

FIGHTING BACK: GAINING GROUND IN TOUGH ECONOMIC TIMES

The World's Largest Gathering of PVC Pipe & Fitting Manufacturers

MEETING PROGRAM



Uni-Bell PVC Pipe Association 38th Annual Meeting April 19-21, 2010 Marriott Marco Island Beach Resort, Golf Club & Spa, Marco Island, Florida

FIGHTING BACK: GAINING GROUND IN TOUGH ECONOMIC TIMES

Welcome to Uni-Bell's 38th Annual Meeting

We are delighted that you have joined us in beautiful Marco Island for Uni-Bell's 2010 Annual Meeting.

With everyone facing challenges in a tough economy, this year's theme is particularly fitting, and our meeting program is designed to help you better position your company in an ever-changing marketplace.

Underground infrastructure needs upgrading and remains underfunded at a time when public finances are stretched beyond the breaking point – making cost-effective, long-lasting, proven pipe and fittings more indispensable than ever. But we've got to communicate our message and work better collectively!

As municipalities increasingly rely on federal funding for water and wastewater infrastructure, we must engage not only local officials, but state and federal representatives as well to grow new market opportunities. And with policy makers figuring out how governments can become greener, we must tell the world how sustainable our products are.

Besides providing an outstanding venue to discuss the challenges and opportunities facing our industry, this resort offers terrific recreational facilities. Whether it's golf, fishing, swimming, a walk on the beach, a massage or spa treatment, there's something for everyone at the Marriott Marco Island Beach Resort, Golf Club & Spa.

Enjoy!

Veso Sobot Chair Bruce Hollands Executive Director







PEAKER EATURE

Rich Anderson, Ph.D.

Senior Advisor for the Mayors Water Council Trends in Local Government Expenditures on Public Water, Wastewater Services and Infrastructure: Past, Present and Future

Greg Bocchi

President and CEO, The Vinyl Institute **Vinyl Issues Update**

Tim Burns

Retired President and CEO of the Vinyl Institute
The Nuts and Bolts of Political Involvement

Robert Carpenter

Editor of *Underground Construction Magazine* **Projected Spending on Water and Wastewater Infrastructure in 2010**

Eric Cunningham

Former Member of the Ontario Provincial Legislature, Political Organizer and Lobbyist Victory by Advocacy: How a Canadian Steel Town Turned to PVC

Petie Davis

National Sanitation Foundation

Sustainability: Trends and Supports to the

Plastic Industry

Bill Hillman

CEO, National Utilities Contractors Association (NUCA)

Report from NUCA

Amster Howard

Pipe Design and Installation Expert
Leveling the Playing Field with Standard
Installation Practices

Wes Ingwersen

Product's Story

University of Florida
Life Cycle Assessment: Using Your Good
Environmental Performance to Tell Your

Rony Joel

Director of Public Works, Marco Island Utilities An Overview of Marco Island Utilities and its Transition from AC to PVC Pipe

Nasrin Kashefi

National Sanitation Foundation

Sustainability: Trends and Supports to the
Plastic Industry

Jim Keffer

Member, Texas House of Representatives, President of EBAA Iron Sales, Inc. Insight into Political Advocacy

Dan Murray

Senior Environmental Engineer and Senior Advisor, U.S. Environmental Protection Agency (EPA)

EPA's Aging Water Infrastructure Research

Program: Opportunities for Collaboration with the PVC Pipe Industry

Mayor Brian Stratton

Mayor, Schenectady, NY, Co-Chair, US Conference of Mayors – Mayors Water Council Trends in Local Government Expenditures on Public Water, Wastewater Services and Infrastructure: Past, Present and Future

Nick Vafiadis

Business Director, Polyolefins, Chemical Market Associates, Inc.

PVC: Key Drivers and Trends, Feedstock's Outlook and Worldwide Economic Factors

Corey Willson

Business Development Manager, 3M Dynatel Locating & Marking Locating, Marking and Mapping Buried Facilities









MONDAY, APRIL 19, 2010 - CAXAMBUS ROOM

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7:30 a.m	Continental Breakfast
8:15 a.m	Joint Meeting of Pipe and Resin Producers, Associate, International and Licensing Members Brad Corbett Jr., Board Member
8.45 a.m	PVC: Key Drivers and Trends, Feedstock's Outlook and Worldwide Economic Factors Nick Vafiadis, Business Director, Polyolefins, Chemical Market Associates, Inc. Mr. Vafiadis is a twenty-five year veteran of the chemical industry with a background in marketing, product management, sales, and market analysis.
9.25 a.m	Sustainability: Trends and Supports to the Plastic Industry Petie Davis and Nasrin Kashefi, National Sanitation Foundation (NSF) A review of the latest information from NSF, and an overview of its green certification program.
10:00 a.m	Break
10.20 a.m	Life Cycle Assessment: Using Your Good Environmental Performance to Tell Your Product's Story Wes Ingwersen University of Florida Mr. Ingwersen is a Life Cycle Assessment Certified Professional and Ph.D. Candidate/Research Associate at the Center for Environmental Policy, Department of Environmental Engineering, University of Florida.
11:00 a.m	Worldwide Pipe Market Reports Member Affiliates

SOCIAL ACTIVITIES

10:00 a.m. – 11:00 a.m	Spouse's Orientation (Tea and Breakfast Pastries) – Salon H
6:00 p.m	Opening Reception – Quinn's Beach
7:00 p.m	Key West Cookout – Quinn's Beach Guest Speaker Jim Keffer, Member, Texas House of Representatives, President of EBAA Iron Sales, Inc. Representative Keffer will offer insight into political advocacy from a politician's point of view.







SCHEDULE

TUESDAY, APRIL 20, 2010 - CAXAMBUS ROOM

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7:00 a.m	Continental Breakfast
8:00 a.m	Introductions/Chair's Remarks
8:15 a.m	EPA's Aging Water Infrastructure Research Program: Opportunities for Collaboration with the PVC Pipe Industry Dan Murray, Senior Environmental Engineer and Senior Advisor, U.S. EPA, Office of Research and Development Mr. Murray will provide an overview of the EPA's aging water infrastructure research program and discuss potential opportunities for research collaboration between the agency and the PVC pipe industry.
8:45 a.m	Trends in Local Government Expenditures on Public Water, Wastewater Services and Infrastructure: Past, Present and Future Brian Stratton, Mayor, Schenectady, NY Co-Chair, US Conference of Mayors – Mayors Water Council Rich Anderson, Ph.D., Senior Advisor, Mayors Water Council
9:30 a.m	Locating, Marking and Mapping Buried Facilities Corey Willson, Business Development Manager 3M Dynatel Locating & Marking A discussion of a technology available to horizontally and vertically locate non-metallic pipelines, minimizing construction damage.
10:00 a.m	Break
10:15 a.m	Projected Spending on Water and Wastewater Infrastructure in 2010 Robert Carpenter, Editor of <i>Underground Construction Magazine</i> A review of the publication's 13th annual municipal survey (includes impact of stimulus funding and a look at trenchless markets).
10:45 a.m	Leveling the Playing Field with Standard Installation Practices Amster Howard Mr. Howard is an expert on pipe design and installation. He will discuss his efforts to bring clarity and consistency to terminology for soil classifications and backfilling for all pipe materials.
11:15 a.m	An Overview of Marco Island Utilities and its Transition from AC to PVC Pipe Rony Joel, Director of Public Works, Marco Island Utilities Author and frequent speaker, Rony Joel, will share his experiences with different pipe materials.

SOCIAL ACTIVITIES







SCHEDULE

WEDNESDAY, APRIL 21, 2010 - CAXAMBUS ROOM

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7:30 a.m	Continental Breakfast
8:15 a.m	Executive Director's Report: Bruce Hollands, Uni-Bell Operating Committee Report: Steve Gross, CertainTeed Corporation Regional Engineer's Report: Will Fassler, West-Mountain, Uni-Bell Regional Engineer's Report: Steve Cooper, East-Central, Uni-Bell Resin Producers, Associates, International, Licensing and International Affiliates' Report: Brad Corbett, Jr., S & B Technical Products
9:30 a.m	Report from the National Utilities Contractors Association (NUCA) Bill Hillman, CEO of NUCA Mr. Hillman will highlight his organization's lobbying efforts for the Sustainable Water Infrastructure Act (HR537) and issues impacting the utility construction industry.
10:00 a.m	Break
10:15 a.m	Victory by Advocacy: How a Canadian Steel Town Turned to PVC Eric Cunningham A former member of the Ontario Provincial Legislature, political organizer and lobbyist for the PVC pipe industry, Mr. Cunningham will present a case study of how large diameter PVC pipe was approved for use by the City of Hamilton, Canada.
10:45 a.m	The Nuts and Bolts of Political Involvement Tim Burns, retired President and CEO of the Vinyl Institute Mr. Burns will explain how to conduct a plant tour, provide an update on legislation of interest to the PVC pipe industry and Uni-Bell's Congressional Fly-In. Intelligence on what our competitors are doing will also be shared.
10:50 a.m	Vinyl Issues Update Greg Bocchi, President and CEO, The Vinyl Institute Mr. Bocchi will review the latest developments important to our franchise.
11:30 a.m	Closing Remarks, Veso Sobot, Uni-Bell Chair
12:30 p.m	Board of Directors' Meeting and Luncheon – Capri Salon 1

SOCIAL ACTIVITIES

6:30 p.m..... Grand Finale/Hawaiian Luau – Tiki Beach







ECONOMIC IMPACT OF THE PVC PIPE INDUSTRY

PVC is the number one pipe material used today, with over two million miles in service. Over 48% of the pipe used for water and wastewater, storm and drainage systems is made of PVC.

PVC PIPE INDUSTRY SERVES A VAST AND COMPLEX MARKET

- · 54,000 drinking water systems
- · 10,000 water treatment facilities
- 15,000 sewer and water contracting firms
- Over 70 independent distributors of waterworks/wastewater products
- 2008 market-wide sales in excess of \$5.5 billion
- Employment in the industry was over 7,000 in 2008

PLASTIC PRODUCTS SIXTH LARGEST U.S. MANUFACTURING INDUSTRY IN TERMS OF SHIPMENTS

- 25 PVC pipe producers accounted for 93 (21.6%) of 429 U.S. plastic pipe and pipe fitting plants.
- Extrusion facilities for PVC pipe are found across the U.S. and in 32 of 50 states. California has the most plants (9), followed by Texas (6), Arizona (5) and Pennsylvania (5). Another 23 plants are in Puerto Rico, Canada and Mexico.

IMPACT ON JOBS

PVC water and sewer pipe producers contribute to more than \$14 billion of current annual output in America, supporting over 25,000 jobs in downstream and related contracting, distribution and utility organizations.

SUSTAINABLE AND COST-EFFECTIVE

- Pipe represents the single largest component of a utility's infrastructure assets. Building and replacing water and sewage lines across the U.S. will cost some \$660 billion to \$1.1 trillion over the next 20 years. PVC piping is cost-effective, corrosion-proof, easy to install, long-lasting with excellent structural strength and watertight joints.
- Corrosion is the cause of over 700 daily water main breaks throughout North America. A 2002 congressional study confirms that corrosion costs U.S. drinking water and sewer systems \$50.7 billion a year. Legislation encouraging use of more sustainable materials like PVC could save U.S. taxpayers billions of dollars annually.
- Savings derived from PVC now used in U.S. sanitary sewer systems are estimated to be \$270 million a year, or \$1.5 trillion over the next 100 years. Converting the entire U.S. sanitary sewer system to PVC pipe could yield \$800 million in annual savings and as much as \$4.5 trillion over the next century.
- A 2007 Vinyl Institute study estimates the total yearly savings of PVC pipe currently used in the North American water and wastewater sector to be upwards of \$4.2 billion.
- Widespread use of PVC pipe would save an additional \$4.1 billion dollars per year in electricity wasted by pumping water through leaky and broken pipes. Leaking pipes made from old-technology materials lose an estimated 2.6 trillion gallons of drinking water annually in the U.S.



LAST NAME

Roger & Shawna Albert Corma, Inc. Concord, Ontario

Rich Anderson*
Mayors Water Council
Washington, D.C.

Dennis & Chris Bauer Diamond Plastics Corporation Grand Island, Nebraska

Ron & RosaLee Bishop Diamond Plastics Corporation

Grand Island, Nebraska

Greg Bocchi The Vinyl Institute Alexandria, Virginia

Claus & Donna Boelter Prabhat Industries Duluth, Georgia

Chuck Bonawitz

Dow Chemical Company
Liberty Township, Ohio

Joe Bondi CertainTeed Corporation Valley Forge, Pennsylvania

Tom Brown**
Cincinnati Milacron
Batavia, Ohio

Tim Burns The Burns GroupArlington, Virginia

Michael Calicchio Honeywell Specialty Chemicals Morristown, New Jersey

Robert Carpenter*
Underground Construction
Magazine
Houston, Texas

Terry Chadwick Formosa Plastics Corp. Livingston, New Jersey

Robert Clague***
Rollepaal USA, Inc.
Glen Burnie, Maryland

Steve & Lisa Cooper Uni-Bell PVC Pipe Association Dallas, Texas Brad Corbett, Jr. S&B Technical Products Fort Worth. Texas

Dave Culbertson National Pipe & Plastics, Inc. Vestal. New York

Eric Cunningham*
Government Relations
Specialist
Ontario, Canada

Paul Czachor** Royal Pipe Systems Woodbridge, Ontario

Dave Eckstein**
EBAA Iron Sales, Inc.
Williamston, South Carolina

Will & Ardette Fassler Uni-Bell PVC Pipe Association Dallas, Texas

Chris Gill

Dow Chemical Company

Philadelphia, Pennsylvania

Hank Giovannelli OxyVinyls, LP Hoffman Estates, Illinois

Joe Gray KibbeChem Michigan City, Indiana

Steve Gray KibbeChem Michigan City, Indiana

Steve & Cheryl Gross
CertainTeed

Valley Forge, Pennsylvania

Gregory & Kathleen Gundel Specified Fittings, Inc. Bellingham, Washington

Dick Heinle Formosa Plastics Corp. Livingston, New Jersey

Barry Hendrix OxyVinyls, LP Dallas, Texas

Bill Hillman* NUCA Washington, D.C. Bruce Hollands Uni-Bell PVC Pipe Association Dallas. Texas

Amster Howard*
Pipeline Installation Expert
Lakewood, Colorado

Wes Ingwersen* University of Florida Gainesville, Florida

Rony Joel*
Marco Island Utilities
Marco Island, Florida

Nasrin Kashefi* & Petie Davis* National Sanitation Foundation Ann Arbor, Michigan

Peter Keeve***
Sasol Wax North America
Corp.

Hayward, California

Jim Keffer**
EBAA Iron Sales, Inc.
Eastland, Texas

Annette Kovalik Corma, Inc. Concord, Ontario

Kim Litz Arkema, Inc. Aliquippa, Pennsylvania

Brian Lobner Baerlocher USA Dover, Ohio

Mark & Karen Meyer*** Metalfit, Inc.

Parker, Colorado

Sylvia Moore Shintech, Inc. Copley, Ohio

Dan Murray* U.S. EPA Cincinnati, Ohio

James McAliney Arkema, Inc. Philadelphia, Pennsylvania

Tim Newhart**
Cincinnati Milacron
Bedford, Texas

Jos Oosterik Wavin Overseas B.V. Dedemsvaart, The Netherlands

George E. (Ned) Rahn & Deborah Reissmann Uni-Bell Legal Counsel Philadelphia, Pennsylvania

Andy Seidel Underground SolutionsPoway, California

Les & Sandra Smith ColorMatrix Corporation Spring, Texas

Veso & Susan Sobot IPEX, Inc.
Mississauga, Ontario

Mayor Brian Stratton*
US Conference of Mayors
Schenectady, New York

Alain & Diasuka Storet Pipelife Jet Stream, Inc. Siloam Springs, Arkansas

Tony Thompson Omya, Inc. Cincinnati, Ohio

Nick Vafiadis* CMAI Houston, Texas

Wayne Voorhees & Lynn Erickson-Voorhees American Maplan McPherson, Kansas

Chris Weinrich Xaloy, Inc. Cincinnati, Ohio

Tony & Lois Williams KibbeChem, Inc. Ortley Beach, New Jersey

Corey Willson* 3M Austin, Texas

* Speaker
** New Member
*** Guest

COMPAN

Corey Willson*
3M
Austin, Texas

Wayne Voorhees & Lynn Erickson-Voorhees American Maplan McPherson, Kansas

Kim Litz Arkema, Inc. Aliquippa, Pennsylvania

James McAliney Arkema, Inc. Philadelphia, Pennsylvania

Brian Lobner Baerlocher USA Dover, Ohio

Joe Bondi CertainTeed Corporation Valley Forge, Pennsylvania

Steve & Cheryl Gross CertainTeed Valley Forge, Pennsylvania

Tom Brown**
Cincinnati Milacron
Batavia, Ohio

Tim Newhart**
Cincinnati Milacron
Bedford, Texas

Nick Vafiadis* CMAI Houston, Texas

Les & Sandra Smith ColorMatrix Corporation Spring, Texas

Roger & Shawna Albert Corma, Inc. Concord, Ontario

Annette Kovalik Corma, Inc. Concord, Ontario

Dennis & Chris Bauer Diamond Plastics Corporation Grand Island, Nebraska

Ron & RosaLee Bishop Diamond Plastics Corporation Grand Island, Nebraska Chuck Bonawitz Dow Chemical Company Liberty Township, Ohio

Chris Gill Dow Chemical Company Philadelphia, Pennsylvania

Dave Eckstein**
EBAA Iron Sales, Inc.
Williamston, South Carolina

Jim Keffer**
EBAA Iron Sales, Inc.
Eastland, Texas

Terry Chadwick Formosa Plastics Corp. Livingston, New Jersey

Dick Heinle Formosa Plastics Corp.Livingston, New Jersey

Eric Cunningham*
Government Relations
Specialist
Ontario, Canada

Michael Calicchio Honeywell Specialty Chemicals

Morristown, New Jersey

Veso & Susan Sobot IPEX, Inc.
Mississauga, Ontario

Joe Gray KibbeChem

Michigan City, Indiana

Steve Gray KibbeChem Michigan City, Indiana

Tony & Lois Williams KibbeChem, Inc. Ortley Beach, New Jersey

Rony Joel*
Marco Island Utilities
Marco Island, Florida

Rich Anderson*
Mayors Water Council
Washington, D.C.

Mark & Karen Meyer***
Metalfit, Inc.
Parker, Colorado

Dave Culbertson
National Pipe & Plastics, Inc.
Vestal, New York

Nasrin Kashefi* & Petie Davis* National Sanitation Foundation Ann Arbor, Michigan

Bill Hillman*
NUCA

Washington, D.C.

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Rollepaal USA, Inc.
Glen Burnie, Maryland

Paul Czachor**
Royal Pipe Systems
Woodbridge, Ontario

Brad Corbett, Jr. S&B Technical Products Fort Worth, Texas

Peter Keeve***
Sasol Wax North America
Corp.
Hayward, California

Sylvia Moore Shintech, Inc. Copley, Ohio

Gregory & Kathleen Gundel Specified Fittings, Inc. Bellingham, Washington **Tim Burns The Burns Group**Arlington, Virginia

Greg Bocchi The Vinyl InstituteAlexandria, Virginia

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Underground Construction
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George E. (Ned) Rahn & Deborah Reissmann Uni-Bell Legal Counsel Philadelphia, Pennsylvania

Steve & Lisa Cooper Uni-Bell PVC Pipe Association Dallas, Texas

Bruce Hollands Uni-Bell PVC Pipe Association Dallas, Texas

Will & Ardette Fassler Uni-Bell PVC Pipe Association Dallas, Texas

Wes Ingwersen*
University of Florida
Gainesville, Florida

Mayor Brian Stratton* US Conference of Mayors Schenectady, New York

Dan Murray* U.S. EPA Cincinnati, Ohio

Jos Oosterik Wavin Overseas B.V. Dedemsvaart, The Netherlands

Chris Weinrich Xaloy, Inc. Cincinnati, Ohio

* Speaker
** New Member
*** Guest

SOLVING THE CORROSION EPIDEMIC IN WATER INFRASTRUCTURE WITH PVC PIPE

THE PROBLEM

- Water delivery and sewage-handling are critical to public health and the environment. Corrosion, leaks and breaks in traditional pipe materials are deteriorating our drinking water and wastewater systems.
- Corrosion costs U.S. drinking water and wastewater systems \$50.7 billion annually, according to a 2002 congressional study. A report entitled, Corrosion, not Age, is to Blame for Most Water Main Breaks, confirms that corrosion is the leading cause of over 700 daily water main breaks throughout North America (see watermainbreakclock.com).
- The burden of old-technology pipe materials is not limited to the cost of repairing and replacing failed pipes. It
 includes the cost of treated water leaking from the system. The American Society of Civil Engineers estimates
 that 2.6 trillion gallons of potable water are lost every year through leaking pipes, or 17% of all water pumped in
 the U.S.
- Countless studies confirm the extent of the corrosion scourge, and entire industries and organizations like the National Association of Corrosion Engineers have spawned in an attempt to address it. Yet the problem persists and continues to be a drag on the U.S. economy. Such an expense is unsustainable and unfair to taxpayers.
- While certain pipe manufacturers continue to explore "solutions" to corrosion because their materials are affected by it – PVC remains indisputably resistant to it.

PVC PIPE: OUTSTANDING PERFORMANCE AND COST-EFFECTIVE

- PVC pipe is a proven and extremely durable alternative to traditional corrosion-prone pipe materials.
 Recognized by state, national and international agencies and standards organizations, it has been a benchmark since it was introduced in the U.S. sewer, water and drainage markets in the 1950s.
- Over two million miles of PVC water and sewer pipe are currently in service. An independent review by Engineering News Record in 1999 found use of PVC for water and sewer pipe to be one of the top twenty engineering advancements of the last 125 years.
- Less energy is required to manufacture PVC than traditional pipe materials. PVC pipe's lighter weight makes it easier and less costly to handle, transport and install. Most PVC pipe can be handled manually, reducing the need for expensive installation equipment.
- Reduced material, labor, transportation and maintenance costs lead to savings in water projects.
- The ultra smooth surface of PVC pipe means that less energy is needed to pump water through it. Significant savings over the life cycle of a pipe network are achieved with PVC, since increasing amounts of energy are consumed in corrosion-prone piping systems as they deteriorate.

REAL SUSTAINABILITY

For buried infrastructure, long-term performance is the real definition of sustainability and strength. PVC pipe provides U.S. water and wastewater infrastructure a truly resilient, sustainable and high-quality option.



ABOUT UNI-BELL

MISSION STATEMENT: INCREASING THE RESPONSIBLE USE OF PVC PIPE

- · Expanding demand for PVC pipe products.
- Consolidating PVC pipe industry efforts to promote its products.
- Informing public opinion on PVC pipe use.

UNI-BELL'S MAJOR GOALS

- 1. MARKET SUPPORT: Identify, analyze and capitalize on opportunities to preserve and expand markets for PVC pipe.
- 2. ISSUES MANAGEMENT: Monitor and influence public issues that affect Association members.
- 3. TECHNICAL SUPPORT: Collect, interpret and disseminate technical information on industry products and their applications.
- 4. EDUCATION: Enhance knowledge and awareness of groups and individuals responsible for the promotion and use of PVC pipe.
- 5. STANDARDS AND SPECIFICATIONS: Promote and assist in the development of standards, specifications and practices that encourage proper use of PVC pipe.
- 6. ORGANIZATIONAL RELATIONSHIPS: Maintain cooperative relationships and activities with allied organizations in pursuit of Uni-Bell's mission.
- 7. INDUSTRY STATISTICS: Lawfully gather, consolidate and disseminate industry sales, marketing and production data.
- 8. NETWORKING AND FORUMS: Encourage member interaction and understanding of issues and trends affecting the industry.
- 9. ORGANIZATIONAL COMPETENCY: Maintain an organizational structure that reflects the highest levels of volunteer and professional staff competency.

ANTITRUST GUIDELINES

Antitrust laws prohibit agreements or understandings between two or more individuals or businesses to regulate prices or quantities of goods or services, to allocate customers or territories, to hinder or limit a competitor or potential competitor's operations, or otherwise unreasonably restrain business activity. Discriminatory pricing or servicing is also prohibited, as well as monopolization or attempts to monopolize.

Violation of antitrust laws is a felony and convicted individuals can be and have been imprisoned for up to three years. Corporations are subject to heavy fines. Violation of antitrust laws can also lead to civil actions which can result in treble damages and attorneys' fees. Every individual should, therefore, follow these rules:

- DO NOT discuss your prices or competitors' prices with a competitor (except when buying from or selling to that competitor) or anything which might affect prices such as costs, discounts, terms of sale or profit margins.
- DO NOT agree with competitors to uniform terms of sale, warranties or contract provisions.
- DO NOT agree with competitors to divide customers or territories.
- DO NOT act jointly with one or more competitors to put another competitor at a disadvantage.
- DO NOT try to prevent your supplier from selling to your competitor.
- DO NOT discuss your future pricing, marketing or policy plans with competitors.
- DO NOT discuss your customers with your competitors.

WITH RESPECT TO ASSOCIATION ACTIVITIES

- DO NOT make statements regarding prices or matters affecting prices at Association meetings.
- DO NOT make statements about your future plans regarding pricing, expansion or other policies with competitive overtones.
- Do not participate in discussion where other members do.
- DO NOT propose or agree to any standardization which will injure your competitor.
- DO NOT assume you are protected by informal advice from a government official.
- Consult with the Association's legal counsel before speaking for the Association.
- Alert Association staff and legal counsel to anything inaccurate or improper. This includes a position the Association has taken or intends to take or a meeting or activity of which you have learned.
- Consult your own legal counsel or the Association's legal counsel before raising any matter which you feel might be sensitive.
- Send copies to an Association staff member of any communications or documents sent, received or developed by you when acting for the Association.
- Alert every employee in your Company who deals with the Association of these guidelines.
- Leave any meeting where any of the foregoing topics are being discussed and state why you are leaving.
- Be conservative. If you feel an activity might be improper, do not do it.

UNI-BELL BOARD OF DIRECTORS

VESO SOBOT, (Chair)

IPEX, Inc.

6810 Invader Crescent

Mississauga, ON L5T2B6 Canada

Phone: (905) 670-7676 Fax: (905) 670-1512 vessob@ipexinc.com

ALAIN STORET, (Vice-Chair)

PipeLife Jet Stream, Inc. 1700 S. Lincoln Street

Siloam Springs, AR 72761 Phone: (479) 524 5151

alain.storet@pipelife-jetstream.com

DAVE CULBERTSON

Chuck Miller, Alternate

National Pipe & Plastics, Inc.

3421 Old Vestal Rd.

Vestal, NY 13850

Phone: (607) 729-9381

Fax: (607) 729-9380 cmiller@nationalpipe.com

djc@nationalpipe.com

JOE BONDI

CertainTeed Corporation

750 E. Swedesford Road

Valley Forge, PA 19482

Phone: (610) 341-7593

Fax: (610) 341-7919

joseph.n.bondi@saint-gobain.com

JOHN BRITTON

Ron Bishop, Alternate

Diamond Plastics Corporation

1212 Johnstown Road

P.O. Box 1608

Grand Island, NE 68802

Phone: (308) 384-4400

Fax: (308) 384-9345

rbishop@dpcpipe.com

jebritton@dpcpipe.com

SYLVIA MOORE

Shintech. Inc.

4443 Hillside Drive

Copley, OH 44321

Phone: (330) 618-8666

Fax: (330) 668-0189

symoore@earthlink.net

MATT SIEGEL

Mike Powell, Alternate

North American Pipe Corporation

2801 Post Oak Blvd.

Suite 300

Houston, TX 77056

Phone: (713) 840-7473

Fax: (713) 552-0087

msiegel@northamericanpipe.com

mpowell@northamericanpipe.com

PAUL CZACHOR

Royal Pipe Systems

131 Regalcrest Court

Woodbridge, ON L4L8P3

Phone: (905) 856-7550

Fax: (905) 856-4367

czachorp@royalpipe.com

BRAD CORBETT, JR.

S & B Technical Products, Inc.

1300 E. Berry St.

Fort Worth, TX 76119

Phone: (817) 923-3344

Phone: (800) 432-8213

Fax: (817) 923-1339 bcorbettjr@sbtechprod.com

GREG BOCCHI

The Vinyl Institute

1737 King Street, Suite 390

Alexandria, VA 22314

Phone: (571) 970-3372

(571) 970-3271

gbocchi@vinylinfo.org

EXECUTIVE DIRECTOR

BRUCE HOLLANDS

Uni-Bell PVC Pipe Association

2711 LBJ Freeway, Suite 1000

Dallas, TX 75234

Phone: (214) 243-3902 ext. 1019

Cell: (214) 244-9202

Fax: (214) 243-3907

bhollands@uni-bell.org

LEGAL COUNSEL

GEORGE E. (NED) RAHN, JR.

Saul Ewing

3800 Centre Square West

Philadelphia, PA 19102

Phone: (215) 972-7165 (or 8679)

Fax: (215) 972-1855

nrahn@saul.com

