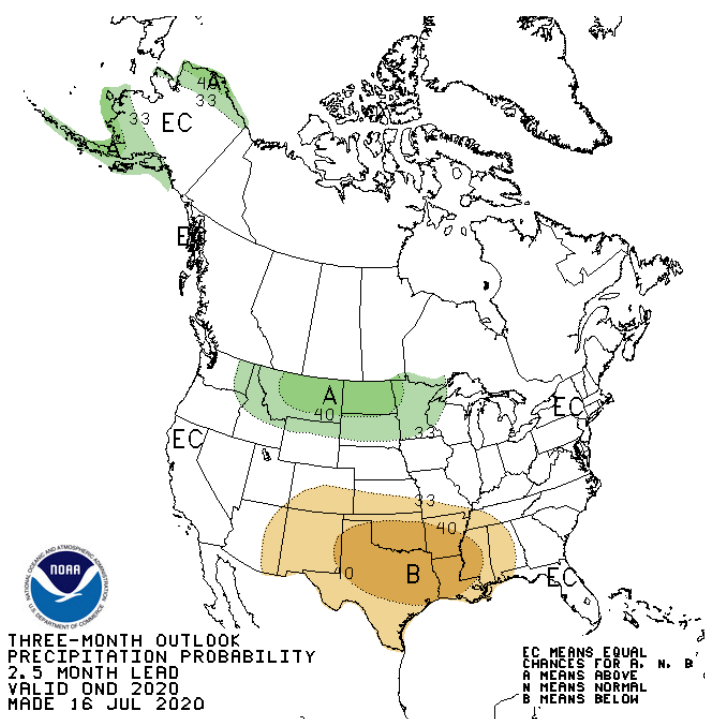
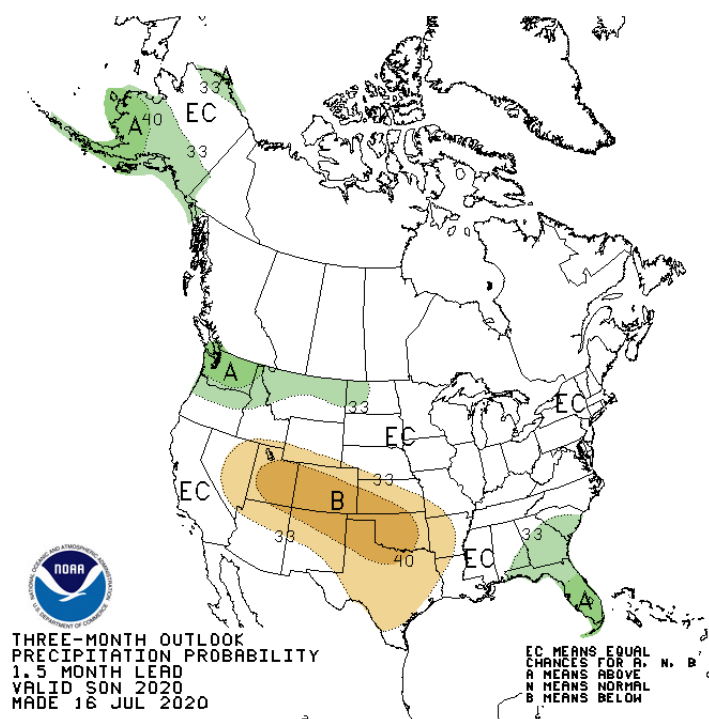
PRECIPITATION OUTLOOK

FROM THE NATIONAL WEATHER SERVICE

2020

JUL-SEPT

OCT-DEC



Nothing about the future is set in stone, and weather predictions are no exception. But in an industry where thorough preparation is fundamental, having an idea of what lies ahead can be the difference between business as usual and battling rain delays. Always keep an eye on daily and weekly weather outlooks, but also set yourself up for success by planning ahead through seasonal forecasts.

For the latest weather information, visit the National Weather Service's website.

www.noaa.gov



GROW MORE.

USE LESS.

Why conserving water now matters for Earth's future.

We are the caretakers of our natural resources; they're essential for survival. The two at the very top of the list are soil and water.

Let's talk about soil for a moment. It's what we move to install pipe, enrich it to grow food, and soil also holds within its layers the foundation of the places we call home. We also source materials from the ground to generate energy. Without it? Well, oxygen, heat, and water in our ecosystem would alter and drastically tailspin the world as we know it. Speaking of water, that lands at the number one spot of significant, all-natural resources. Life wouldn't exist without it. We drink it, utilize it to grow food, and **we're also depleting it faster than it's being replenished.**

According to the Water Education Foundation, agriculture as an industry is the largest consumer of water. Seventy percent of the freshwater used is traced back to this industry alone. Predictions from researchers show that the year 2030 will bring a shortfall. And as our climate continues to change, scientists see the difference between available supply and demand for water having a 40% deficit on the supply side of things. A predictor that should give us all pause when areas of the globe are already experiencing a daily lack of access to ample water. Is it possible to put the brakes on and stop this from happening? How can we make changes now to avert the way the world is trending?

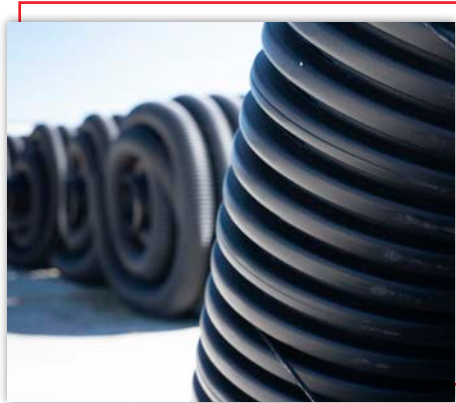
We're entrusted with the land that must sustain future generations. How

can we use less water to grow more? How can we utilize what we have and unleash its potential in times of plenty and drought? Because we have a collective role in agriculture—from farmers to contractors—and our say means something when it comes to responsible stewardship. Natural resources are just that—resources that come to us naturally. Not human-made but by way of Mother Nature, meaning we cannot reproduce them synthetically. **What we are given is finite.**

There are many reasons why farmers do not solely rely on rain to water their fields. Automated pivot systems, drip or micro-irrigation, sprays and sprinklers, sub-irrigation, and surge flooding provide watering solutions when precipitation is sparse. Controlled application methods add additional

hydration where and when it's needed. The type chosen depends on the location, climate, crops grown, and access to excess water supplies. Depending on the type of system selected, crop yield can be affected no matter how efficient a system is. The beauty of installing drainage systems is that water is at the ready when your land demands it and holds onto it for safekeeping when it doesn't. Think of drainage systems as a method of water recycling. Water that's harnessed and reused at its fullest potential is conservation in action, and that leads toward sustainability.

Jerry Hatfield, the director of the USDA-ARS National Laboratory for Agriculture and the Environment in Ames, Iowa, spoke candidly in a piece for *Successful Farming* about climate change and its water-related impact. Hatfield notes that the Midwest's system of agriculture is predicated on times when summer rainfall accumulation was something we could count on. **"Our summer rainfall is going to become less reliable. Precipitation patterns are changing with more spring rainfall and more variable summer precipitation."** Forecasts of heavy, one-day rainfalls, as well as an increase in the average number of days with zero precipitation, are no longer an anomaly.



Drainage systems balance water quality and agricultural productivity. That's no secret to those who not

only want excess water off their site but also want an efficient way to utilize it on demand. Using pipe to reroute water prevents problems before they arise. You know exactly where water is needed and where it needs to be diverted. Conserving and saving water leads to the sight of success growing—literally—for some in their fields. Economically, it makes dollars and sense to get the most out of your site while improving the acreage already occupied. Transforming the way water affects your site puts you in the driver's seat when it comes to reaping the benefits of stored water. Better drainage means better use of the land's functioning for your specific needs.

Protecting resources means dedication to all things water: rain, drainage, and how much we use to fill our coffee pots or even take showers. **Regions that are already water-stressed need solutions now as the issue will only continue to ramp up.** Our drainage-utilizing community has worked in sync to provide tactical solutions for clients—a huge benefit to everyone from growers, to installers, to our planet.

Water scarcity is a real issue in the United States.

Different soils have different needs. That's why one Fratco pipe doesn't fit all. There's much to consider: soil quality and nutrients, the topography of the land, climate, along with the type of crops grown and how they're rotated. Drainage systems reduce the work of farmers while increasing benefits to Planet Earth. Irrigation efficiency means every drop of water saved is a resource for later—a natural resource. Water scarcity is a

real issue in the United States, not just for those living abroad. We can look to our friends in California to get a sense of what a lack of rainfall and torrential pours can, unfortunately, bring to a specific area.

Take advantage of storing more rainwater. Rather than it becoming an afterthought, install rain barrels to work in tandem with your pipe. Stretches of rainy days can quickly turn into periods of drought. When your redirected water stores begin running low, you have a backup plan for irrigation. Rain barrels are a small investment now that could fill a vast need later.



When we work together, collaboration brings motivation to work towards better solutions. It takes a collective effort to conserve precious natural resources. There's a mutual, communion-like relationship between people and the Earth. **Our planet provides a plethora of resources to sustain us, and in return, we care for our world so it will keep on giving.** It's how the cycle goes and grows. For some, water conservation is a natural part of their business practices. As automatic as reaping a harvest or installing a system. For others, it stretches preconceived ways of thinking and has become a new priority. One thing is sure: Saving water and using it responsibly is something that benefits not one, but all. Even the smallest of redirection now will have a positive effect on the future's water supply—something we must provide for our not-so-distant future selves.

ASTM F3390 STANDARD

FRATCO HAS PROUDLY EXCEEDED THIS STANDARD SINCE BEFORE IT WAS—WELL—STANDARD.

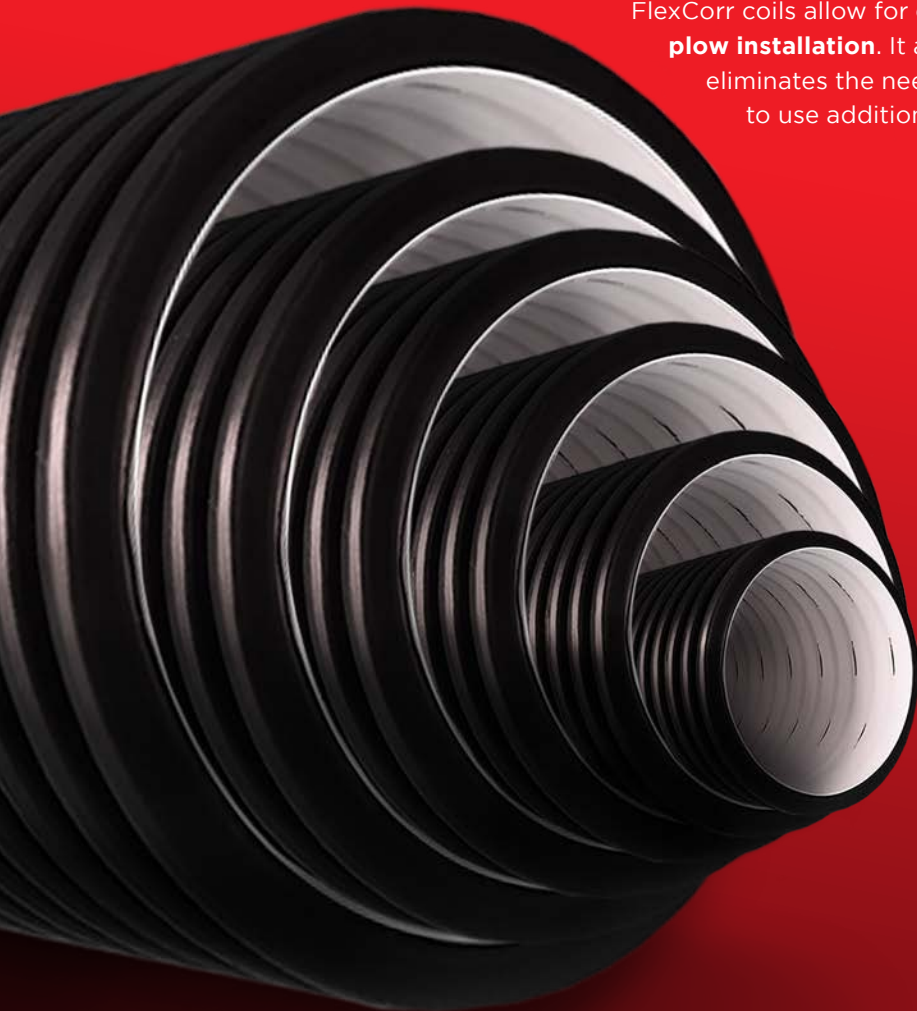
Recently, ASTM International announced that F3390 is the new standard for 3 through 24-inch lined, flexible, corrugated pipe used for land drainage applications. This specification covers all requirements and test methods. The importance of our products exceeding expectations and regulations is forefront in our minds. That's why FlexCorr has always exceeded this standard. The requirements are intended

for all manufacturers to provide non-pressure, or gravity flow, lined flexible annular corrugated polyethylene pipe for subsurface land drainage systems. This news is of great benefit to contractors and customers in the agriculture and construction industries.

What makes FlexCorr unique is that it installs **two-times faster** than traditional dual-wall sticks. Because it has fewer connection points, FlexCorr coils allow for **easy plow installation**. It also eliminates the need to use additional

equipment during installation—a key advantage to customers. The benefits of reduced labor, as well as less equipment, combine to provide a wide range of potential applications. **This means more opportunity for your business, fewer hands needed to make it happen, and a more significant ROI.** FlexCorr's 100-year design life assures customers they've invested in pipe that's constructed to stand up to the harshest elements and the test of time.

Customer satisfaction, pipe function and durability, along with knowing you can trust the name behind the product, are cornerstones at Fratco. Our FlexCorr is just one of the many products that prove our history of innovation. We know it has to be right, just as our customers do. And if it has to be right, it has to be Fratco.



INDUSTRY NEWS

HAVING ACCESS TO UP-TO-DATE INFORMATION IS CRUCIAL FOR UNDERSTANDING HOW THE INDUSTRY EVOLVES.

HERE ARE A FEW KEY NEWS ITEMS AND RECENT DEVELOPMENTS TO HELP YOU STAY INFORMED.



INDUSTRY HONORS ANNOUNCED: PROJECTS OF THE YEAR AND MEMBERS OF THE YEAR

Recipients of both Project of the Year and Member of the Year Awards were announced at the Plastics Pipe Institute's annual meeting on May 5, 2020. Winners were selected from the five PPI divisions: Building and Construction, Drainage, Energy Piping Systems, Municipal and Industrial plus Power and Communications.



To read about the industry honors, visit:
plasticpipe.org/pdf/ppi-projects-members-of-the-year-2020.pdf

BUILDING & CONSTRUCTION DIVISION MANAGEMENT COMMITTEE CHANGES

PPI has announced Building and Construction Management division changes within its committees. A complete list can be found on their website. Best wishes to all in their new roles, and thank you to those who have served.



To download this document, visit:
plasticpipe.org/pdf/ppi-bcd-new-positions-may-27-2020.pdf

NEW SELECTION OF ASPE-APPROVED COURSES ANNOUNCED

Four ASPE-approved courses are now available through continuing education. PPI's first approved course is Designing PEX Plumbing Systems to Optimize Performance and Efficiency. All courses will be available as webinars upon request.



To learn more, visit:
plasticpipe.org/pdf/ppi-bcd-new-positions-may-27-2020.pdf

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THE VOICE OF AN INDUSTRY

IT'S A FAMILY AFFAIR

JIM AND WENDY JETT | BOWER TILING SERVICE INC.

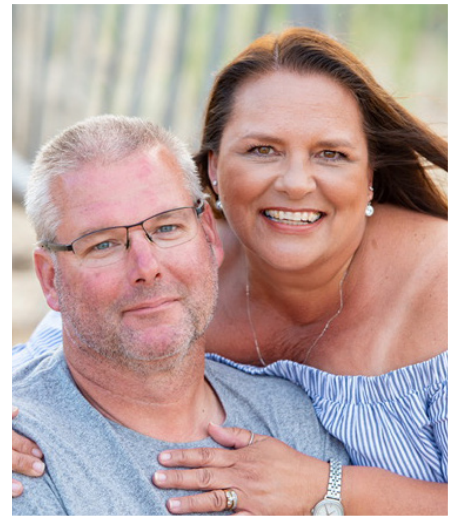
Just south of Sandusky Bay's shores along Lake Erie lies the city of Clyde. A cozy area in Northern Ohio that served as the inspiration for a collection of short stories penned in 1919 by Sherwood Anderson and whose tree-lined streets were renowned by the National Arbor Day Foundation. Clyde is also the place where, in 1900, Bower Tiling Services Inc. was born. A four-generation-strong, family company currently owned by Fratco clients, Jim and Wendy Jett and Jack Bower.

At the turn of the century, Wendy's great-grandfather, George W. Bower, founded the company with a dream and a steam-powered Buckeye Trencher. "My dad says his grandfather would be in awe of today's progress in the farm drainage industry," Wendy shared. George installed both clay and concrete tiles during his days in the field with his boys, Richard and William. Both

men would later become business partners with their father. George retired before he witnessed the actual evolution of clay to resin pipe engineered by Fratco and installed on all Bower job sites today. Plastic pipe—an idea George considered pretty far-fetched. "He thought it would never work!" Wendy emphasized, also noting that her great-grandfather would be pretty amazed at the innovation and technology of today's Fratco products.

Around 1955, Richard purchased his brother William's shares of Bower Tiling Service, three years before George retired. Richards' sons, Jack and Tom, joined the company in 1964. Jack Bower is Wendy's father. Her memories run deep and wide of visiting her grandfather, dad, and uncle out in the fields as they worked. The business is intertwined with her life as she's always known it.

"I have grown up in this business. It's a part of who I am," Wendy reminisced, recalling her family history. "And then I dragged Jim into it, that lucky guy," she chuckled.



JIM AND WENDY JETT

Fourth generation owners of Bower Tiling Service Inc.



Jack Bower working alongside his brother Tom

Richard Bower, Wendy's grandfather, retired in 1976. After seeing a need to provide quality, secondary market inter-drain plows, trenchers, and replacement parts, Wendy's father and uncle formed Great Lakes Inter-Drain Inc. in 1985. Eventually, with two booming businesses, the brothers felt it best that each run one company rather than divvy up responsibilities for both companies between them. Jack, who still holds the office of president at Bower Tiling to this day, devoted himself solely to the tiling business while Tom took the reins of Great Lakes in 1995. Wendy and Jim became the fourth family-owners of Bower Tiling.

The couple began presiding over both companies in 2015 when Jack and Tom retired from day-to-day operations of Bower Tiling Service and the retitled Bower's Great Lakes Inter-Drain. Wendy marveled at the thought of what she and Jim now manage today. "It makes us proud to be a part of something that's been around for so long. It comes with great responsibility to maintain our reputation and quality of work that area farmers have come to know."

This Ohio mainstay is nothing but a family affair. Amongst the employees, you'll find Jack's sister-in-law, Michelle Picciuto, in the office. Nephew Nick Bower works side-by-side on-site with Jim, joined by Jack and Seth Jett, Jim and Wendy's twin sons. Their daughter, Julia, helps in the office whenever possible. If you call to inquire about an order, you may find Wendy's dad, Jack, on the line answering customers' calls from around the country concerning equipment and parts. "My dad is 'retired,'" Wendy mused, "yet he's in the office, or the shop, every day." Wendy manages the offices and bookkeeping. Not an easy task with two thriving companies between the couple. Wendy offers some sage advice for those running a family business. "When you work together,

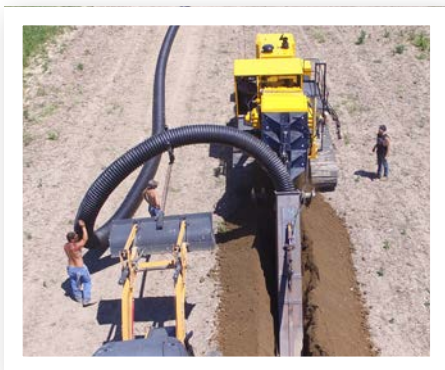
it can be almost impossible not to take what happens at work home with you. Try to be understanding and supportive of each other, and spend time away from work, together, whenever you can."

Jim and Wendy know their success stems from teaming with family and by offering only one company's complete line of products to their customers: Fratco's. "I know when something works and when it doesn't," Jim affirmed. As vice president and co-owner of the company, he has tried out various product lines since his 1996 entry into the business; the year Wendy joined as well.

Daily, you'll find Jim and his crew installing only Fratco systems and products for his farming customers.

"Fratco is a contractor's pipe company," he explained. "They understand exactly what works and what doesn't in agricultural drainage."

Farmers need pipe that endures and works in tandem with the soil's terrain no matter what crop is harvested from their fields. Something Jim testifies to after installing many systems over the past 24 years. When



it boils down to why of all possible manufacturers he could align the Bower company name with, only Fracmo will do. "Their quality and loyalty are what matter to me the most." Jim goes on to share how their company values align with those long held by Fracmo. "Products have to work the first time they're installed. We stand behind the product from day one just as Fracmo stands behind what they produce. That's why we work exclusively with them. They value their customers in agriculture, and we value ours."

If there was only one reason why this power duo would recommend Fracmo products, Jim testifies that the company's customer service is heads and tails above all the rest. "With the few issues I've ever had,

they've remedied them early the next morning, if not that day." The Jetts credit that speediness to their Fracmo sales rep, Paul, who's known to meet Jim—literally—at all hours of the day to make it right and deliver product. "The service they provide is the best. Paul, our Fracmo sales rep, goes out of his way to get us what we need. He will come to the shop at four o'clock in the morning with pipe. It's a two-hour drive to us from his home. He's always there, for all of his customers, and you just can't beat that."

The Jett's relationship with Fracmo blossomed from acquaintances to dedicated installers, yet it did not occur overnight. Instead, it was cultivated over the years by running into the same sales rep, Gabe, at field days and conventions. By the time Jim took the leap and gave Fracmo products a whirl, Paul had stepped into the role once held by Gabe. "Gabe was so kind, personable, and always trying to get Jim to buy Fracmo pipe for a long time," Wendy laughed. The irony wasn't lost on Gabe who was thrilled Paul was gaining the Jetts as clients. "Gabe said while laughing, 'I tried to get you to buy this pipe for years, and when I leave, now you start buying?'" Wendy recalled.

Paul is more than just a sales rep to the Jetts. He's become a dear friend. Not only did Jim and Wendy attend his wedding, Paul's son has visited Jim out in the field. A little one's dream: to experience what must seem like giant-sized toy tractors and trucks. Rest assured, with thanks to Gabe's persistence, Paul's friendship and service, and Fracmo's commitment to standing behind their product it's safe to say this family will be working with Fracmo for generations to come.



Jim Jett and a future Fracmo salesperson in training.





DID YOU KNOW?

WE'RE ON FACEBOOK!

Yes, it's true! From important industry information to tips from our sales team, you'll find interesting, informative, and interactive posts online, anytime. We love interacting with those in our industry, so search @FratcoDrainage, hit the "Like" button, and spend some time with us.

WE OFFER FIVE PIPE SPECS

When it comes to drainage options, each line of pipe has its own unique benefits. Fratco offers five types of precise knife-cut variations: Muck, Narrow-slotted, Perforated, Slotted, and Solid. Having multiple options gives customers more control over their drainage needs from the very beginning.

WE'RE ALWAYS DEDICATED TO YOU

Our customers know that we put quality and service above all else—always. Our team's collective years of experience and education mean we're up to the task of solving any drainage problem customers may encounter. Another reason why if it's got to be right, it's got to be Fratco.

WORD SEARCH

Hey, Fratco friends, it's word search time! Find all the words from our industry-themed list. Look for them forwards, backward, diagonal, this way, and that-a-way. **Enjoy, and best of luck!**

S	V	M	W	F	H	T	I	Q	P	L	A	N	T	W
M	Y	A	M	L	H	R	N	S	I	N	S	C	S	X
O	P	C	O	E	F	U	S	M	Z	P	O	O	I	U
O	P	R	Z	X	I	F	T	I	G	L	I	N	T	V
T	R	C	A	C	T	L	A	N	P	E	L	S	E	D
H	O	R	G	O	T	O	L	N	N	D	F	T	W	S
C	C	E	R	R	I	P	L	O	S	R	A	R	A	I
O	O	S	I	R	N	I	A	V	E	A	R	U	T	N
R	R	I	C	Z	G	P	T	A	R	I	M	C	E	G
R	R	N	U	F	S	E	I	T	V	N	T	T	R	L
Z	T	V	L	G	R	S	O	I	I	A	Z	I	H	E
G	X	B	T	J	W	A	N	V	C	G	L	O	G	C
B	Z	Q	U	W	O	Q	T	E	E	E	U	N	B	O
U	O	A	R	G	C	E	O	C	T	U	U	J	Q	R
D	R	G	E	Y	X	L	O	N	O	G	K	A	H	R

CONSTRUCTION

SMOOTH CORR

DRAINAGE

FRATCO

WATER

INSTALLATION

SINGLE CORR

SERVICE

PLANT

SITE

INNOVATIVE

FITTINGS

TRUFLO

PIPE

FARM

AGRICULTURE

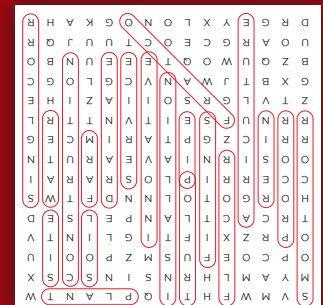
FLEX CORR

PROCORR

RESIN

SOIL

ANSWER KEY:







FRATCO

Fratco

4385 S. 1450 W.
P.O. Box 368
Francesville, IN 47946