

# TRIED & TRUE

////// SINCE 1923

**WINTER 2020**

*PUBLISHED JAN 2020*

**FRATCO**

**6 NEW BEGINNINGS**

**8 TRADE SHOW  
SCHEDULE**

**12 DRAINAGE FUTURE**

## **To Tried & True Readers,**

As we turn the page on 2019, we reflect on what a productive year it has been for Fratco. This past year, we expanded our range of flexible dual-wall pipe sizes, had an incredibly successful trade show season and perhaps most excitingly, opened the doors on our new Algona facility. We feel extremely fortunate to be a part of such a vibrant community that has quickly become like family. With the opening of this new location, we had the pleasure of promoting longtime Fratco employee Scott Craig to Plant Manager at Algona and also welcomed Mary Newton to our team as the Algona Office Manager. We're excited to bring them on board to oversee processes as we settle into this new territory.

With the seemingly endless amount of opportunities that a new year holds, we look forward to all that is in store for the Fratco family. There's a lot in the works that we can't wait to share, so stay tuned!

We wish you all the best in this new year and hope you had a joyful holiday season with your families. Thank you for your unwavering support and trust in Fratco. As always, we hope you enjoy this issue of Tried & True.

Sincerely,



**Chris Overmyer**  
**President and CEO**

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## ***Fratco 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** NEW  
2502 E. Poplar St.  
Algona, IA 50511





# NEWS, EVENTS AND ANNOUNCEMENTS

## We're Hiring!

Know of someone who would be a perfect addition to the Fratco family? **We're hiring at all locations!** To learn more about working for Fratco and open positions, visit our careers page.

[fratco.com/employment](https://fratco.com/employment)

## Facility

### Enhancements

Fratco is proud to announce the opening of a new employee breakroom in Francesville! **This new employee resource provides a common space complete with lockers, a kitchenette and workout space** where members of the Fratco family can unwind and recharge.

Once the new breakroom was completed, Fratco hosted an open house to showcase the new space to friends and family of Fratco, and the Francesville community at large.

## New Flex Tap Tee

In a collaboration between Fratco and Central Plastic Products, **the new Flex Tap Tee is now available in a shorter length.**

Flex Tap Tees make connections quick and easy so you can work more efficiently. They feature a unique design with a series of tabs forming a contoured, flexible ridge line that is tapered to the front. This way, the installer can push-to-lock the tap into the hole with one motion, automatically compressing the ridge and securing the tap tee inside the dual-wall or single-wall main. Flex Tap Tees are injection molded to a 4" size and fit 10", 12" and 15" single-wall and dual-wall pipe. They can also be used on flexible dual-wall pipe.

**Contact your Fratco sales representative to learn more about these new, patent-pending fittings today!**

MEET

# ALAN KRUSZKA

WESTERN SALES REPRESENTATIVE



While Fratco's sales team consists of people of all ages, Alan Kruszka is notably the oldest of the bunch, and he is not shy about pointing that out. The western sales rep is coming up on his ten-year work anniversary with Fratco, though his adventures in the drainage industry began 23 years ago.

His history leading up to his introduction to the pipe industry is not a linear one, with his resume including time spent buying livestock, working for a farm-building company and helping out at his parents' resort. The areas he served over the years range from the entire East Coast to the fringes of Nebraska.

When Kruszka began working at Fratco, his coworkers quickly became family. Shortly after he joined the sales team, his wife was diagnosed with multiple myeloma. Through her multi-year fight and eventual passing four years ago, Kruszka leaned on his Fratco family for support, something he says they are exceptionally good at providing.

Offering support is an effort Kruszka excels at himself. Having worked for so many companies over the years, Kruszka has developed an approach to customer service that speaks for itself.

**"I've always been one who believes in taking care of your customers, getting involved with their lives and taking an interest in their family,"** said Kruszka. "I think there are times where I talk with customers more about their family... than business. It's just part of it."

With 43 years of agricultural sales under his belt, there is little he has not seen on the job. Many of the younger reps

on Fratco's sales team will reach out to him for insight and advice. And while some may see him as an expert, Kruszka is candid about his desire to continually learn.

"In this business you never stop acquiring knowledge," said Kruszka. "I refer back to my younger associates and some of my colleagues that have been in the business and I gather information from them as they do from me. You pick things up from the young guys. You just can't be in this position for as long as I have and say, 'You know what, I know everything.' No one ever knows everything."

It is this attitude that has helped Kruszka build Fratco's western territory and win the Minnesota LICA Associate of the Year Award in 2018; an accomplishment he says he was very surprised and humbled by.

With such an esteemed history, he does wish he had done one thing differently while working in the drainage industry: That he had started out at Fratco from the beginning.

**"What stands out more than anything about Fratco is the family atmosphere and how well they take care of their people,"** Kruszka said. "We may not be the largest player, but we are the best when it comes to a company that cares about its own people. You have to be honest and a hard worker and the company will take care of you. They really will."



# NEW BEGINNINGS IN ALGONA



Promising high-quality products and an unwavering commitment to customers seems like it should be the bare minimum for companies to uphold. Unfortunately, that promise is not one that is always kept—especially as companies expand and grow. They may lose sight of what has brought them success in the first place.

Fratco, however, has made exceptional customer service the cornerstone of their company from the beginning. Finding ways to better serve their customers is one of the reasons they have chosen to expand over the years and was one of the major factors in their decision to move their plant from Sioux City to Algona.

The Sioux City plant opened back in 2017 as the company's fourth location. However, Fratco quickly realized that the facility left little room for expansion, stunting their growth. They incurred large freight costs to transport pipe where it was needed and often found it difficult to meet product demands.

## ALGONA FRATCO TEAM

Featured: Kiley Miller, Alan Kruszka, Mary Newton and Craig Thompson.

“The facility in Sioux City wasn’t adequate to manufacture pipe at the levels we needed to and actually the facility was awful to try to work out of,” said Bill Champion, COO of Fratco. “We knew we had to move, and moving East was the only way to go.”

After careful consideration, Fratco set their sights on Algona as an ideal place to call home. The small town of 5,560 people seemed to be the optimal location, based on proximity to their customers and the prevalent agricultural market in the region, among other factors.

**“The Algona move worked really well for Fratco because there was an existing building that seemed perfect for what we want to do,” said Scott Craig, plant manager at the Algona facility. “When we moved to Algona, the only thing that was in the facility was a ceiling light and an HVAC system. Everything we have here is from Sioux City that we had to reinstall.”**

The actual process of completing facility modifications, however, was not without its hiccups. Following the harsh winter and uncharacteristically wet spring, the March start date to begin the excavation, tiling, grading and graveling of the storage yard was delayed until June. After taking possession of the facility on July 1, they began moving equipment from Sioux City a week later and completed the moving and installation process by July 15, three days ahead of schedule.



Photo: Algona Area Chamber of Commerce

Champion was quick to praise the maintenance supervisor at the Francesville plant, Scott Elston, and his crew, Tim Ballard, Glenn Ingram, Chad Watts and Charlie Houchel, for leading the move to Algona and doing “a masterful job.”

With this expansion came new opportunities for members of the Fratco family, namely for the newly appointed plant manager of the Algona location, Craig. His history with the company spans states and many years, starting at the pipe manufacturer shortly after high school at their Francesville plant and eventually moving to the Sioux City location as a maintenance supervisor. Now based in Algona, he is excited for the chance to help Fratco expand.

But it was not just existing Fratco employees who were excited for the opportunities that Algona brought—the people who live and work there were thrilled with the prospects this new facility would bring. Fratco received massive support from the community, and the town has continued to be proactive in assisting with the move.

Even with delays at the beginning of the process, the facility officially opened for business two weeks earlier than anticipated. The operations at this plant include the manufacturing of two lines of pipe with a third expected to be added in the coming year. According to Mary Newton, the office manager at the Algona facility, the employees have been adjusting well and seem enthusiastic about their work.

**“With my previous job [at a staffing agency] I know that sometimes the places where people can work in Algona are limited,” said Newton. “It’s a huge deal to be able to offer job opportunities to the community.”**

With this new location, Fratco is confident in their ability to serve existing customers more readily, while generating interest from new clients who have not yet had the opportunity to work with them. The risks associated with this move were ultimately worth it for the company, as they acted in the best interest of their customers—something they have promised since 1923, with no chance of stopping now.



# TRADE SHOW SCHEDULE

2020

## INDUSTRY TRADE SHOW

**Jan.**  
13-14

**Indiana Soil & Water Conservation Districts**  
Indianapolis, Ind.

**Jan.**  
14-16

**Ft. Wayne Farm Show**  
Ft. Wayne, Ind.

**Jan.**  
28-30

**Iowa Power Farming Show**  
Des Moines, Iowa

**Feb.**  
12-15

**National Farm Machinery Show**  
Louisville, Ky.



Stay up to date with everything Fratco at [www.fratco.com](http://www.fratco.com)



**Jan.**  
2-3

**Ohio LICA Convention**  
London, Ohio

**Jan.**  
5-8

**Iowa LICA Convention**  
Des Moines, Iowa

**Jan.**  
12-14

**Michigan LICA Convention**  
East Lansing, Mich.

**Jan.**  
14-16

**Nebraska LICA Convention**  
Kearney, Neb.

**Jan.**  
15-17

**Minnesota LICA Convention**  
New Ulm, Minn.

**Jan.**  
22-24

**Indiana LICA Convention**  
Indianapolis, Ind.

**Jan.**  
23-25

**Missouri LICA Convention**  
Columbia, Mo.

**Feb.**  
19-22

**Illinois LICA Convention**  
Springfield, Ill.

**March**  
7-9

**National LICA Convention**  
Las Vegas, Nev.

**March**  
10-14

**ConExpo**  
Las Vegas, Wash.

**July**  
7-11

**National LICA Summer Meeting**  
Niagara Falls, N.Y.



# INDUSTRY NEWS

**2020 is shaping up to be a monumental year for the drainage industry. Here are a few of the key milestones to be aware of in the coming months:**

## **New EPA Rule Points to More Lead Water Pipeline Replacement**

A proposed Environmental Protection Agency (EPA) update would lower the permissible lead limit and require utilities to map all service lines containing lead. PPI has issued an overview for dealing with the deteriorating pipes and enabling communities to implement a program to eliminate the problem of permissible lead in water pipes.

## **MAB-PPI HDPE Pipe Repair Guide Available**

The Municipal Advisory Board has detailed various methods for repairing a high-density polyethylene (HDPE) pipeline in the field. This guide, The MAB-4 Basic HDPE Repair Options, is for engineers, users, contractors, code officials and others for use in the repair of HDPE pressure water piping systems.

## **Plastic Pipes NDT/NDE Inspection Methods Report Now Available**

A new document, TN-60, provides an overview of non-destructive testing (NDT) and evaluation techniques that have been introduced into the plastic pipe industry. The primary purpose of TN-60 is to bring awareness to a number of factors when using NDT for the inspection of plastic pipes, fittings and joints.

## **Electrofusion Guides for HDPE Pipe Published**

Two newer guides detailing electrofusing joints and couplings for HDPE pipelines were published by PPI.

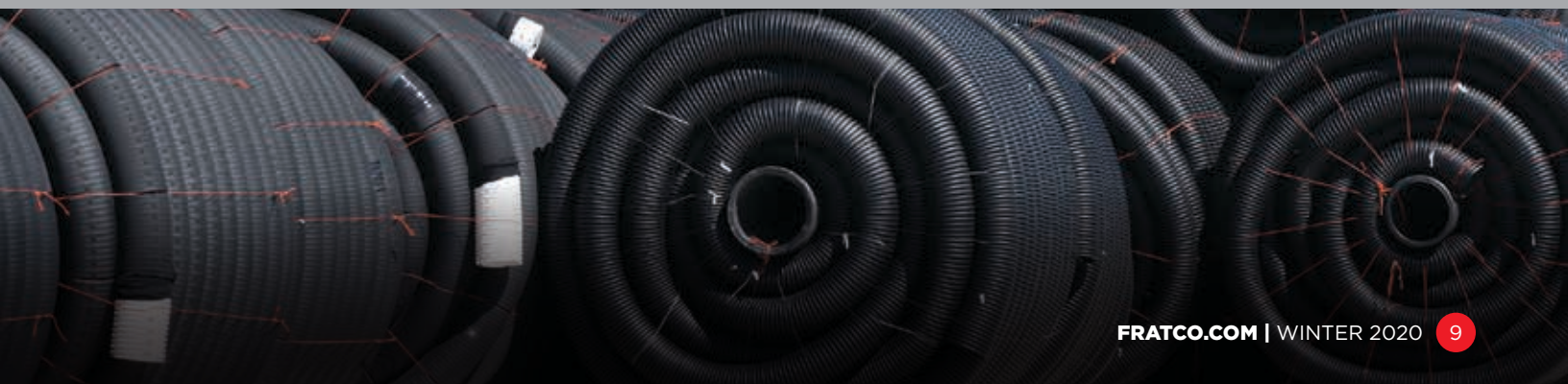
Brought to you by:



The documents outline the proper procedures, equipment, installers' training, testing, inspection and qualification for electrofusing HDPE pipe.

## **New Technical Document Details Options for Subdividing HDPE Conduit**

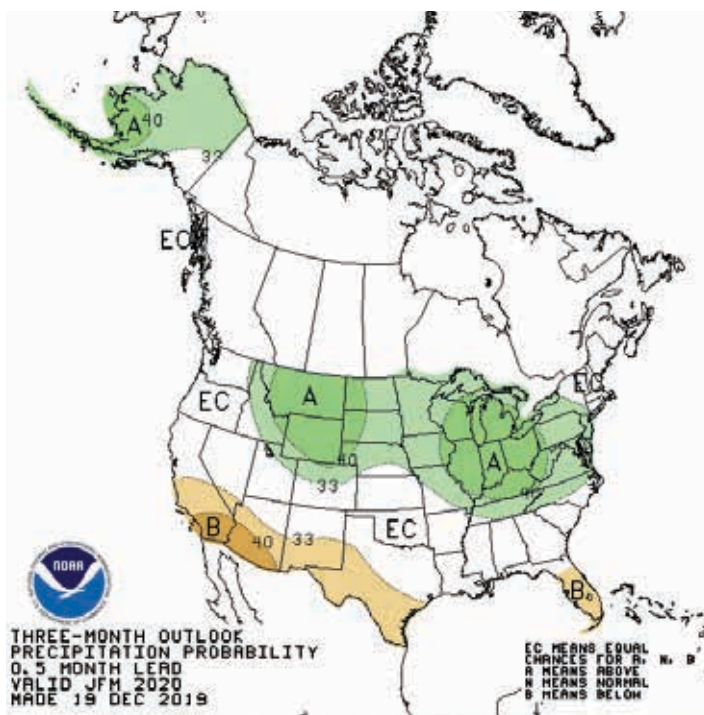
PPI has published new documents about adding and/or replacing cables in high-density polyethylene (HDPE) conduit and provide options for subdividing larger conduit. Benefits of HDPE conduit include availability in long lengths without joints, high strength, flexibility, proven reliability and installation toughness.



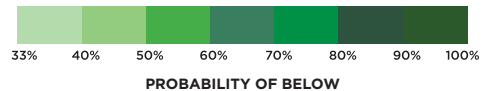
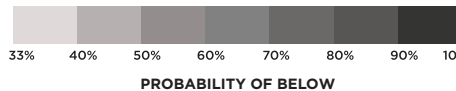
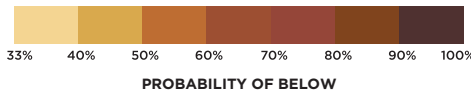
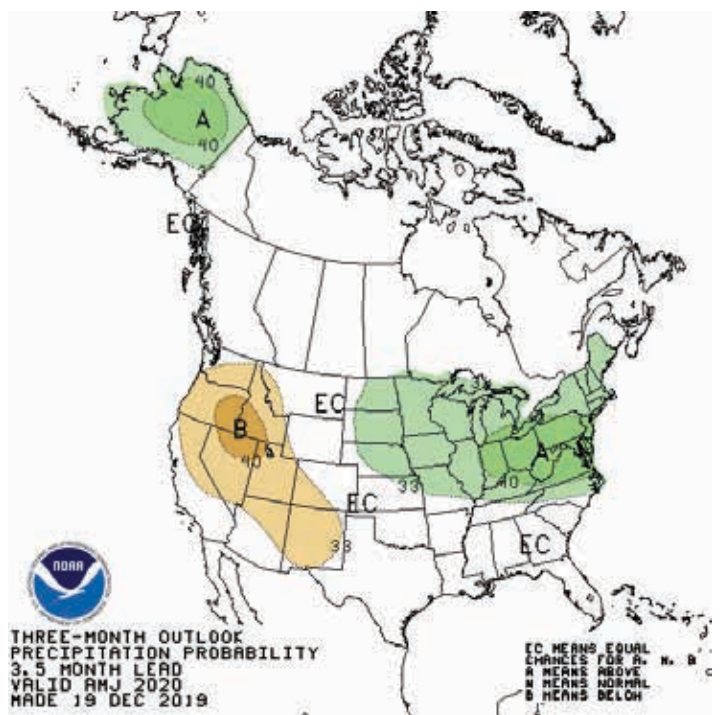
# PRECIPITATION OUTLOOK

## FROM THE NATIONAL WEATHER SERVICE

JAN-MAR



APR-JUN



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.



# EMPLOYEE SUPPORT FUND

*TAKING CARE OF OUR PEOPLE*

As a family-owned company, Fratco strives to make employees, customers and other contacts feel like a part of the family. And while family members play many roles throughout a person's life, Fratco feels one of the most important responsibilities comes in the form of supporting your brothers and sisters during times of need. This very idea was the basis of how Fratco's Employee Support Fund came to be.

Managers at Fratco plants were noticing how often employees were asking for advances on paychecks or loans they could repay just to make ends meet when the going got tough. The Employee Support Fund serves as way to provide monetary support to Fratco employees in instances where they may experience unexpected financial burdens. These situations include auto, home, health and any other situation that requires an immediate need.

"It's important because we want to change the lives of our employees," said Kristy Hunt, HR/Purchasing/Inventory Manager at the Francesville plant. "We just want to make sure when our employees come to



**LIFE  
HAPPENS.  
WE'RE HERE  
TO HELP.**

work, they aren't worried about the financial struggles they face at home, and that they can come to work with one less burden on their mind."

While Fratco is quick to jump to the aid of those who need it, there is a set of criteria that an employee must meet in order to apply for the fund. Firstly, they must have been an employee at Fratco for at least a year. Secondly, they must submit an application to a committee at Fratco, which requires them to provide proof of their need and verify that they have exhausted other avenues that provide assistance. They can submit an application once per year for a maximum of \$1,000. If the application is approved by the committee, the employee must agree to financial coaching in order to help them plan

for other unexpected events that may occur in the future.

Unsurprisingly, the money within the Employee Support Fund is raised through collective efforts. Chris Overmyer has spent time campaigning to vendors and community members, who have been quick to provide monetary donations. Members of the community have also donated items that Fratco was able to auction off at their company holiday party.

While the venture only started this year, Fratco has already been able to help a number of Fratco employees and their families during difficult times. And that's ultimately what the being a part of the Fratco family is all about.



SCAN TO WATCH VIDEO



**WANT TO HELP?  
ASK US HOW!**

[fratco.com/employee-support-fund](https://fratco.com/employee-support-fund)



# R-SERIES: THE POWER TO CHOOSE

As concerns regarding environmental well-being continue to rise, industry standards are changing and consumers are demanding that adjustments be made to the products they buy and the investments they make. To fulfill customer desires and project requirements, many companies have sought ways to provide the same products and services they are known for but with a lower carbon footprint. With R-Series, Fratco customers now have this option, too.

R-Series is a family of recycled resin blends utilized to manufacture

certain lines of their corrugated pipe, providing a recycled option for TruFlo, SingleCorr and SmoothCorr.

**Made by melting a blend of high-quality recycled HDPE plastics, R-Series pipe is comprised of at least 50 percent recycled materials.**

Additionally, R-Series spent ten years in development to ensure customers would ultimately receive a product of the highest quality.

While always top of mind, Fratco's customers were not the only motive

for entering into the green game. In fact, changes in the industry further spurred them to prioritize developing recycled pipe options. These changing standards have allowed for recycled pipe to be used in municipal projects, and this is only the beginning. Some experts suggest there could come a time where the government mandates the use of recycled pipe only.

Before recycled pipe can gain more traction in the industry, though, negative opinions that exist regarding the performance of recycled pipe must be overcome. Prevailing notions

## SPECIFICATIONS



### ENGINEERED GREEN

Made from melting a blend of high-quality recycled HDPE plastics.



### THOUGHTFUL PROCESS

Manufactured with a smaller carbon footprint.



### SMART YET STRONG

No need to sacrifice strength for environmentally conscious choices.



### RIGOROUS TESTING

R-Series is designed and tested to the same high standards as our virgin pipe.



assume that pipe manufactured with recycled materials is inferior to virgin pipe in regard to its durability and strength. While not all recycled pipe is made the same, rigorous testing has proven that R-Series is just as dependable as its V-Series counterparts—Fratco's virgin pipe series. Furthermore, unlike some recycled pipe options, R-Series is not made of post-consumer plastic, so your water bottles and laundry detergent containers will not end up as Fratco pipe. Instead, excess post-industrial plastic is repurposed into R-Series, keeping plastic out of landfills.

Additional research and testing of recycled pipe have corroborated Fratco's findings. Researchers at Villanova University in Philadelphia completed a controlled, three-year study to examine the performance of recycled-content corrugated HDPE resin in commuter rail installations.

## The verdict? The recycled pipe's performance was indistinguishable from pipe made of virgin materials.

Durability and dependability are not the only attributes you will find in R-Series. It also tends to be a more economical choice for customers when compared to virgin pipe, although prices do vary based on raw material market fluctuations. It should also be noted, however, that R-Series is not meant to replace V-Series. Truthfully, there are many projects which require the use of virgin pipe.

R-Series simply serves to provide customers with the power to choose the product that best suits their individual project needs and constraints. Plus, as industry standards continue to shift, R-Series allows Fratco to evolve with them.

At the end of the day, choosing Fratco for your drainage needs means receiving high-quality, dependable and long-lasting solutions—and that does not change just because of recycled symbol. R-Series is a suitable choice for drainage projects that permit the use of recycled pipe because it is backed by the same Fratco promise customers have grown to trust.

## WHAT DOES RESIN LOOK LIKE?

### R SERIES

*(Recycled Resin)*

Best described as a family of blends, recycled resin pellets vary in color from multicolored to gray or black.



### V SERIES

*(Virgin Resin)*

Consisting of translucent white pellets, this blend is comprised of pure, 100% virgin resin.



## R SERIES

*Built to the same product standards as virgin pipe*

AVAILABLE IN

**TRUFLO**

**SINGLE CORR**

**SMOOTH CORR**

PART OF

A TRULY COMPLETE LINE OF PIPE

**R SERIES**

**V SERIES**



AN ENVIRONMENTALLY  
CONSCIOUS PRODUCT



# DID YOU KNOW?

## WE OFFER

### CUSTOM FITTINGS

We do everything we can to make sure your fittings fit. From a wide range of standard fittings to the ability to make custom ones that can be tailored to meet project requirements, **we'll do everything we can to make sure your fitting suits your project needs.**

## WE'VE BEEN INNOVATING

### FROM THE BEGINNING

**Fratco was among the first in the drainage industry to use plastics instead of clay to construct pipe.**

Following a trip to Germany in the mid-20th century, R.C. Overmyer returned to the States with a plastic extruder, and the rest is history.

## OUR SALES TEAM

### KNOWS PIPE

Our sales team has a wide range of technical expertise and serves clients all across the Midwest and beyond. **Each member has experience installing pipe themselves** and will go to great lengths to ensure our customers are completely satisfied with their drainage solution.

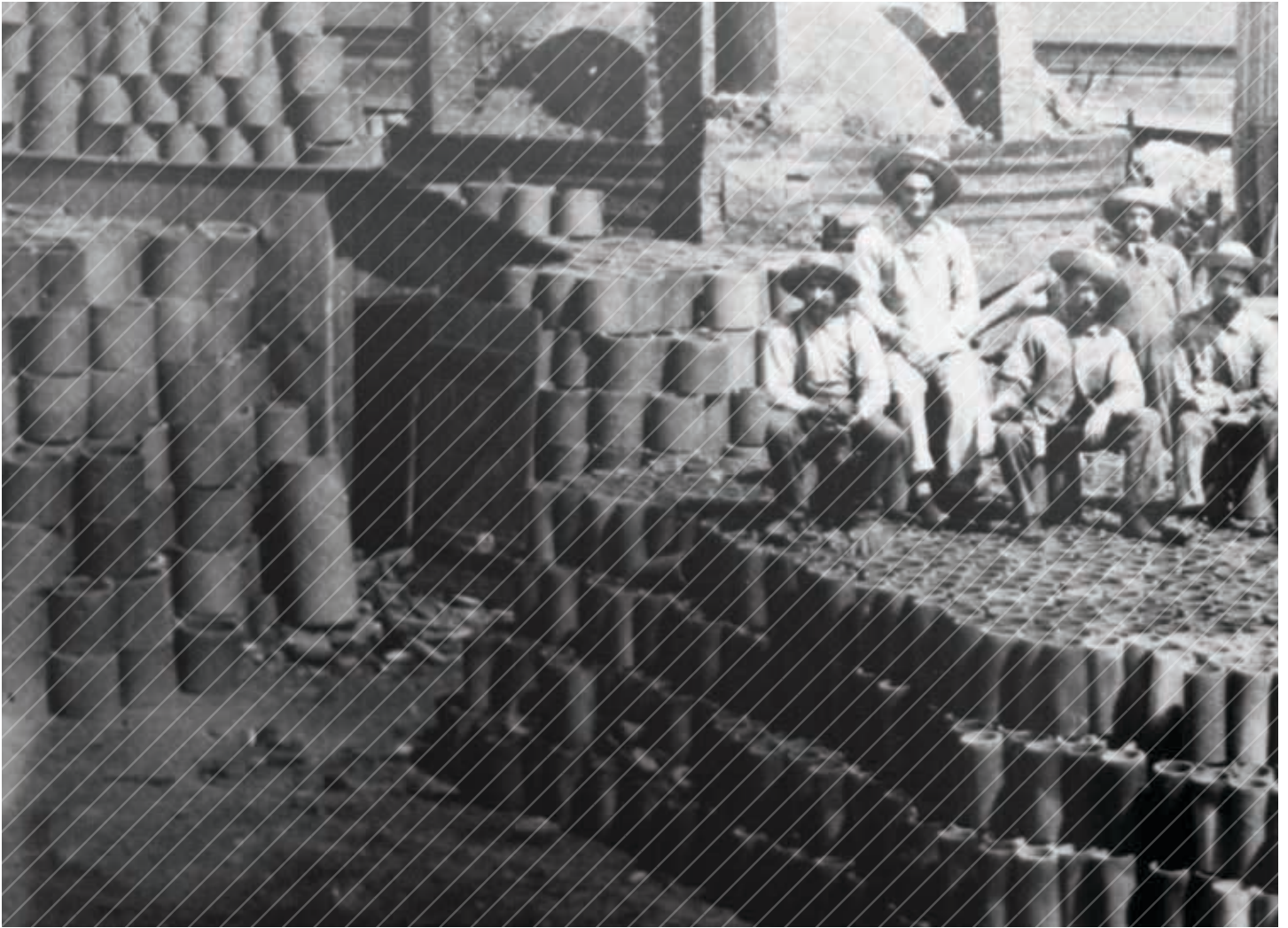
## FLEXCORR PUTS

### SAFETY FIRST

**Our FlexCorr pipe takes less time and involves less labor to install,** but it also offers safety benefits. Installation requires no trenching and no excessive equipment which means it's a safer option compared to traditional stick installation.







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