



WINTER 2025

The Heart of a Legacy

THE LEESMAN FAMILY'S CENTURY-LONG JOURNEY | **PG. 12**

Headed West

FRATCO'S FRONTIER IN WESTERN IRRIGATION | **PG. 8**

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Stronger Together

THE POWER OF PARTNERSHIPS IN BUSINESS | **PG. 18**

Battenfeld-Cincinnati

EXTRUDING EXCELLENCE | **PG. 16**

WIN A *TRIED & TRUE* HAT | **PG. 22**



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Dear Fratco family,

As we kick off 2025 and look ahead to what's next, I can't help but feel proud of the strides we've made together this past year. It's been a time of growth, challenge and most importantly, resilience. From the heartland in the Midwest to the open plains of the West and even the Southern Coasts, Fratco has been hard at work delivering solutions that don't just meet today's needs but set the foundation for a stronger tomorrow.

In this issue of *Tried & True*, you'll read about some exciting initiatives we've kicked off—most notably, our Western Irrigation product line. It's a new frontier for Fratco, and with the help of Jerry Weiland, we're laying the groundwork for more sustainable, reliable water management systems in states that need it most. We're excited to see where this initiative line takes us.

I'm also thrilled to shine a light on our partners, like Battenfeld-Cincinnati, who continue to innovate alongside us, helping push the boundaries of what's possible in pipe production. Their dedication to quality and precision is just one example of how our partners make everything we do at Fratco that much better.

As we turn the page on another year, I want to thank each of you—our employees, customers and partners—for being part of the Fratco family. Your trust in us is something we never take for granted, and it's what motivates us to keep pushing, keep innovating and keep delivering the best.

Here's to a new year full of possibilities.

Sincerely,



Chris Overmyer
President and CEO

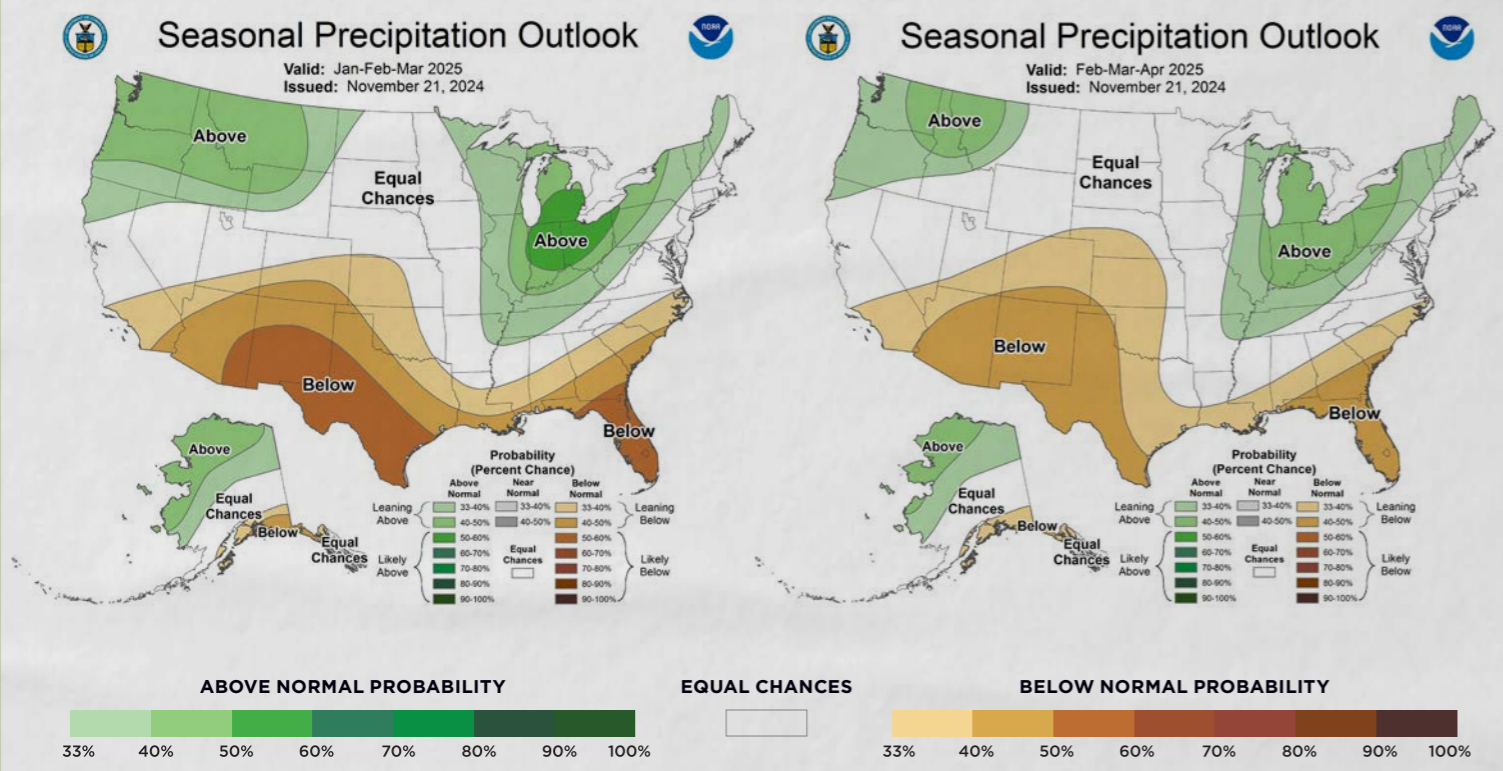
Precipitation Outlook

FROM THE NATIONAL WEATHER SERVICE



JAN-MAR

FEB-APR



The most certain way to succeed is always to try just one more time.

- THOMAS EDISON, AMERICAN INVENTOR

Just One More Time

We've all been there—elbow-deep in a project, facing a roadblock that seems impossible to overcome. You've tried every tool in your box, every trick in the book and still, the solution seems just out of reach. It's in moments like these that Thomas Edison's words hit home: "The most certain way to succeed is always to try just one more time."

Edison knew a thing or two about persistence. After all, the man didn't just invent the lightbulb in one shot. He tested thousands of materials,

made countless adjustments and faced more failures than most of us can imagine. Yet, he didn't stop. He kept pushing, kept testing, kept trying—just one more time.

Now, we're not saying everyone's out here trying to invent the next big thing, but in our own ways, we're each grinding through our own set of challenges. Maybe you're trying to meet a tight deadline, you're in the field dealing with less-than-ideal conditions or maybe it's just one of those days when nothing seems to go

right. It's easy to feel like throwing in the towel, but it's that one extra push that often makes the difference.

Next time you're in the thick of it, when that job seems too big or that problem too tough, remember Edison's advice. Take a breath, pick up your tools and give it another go. Because the most certain way to succeed is to try just one more time. And who knows—that extra effort might just be what takes you from almost there to absolutely done. ■

The future brings a constantly shifting landscape, and weather predictions are no exception. In an industry where preparation is the cornerstone of success, having a glimpse into what lies ahead can make the difference between a normal day or an unforeseen setback. Staying vigilant with daily and weekly weather updates is essential. Take proactive steps towards a successful future by considering seasonal forecasts for a broader perspective on the coming season.

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

www.weather.gov



INDUSTRY NEWS

NACADE 2025

The North American Conservation & Drainage Expo (NACADE) returns for its second conference, bringing together experts in conservation and sustainable water management. Set for January 21-23, 2025, in Indianapolis, IN, this event will feature sessions on the latest research, policy developments and innovations in the drainage industry. Don't miss this opportunity to be part of the future of drainage and conservation.



Scan here to learn more from nacadexpo.com!

INVESTING IN TOMORROW

At Fratco, the future is always in focus. From cutting-edge technology to team development, we're committed to delivering solutions that not only meet today's needs but set the stage for tomorrow's success. Our investment in innovation and people reflects our promise to lead the industry forward while staying true to our roots.

Want to see this in action? Watch our latest videos showcasing Fratco's dedication to progress and quality at Fratco.com.



Watch the series at Fratco.com/tomorrow!

2025 TRADESHOW SCHEDULE

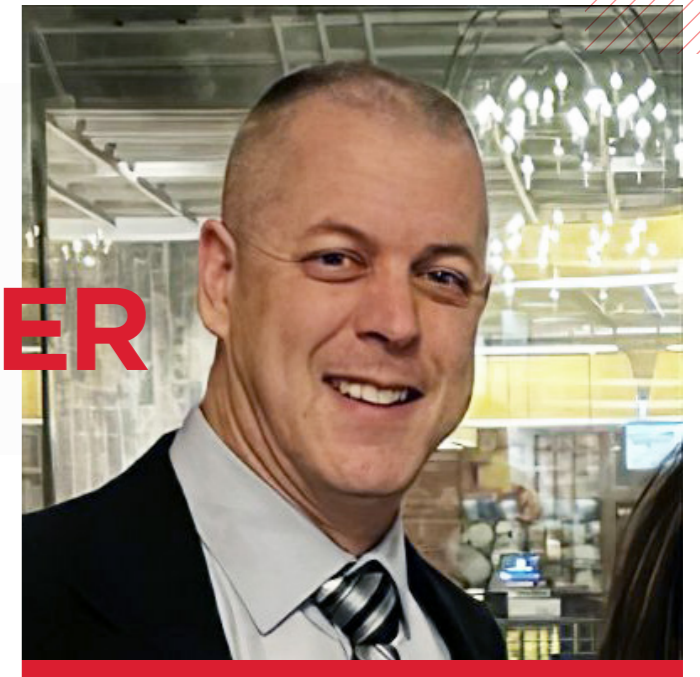


Scan here for the most up-to-date schedule!

Jan 3rd-5th	Missouri LICA Winter Meeting	Columbia, MO. (Holiday Inn Expo Center)
Jan 5th-7th	Iowa LICA Winter Meeting	Des Moines, IA. (Holiday Inn Airport)
Jan 5th-7th	Ohio LICA Winter Meeting	Dublin, OH. (Embassy Suites)
Jan 8th-10th	Minnesota LICA Winter Meeting	New Ulm, MN. (Best Western Plus)
Jan 13th-14th	Michigan LICA Winter Meeting	Okemos, MI. (Okemos Event Center)
Jan 13th-16th	Idaho Water Users Assn.	Boise, ID. (The Riverside Hotel)
Jan 14th-16th	Fort Wayne Farm Show	Fort Wayne, IN. (Allen Co. War Mem. Coliseum)
Jan 15th-17th	Montana Ag. & Ind. Exhibit	Great Falls, MT. (Four Seasons Arena & Exhibition Hall)
Jan 21st-23rd	2025 NACADE	Indianapolis, IN. (Grand Park in Westfield)
Jan 22nd	Indiana LICA Convention	Indianapolis, IN.
Jan 29th-Feb 1st	Illinois LICA Winter Meeting	Champaign, IL. (Holiday Inn)
Feb 20th-22nd	Montana Agri-Trade Exposition	Billings, MT. (Metra Park)
Feb 21st-23rd	Western Farm Show	Kansas City, MO. (American Royal Complex)
March 2nd-4th	Commodity Classic	Denver, CO. (Denver Convention Center (A-F))
March 17th-19th	Utah Water Users Assn.	St. George, UT.
April 17th/24th	Cammack Ranch Supply	Union Center, SD.
May 12th-15th	PPI Annual Meeting	Indian Wells, CA.
Oct 20th-23rd	PPI Semi-Annual Meeting	Mobile, AL.

MEET

JASON LINGENFELTER



PROJECT MANAGER

Since joining Fratco in January 2023, Jason Lingenfelter has embraced his role as Project Manager with a unique blend of humility, ingenuity and vision. Having spent 25 years in law enforcement and retiring as Chief of Police in Monticello, Indiana, Jason brings a wealth of experience managing evolving situations and streamlining processes—a skill set that has proven invaluable to Fratco's continuous growth.

“In law enforcement, you learn to listen—to watch for what's unspoken and figure out what's needed,” Jason shares. This approach has helped him quickly gain the trust of his colleagues. By asking thoughtful questions and genuinely listening, he ensures that employee feedback and customer needs are at the forefront of every project.

Jason's role didn't exist before 2023 but is now pivotal to Fratco's operations. One of his first major projects was overhauling the order and distribution process across all of Fratco's plants. “Previously, a small team managed orders, yard operations and shipping—it was overwhelming. We knew the processes, not the people, were the bottleneck.” Jason helped separate customer account management from shipping logistics by implementing a streamlined software solution and reorganizing responsibilities, reducing stress on the team and improving accuracy. “This change allowed us to scale up without overloading our employees. It also improved plant communication and gave customers faster, more reliable service.”

Jason sees Fratco's commitment to its employees as a building block of its success. “They've added new roles, updated systems and invested in training because they know that supporting their people ensures the best results.” Reflecting on his time at Fratco,

Jason says he's found more than a workplace—he's found a family. “From day one, everyone made me feel welcome. There's a sense of trust and collaboration here that's rare.” His greatest reward is watching employees take ownership of new initiatives and seeing their ideas come to life.



Fratco's motto is all about quality—quality in our products, processes and people. I'm proud to be part of a team that doesn't just talk about improvement but makes it happen every day.

Jason and his wife of 30 years have a 23-year-old daughter, named Kelsey. They enjoy spending time on Lake Freeman and traveling in their spare time. ■



To hear from Jason about how he is helping Fratco improve processes and prepare for the future, scan here!

HEADED

WEST

FRATCO'S FRONTIER IN WESTERN IRRIGATION

Out West, where every drop of water counts, irrigation isn't just about getting crops what they need—it's about survival. In a region facing increasing challenges from drought and climate change, Fratco's newly launched All-in-One Water Transportation Systems aim to provide a lasting solution for Western Irrigation. Spearheaded by Jerry Weiland, this product line focuses on delivering reliable, water-saving transportation systems to states that need efficient water transportation more than ever before.

MEETING THE WEST'S UNIQUE WATER NEEDS

"Water is scarce in the Western states," Jerry told us, "Out West, there's a saying: whiskey's for drinking, water's

for fighting." It's a reality that drives the region's intense focus on water management. In his role developing the Western Irrigation initiative, Jerry works directly with local distributors and irrigation districts—governing bodies that manage water systems for their customers—whether they operate through independent groups or under federal oversight. His job? To equip them with the knowledge and tools to make informed decisions about their water transportation systems and improve efficiency.

By working hand-in-hand with these local experts, Jerry is helping to ensure that Fratco's solutions—customized to meet the unique

needs of each irrigation district—are being implemented in a way that saves and conserves water for everyone. "They know where the water's coming from." Jerry explains how local knowledge helps work hand-in-hand with applying Fratco's solution, "In Nebraska, they had a tunnel collapse," meaning Fratco pipe could replace the concrete tunnel. "Out in Utah, they don't even have tunnels for water," so Fratco's All-in-One Water Transportation Systems could be applied to optimize the irrigation districts' water transportation capabilities. "So it's about having the distributor's depth of local water management knowledge. The distributors are our boots on the ground out there." And that's where Fratco's products come into play.

A CUSTOM SOLUTION FOR EVERY NEED

These systems don't come in a one-size-fits-all package. "It's kind of like going out and buying a car," Jerry says. "You want a car, but what kind? I can bring you 20 different cars, but we need to figure out what you really need." For example, if an irrigation district is using an old earthen ditch, Fratco can provide a solution that minimizes water loss due to seepage and evaporation—problems that plague traditional irrigation methods. Or, if the district is working with property lines that have been changed and adjusted over time, Fratco can easily reroute old water transportation systems with these all-in-one systems.

Here's an overview of what Fratco's All-in-One Water Transportation Systems offer:

1 | MINIMIZING WATER LOSS

Currently, there are systems where only 30% of the water released from the dam or other basin actually makes it to the end user. With Fratco's closed systems, water is kept securely inside the pipe, dramatically reducing loss from seepage and evaporation, ensuring around 99% of that water makes its journey all the way from the snow-covered mountain tops into the basin and out to the fields

2 | SAFETY

Open ditches and exposed water pose significant safety risks—especially for livestock and children. There are kids who drown because they fall into a ditch—it may seem far-fetched, but it's more of a risk than people realize. With Fratco's closed systems, these hazards are eliminated, making these closed systems safer for everyone.

3 | MINIMAL MAINTENANCE AND LONGEVITY

Fratco's plastic pipe is built to last, outliving traditional methods like cement or open ditches, which crack and erode over time. These systems require far less maintenance and provide a reliable, long-term solution for irrigation districts, farmers and communities.

4 | INCREASED USABLE FARM LAND

With the elimination of wide, open ditches, Fratco's underground systems create more room for usable farmland. Farm fields can gain valuable farming acreage by removing ditches and utilizing underground pipe systems for irrigation.

CORE COMPONENTS OF THE ALL-IN-ONE WATER TRANSPORTATION SYSTEMS

We've developed four key components to create efficient, adaptable, All-in-One Water Transportation Systems. Each piece plays a vital role in meeting regional water transportation needs, allowing for tailored, dependable solutions.

1 | TRANSPORTATION PIPE

Fratco's SmoothCorr pipe (HDPE) serves as the core of this system, engineered to prevent water loss and deter pests. Unlike traditional open canals, Fratco pipe is installed underground, enhancing safety and maximizing land use. Water will be transported through the pipe and controlled by the other components that make up each system.

2 | CONTROL STRUCTURES

These are adaptable stainless steel structures that function as points of control to manage the flow of water for irrigation needs. They provide the systems with adaptability that can adjust for different water levels and disperse the water in different directions to different areas and terrains.

3 | CONTROL GATES

Stainless steel gates are used as the arms of these systems. They manually regulate water flow within the systems, allowing full customization of flow and water control levels. These can be part of a control structure or stand-alone.

4 | DISPERSION BOWLS

These large, stainless steel bowls are utilized to prevent soil erosion and damage while also preventing water loss from soil absorption as the water is transported.

[CONTINUE READING >>>](#)





Buffalo Ridge Metalworks specializes in custom design and manufacturing. They've been instrumental in making the stainless steel components of the All-in-One Water Transportation Systems come to life.

WORK ANNIVERSARIES

Scott Elston	36 years	Cody Witten	5 years	Hubert Hoover	1 year
Chad Watts	31 years	Shawn Klemm	4 years	Joel Lopez Jiron	1 year
Timothy Ballard	28 years	Matthew Metzen	4 years	Kiara Granados-Dias	1 year
Andrew Leman	15 years	Oscar Domingo Montes Franco	4 years	Yilbert Arellano	1 year
David Diaz	14 years	Kaden Perrenoud	3 years	Matthew Bashore	1 year
John Schultz	13 years	Sergio Medina	3 years	Pedro Cedillo	1 year
Terry Sifrit	13 years	Nicholas Symonds	3 years	Michael Franco	1 year
Kenneth Cocherell	11 years	Derek Overmyer	3 years	Galvin Kenneth	1 year
Corey Day	10 years	Shawn Puffinbarger	2 years	Myrna Garcia	1 year
Robert Lewark Jr.	9 years	David De Leon	2 years	Carlos Garcia Garcia	1 year
Bernard Pollmeier	8 years	Colby Housh	2 years	Bereket Gebru	1 year
Paul Ligget	8 years	James Schwartz	2 years	Herson Giron Barrera	1 year
Mark Richardson	7 years	Isbelia Perez Carazo	2 years	Jose Jasso	1 year
Trentin Watts	7 years	Thomas Feathers	1 year	Carlos Lopes	1 year
Felicia Wendt	7 years	Jhelson Gonzalez	1 year	Juan Luis	1 year
Charles Yohnka	6 years	Juan Miranda	1 year	Ryan Quezada	1 year
Isaac Harmon	5 years	John Penton	1 year	Benjamin Rodriguez	1 year
Noah Johnston	5 years	Kenneth Walker	1 year	Amaira Ruiz	1 year
Brooks Schoon	5 years			Roberto Saldana Jr.	1 year

BUILDING WESTERN CONNECTIONS, ONE PARTNERSHIP AT A TIME

Jerry worked closely with Buffalo Ridge Metalworks to provide materials and engineering capabilities to get these component designs off the page and into the dirt. He also secured partnerships with MarMac and Press-Seal, utilizing their products to complete his vision of the All-in-One Water Transportation Systems.

“People out here often don’t even know about Fratco Pipe,” he says. But that’s changing quickly, thanks to Jerry’s tireless networking and efforts to educate potential partners on Fratco’s high-quality, resilient products. Along with his ability to build relationships and spread awareness of Fratco’s solutions in a region that has largely been unfamiliar with the company’s products, expansion to the West is sure to be a success.

A NEW FRONTIER FOR FRATCO

The Western Irrigation initiative isn’t just about solving water issues—it’s also about diversifying Fratco’s market and working to strengthen the company’s long-term stability. “When it’s dry all across the U.S., it increases the demand in the West for irrigation but decreases the demand in the Midwest for traditional drainage,” Jerry explains. If Fratco continues expanding westward, we could balance these fluctuations more effectively, becoming a more resilient company in the process.

At its core, the All-in-One Water Transportation Systems reflect Fratco’s commitment to continuous innovation in the world of water management. “Fratco has always been looking to provide quality solutions for the needs of farmers and communities,” Jerry says. “I think that just falls in with what we’re doing out West.”

With its eyes on the future and Jerry leading the charge, Fratco is poised to make a lasting impact in the Western states—one that will benefit farmers, ecosystems and economies alike. The West is ready for better water management, and Fratco is ready to deliver. ■

WELCOMING NEW HIRES

Maria Andrade	David Gonzalez	Abelino Rubio
Fabricio Barrera Ramos	Aditya Kotecha	Joseph Rudish
Keiler Batista	Lazaro Llerena Gonzalez	Jose Luis Salazar Zarate
Jandy Battle	Alfonso Martinez	Eduin Sanchez Amorocho
Jordan Campbell	Frank Ocampo	Brooks Schoon
Blake Christofferson	Jim Ortiz	Brian Stidham
Sirley Enriquez	Carlos Otero Chavez	Yariel Turro
Yanetsy Galvez Gomez	Ryan Quezada	Bryan Velasquez

THE HEART OF A LEGACY

THE LEESMAN FAMILY'S CENTURY-LONG JOURNEY

The Leesman Family (from left): Mark Leesman and his wife Cindy; Dustin Leesman and his wife Koree; their three children, Daphne, 6, Wilson, 4, and Polly, 10 months; and the family dog, DogBear.

A LEGACY BORN FROM HARDSHIP

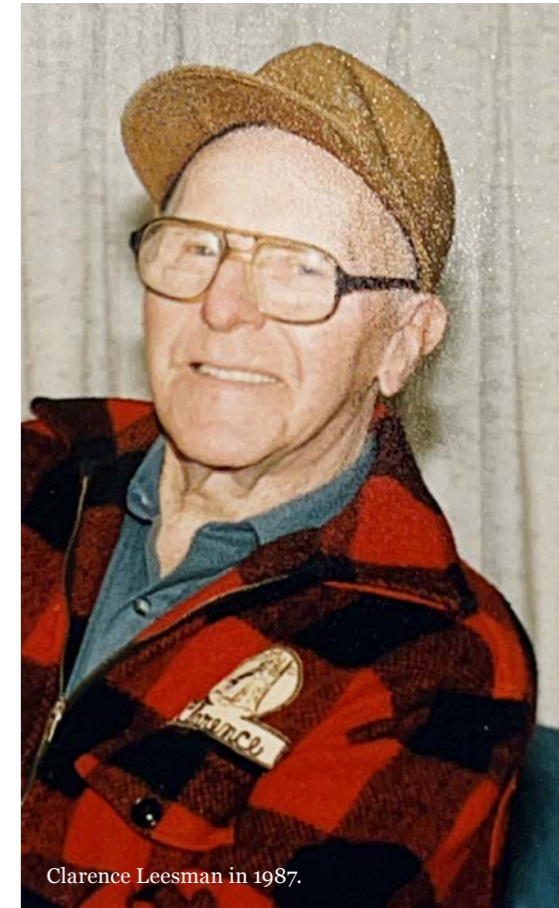
In the quaint, Midwestern town of Atlanta, Illinois, where the fields stretch wide and the days start early, a legacy was born over a century ago. It was here, among the hardworking families of German immigrants, that Clarence Leesman took his first steps into a life defined by grit, determination and an unwavering commitment to his family and community. As Leesman Tiling celebrates its 100th anniversary, this is more than just a story about a successful business—it's a tribute to the values and spirit of a man whose work ethic continues to resonate through the generations.

Clarence Leesman was born in 1909, one of five siblings, including his twin brother, in a family that knew the meaning of hard times. The Leesman family settled in Atlanta, a small town that would become the backdrop for Clarence's life of perseverance. His father had immigrated from Germany, bringing with him the values of hard work and dedication, which he passed down to his children and grandchildren. These values were put to the test when Clarence had to quit school in the sixth grade to help support his family during the Great Depression.

With a spade and shovel, Clarence began laying clay field tile to drain farmland, working long hours under the sun. It was grueling work, but it was necessary to keep his family fed. Clarence's approach to work was summed up in his famous saying, "A man's gonna have to start early, stay late and pack a lunch." These words weren't just a motto; they were the foundation upon which he built his life and his business.

BUILDING A BUSINESS, ONE SHOVELFUL AT A TIME

For decades, Clarence dug trenches by hand, laying up to 600 feet of tile on a good day. The work was exhausting, but Clarence never wavered. Those who knew him described him as having the build of a linebacker with a huge, muscular back and shoulders. It wasn't until the late 1950s that he acquired his first backhoe, and in the 1970s, he purchased a trencher. These machines made the work easier, but they never replaced the work ethic that had carried him through the toughest of times.

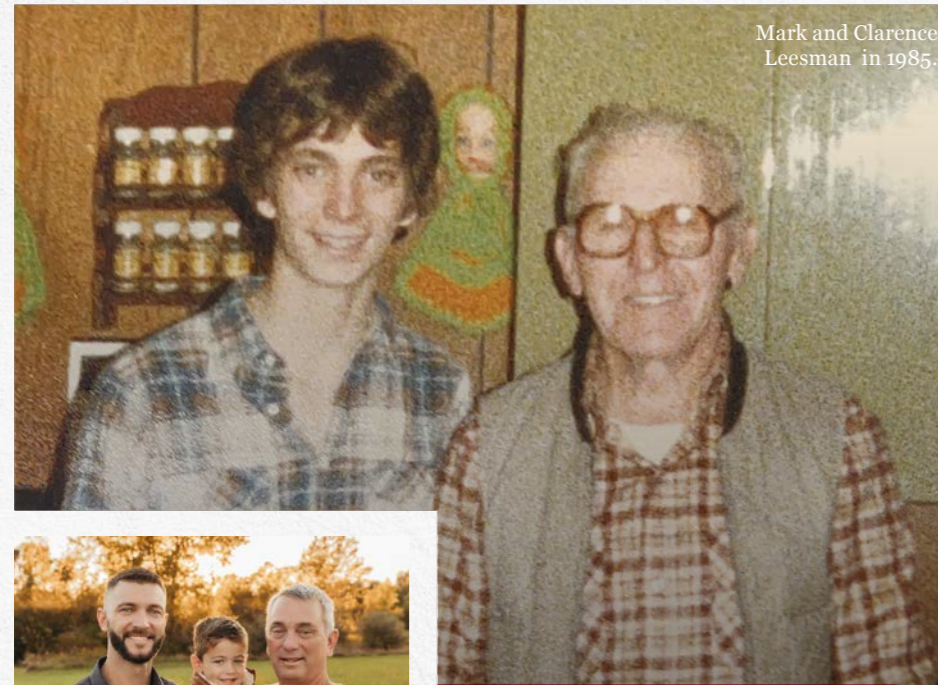


Clarence Leesman in 1987.

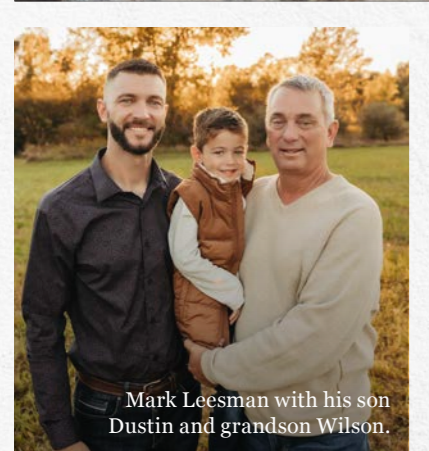
Clarence's business grew steadily, rooted in the local community. After all, he was a local man, dedicated to his neighbors and friends. When the city of Atlanta installed its sewer system during the 1980s, Clarence and his family were there, laying the sewer lines with the same care and precision that had defined his work for decades. Even as he aged, Clarence remained a powerful figure, still strong and capable into his early 80s.

Clarence passed away on December 31, 1996, at the age of 87, but his legacy lives on. His grandson, Mark Leesman, who had grown up working alongside Clarence, took over the business. Mark, who will turn 60 this year, carries with him the lessons he learned from his grandfather—lessons about hard work, integrity and the importance of family.

CONTINUE READING >>>



Mark and Clarence Leesman in 1985.



Mark Leesman with his son Dustin and grandson Wilson.

LISTEN HERE!



Tune in to hear Mark reminisce about Clarence. It's sure to make you smile!

PASSING THE TORCH: THE NEXT GENERATION

Mark remembers the early days when he was just a boy, sitting on a machine with his grandfather, learning everything he could. By the time Mark was five, he was already helping out on job sites, a small but determined presence, carrying a 12-foot survey stick and doing whatever he could to contribute. It was more than just work; it was a way of life. Mark reminisced when recalling the times Clarence would pull him out of school as early as the eighth grade with a truckload of pipe that he needed to get in the ground. Mark laughed, "My mom would get so mad." But Clarence would say, "You don't need no schooling."

Today, Mark's son, Dustin, is the next in line to carry on the Leesman legacy. Dustin, who started helping out at the age of four, now runs the crew at Leesman. The business remains a family affair, with each generation learning from the one before it, ensuring that the values of hard work and dedication remain at the core of everything they do.

Mark speaks with pride about his son's role in the company.

I handle the sales and the behind-the-scenes work, but Dustin is the one out there every day, making sure we continue to uphold the standards my grandfather set.

It's clear that the Leesman legacy is in good hands, as Dustin prepares to take over the business when Mark retires.

A PARTNERSHIP FORGED IN TRUST

One of the key factors in the company's continued success has been its partnership with Fratco, a supplier that shares the same values that the Leesman family holds dear. Mark recalls how, years ago, he found himself in a bind with a supplier who couldn't deliver the needed materials on time. Frustrated and running out of options, Mark reached out to Chad Nicholson at Fratco on a Friday, desperate for help. By Monday, the pipe was delivered, and

Mark knew he had found more than just a supplier—he had found a partner.

"Within a year, I was 100% Fratco," Mark says. But the partnership wasn't just about the product. It was about the people. Chad, like Clarence, understood the value of hard work and the importance of trust. "Chad is just a good old boy that I can relate to," Mark adds. "Everyone at Fratco is a breath of fresh air. I wish I had made the move 30 years ago."

The relationship between Leesman and Fratco is built on more than just business; it's built on shared experiences and mutual respect. Chad and Mark have become friends, sharing hunting stories and family updates. All of the Fratco team members have become people Mark can rely on without question. "If I call the office, they have never made me wait more than two days for a delivery," Mark says. "Usually, I get it the next day—and I save money too."

HONORING A CENTURY OF SERVICE

As Leesman Tiling celebrates its centennial, Mark reflects on the path that brought them here. The business that Clarence built from nothing has not only survived but thrived, thanks to the values he instilled in his family. Mark is considering how best to honor his grandfather's memory as part of the anniversary celebrations.

"He was very well-liked in town," Mark recalls. "As he got older, he started going to the coffee shop, and by the time he passed, he had six or eight tables pulled together with him in the middle, telling stories and making everyone laugh. He was a character, and he loved this town."

In the end, the story of Leesman Tiling is one of family, hard work and the enduring power of a legacy. As the company looks to the future, with Dustin ready to take the helm, the spirit of Clarence Leesman remains at the heart of everything they do. It's a legacy that will continue to inspire for generations to come—rooted in the simple idea that a man's gonna have to start early, stay late and pack a lunch. ■



SAVE THE DATE

NACADE '25

JANUARY 21-23, 2025 INDIANAPOLIS, IN

DON'T MISS NACADE '25!

The three-day expo will feature:

40 Industry Vendors

5+ Pipe Companies

6+ Equipment Manufacturers

We will host 25+ panel discussions with farmers, contractors, professors, lawyers and bankers. Plus, you'll be joining attendees from around the world!



Scan the QR code or visit nacadexpo.com to learn more!

BATTENFELD-CINCINNATI

EXTRUDING EXCELLENCE



TO LEARN MORE ABOUT BATTENFELD-CINCINNATI, SCAN THE QR CODE TO VISIT THEIR WEBSITE.

Out in the rolling fields of McPherson, Kansas, Battenfeld-Cincinnati has humbly been shaping the future of manufacturing since 1977, steadily building a reputation as a powerhouse in extrusion technology. Originally founded as American Maplan Corporation, the company has become a leader in extrusion technology, building state-of-the-art equipment that serves industries from fencing and siding to pipe manufacturing. At the heart of their success is their dedication to developing cutting-edge technology while maintaining a down-to-earth, people-first approach—a combination that has made them invaluable to Fratco's pipe production process.



Paul Godwin

We had the pleasure of sitting down with Paul Godwin, President and CEO of Battenfeld-Cincinnati, to talk about the company's journey and its strong partnership with Fratco. Paul, who has been with the company for 25 years and took over as CEO in December 2016, has made it a priority to keep things simple and close-knit. "Companies can get very deep, very fast, and one of the things I felt was an opportunity to improve our organization was to flatten it," Paul explains. "The greatest distance between me and any employee is one level. It makes it not only so that I'm reachable, but also that I'm aware of what is going on in every facet."

This philosophy of transparency and accessibility has also extended to the way Battenfeld-Cincinnati approaches its customers. For Paul, being in touch with the grounded realities of both his team and his customers is crucial to the company's success. "I find that level of intimacy necessary to stay engaged with what is real for our customers, and not just what is real for us," he says. It's this customer-centric approach that has cemented the partnership between Battenfeld-Cincinnati and Fratco, a relationship built on honesty, trust and a shared dedication to innovation.

Battenfeld-Cincinnati specializes in the development of extrusion equipment, and for Fratco, this means extruders that manage both output rates and temperature control. When it comes to producing larger-diameter pipe, temperature control is critical. As Paul puts it, "The larger the pipe, the more critical the temperature control is. You get higher output rates because the melt temp is cooler, [and that] improves the finished products overall." Thanks to Battenfeld-Cincinnati's technology, Fratco can maintain high output rates without sacrificing the quality of the finished pipe—a win-win for both companies and their customers.

One of the standout features of Battenfeld-Cincinnati's extruders is their ability to process reground material—scrap, excess or unused plastic that can be reintroduced into the production line. This capability not only helps Fratco reduce waste but also speaks to Battenfeld-Cincinnati's commitment to optimizing the manufacturing process in every way possible. Paul and his team are always working to push the boundaries of what their machines can do, capitalizing on technology coming out of Europe, which Paul notes is often ahead of the curve in extrusion innovation.

But Battenfeld-Cincinnati's success isn't just about high-tech machinery. It's about the people behind the technology—the 57 employees who work tirelessly to design, assemble and maintain the equipment. "I can walk out on the floor and ask my OD grinder operator how his family is doing, and know his family," Paul says with pride. That connection with his team translates into a seamless, supportive relationship with customers like Fratco. "We can't just be about ourselves," he continues, "We have to be about something greater. So what's greater than us? Our customers."

Working closely with Chris Overmyer and others at Fratco, Paul's team has built a relationship of mutual respect and transparency. "You don't have to worry about what's real or not," Paul says of the partnership. "If it's part of the conversations [with Fratco], it's real." From day one, there has been a sense of trust that underpins their collaboration. There's no gamesmanship—just a shared goal of delivering the best products possible.

"Fratco is one of those companies that is pleasurable to work with. They don't have to do business with us. So, the fact that they've chosen to do business with us is held in high regard throughout our organization."

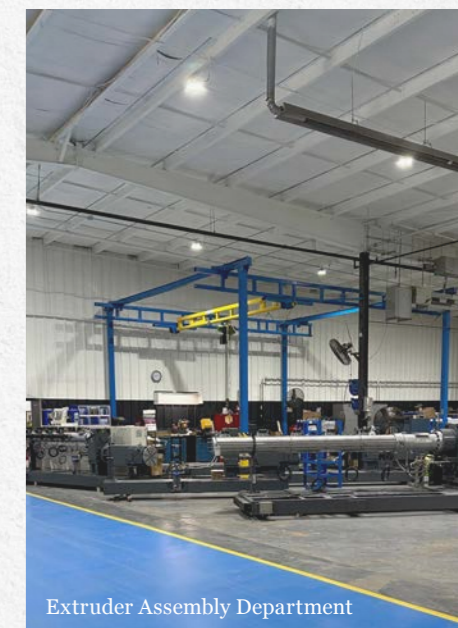
At the end of the day, Battenfeld-Cincinnati's partnership with Fratco is more than just a business arrangement—it's a partnership based on shared values and a commitment to excellence. Together, they are driving innovation in the drainage industry, playing a significant role in much of Fratco's pipe production. And with Paul Godwin at the helm, Battenfeld-Cincinnati is sure to be at the top of their game for years to come. ■



Extruder Production Facility in McPherson, KS



Finished Extruders



Extruder Assembly Department

STRONGER TOGETHER

THE POWER OF PARTNERSHIPS IN BUSINESS

Imagine building a house without the help of a skilled architect, a diligent contractor or a trusted supplier. The result would likely be a hobbled-together shack—lacking stability, coherence and longevity. Similarly, partnerships are the cornerstone of creating something remarkable in the business world.

At Fratco, we recognize that our century-long success stems not only from our commitment to providing high-quality drainage solutions but also from the invaluable partnerships we've built along the way. While our drive and innovation have been key, those partnerships have helped us grow even stronger. You may have noticed how we've begun to feature more of our business partners in *Tried & True*—and that's no accident! Join us now to explore why we value these partnerships and why these kinds of professional relationships are crucial for any business.

WHAT IS A BUSINESS PARTNERSHIP?

A true business partnership extends beyond a simple handshake or signed contract. It involves two or more entities coming together to pursue shared goals and create something greater than the sum of their parts. These collaborations can take many forms, including strategic alliances, joint ventures and supplier relationships. What truly defines a partnership is the mutual benefit and shared success that both parties experience.

Understanding the essence of a business partnership is crucial. It's the foundation upon which meaningful and productive relationships are built. Effective partnerships foster innovation, solve complex problems and achieve milestones that would be unattainable individually. By collaborating closely, partners can leverage each other's strengths, leading to greater achievements and sustained excellence.

CHARACTERISTICS OF A GOOD BUSINESS PARTNER

- 1 | TRUST AND RELIABILITY**
Trust is the bedrock of any successful partnership. Knowing that a partner is reliable and will uphold their commitments allows for smoother and more effective collaboration.
- 2 | MUTUAL GOALS AND VALUES**
Partnerships thrive when both parties have overlapping goals and values. This alignment ensures that both are working towards the same objectives and can support each other in achieving them.
- 3 | COMMUNICATION AND COLLABORATION**
Effective communication is vital for resolving issues, brainstorming solutions and ensuring that both parties are on the same page. Collaborative efforts lead to innovative solutions and stronger outcomes—just like the adage, “Two heads are better than one.”

“I can do things you cannot, you can do things I cannot; together we can do great things.”

- MOTHER TERESA

4 | ADAPTABILITY AND FLEXIBILITY

In a rapidly changing business environment, adaptability and flexibility are crucial. A good partner can pivot when necessary and remain resilient in the face of challenges.

“One man can be a crucial ingredient on a team, but one man cannot make a team,” said Kareem Abdul-Jabbar. While we're not a basketball team, the world of business, especially at Fratco, works much the same: no single entity can achieve greatness in isolation. It's the coming together of diverse talents, perspectives and resources that creates the synergy that paves the way for innovation and growth.

THE VALUE OF BUSINESS PARTNERSHIPS TO FRATCO

- 1 | ADVANCED INNOVATION AND GROWTH**
Collaborating with partners allows us to combine resources and expertise, leading to innovative products and solutions—all to better the industry as a whole.
- 2 | RESOURCE SHARING**
Through partnerships, we can share resources, whether it's technology, knowledge or manpower. This supportive sharing leads to cost savings and operational efficiencies.
- 3 | EXPANDED MARKET REACH**
Partners help us reach new markets and customer segments. Their local knowledge and networks are instrumental in expanding our geographical footprint.
- 4 | RISK MITIGATION**
By sharing the risks associated with business ventures, partnerships help us manage uncertainties better. This shared responsibility allows us to take on larger projects and explore new opportunities.

5 | CUSTOMER SATISFACTION

Strong partnerships enable us to deliver better products and services to our customers. The combined strengths of Fratco and our partners ensure that our customers receive the best possible solutions.

As Mother Teresa wisely said, “I can do things you cannot, you can do things I cannot; together we can do great things.” This sentiment perfectly encapsulates the essence of why partnerships are so vital—they allow us to achieve greatness that would be impossible alone.

BROADER IMPORTANCE OF BUSINESS PARTNERSHIPS

- 1 | INDUSTRY PERSPECTIVE**
In the broader industry, partnerships are essential for driving innovation and maintaining competitiveness. They allow companies to pool their strengths and address common challenges effectively.
- 2 | ECONOMIC IMPACT**
Business partnerships contribute to economic growth by fostering collaboration, creating jobs and driving technological advancements. They are a catalyst for progress and development.
- 3 | FUTURE TRENDS**
Looking ahead, the trend toward strategic partnerships is expected to grow. As businesses navigate increasingly complex markets, partnerships will become even more crucial in driving success and sustainability. ■

TOGETHER WE THRIVE

Business partnerships are a vital component of success. They bring together diverse strengths, foster innovation and drive growth. At Fratco, we are proud of our partnerships and the mutual benefits they bring. As we continue to build and nurture these relationships, we look forward to a future of shared success and lasting impact.

As Helen Keller expressed, “Alone we can do so little; together we can do so much.” That's the power of collaboration and collective effort. At Fratco, we have witnessed firsthand how our partnerships have amplified our capabilities, leading to achievements that would have been impossible alone. The synergy created through these collaborations not only propels our business forward but also drives industry innovation and progress.

We encourage our readers to reflect on their own partnerships—with other industries, other businesses or simply the man sitting next to you at lunch—and consider new opportunities for collaboration.



SCAN HERE TO LEARN ABOUT SOME OF FRATCO'S PARTNERS

FIELD JOURNAL

TRIED & TRUE TRICKS OF THE TRADE

1. LEARNING ON THE JOB

When you've been in the game for a while, it's easy to think you've seen it all. You've got the experience, you know the ropes and there's a certain pride that comes with that. But here's the thing: no matter how long you've been at it, there's always something new to learn. And the best workers? They're the ones who never stop learning.

KEEP AN OPEN MIND

No matter how well you know your job, there's always something new to learn. Each day offers a chance to find a better way to do things, whether through a tip from a coworker or a lesson from a mistake. Staying open-minded isn't about admitting you don't know everything—it's about recognizing there's always room to improve. Simply listening to others, whether they're new with fresh ideas or seasoned with experience, can bring valuable insights that make your job easier. Sometimes, the best ideas come from the least expected sources.

STAY HUMBLE, STAY WISE

Humility isn't about downplaying your skills; you can be an expert and still learn more. The smartest workers are the ones who keep learning and aren't afraid to ask questions. This attitude improves your skills and earns you the respect of your team.

PUT IT INTO PRACTICE

When you hear about a new way to do something, instead of brushing it off with an "if it ain't broke" mentality, try it out. If it turns out to be better, great. If not, you've learned something new. The key is to keep experimenting, and never settle for "good enough." We should strive to improve daily, which means being willing to learn more.

2. WINTER LAYERS

When the temperature drops and the wind starts to bite, everyone knows that layering up is the way to go. But have you ever wondered why piling on those layers actually keeps you warm? It's not just about throwing on more clothes—it's about doing it right.

THE SCIENCE OF LAYERING

Think of your winter layers like a well-built house. The outer layer is your roof, keeping the elements out. The middle layer is your insulation, trapping the heat inside. And the base layer? That's your foundation, making sure everything stays dry and comfortable. Each layer has a job, and together, they create a system that keeps you warm even in the harshest conditions.

Start with a base layer that sits close to your skin and wicks away moisture—think merino wool or synthetic fabrics—to keep sweat from cooling you down. Add a middle layer for insulation, like fleece or a lightweight down jacket, to trap heat without adding bulk. Finally, finish with an outer layer that's windproof and waterproof to shield you from the elements while still allowing moisture to escape. This combination keeps you warm, dry and ready for whatever winter throws your way.

WHY IT ALL MATTERS

Layering isn't just about staying warm—it's about staying comfortable and dry while you're out there getting the job done. It's also science! When you layer-up right, you can adapt to changing conditions by adding or removing layers as needed. It's a simple strategy that keeps you working efficiently, no matter what winter has in store. Next time you're gearing up for the day remember to keep it smart, keep it practical and stay warm out there.



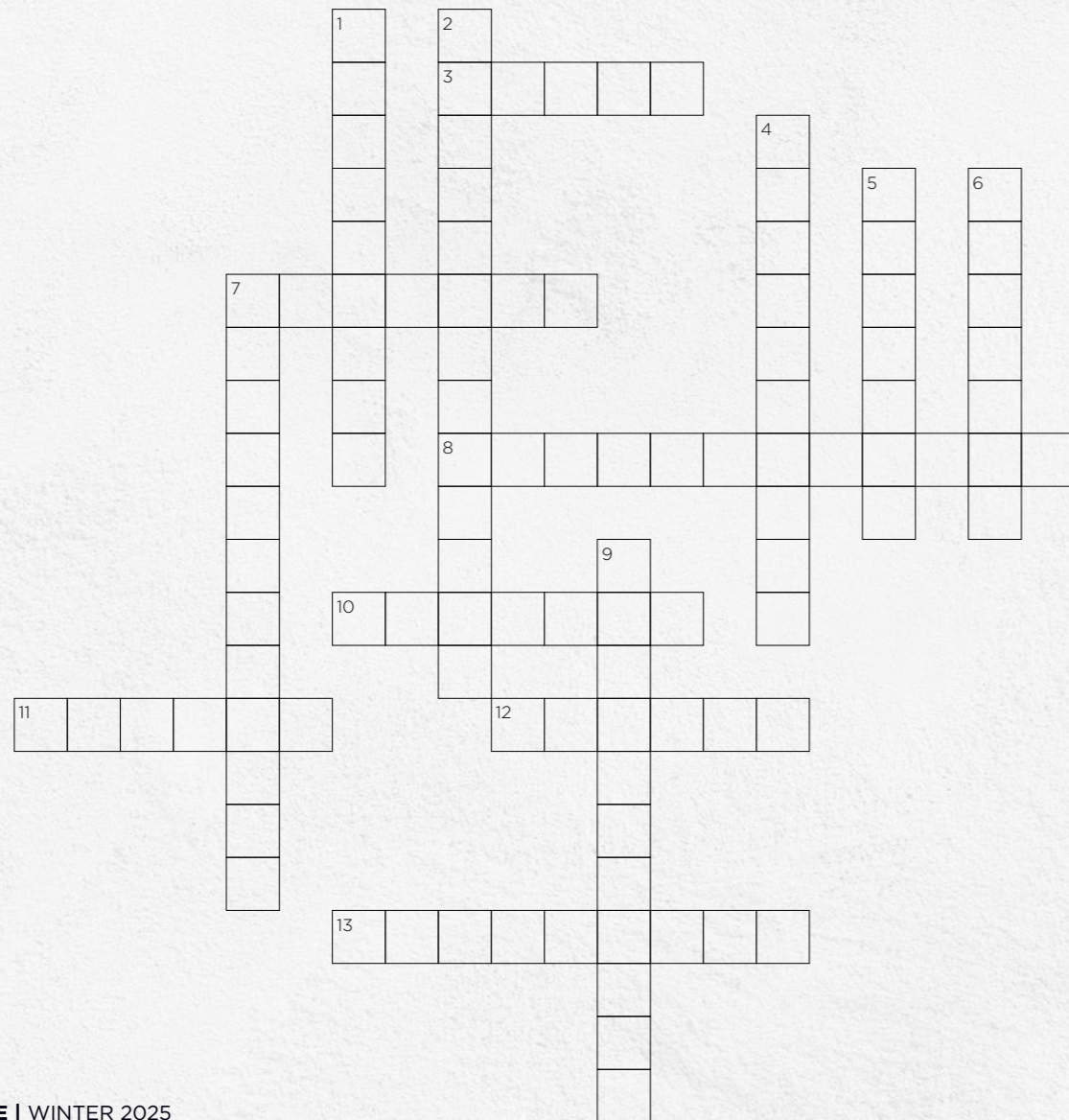
Howdy, Fratco Family!

WIN THIS LIMITED EDITION *TRIED & TRUE* CAP



Complete the crossword puzzle, snap a picture of it and email it to tried-true@fratco.com by March 31th. We will pick FIVE lucky winners to receive a *Tried & True* hat! Fill out the information below and include it in your photo!

Name: _____
 Street Address: _____
 City: _____ State: _____ Zip: _____
 Email: _____



CROSSWORD CLUES

DOWN

- The machines that Battenfeld-Cincinnati makes for Fratco.
- Jason retired from this role after 25 years in law enforcement.
- Clarence Leesman laid this many feet of clay tile a day by hand with a shovel.
- _____’s for drinking, and water’s for fighting.
- According to Jason, Fratco’s motto is all about _____.
- The name of the metal works company that helped Jerry build the stainless steel components of the water transportation system.
- When it comes to producing larger-diameter pipe, _____ control is critical.

ACROSS

- Think of your winter layers like a well-built _____.
- Trust is the _____ of any successful partnership.
- Leesman Tiling is celebrating their _____ anniversary in 2025.
- “The most certain way to _____ is always to try just one more time.”
- The President and CEO of Battenfeld-Cincinnati.
- You can be an _____ and still learn more.
- Open ditches and exposed water pose significant safety risks—especially for _____ and children.



INSTRUCTIONS: Cut along the dotted line for 5x7 frames. Cut out the image for 4x6 frames.

*“A man’s gonna have to
start early, stay late and
pack a lunch.”*

- CLARENCE LEESMAN

LOCATIONS

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105 W. BROADWAY ST.
MONTICELLO, IN

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ST. ANNE, IL
499 S. OAK ST.

ALGONA, IA
2502 E. POPLAR ST.

MT. PLEASANT, IA
1600 W. WASHINGTON ST.

FRATCO

Fratco

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