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
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
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
University of Florida
Life Cycle Assessment: Using Your Good Environmental Performance to Tell Your Product's Story

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

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.
TUESDAY, APRIL 20, 2010 – CAXAMBUS ROOM

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 Underground Construction Magazine
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

12:30 p.m. ............... Uni-Bell Annual Golf Tournament/Box Lunch – Lobby
(Bus departs at 12:45 p.m. for the Rookery Golf Course)
WEDNESDAY, APRIL 21, 2010 – CAXAMBUS ROOM

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
ECO\NOMIC 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.
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 Group  
Arlington, 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 Heine  
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 Keffe**  
EBAA Iron Sales, Inc.  
Eastland, Texas  

Annette Kovalik  
Corma, Inc.  
Concord, Ontario  

Kim Litz  
Arkema, Inc.  
Aliquippa, Pennsylvania  

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 Solutions  
Poway, 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
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

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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.  
Ortleby 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.

Tony Thompson  
Omya, Inc.  
Cincinnati, Ohio

Hank Giovannelli  
OxyVinyls, LP  
Hoffman Estates, Illinois

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Pipelife Jet Stream, Inc.  
Siloam Springs, Arkansas

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Sasol Wax North America Corp.  
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Andy Seidel  
Underground Solutions  
Poway, California

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Uni-Bell PVC Pipe Association  
Dallas, Texas

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University of Florida  
Gainesville, Florida

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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

UNI-BELL PVC PIPE ASSOCIATION ANNUAL MEETING PROGRAM 9
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 at 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
cmill@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@saingt-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@dpccpipe.com
jebritton@dpccpipe.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 BOCCI
The Vinyl Institute
1737 King Street, Suite 390
Alexandria, VA 22314
Phone: (571) 970-3372
Fax: (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
bhollandes@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