

To Tried & True Readers,

I would be remiss if I began this letter by failing to mention the struggle we've faced industry-wide to secure resin. Thank you for keeping tabs on the current situation by staying in touch with your Fratco sales reps. We strive to communicate clearly with customers always. Now more than ever, it's critical. To learn more about where this began and what we know so far, visit us at Fratco.com. As always, you can count on us to continue working hard to bring you only the best pipe in the business, rain or shine.

Speaking of weather, summer is blazing-hot and right on schedule in the Midwest. High temperatures mean it's just another day at the office for those who live year-round in warm or dry areas of the country. Check out our piece "Dry Spell" to learn more about why proper drainage matters, even in parts of the country where climate or soil conditions would seem to dictate otherwise.

Fratco would not be the company it is today without our faithful customers, dedicated employees and the foundational principles established almost a century ago. When I think about the early days, and those who took a chance on an up-and-coming clay tile kiln company, that thread leads me to consider generational farmers who trust and rely on Fratco products. Please invest some time in reading "Farm & Family." It's an eye-opener for many while ringing true for today's growers.

Thank you for picking up this issue of *Tried & True*. As you turn the pages, I hope you'll remember that no matter the struggles or seasons life brings us through, we're all in it together. We are called to help one another through the peaks and valleys life brings while staying mindful that how we serve others is the legacy we leave behind.

Sincerely,

Chris Overmyer President and CEO

IN THIS ISSUE

02 A LETTER FROM CHRIS

04 NEWS, EVENTS AND ANNOUNCEMENTS

05 MEET ADRIANNA TIEDE

06 HOEING SUPPLY, INC.

08 PRECIPITATION OUTLOOK

09 **INDUSTRY NEWS** 10 FARM & FAMILY

13 DID YOU KNOW?

14 DRY SPELL

16 NOW GROW THIS!

18 BRUSSELS SPROUTS PARMESAN PASTA

Locations







Algona Location 2502 E. Poplar St. Algona, IA 50511

Corporate Office 105 W. Broadway St. Monticello, IN 47960



NEWS, EVENTS AND ANNOUNCEMENTS

NEW FRATCO HEADQUARTERS

We are excited to announce that due to Fratco's continued growth and success, we will be opening a corporate office in Monticello, Indiana. While this change has minimal impact on our customers' day-to-day operations, we are excited about the trajectory this expansion represents. Without your continued loyalty, none of this would be possible. Thank you!

Corporate Office

105 W. Broadway St. Monticello, IN 47960

RESIN UPDATE

Raw material supply and demand has proved challenging in 2021. The Fratco team will continue to update you on the status of resin as more information becomes available.

To learn more, visit fratco.com/2021-resin-shortage/ or contact your Fratco sales rep.



ADRIANNA TIEDE

ALGONA PLANT OFFICE MANAGER



Building relationships with coworkers and customers is at the heart of Adrianna Tiede's work ethic. Investing in people and taking a leap of faith when the opportunity presented itself is what brought her to Fratco in June 2020.

Born and raised in Le Center, Minnesota, Tiede came on board as an assistant. Months later, she was promoted to Office Manager. Her position keeps her on her toes as the days fly by in the blink of an eye. "There are phones to answer, sales orders to create and I love greeting the delivery drivers as the team loads pipe on the trucks before we send them on their way," Tiede shares.

Tiede is no stranger to ag. Raised on a dairy farm, she was more than familiar with the importance of being a good steward of the ag world, including drainage solutions. She began her career as a truck-driving road warrior delivering pipe for another company. When Tiede learned Fratco was seeking office help in Algona, she was ready for a new challenge—one that married her farming and logistics knowledge while helping her branch out into a new skill set.

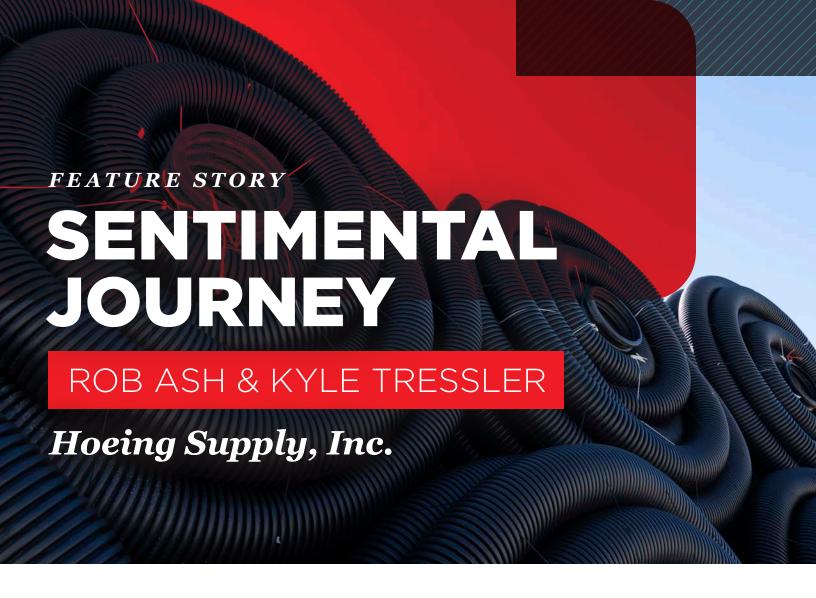
Learning the ropes of a new job can prove challenging. Tiede is quick to thank those who stepped in to help her learn her new role. "So many people were willing to help me. Other office managers would spend the day with me at the plant, helping me get my feet wet. The salespeople have been approachable when I had questions. I've never been afraid to pick up the phone

to learn more about the pipe we produce or about Fratco," she explains.

Tiede takes great pride in sharing and being a part of Fratco's vision and values. She sees nothing ahead for the company but growth and opportunity. "There is nothing slow about Fratco. New business is picking up as we retain loyal customers. It's a good thing: it speaks to the quality of pipe we produce and the level of respect we show to our clients," Tiede states. She sees only growth and opportunity ahead for the company. "Everyone here is invested in Fratco because they invest in their employees."

When Tiede talks to others in her community about Fratco, the quick turnaround of product surprises them the most. "People have asked how long some coils of pipe have been sitting on the property as if the stock has been there forever. They don't realize our production capacity, nor how quickly we ship it out. They're shocked to learn the coils catching their eye are brand new and probably on the next truck out," she laughs.

For those considering Fratco as a potential employer, Tiede is nothing but encouraging. "There is so much potential here. There's room to grow, knowledge to gain and a support system in place for you. When you work hard at Fratco, it does not go unnoticed. That's encouraging when you're looking for a place to build a career."



Pennsylvania civic leader Dr.
Benjamin Rush was a physician,
politician, humanitarian, educator
and one of the historymakers who
helped pen then added his signature
to the Declaration of Independence.
Born in 1746, Dr. Rush was the
figurehead Rush County and the
town of Rushville, Indiana were
named for. It's also where you'll find
Hoeing Supply, Inc.

While in high school, Kevin Hoeing began working at what was once a neighborhood plumbing supply shop. In the 1980s, Hoeing had the opportunity to purchase the business from his predecessor. A new business was born, and what a metamorphosis it's had over the last thiry years. The company now serves Southcentral and Southeastern Indiana with product lines including

plumbing, electrical, HVAC, cabinets, countertops, appliances, lighting, fans and—of course—drainage.

Rob Ash began his career at the shop thirty-five years ago by stocking shelves and delivering products to customers. Kyle Tressler joined the team in 2006. "I married into the family business," Tressler laughs referring to his wife, Anne, Hoeing's daughter. In 2012, Mr. Hoeing hung up his sales hat and Ash and Tressler took over the business. It's been the perfect match for the resourceful duo who have a relationship that's based on respect, loyalty and camaraderie.

Company responsibilities are divided not by rank and employee number, but by the philosophy that if you have time to lean, then you have time to clean. "We all do a little bit of everything at Hoeing Supply. We don't consider ourselves experts in one area because we're all willing to do a little bit of everything when customers walk through the door," Ash shares. He adds, "Things like stocking and sweeping aren't delegated here. If you're not busy, then it's time to stock shelves or grab a broom."

Business is bustling and booming for these Fratco supply partners with stores in Rushville and Greensburg. There's a sentimentality when the duo speak about the simultaneous growth of their business and Fratco's. It's a journey they are proud of. "Steve Overmyer visited several times to check in with us, make sure all was well and the pipe being delivered was up to par. That evolved into Chris taking over

the family business and investing in its growth. Fratco remains a practical company that continually introduces new and innovative products, with a focus on customers. At Hoeing Supply, Inc., we listened to customers' needs and grew our business yet remained a name you can depend upon. It's a journey we understand and know quite well, just like Fratco," says Ash.

That's just the tip of the iceberg when the partners discuss why they remain loyal Fratco customers. They trust the product and the company that crafts it. "Fratco is a premier brand," Tressler shares. "It doesn't matter who we talk to—contractors buying product or farmers with pipe installed on their land—they know the Fratco name, they understand the quality and that makes our jobs a lot easier.

"It doesn't matter who we talk to—contractors buying product or farmers with pipe installed on their land—they know the Fratco name, they understand the quality and that makes our jobs a lot easier."

"There's a mutual respect between us and Fratco," Ash adds when asked why Fratco is the brand he trusts.



Kyle Tressler

"We try to provide the best customer service possible. If there's an issue or problem, Fratco is the first to stand behind what they sell and make it right."

As a manufacturing leader, Fratco retains that personal touch their clients have relied on for decades. From their humble beginnings in Francesville, Indiana, to expanding into four locations dotted along the Midwest, it's important they maintain that hometown-feel. That comes with building relationships, and sometimes finding ways to surprise clients—in a good way. "Our Fratco sales rep is a magician!" Ash laughs. "When we have an emergency or what I call a 'need-pipe-now' order, Fratco always makes pipe appear. Once, we had a Friday morning order that was slated for Monday delivery because that was the fastest they could make it happen. Friday afternoon, hours after



Rob Ash

hanging up the phone, in rolls the Fratco truck with our Monday order. We don't question how they make things happen, but they definitely know how to pull off surprises."

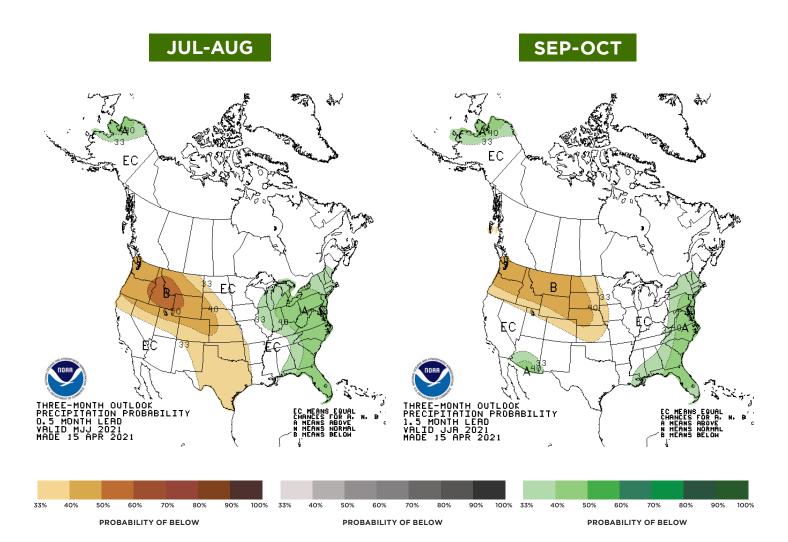
From their regular delivery driver who always stays for a cup of joe before hitting the road, to their sales rep, Brendan, who grew up in the ag and water drainage industries, the knowledge, generosity and pride the Fratco team has shown Ash and Tressler are attributes they carry into their work ethic and company values too. "When I think about what stands out about Fratco—the attributes that make them who they are—I just hope our customers would say the same things about us," Tressler says. From the longevity of their business and unlimited potential ahead, cheers to a blue-skied journey ahead for the entire team at Hoeing Supply, Inc and the communities they serve.



PRECIPITATION OUTLOOK

FROM THE NATIONAL WEATHER SERVICE

2021



othing 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



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.

PPI INSTITUTE HONORS INDUSTRY

PROJECTS AND MEMBERS

Winners of Plastic Pipe Institute, Inc.'s Projects and Members of the Year were announced virtually during its annual membership meeting on May 12, 2021. More submissions were received than in previous years, and it is the first year multiple projects were named in two divisions. Congratulations to the winners!



Projects and Members of the Year can be found at plasticpipe.org/pdf/ppi_projects_news_final_may-27-2021.pdf

To learn more, visit www.plasticpipe.org.



Famula The Business of Family Business

or decades, Hollywood has shaped our view of agriculture through their storytelling lenses of what rural farm-living looks like. If you loved Eva Gabor and Eddie Albert's 1965 sitcom Green Acres, then you witnessed a socialite uprooted from NYC when her lawyerhusband yearned for a simpler life. Children of the 1970s were convinced Little House on the Prairie was the real deal: outhouses, Nellie Olsontypes and lemon verbena perfume. In the 1990s, we lived vicariously through Kevin Costner's film Field of Dreams with the infamous line: "If you build it, he will come." Life on the farm seems easy when storylines tie neatly into a bow at the end, don't they?

These nostalgic and feel-good portrayals of ag families make for great cinema yet are not reality. What makes family farms tick, remain operational and keep generations of growers together is built upon the shoulders of others who came before them and a dedication to

continuing the legacy. Although there are many Americans who have never stepped foot on a farm, growers are central to how we identify ourselves as a country: hard-working, roll-up-our-sleeves types—an image as Americana as the gold rush days and apple pie. Fratco knows that we help another farm, another family, invest in their livelihood when pipe rolls off our production line. That's something we never take for granted.

Families who farm are invaluable and the largest food-sourcing contributor. 70% of the world's food products come from family farms. They also make up 98% of the farming industry and 88% of overall ag production.

According to the USDA, smaller operations tend to produce mainly poultry—along with eggs—and hay. Mid- to large-scale farms plant cotton, grains and oilseed. Dairy is what you'll find on larger farms. Non-family and mega operations dominate beef and high-dollar crops like vegetables, fruit, tree nuts and nursery or greenhouse products.

Not all family farms are small operations. Many are prospering, super-sized empires. They've pivoted production during rough economic spells and drought. There's enormous respect for the fresh-out-of-college faces returning home to help modernize and embrace ag tech, identify inefficiencies and make shifts towards more profitability. Cost and efficiency are constantly analyzed, and additional money makers—like agritourism, family farm days and pumpkin picking-help carry on the farming heritage while adding to the bottom line. This legacy and lifestyle is not for the faint of heart: it's blood, sweat and tears around the clock.





The Family Farming Advantages

Those who stand shoulder-to-shoulder in the field reap what they sowed together. Children who grow up in the family ag business have early exposure to skills and life lessons others do not: cause and effect, input and output, distribution and profit and what physical labor and time-sensitive tasks genuinely mean. The responsibility modeled and learned is something little ones carry with them for a lifetime along with other lessons that follow.

HONORING COMMITMENTS

The Musketeer pledge of "all for one and one for all" applies to families working together. Families share a bond and an understanding of one another. Their beliefs and goals are usually aligned, meaning forecasting together can be a less bumpy road. A massive sense of pride stems from knowing you hail from something greater established by ancestors and carries on through the family.

STABILITY

Having an aligned vision for the future matters. Long-term success depends on meeting future goals while remaining agile and open to change. Have a current business plan with objectives and parameters everyone can agree upon and update when necessary helps future scaling. Whether disagreements arise or changes must be made, guidelines and processes in place can make it easier for everyone.

LOYALTY

Trust is the basis of a business. Families who face adversity find themselves stronger together on the other side. It's a competitive advantage that helps generations survive and build. No matter how dedicated other employees may be, those that share a kinship add instant dimension with their powerful bond.

COMMON VALUES

Family is family. That doesn't mean 100% agreement on every facet of farm operations. Friends and acquaintances will come and go on to other things. Yet families share a sense of purpose and pride while framing the bigger picture of the values and history that hold them together.

COST EFFICIENCY

Liability, red tape and regulations. These parameters are a bit different inside a family businesses than they are inside corporate operations. Sunup to sundown hours is part of the job. Children learn everything from operating machinery to handling livestock. Functions and responsibilities that would leave corporate human resource departments scratching their heads give family farms an edge in performance.

The Family Farming Challenges

Though the benefits are aplenty, the stressors of the family business are ten-fold. Profits are at the mercy of local and global market prices. Access to vendors and the market isn't always equitable. Mother Nature? She's fickle. The up-and-down costs for fuel and equipment upkeep can flux week by week, season after season. Consumer demand and competitors round out just some of the industry woes farmers experience. These pressures have been around for decades, yet the combined dedication to making the business work is the silver lining.



CONFLICT

No one loves harder or knows the buttons to push better than family. Being in business together can become personal and lead to unanticipated issues. Death, retirement, divorce or bankruptcy can cripple operations and mean the end of the farm. Everyone's role is vital. A business that runs smoothly must have all players working well together side-by-side and communicating.

SKILLS VS. EXPERIENCE

We all have different skillsets and experiences that round out our personal and professional lives. Placing family members into roles strictly due to keeping conflict at bay, hierarchy, entitlement or fear of offending is not moving your business forward. Policies and a clear understanding when placing family members in positions they are best suited for can save time, heartache and relationships.

DIVISION OF RESPONSIBILITIES

Making decisions must be business-based, not emotional. What's best for the longevity of the family business means what's best for operations and not one individual. That can prove challenging when it comes to family. Objectivity matters when promoting, hiring or sliding family members into certain positions.

THE BOTTOM LINE

Not all family businesses can support multiple households. If you have children that "want in" as adults, will the margin cleared each month meet payroll expectations for everyone? Facing the economic reality and honest conversations about farms transitioning through the generations will save everyone hardship and misunderstandings in the long run.

WHO'S NEXT IN LINE?

As with any job, people come and people go. Not everyone raised in a

generational family business takes over one day. Children who feel pressured to step into a role they do not want can bring about tension and unhappiness. Hold honest conversations about expectations.

Parents may envision their child taking over the business and have no idea that other dreams consume their child's thoughts. Open dialogue is the only way to know future expectations and ambitions.

As a four-generation-strong family operation, Fratco understands. The reality is being part of a family business is tough work. Each business is as unique as the challenges they face together. At the end of the day, business remains business. Family is what binds us together.

Sources: Association of Science and Technology, USDA and AgriLegacy



WE'RE CLOSING IN ON

A BIG BIRTHDAY!

For nearly a century (since 1923), Fratco has produced efficient, time-tested drainage solutions. Thank you for inching us closer to this magnificent milestone.

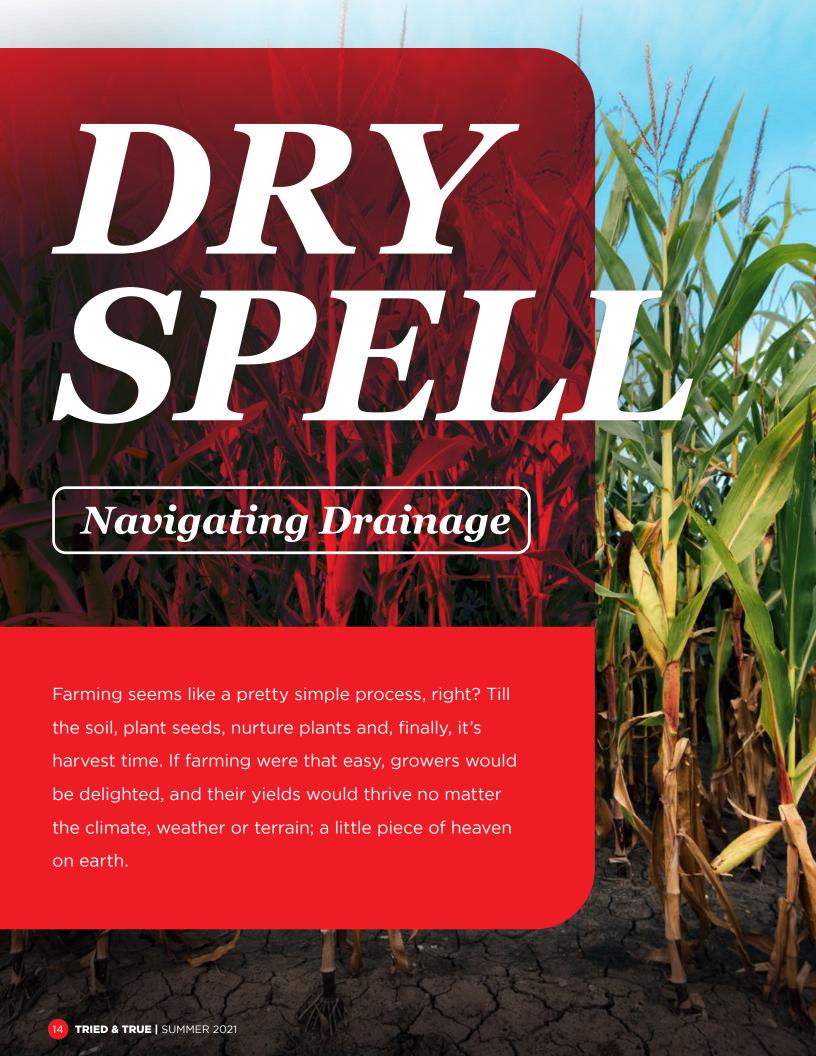
YOU CAN FIND

TRIED & TRUE ONLINE

Our customers are at the forefront of everything we do. That's why we're proud to bring you our quarterly magazine, Tried & True. Catch up on the latest issues at fratco.tried-true/.

WE HAVE FOUR LOCATIONS TO SERVE YOU

Our Indiana, Illinois and Iowa Fratco operations proudly produce cutting-edge products. From HDPE and HDPP pipe to a slew of accessories, we have the perfect solution for your site's needs.



The world of agriculture is complex. The last thing farmers want is all their hard work happening in vain if the ground is not up to par to meet crop needs. From operational logistics and keeping an eye on changing weather to the science of growing and best commodity choices for the year, it's complicated. One of those complications is soil conditions, and understanding what your soil is composed of means working smarter, not harder.

There are six soil types: sand, clay, silt, peat, chalky and loam. Although the earth provides natural resources and vital nutrients for plants, challenges and limitations can abound without proper drainage. Installing pipe is the logical step for sites and areas contending with wetter soil conditions. But why would pipe be necessary for areas of the US where retaining groundwater seems more critical than whisking it away? That's where Fratco drainage solutions come in.

Drainage systems can benefit sites even during dry years. It may seem counterintuitive, yet parched fields surviving a season of drought can flourish and benefit from having the correct drainage in place.

Groundwater stored beneath pipe installation remains untouched—reserves at the ready when needed.

Pipe removes excess water only, not every drop, so plenty remains for healthy plant growth. In addition, advancements in controlled drainage allow farmers to utilize their pipe for potential water storage.

Adding pipe to your infrastructure when a dry summer is forecasted is a plus. It's a solid investment in the property and future business. When you have the perfect pipe for your soil type, plant root systems thrive, meaning better yields and an excellent return at market. Fratco hears time and again how farmers have recouped their investment—and then some—after installing drainage. It matters most at market time when there's more product to sell and increased productivity adds value to land too. For growers and their businesses, that means everything.

Poor drainage can be a problem in humid and dry areas of the country, and both nature and humans play a major role. Layers of soil can be semipermeable or impermeable, meaning water is partially or entirely blocked from passing through to water root systems. Overwatering and improper irrigation cause issues too. If your property is close to a water source—like a reservoir or along the coast—it affects natural drainage capacity. Canal seepage loss happens when adjacent land experiences downward

and lateral water movement into the soil, then rendered useless for irrigation. All of these situations present major problems. Access to water stores means everything whether you're in the business of ag or not.

Living in coastal areas and southern states means high water tables with ranges falling between 10 to 100 feet above sea level. Area farms, residences and commercial construction benefit from installing drainage. Water table management allows the water supply to be maintained and controlled. Unfortunately, it's impossible to change the overall water table height. However, you can change the conditions underground so crops flourish. Drainage makes a big difference when you're battling the elements. Stay a step ahead of problems before they become major issues with Fratco. We're here to help!

To learn more about how Fratco pipe makes a big difference, check out "5 Reasons Why Drainage Matters."



SCAN GR CODE
OR VISIT
FRATCO.COM/5-REASONS

Sources: Boughton, AgVerra and AgWeb



Summer is a harvest lover's dream. Fresh farmer's market tomatoes picked early morning. Cucumbers and greens that make a side salad sing. And the berries...who could forget those? There are multitudes of warm weather, in-season crops we can't get enough of. It's a produce seller's dream to provide and a customer's pleasure to bring home. But when the air doesn't feel crisp enough for sweet potato pie or soups featuring squash, what can growers plant that consumers will want when their love affair with every dish highlighting tomatoes has come to an end? Here are a few Fratco favorites.



MICROGREENS

This quick-turnover, high-profit crop is a winner that does well in heat during late summer. Microgreens can take root just about anywhere: pots, beds, pathways and windowsills—a great choice when looking for crop turnover in a few short weeks. A fine-dining mainstay and high-end grocery item, these delicate greens pack a nutritious punch and are cost-effective.



BEANS

Beans are ideal. All types multiply quickly, produce in abundance and can churn out produce until frost arrives. Planting them in intervals during the growing season means they're ready to pick for months on end. Beans thrive well in the summer heat and do best when directly sowed from seed into the soil rather than planted as seedlings with a head start.



RADISHES

When giving young gardeners their first opportunity to grow produce, radishes are one of the perfect choices. It's not instant growing gratification for kids, yet radishes are among the easiest and fastest: 21 days from seed to harvest for most varieties. It's a favorite seed to trickle in among slower-growing crops, like broccoli. Be sure to reach for radish seeds in the spring and winter seasons. By choosing both types and planting them at just the right time, you can enjoy radishes year-round depending on your growing method and zone.



BRUSSELS SPROUTS

Depending on your growing zone, cool weather and colder climate-loving Brussels sprouts are a garden favorite. They're hearty enough to survive frost and produce best when grown as seedlings indoors then transplanted into the ground as summer comes to an end. Grilled, roasted, or sliced thin and added into a slaw, sprouts can thrive through winter into early spring.



This member of the cabbage family is an easy-to-grow, weather-resistant addition to your collection of leafy greens. Kale planted in the fall tends to have a nutty flavor and becomes sweeter when harvested in winter. A great crop to grow where colder weather stays above the teens or sheltered in a cold frame in more northern areas. Kale is a fast grower, does well in moist soil and grows best spaced 18 to 24 inches apart in full sun. It's a winner in everything from stirfry to smoothies, so don't shy away from this resilient and nutritious plant.



Mmm. Nothing says summer like buffalo mozzarella and sliced tomato layered with fresh basil. Although this herb thrives in the summer months, it can be planted and harvested before cold weather arrives. If you are a fan of companion planting—growing different types of produce next to one another for better results—basil is the perfect garden buddy for asparagus, beans, celery, eggplant, peppers, potatoes and tomatoes.

Want to learn more about plants perfect for late planting? Check out the Late Summer Planting Guide for a harvest of ideas!

Late Summer Planting Guide

CROPS	DAYS TO HARVEST	COLD WEATHER SURVIVAL
Beets	50 to 60	Weathers high 20s
Broccoli	50 to 70	Withstands light frost
Cabbage	50 to 90	Hardy to low 20s
Cauliflower	60 to 80	Withstands light frost
Cilantro	60 to 70	Withstands light frost
Collard Greens	40 to 60	Hardy to low 20s
Garlic	Harvest following year in July	Planted in the ground
Green Onion	60 to 70	Weathers high 20s
Leaf Lettuce	40 to 60	Withstands light frost
Peas	70 to 80	Weathers high 20s
Spinach	35 to 45	Withstands light frost in some growing conditions
Swiss Chard	40 to 60	Withstands light frost
Turnips	50 to 60	Withstands light frost

Sources: HGTV, Gardener's Path, Gardener's Supply Company and Burpee



Who would've thought Brussels sprouts and pasta could be a marriage made in foodie heaven? Well, when you add parmesan cheese, doesn't that make everything amazing? We hope you enjoy this recipe that includes some of the produce items mentioned in our Now Grow This! article. Have your own unique garden veggie and pasta dish? We'd love to see your kitchen cuisine, so share it with us on our facebook page at facebook.com/fratcodrainage.

Parmesan Pasta with Brussels Sprouts

Prep Time: 30 minutes

Total Time: 30 minutes

Serves 4

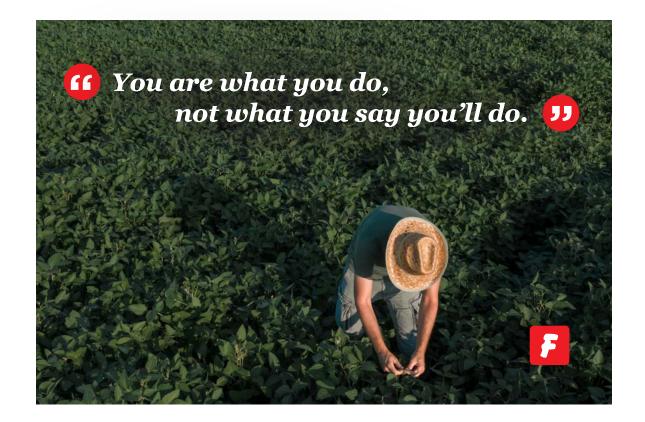
INGREDIENTS

- 11/4 pounds (8 cups) Brussels sprouts, thinly sliced
- sea salt
- freshly ground pepper
- 5 tbs. olive oil
- 1 pound spaghetti
- 2 cloves garlic, thinly sliced
- ½ cup of grated parmesan cheese
- 8 fresh basil leaves, finely chopped

Directions

- 1. Bring a large pot of salted water to a boil, and cook pasta according to package directions. Drain and set aside.
- 2. In a large, deep-sided skillet over medium-high heat, add 1 tablespoons of olive oil and cook half (4 cups) of the Brussels sprouts until tender and slightly crisped for about 7-8 minutes. Season with salt and pepper. When finished, cook remaining Brussels sprouts repeating previous steps, and remove from heat.
- Turn the burner temperature to low, then add 1 tablespoon of olive oil to the pan and add garlic. Stir constantly for about 2 minutes until garlic begins to brown.
- Add pasta and parmesan cheese. Stir to coat. Serve immediately after topping with Brussels sprouts, fresh basil and a few more dashes of parmesan.









Fratco4385 S. 1450 W.
P.O. Box 368
Francesville, IN 47946