

Mission and Vision

Mission

Our mission is to be a reliable national provider of high-quality industrial

Vision

To become a leading importer and distributor of industrial supply products that facilitate the growth of commercial, residential, industrial, and utility infrastructure development in the U.S.

Business Objectives



- Create a diversified client base across **multiple geographic markets**
- Gain a reputation as a **reliable, high-quality supplier of industrial products**
- Expand our line of industrial products to meet the broader needs of 4 key target markets:
 - Utility
 - Industrial
 - Commercial
 - Residential

Market Opportunity

Underlying Forces at Work Driving PVC Electrical Conduit Market Growth

- A strong **shift toward non-metallic conduit systems** is underway, supported by regulatory directives favoring corrosion-resistant, and easier-to-install alternatives.
- Recent developments in **infrastructure modernization**, particularly in the residential and utility sectors, have driven demand for PVC conduits, owing to their **lightweight structure and low installation costs**.
- The future outlook remains optimistic as urbanization intensifies and **smart housing** initiatives gain traction.
- Technological improvements in **material formulation and manufacturing techniques** are expected further enhancing **product durability and performance** under diverse environmental conditions.
- The market is also benefiting from **policy-backed rural electrification programs and the proliferation of green building standards**. These elements collectively point toward sustained market expansion, with PVC conduits offering scalable production, distribution efficiency, and compliance with evolving electrical safety norms across both developed and emerging markets.
- The renewed emphasis on **reshoring manufacturing**, combined with **large investment inflows into U.S. infrastructure**, has broad and important implications – not just for manufacturing itself, but for future infrastructure development across the U.S.:
 - The U.S. is in the midst of a **manufacturing resurgence**, buoyed by public-policy, private capital, and technological advances.
 - Investments have surged: Companies have announced over **\$1.2 trillion** in planned U.S. production capacity over the first eight months of 2025, much of which is focused on strategic and high-growth sectors such as electric vehicles (EVs), batteries, renewables and clean energy manufacturing.
 - As older manufacturing infrastructure is often outdated (many plants 30-60 years old), there's a push for **efficient, tech-enabled facilities**, resulting in many new builds or major upgrades.

Market Opportunity: The AI Boom

The AI Explosion is Driving Huge Growth in Data Centers

- The North America AI-data-center market is expected to grow from about **USD 9.45 billion in 2023** **by 2030** – implying a **~30% compound annual growth rate (CAGR)** over that period.
- Some studies of global demand (which includes North America's share) estimate that demand for data center capacity will rise by about **33% per year between 2023 and 2030** under a "mid-range scenario."
- Bain & Company expects that by 2030, North America will continue to host **the largest concentration of data center capacity globally – roughly half of global capacity.**
- AI-focused data centers are **extremely conduit-intensive**, and a significant share of that conduit is installed underground, though higher-end AI halls often favor metal or fiberglass conduit inside for fire resistance.
- PVC conduit is widely used for data center site distribution, underground duct banks, and indoor runs. It is **lightweight, corrosion-resistant, and faster to install** than metal, which reduces labor and material costs on campuses.
- In high-power AI halls, designers increasingly specify rigid metal conduit and fiberglass conduit for fire resistance, and thermal demands, with fiberglass often promoted as an upgrade where PVC is used.
- PVC and CPVC are heavily **used on the mechanical side for chilled-water and cooling-system piping** due to their non-conductivity and corrosion resistance, which increases PVC demand on AI data center campuses and raceways.
- Because **hyperscale and AI campuses involve millions of feet of raceway and cooling pipe**, even a small increase in demand (for underground, site distribution, and some indoor runs) translates into very large volume increases.

Market Size and Growth

- **U.S. Market Size**

- The U.S. PVC rigid electrical conduit market was valued at approximately \$1.7 billion in 2024, projected to *nearly double* to \$3.3 billion by 2033, driven by demand for efficient and safe wiring solutions.
- The residential segment alone is estimated at \$2.8 billion in 2025, indicating significant growth potential.

- **Market Growth Rate**

- The compound annual growth rate (CAGR) for the U.S. PVC rigid electrical conduit market is projected at 6.5% from 2024 to 2033, indicating robust year-over-year expansion.
- Industry analysis from another leading source cites a 5.8% CAGR for the broader U.S. electrical conduit market, which aligns with continued modernization of electrical grids and infrastructure.
- Residential conduit demand is forecast to grow at a CAGR of 6.5% from \$2.8B in 2025 to \$4.2B in 2033, further boosting overall sector growth.

- **Growth Drivers**

- Rapid growth is fueled by:
 - New residential, commercial, and industrial construction.
 - Infrastructure upgrades and regulatory standards for safer, more energy-efficient wiring.
 - Increased demand for renewable energy integration, leading to the installation of solar and wind systems.
 - Cost-effectiveness, ease of installation, and durability of PVC as a conduit material.

Competitive Landscape

Key Competitors in U.S. Electrical PVC Conduit, fittings, duct, utility conduit, and telecom/data conduit

1. CANTEX Inc.- Clear category leader (PVC-only, electrical-focused)

- One of the **largest U.S. manufacturers focused exclusively on PVC electrical conduit, fittings, and boxes.**
- Strong brand reputation in electrical distribution networks with **very broad SKU coverage** for electrical: Schedule 40/80, ENT, DB/EB utility ducts, sweeps, fittings, and enclosures.
- **Fast lead times** due to have 10 U.S. plants and 3 distribution centers.
- Known for **consistent quality + availability**, which electrical distributors value heavily.
- **Where they dominate:** Commercial electrical contractors, industrial electrical projects, utility and underground electrical races, big-box electrical distribution

2. Westlake Pipe & Fittings- (Formerly NAPCO; div. of Westlake Corporation - vertically integrated into PVC resin.)

- One of the **largest PVC pipe producers in North America**, with a major electrical conduit line.
- Strong **economies of scale** due to in-house resin production.
- Offer a **full electrical product range** but also have plumbing/municipal lines (so

Competitive Landscape- con' t

3. JM Eagle- The largest overall PVC pipe producer in the world

- Well known for water/sewer pipe, but they also produce a **significant PVC electrical conduit line**.
- **National footprint** with 22 plants and 2 distribution centers, resulting in good freight efficiency.
- **Strong relationships with big distributors** that want cross-category supply (e.g., irrigation + waterworks + electrical).
- **Wide availability** of Schedule 40/80 and DB conduit.
- **Where they show up-** Utility underground duct, commercial conduit projects, long-run jobs where proximity to a plant lowers delivered cost.

4. IPEX (U.S. operations)- Large Canadian/U.S. thermoplastics manufacturer with strong engineered-system reputation.

- More premium positioning – PVC conduit for **engineered, high-spec applications**.
- High quality and strong **technical support** (engineers, spec teams).
- Strong in **data centers, telecom, and industrial markets** requiring reliability & compliance.
- Offer ENT, rigid PVC, UL-rated specialty fittings, and fiber/data infrastructure products.
- **Where they're strong-** Specification-driven commercial projects, data center

Competitive Landscape- con't

5. Dura-Line (HDPE conduit, not PVC – but directly competitive)- Division of Orbia; biggest player in HDPE

conduit for telecom/data/power.

- Even though they don't make PVC, they show up in the **same bids** because specifiers decide between: **PVC conduit** (CANTEX, Westlake, IPEX, JM Eagle) and **HDPE conduit** (Dura-Line), especially for **long pulls, trenchless boring, fiber, and data-center interconnect projects**.
- Dominant in **fiber-optic and telecom conduit**.
- HDPE conduit often displaces PVC for **directional boring and long underground runs**.
- Strength via **big alliances** with telecom and hyperscale data center operators.
- **Where they compete against PVC**- Data-center connectivity builds, fiber expansion projects, solar and renewable power sites, utility underground duct systems.

6. Prime Conduit- Formerly owned by ABB; mid-size U.S. manufacturer.

- Focused on **rigid PVC conduit (Schedule 40/80)** and fittings.
- Known in electrical distributor channels as a **reliable mid-tier supplier**.
- Good **quality** and consistent **availability**.
- Often used when contractors want a **lower-cost alternative to CANTEX or Westlake**.
- U.S.-made with dependable logistics.

Competitive Landscape– con' t

U.S. Electrical PVC Conduit — Competitive Matrix for Data Centers & Large Electrical Projects)

Overall Positioning Matrix

Company	Price Tier	Quality/Spec Rating	Availability	Focus Areas	Notes
CANTEX	Mid	High	Excellent	Electrical-only	Best pure electrical PVC supplier; very strong on conduit breadth & delivery speed
Westlake Pipe & Fittings	Mid–High	High	Very good	Electrical + plumbing + utility	Vertically integrated resin → cost stability; strong with utilities & contractors
JM Eagle	Low–Mid	Mid	Excellent	Electrical + waterworks	Often most cost-competitive on large jobs; huge footprint decreases freight costs
IPEX	High	Very High	Good	Premium engineered systems	Go-to for high-spec, engineered electrical and telecom systems (hospitals airports, data centers)
Prime Conduit	Low–Mid	Mid	Good	Budget rigid PVC	Solid mid-market “value” option for rigid Schedule 40/80
Dura-Line (HDPE)	High	Very High	Very good	Telecom, fiber, power	Material competitor — often chosen instead of PVC for long runs & directional boring

Product Offerings



Initial Product Line

- UL651 rigid PVC conduit, fittings and boxes
- CSA rigid PVC conduit, DB2/ES2 PV and fittings
- Utility PVC conduit DB60, DB100,
- UL1653 Electrical Nonmetallic Tub fittings, and boxes
- AS/NZS 2053 PVC conduit and fitti
- Extremely UV-resistant solar cond fittings
- Low smoke halogen-free conduit an

Our products are manufactured using the most advanced production equipment and process technology.

Note: Checking on purple pipe for reclamation of recycled wastewater.

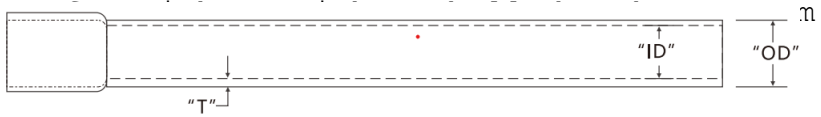
Schedule 40 Rigid PVC Conduit

Item No.	Size	OD Average		Min Average ID		Min T	
		Inches	mm	Schedule 40 Inches	mm	Schedule 40 Inches	mm
CI-SCH40A	1/2	0.840 ± 0.004	21.34 ± 0.10	0.578	14.68	0.109	2.77
CI-SCH40B	3/4	1.050 ± 0.004	26.67 ± 0.10	0.780	19.81	0.113	2.87
CI-SCH40C	1	1.315 ± 0.005	33.40 ± 0.13	1.004	25.50	0.133	3.38
CI-SCH40D	1-1/4	1.660 ± 0.005	42.16 ± 0.13	1.335	33.90	0.140	3.56
CI-SCH40E	1-1/2	1.900 ± 0.006	48.26 ± 0.15	1.564	39.72	0.145	3.68
CI-SCH40F	2	2.375 ± 0.006	60.32 ± 0.15	2.021	51.33	0.154	3.91
CI-SCH40G	2-1/2	2.875 ± 0.007	73.02 ± 0.18	2.414	61.31	0.203	5.16
CI-SCH40H	3	3.500 ± 0.008	88.90 ± 0.20	3.008	76.40	0.216	5.49
CI-SCH40I	3-1/2	4.000 ± 0.008	101.60 ± 0.20	3.486	88.54	0.226	5.74
CI-SCH40J	4	4.500 ± 0.009	114.30 ± 0.23	3.961	100.60	0.237	6.02
CI-SCH40K	5	5.563 ± 0.010	141.30 ± 0.25	4.975	126.36	0.258	6.55
CI-SCH40L	6	6.625 ± 0.011	168.28 ± 0.28	5.986	152.04	0.280	7.11
CI-SCH40M	8	8.625 ± 0.011	219.07 ± 0.28	7.853	199.47	0.322	8.18



Product Properties

- PVC material tested in accordance with ASTM D1784-20.
- Complies with UL 651 standards.
- Complies with CSA C22.2 No. 211.2 standards.
- Complies with NEMA TC-2 requirements.
- PVC material provides excellent corrosion resistance.
- High impact resistance.
- Resistant to sunlight (UV resistant).
- Self-extinguishing and fire-retardant.
- Smooth interior and exterior surfaces.
- Suitable for both underground and above-ground applications.
- Standard lengths available in 10 ft and 20



Dimensions are nominal. FT4 rated.



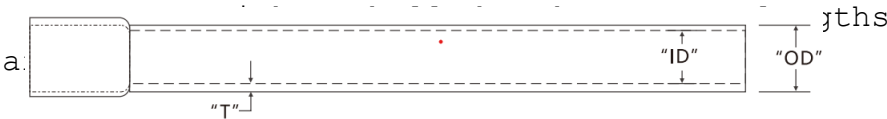
Schedule 80 Rigid PVC Conduit

Item No.	Size	OD		Min Average ID		Min T	
		Average		Schedule 80		Schedule 80	
		Inches	mm	Inches	mm	Inches	mm
CI-SCH80A	1/2	0.840±0.004	21.34±0.10	0.502	12.75	0.147	3.73
CI-SCH80B	3/4	1.050±0.004	26.67±0.10	0.698	17.72	0.154	3.91
CI-SCH80C	1	1.315±0.005	33.40±0.13	0.910	23.11	0.179	4.55
CI-SCH80D	1-1/4	1.660±0.005	42.16±0.13	1.227	31.16	0.191	4.85
CI-SCH80E	1-1/2	1.900±0.006	48.26±0.15	1.446	36.72	0.200	5.08
CI-SCH80F	2	2.375±0.006	60.32±0.15	1.881	47.77	0.218	5.54
CI-SCH80G	2-1/2	2.875±0.007	73.02±0.18	2.250	57.15	0.276	7.01
CI-SCH80H	3	3.500±0.008	88.90±0.20	2.820	71.62	0.300	7.62
CI-SCH80I	3-1/2	4.000±0.008	101.60±0.20	3.280	83.31	0.318	8.08
CI-SCH80J	4	4.500±0.009	114.30±0.23	3.737	94.91	0.337	8.56
CI-SCH80K	5	5.563±0.010	141.30±0.25	4.713	119.71	0.375	9.53
CI-SCH80L	6	6.625±0.011	168.28±0.28	5.646	143.41	0.432	10.97
CI-SCH80M	8	8.625±0.011	219.07±0.28	7.513	190.83	0.500	12.70



Product Properties

- PVC material tested in accordance with ASTM D1784-20.
- Complies with UL 651 standards.
- Complies with NEMA TC-2 requirements.
- PVC material provides excellent corrosion resistance.
- High impact resistance.
- Self-extinguishing and fire-retardant.
- Smooth interior and exterior surfaces.
- Suitable for both underground and above-ground applications.
- Standard lengths available in 10 ft and 20 ft, with or



Dimensions are nominal. FT4 rated.



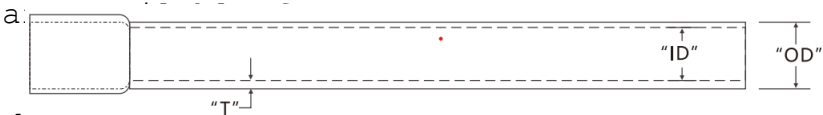
Type A Rigid PVC Conduit

Item No.	Size	OD		Wall Thickness			
		Average		Max.		Min.	
		Inches	mm	Inches	mm	Inches	mm
CI-TYPEAA	1/2	0.840±0.004	21.34±0.10	0.080	2.030	0.060	1.520
CI-TYPEAB	3/4	1.050±0.004	26.67±0.10	0.080	2.030	0.060	1.520
CI-TYPEAC	1	1.315±0.005	33.40±0.13	0.080	2.030	0.060	1.520
CI-TYPEAD	1-1/4	1.660±0.005	42.16±0.13	0.090	2.290	0.070	1.780
CI-TYPEAE	1-1/2	1.900±0.006	48.26±0.15	0.100	2.540	0.080	2.030
CI-TYPEAF	2	2.375±0.006	60.32±0.15	0.120	3.050	0.100	2.540
CI-TYPEAG	2-1/2	2.875±0.007	73.02±0.18	0.130	3.300	0.110	2.800
CI-TYPEAH	3	3.500±0.008	88.90±0.20	0.145	3.680	0.125	3.180
CI-TYPEAI	3-1/2	4.000±0.008	101.60±0.20	0.165	4.200	0.145	3.680
CI-TYPEAJ	4	4.500±0.009	114.30±0.23	0.170	4.320	0.150	3.800
CI-TYPEAK	5	5.563±0.010	141.30±0.25	0.190	4.826	0.170	4.318
CI-TYPEAL	6	6.625±0.011	168.28±0.28	0.210	5.334	0.190	4.826



Product Properties

- PVC material tested in accordance with ASTM D1784-20.
- Complies with UL 651 standards.
- PVC material provides excellent corrosion resistance.
- High impact resistance.
- Self-extinguishing and fire-retardant.
- Smooth interior and exterior surfaces.
- Suitable for both underground and above-ground applications.
- Standard lengths available in 10 ft and 20 ft, with or without belled ends. Custom lengths



Dimensions are nominal.

Type EB Rigid PVC Conduit

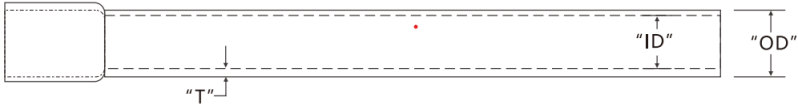
Item No.	Size	OD		Wall Thickness			
		Average		Max.		Min.	
		Inches	mm	Inches	mm	Inches	mm
CI-TYPEEBA	2	2.375±0.006	60.32±0.15	0.094	2.39	0.060	1.52
CI-TYPEEBB	3	3.500±0.008	88.90±0.20	0.109	2.77	0.061	1.55
CI-TYPEEBC	3-1/2	4.000±0.008	101.60±0.20	0.124	3.15	0.072	1.83
CI-TYPEEBD	4	4.500±0.009	114.30±0.23	0.129	3.28	0.082	2.08
CI-TYPEEBE	5	5.563±0.010	141.30±0.25	0.144	3.66	0.103	2.62
CI-TYPEEBF	6	6.625±0.011	168.28±0.28	0.164	4.17	0.125	3.18

Dimensions are nominal.



Product Properties

- PVC material tested in accordance with ASTM D1784-20.
- Complies with UL 651 standards.
- PVC material provides excellent corrosion resistance.
- High impact resistance.
- Self-extinguishing and fire-retardant.
- Smooth interior and exterior surfaces.
- Standard lengths available in 10 ft and 20 ft, with or without belled ends. Custom lengths are available for specific applications.



DB60 PVC Utilities Duct

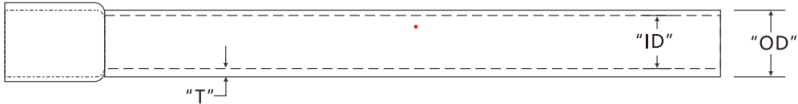
Item No.	Trade Size	Average OD	Min Thickness	Length
		(Inch)	(Inch)	
CI-DB6001	2	2.375±0.006	0.060	10ft/20ft
CI-DB6002	3	3.500±0.008	0.092	10ft/20ft
CI-DB6003	4	4.500±0.009	0.121	10ft/20ft
CI-DB6004	5	5.563±0.010	0.152	10ft/20ft
CI-DB6005	6	6.625±0.011	0.182	10ft/20ft

Dimensions are nominal.



Product Properties

- PVC material tested in accordance with ASTM D1784.
- Complies with NEMA TC 6 & 8 and ASTM F-512 standards.
- PVC material provides excellent corrosion resistance.
- High impact resistance.
- Self-extinguishing and fire-retardant.
- Smooth interior and exterior surfaces.
- Standard lengths available in 10 ft and 20 ft with a belled end.
- Suitable for direct burial without



DB100 PVC Utilities Duct

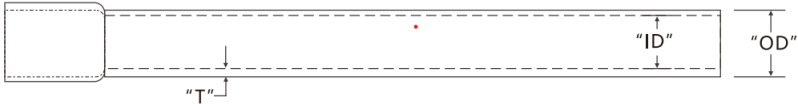
Item No.	Trade Size	Average OD	Min Thickness	Length
		(Inch)	(Inch)	
CI-DB10001	3	3.500±0.008	0.112	10ft/20ft
CI-DB10002	3-1/2	4.000±0.008	0.128	10ft/20ft
CI-DB10003	4	4.500±0.009	0.145	10ft/20ft
CI-DB10004	5	5.563±0.010	0.179	10ft/20ft
CI-DB10005	6	6.625±0.011	0.213	10ft/20ft

Dimensions are nominal.



Product Properties

- PVC material tested in accordance with ASTM D1784.
- Complies with NEMA TC 6 & 8 and ASTM F-512 standards.
- PVC material provides excellent corrosion resistance.
- High impact resistance.
- Self-extinguishing and fire-retardant.
- Smooth interior and exterior surfaces.
- Standard lengths available in 10 ft and 20 ft with a belled end.
- Suitable for direct burial without



DB120 PVC Utilities Duct

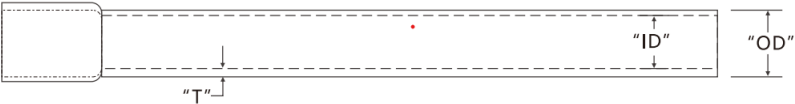
Item No.	Size	Average OD	Thickness 01	Thickness 02	Length
		(inch)	(inch)	(inch)	
CI-DB120RCA	1	1.315±0.005	0.060	0.060	10ft/20ft
CI-DB120RCB	1-1/2	1.900±0.006	0.060	0.065	10ft/20ft
CI-DB120RCC	2	2.375±0.006	0.077	0.083	10ft/20ft
CI-DB120RCD	3	3.500±0.008	0.118	0.127	10ft/20ft
CI-DB120RCE	3-1/2	4.000±0.008	0.136	0.147	10ft/20ft
CI-DB120RCF	4	4.500±0.009	0.154	0.166	10ft/20ft
CI-DB120RCG	5	5.563±0.010	0.191	0.205	10ft/20ft
CI-DB120RCH	6	6.625±0.011	0.227	0.244	10ft/20ft

Dimensions are nominal.



Product Properties

- PVC material tested in accordance with ASTM D1784.
- Complies with NEMA TC 6 & 8 and ASTM F-512 standards.
- PVC material provides excellent corrosion resistance.
- High impact resistance.
- Self-extinguishing and fire-retardant.
- Smooth interior and exterior surfaces.
- Standard lengths available in 10 ft and 20 ft with a belled end.
- Suitable for direct burial without



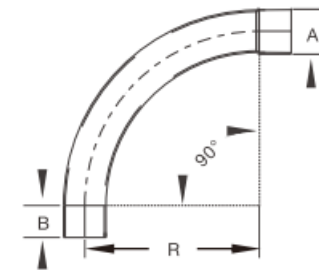
Sch40 & Sch80 90° Standard Elbows- Bell End

Item No.	Trade Size	Min.Wall (in)		A (in)	B (in)	R (in)
		Sch40	Sch80			
CI-SWB90A	1/2	0.109	0.147	0.84	1.5	4
CI-SWB90B	3/4	0.113	0.154	1.05	1.5	4.5
CI-SWB90C	1	0.133	0.179	1.315	1.875	5.75
CI-SWB90D	1-1/4	0.140	0.191	1.66	2	7.25
CI-SWB90E	1-1/2	0.145	0.200	1.9	2	8.25
CI-SWB90F	2	0.154	0.218	2.375	2	9.5
CI-SWB90G	2-1/2	0.203	0.276	2.875	3	10.5
CI-SWB90H	3	0.216	0.300	3.5	3.125	13
CI-SWB90I	3-1/2	0.226	0.318	4	3.25	15
CI-SWB90J	4	0.237	0.337	4.5	3.375	16
CI-SWB90K	5	0.258	0.375	5.563	3.625	24
CI-SWB90L	6	0.280	0.432	6.625	3.75	30
CI-SWB90M	8	0.322	0.500	8.625	6.5	35.5



Product Properties

- Bell end standard radius elbow is used to change the direction of a conduit run by 90 degrees.
- PVC material provides excellent corrosion resistance.
- Resistant to sunlight (UV resistant).
- Complies with UL651 standards.
- Designed for standard radius.



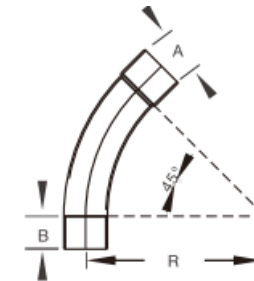
Sch40 & Sch80 45° Standard Elbows- Bell End

Item No.	Trade Size	Min.Wall (in)		A (in)	B (in)	R (in)
		Sch40	Sch80			
CI-SWB45A	1/2	0.109	0.147	0.84	1.5	4
CI-SWB45B	3/4	0.113	0.154	1.05	1.5	4.5
CI-SWB45C	1	0.133	0.179	1.315	1.875	5.75
CI-SWB45D	1-1/4	0.140	0.191	1.66	2	7.25
CI-SWB45E	1-1/2	0.145	0.200	1.9	2	8.25
CI-SWB45F	2	0.154	0.218	2.375	2	9.5
CI-SWB45G	2-1/2	0.203	0.276	2.875	3	10.5
CI-SWB45H	3	0.216	0.300	3.5	3.125	13
CI-SWB45I	3-1/2	0.226	0.318	4	3.25	15
CI-SWB45J	4	0.237	0.337	4.5	3.375	16
CI-SWB45K	5	0.258	0.375	5.563	3.625	24
CI-SWB45L	6	0.280	0.432	6.625	3.75	30
CI-SWB45M	8	0.322	0.500	8.625	6.5	35.5



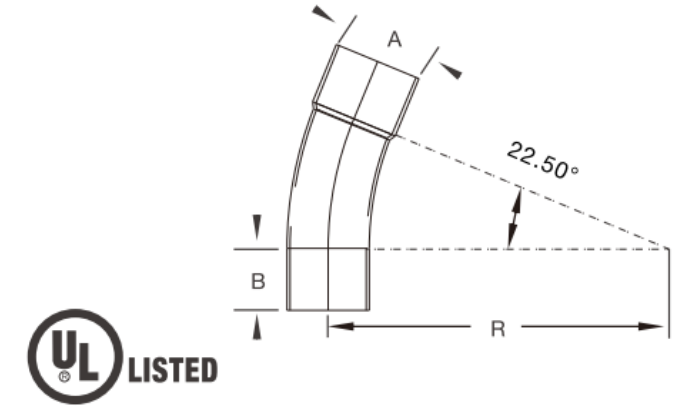
Product Properties

- Bell end standard radius elbow is used to change the direction of a conduit run by 45 degrees.
- PVC material provides excellent corrosion resistance.
- Resistant to sunlight (UV resistant).
- Complies with UL651 standards.
- Designed for standard radius.



Sch40 & Sch80 22.5° Standard Elbows– Bell End

Item No.	Trade Size	Min.Wall (in)		A (in)	B (in)	R (in)
		Sch40	Sch80			
CI-SWB22.5A	1/2	0.109	0.147	0.84	1.5	4
CI-SWB22.5B	3/4	0.113	0.154	1.05	1.5	4.5
CI-SWB22.5C	1	0.133	0.179	1.315	1.875	5.75
CI-SWB22.5D	1-1/4	0.140	0.191	1.66	2	7.25
CI-SWB22.5E	1-1/2	0.145	0.200	1.9	2	8.25
CI-SWB22.5F	2	0.154	0.218	2.375	2	9.5
CI-SWB22.5G	2-1/2	0.203	0.276	2.875	3	10.5
CI-SWB22.5H	3	0.216	0.300	3.5	3.125	13
CI-SWB22.5I	3-1/2	0.226	0.318	4	3.25	15
CI-SWB22.5J	4	0.237	0.337	4.5	3.375	16
CI-SWB22.5K	5	0.258	0.375	5.563	3.625	24
CI-SWB22.5L	6	0.280	0.432	6.625	3.75	30
CI-SWB22.5M	8	0.322	0.500	8.625	6.5	35.5



Product Properties

- Bell end standard radius elbow is used to change the direction of a conduit run by 22.5 degrees.
- PVC material provides excellent corrosion resistance.
- Resistant to sunlight (UV resistant).
- Complies with UL651 standards.
- Designed for standard radius.

Sch40 & Sch80 90° Special Sweep Elbows– Bell End

Item No.	Trade Size	Min.Wall (in)		A (in)	B (in)	Radius	
		Sch40	Sch80			24"	36"
CI-SWS90C	1	0.133	0.179	1.315	1.875	✓	✓
CI-SWS90D	1-1/4	0.140	0.191	1.660	2.000	✓	✓
CI-SWS90E	1-1/2	0.145	0.200	1.900	2.000	✓	✓
CI-SWS90F	2	0.154	0.218	2.375	2.000	✓	✓
CI-SWS90G	2-1/2	0.203	0.276	2.875	3.000	✓	✓
CI-SWS90H	3	0.216	0.300	3.500	3.125	✓	✓
CI-SWS90I	3-1/2	0.226	0.318	4.000	3.250	✓	✓
CI-SWS90J	4	0.237	0.337	4.500	3.375	✓	✓
CI-SWS90K	5	0.258	0.375	5.563	3.625		✓
CI-SWS90L	6	0.280	0.432	6.625	3.750		✓
CI-SWS90M	8	0.322	0.500	8.625	6.500		✓



Product Properties

- Bell end standard radius elbow is used to change the direction of a conduit run by 90 degrees.
- PVC material provides excellent corrosion resistance.
- Resistant to sunlight (UV resistant).
- Complies with UL651 standards.
- Designed for standard radius.

Other special radiuses available upon request.

Sch40 & Sch80 45° Special Sweep

Elbow Bell End

Item No.	Trade Size	Min.Wall (in)		A (in)	B (in)	Radius	
		Sch40	Sch80			24"	36"
CI-SWS45C	1	0.133	0.179	1.315	1.875	✓	✓
CI-SWS45D	1-1/4	0.140	0.191	1.660	2.000	✓	✓
CI-SWS45E	1-1/2	0.145	0.200	1.900	2.000	✓	✓
CI-SWS45F	2	0.154	0.218	2.375	2.000	✓	✓
CI-SWS45G	2-1/2	0.203	0.276	2.875	3.000	✓	✓
CI-SWS45H	3	0.216	0.300	3.500	3.125	✓	✓
CI-SWS45I	3-1/2	0.226	0.318	4.000	3.250	✓	✓
CI-SWS45J	4	0.237	0.337	4.500	3.375	✓	✓
CI-SWS45K	5	0.258	0.375	5.563	3.625		✓
CI-SWS45L	6	0.280	0.432	6.625	3.750		✓
CI-SWS45M	8	0.322	0.500	8.625	6.500		✓

Other special radiuses available upon request.



Product Properties

- Bell end standard radius elbow is used to change the direction of a conduit run by 45 degrees.
- PVC material provides excellent corrosion resistance.
- Resistant to sunlight (UV resistant).
- Complies with UL651 standards.
- Designed for standard radius.

Coupling

Item No.	Trade Size	W (in)	L (in)	ID (in)
CI-SCA	1/2	1.066	1.500	0.852
CI-SCB	3/4	1.307	1.563	1.064
CI-SCC	1	1.602	2.000	1.330
CI-SCD	1-1/4	2.020	2.165	1.677
CI-SCE	1-1/2	2.252	2.357	1.918
CI-SCF	2	2.744	2.600	2.393
CI-SCG	2-1/2	3.351	3.500	2.890
CI-SCH	3	4.035	3.875	3.515
CI-SCI	3-1/2	4.539	4.000	4.015
CI-SCJ	4	5.039	4.188	4.515
CI-SCK	5	6.169	5.375	5.593
CI-SCL	6	7.247	6.375	6.669
CI-SCM	8	9.315	10.500	8.685



Product Properties

- Center stop coupling used to join lengths of conduit pipe together with two solvent weld socket ends.
- PVC material provides excellent corrosion resistance.
- Resistant to sunlight (UV resistant).
- Complies with UL651 standards.

Terminal Male Adaptor

Item No.	Trade Size	W (in)	L (in)
CI-PSAA	1/2	1.069	1.449
CI-PSAB	3/4	1.302	1.527
CI-PSAC	1	1.587	1.889
CI-PSAD	1-1/4	2.020	1.967
CI-PSAE	1-1/2	2.258	2.006
CI-PSAF	2	2.744	2.170
CI-PSAG	2-1/2	3.354	2.408
CI-PSAH	3	4.035	2.669
CI-PSAI	4	5.039	3.193



Product Properties

- For use with Sch40 & Sch80 and Type EB applications.
- PVC material provides excellent corrosion resistance.
- Complies with UL651 standards.

Pipe Straps

Item No.	Knockouts	L (in)	W (in)
CI-PSA	1/2	2.188	0.500
CI-PSB	3/4	2.500	0.500
CI-PSC	1	2.813	0.563
CI-PSD	1-1/4	3.125	0.622
CI-PSE	1-1/2	3.374	0.622
CI-PSF	2	4.001	0.687
CI-PSG	2-1/2	4.563	1.000

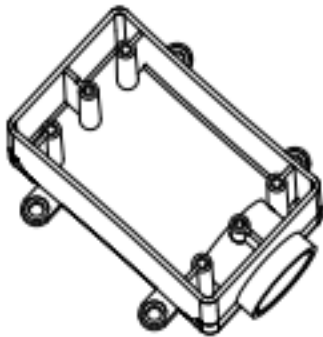


Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.

Single Gang Outlet Box 1 Way

Item No.	Knockouts	L (in)	H (in)
CI-SG01A	1/2	4.951	2.375
CI-SG01B	3/4	4.951	2.375
CI-SG01C	1	4.951	2.375



Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.
- Ideal for use in concrete.

Single Gang Outlet Box 2 Way

Item No.	Knockouts	L (in)	H (in)
CI-SGO2A	1/2	4.951	2.375
CI-SGO2B	3/4	4.951	2.375
CI-SGO2C	1	4.951	2.375



Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.
- Ideal for use in concrete.

Single Gang Outlet Box 2 Straight Way

Item No.	Knockouts	L (in)	H (in)
CI-SGO2SA	1/2	5.311	2.375
CI-SGO2SB	3/4	5.311	2.375
CI-SGO2SC	1	5.311	2.375



Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.
- Ideal for use in concrete.

Single Gang Outlet Box 3 Way

Item No.	Knockouts	L (in)	H (in)
CI-SGO3A	1/2	5.311	2.375
CI-SGO3B	3/4	5.311	2.375
CI-SGO3C	1	5.311	2.375

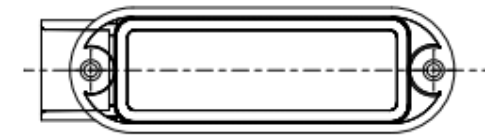


Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.
- Ideal for use in concrete.

Conduit Bodies Type E

Item No.	Knockouts	L (in)	W (in)
CI-CBTEA	1/2	4.316	1.311
CI-CBTEB	3/4	5.248	1.500
CI-CBTEC	1	6.259	1.752
CI-CBTED	1-1/4	7.976	2.500
CI-CBTEE	1-1/2	8.610	2.626
CI-CBTEF	2	10.658	3.126

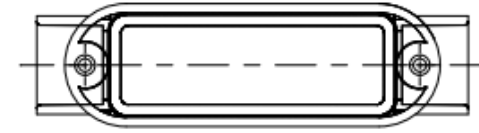


Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.

Conduit Bodies Type C

Item No.	Knockouts	L (in)	W (in)
CI-CBTCA	1/2	4.617	1.311
CI-CBTCB	3/4	5.693	1.500
CI-CBTCC	1	6.828	1.752
CI-CBTCD	1-1/4	8.628	2.500
CI-CBTCE	1-1/2	9.346	2.626
CI-CBTCF	2	11.454	3.126

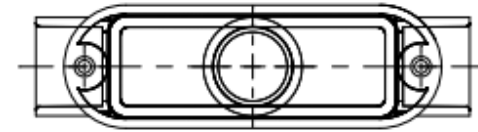


Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.

Conduit Bodies Type TB

Item No.	Knockouts	L (in)	W (in)
CI-CBTTBA	1/2	4.617	1.311
CI-CBTTBB	3/4	5.693	1.500
CI-CBTTBC	1	6.828	1.752
CI-CBTTBD	1-1/4	8.628	2.500
CI-CBTTBE	1-1/2	9.346	2.626
CI-CBTTBF	2	11.454	3.126

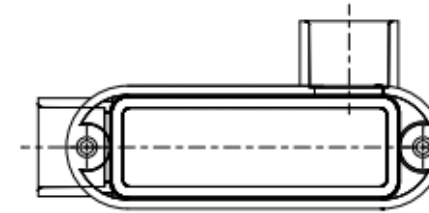


Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.

Conduit Bodies Type LL

Item No.	Knockouts	L (in)	W (in)
CI-CBTLLA	1/2	4.316	1.311
CI-CBTLLB	3/4	5.248	1.500
CI-CBTLLC	1	6.259	1.752
CI-CBTLLD	1-1/4	7.976	2.500
CI-CBTLLE	1-1/2	8.610	2.626
CI-CBTLLF	2	10.658	3.126

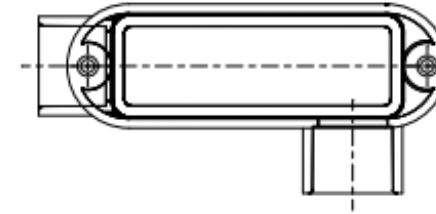


Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.

Conduit Bodies Type LR

Item No.	Knockouts	L (in)	W (in)
CI-CBTLRA	1/2	4.316	1.311
CI-CBTLRB	3/4	5.248	1.500
CI-CBTLRC	1	6.259	1.752
CI-CBTLRD	1-1/4	7.976	2.500
CI-CBTLRE	1-1/2	8.610	2.626
CI-CBTLRF	2	10.658	3.126



Product Properties

- PVC material.
- Non-conductive.
- For use with Sch40 & Sch80 conduit.

Electrical Nonmetallic Tubing (ENT)

Item No.	Size	Average OD		Average ID	
		Inches	mm	Inches	mm
CI-ENTA	1/2	0.840	21.34	0.602	15.29
CI-ENTB	3/4	1.050	26.67	0.804	20.42
CI-ENTC	1	1.315	33.40	1.029	26.14
CI-ENTD	1-1/4	1.660	42.17	1.360	34.55
CI-ENTE	1-1/2	1.900	48.26	1.590	40.39
CI-ENTF	2	2.375	60.36	2.047	51.99
CI-ENTG	2-1/2	2.866	72.80	2.469	62.70

Dimensions are nominal.



Product Properties

- PVC material complies with UL 1653, CSA C22.2 227.1 standards.
- Flexible construction which can be bent by hand.
- PVC material provides excellent corrosion resistance.
- High impact resistance.
- Resistant to sunlight (UV resistant).
- Self-extinguishing and fire-retardant.
- Smooth interior and exterior surfaces.
- Suitable for both underground and above-ground applications.
- Available in blue, red, yellow or customized colors.
- Packaging: coils or reels.
- FT4 rated.



ENT Coupling

Item No.	Knockouts	L (in)	W (in)
CI-ECA	1/2	1.988	1.213
CI-ECB	3/4	2.047	1.417
CI-ECC	1	2.343	1.764



Product Properties

- For use with ENT slab square box.
- PVC material provides excellent corrosion resistance.
- Complies with UL 1653 standards.

ENT Deep Concrete Wall Box

Item No.	Knockouts	L (in)	H (in)
CI-ESSA	8X1/2	6.00	3.587
CI-ESSB	8X3/4	6.00	3.587
CI-ESSC	4X1/2, 4X3/4	6.00	3.587
CI-ESSD	4X1/2, 2X3/4, 2X1	6.00	3.587
CI-ESSE	4X3/4, 4X1	6.00	3.587



Product Properties

- PVC material.
- Non-conductive, impact and corrosion resistant
- Concrete tight.

ENT Slab Round Box

Item No.	Knockouts	L (in)	H (in)
CI-ESRA	8X1/2	6.00	3.587
CI-ESRB	8X3/4	6.00	3.587
CI-ESRC	4X1/2, 4X3/4	6.00	3.587
CI-ESRD	4X1/2, 2X3/4, 2X1	6.00	3.587
CI-ESRE	4X3/4, 4X1	6.00	3.587



Product Properties

- PVC material.
- Non-conductive, impact and corrosion resistant
- Concrete tight.

ENT Concrete Wall Box

Item No.	Knockouts	L (in)	H (in)
CI-ECWA	1/2	6.24	2.008
CI-ECWB	3/4	6.24	2.008



Product Properties

- PVC material.
- Non-conductive.
- Ideal for use in concrete.

UL651 Certificate of Compliance- Rigid PVC Conduit

This is to certify that representative samples of the product as specified on this certificate were tested according to the current UL requirements

Model	Category Description
1-1/4	Rigid PVC Conduit, Schedule 40
1/2	Rigid PVC Conduit, Schedule 40
1/2, 3/4, 1, 1-1/4, 1-1/2, 2, 2-1/2, 3-1/2, 4, 5 and 6 trade sizes.	Rigid PVC Conduit, Schedule 80
1/2, 3/4, 1, 1-1/4, 1-1/2, 2, 2-1/2, 3, 3-1/2, 4, 5 and 6 trade sizes.	Rigid PVC Conduit Elbows, Schedule 80
1/2, 3/4, 1, 1-1/4, 1-1/2, 2, 2-1/2, 3, 3-1/2, 4, 5, 6 trade sizes.	Rigid PVC Conduit Elbows, Schedule 80
1/2, 3/4, 1, 1-1/4, 1-1/2, 2, 2-1/2, 3, 3-1/2, 4, 5, 6 trade sizes.	Rigid PVC Conduit, Elbows, Schedule 80
1/2, 3/4, 1, 1-1/4, 1-1/2, 2, 2-1/2, 3, 3-1/2, 4, 5, and 6 trade sizes.	Rigid PVC Conduit, Schedule 40 with integral
1/2, 3/4, 1, 1-1/4, 1-1/2, 2, 2-1/2, 3, 3-1/2, 4, 5, 6 trade sizes.	Rigid PVC Conduit, Elbows, Schedule 40
2, 3, 4, 5, 6	Rigid PVC Conduit, Schedule 80
3, 3-1/2, 4, 5, 6	Rigid PVC Conduit, Schedule 40
3, 4, 5, 6	Rigid PVC Conduit, Schedule integral couplings
3, 3-1/2, 4, , 5, 6	Rigid PVC Conduit, Schedule 80 with integral couplings
3/4, 1, 1-1/2	Rigid PVC Conduit, Schedule 40

Deborah Jennings-Conner

Deborah Jennings-Conner, VP Regulatory Services
UL LLC



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Safety Certified Electrical Conduit Systems

Other Certifications

- ASTM
- CSA
- NEMA



UL 1653 Certificate of Compliance- Electrical Nonmetallic Tubing

This is to certify that representative samples of the product as specified on this certificate were tested according to the current UL requirements

Safety Certified Electrical Conduit Systems

Other Certifications

- CSA

Model	Category Description
1-1/4, 1-1/2	Electrical nonmetallic tubing in trade sizes
1/2, 3/4, 1	Electrical nonmetallic tubing in trade sizes
2, 2-1/2	Electrical nonmetallic tubing in trade sizes



Deborah Jennings-Conner

Deborah Jennings-Conner, VP Regulatory Services
UL LLC



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Target Customers

- **Utility Companies**

- Electric Utilities
- Telecommunications Utilities
- Water Utilities (potable water), Wastewater & Sewer Utilities, Stormwater & Drainage Reclaimed Water Utilities, and Gas Utilities (more limited applications)

- **Industrial Construction Companies** focused on building facilities for manufacturing, processing or heavy operations such as:

- Factories and manufacturing plants
- Warehouses and distribution centers (especially automated ones)
- Power plants
- Refineries and chemical plants
- Food and beverage processing facilities
- Data centers (often considered industrial due to infrastructure demands)

- **Commercial Construction Companies** focused on building facilities for public or business use

- Office buildings
- Retail stores and shopping centers
- Restaurants and hotels
- Schools and universities
- Hospitals and medical offices
- Multi-family residential (apartments, condos)

- **Residential Construction Companies**

Target Customers- Utility Company Examples

Rank ↕	Entity ↕	State ↕	Class of ownership ↕	Parent ↕	Number of customers ↕	Sales (MWh) ↕	Revenue (\$1,000) ↕	Average retail price/kWh ↕
1	Pacific Gas & Electric	CA	Investor owned	PCG	5,188,308	79,455,318	13,188,085.0	16.64
2	Southern California Edison	CA	Investor owned	EIX	4,963,983	75,828,585	11,939,729.9	15.75
3	Florida Power & Light	FL	Investor owned	NEE	4,708,793	104,431,096	10,526,025.0	10.08
4	Consolidated Edison	NY	Investor owned	ED	2,478,248	19,756,921	5,035,755.0	25.49
5	Georgia Power	GA	Investor owned	SO	2,410,042	83,740,365	8,255,813.0	9.86
6	Dominion Energy	VA	Investor owned	D	2,381,312	75,562,974	6,677,362.6	8.84
7	Ameren	MO	Investor owned	AEE	2,400,000	71,907,000	5,794,000.0	8.05
8	DTE Energy	MI	Investor owned	DTE	2,142,829	41,923,906	4,705,304.0	11.22— <i>[clarification needed]</i>
9	Duke Energy Carolinas	NC	Investor owned	DUK	7,400,000	52,700,616	4,852,431.3	8.55
10	Consumers Energy	MI	Investor owned	CMS	1,791,366	33,253,922	4,104,009.7	12.34



Market Growth vs. Near-term



- Market growth reflects long-term structural drivers
- Demand reflects near-term purchasing behavior (1-4

Why demand is soft today:

- Infrastructure funding has 12-36 month lag to const
- Inventory overhang from 2021-2023 limits reorders
- Housing slowdown reduces residential & conduit volu
- Buyers delay purchases amid stable/falling prices

Product mix trends:

- Large-diameter water & sewer: stable to growing
- Electrical conduit (DB-120): soft
- Residential DWV: soft
- Rehab & lining solutions: growing

Key takeaways:

- Market growth and soft demand can coexist.
- This is a timing and mix issue—not a demand collapse.

Sales and Marketing Strategy

- Develop a **national network of manufacturers' reps** who have existing relationships with target customers. Typical commissions for conduit= 7%-12%.
- Pursue a **hybrid approach** by selectively **selling direct to utilities** and also **selling through distributors**
 - Focus **direct sales on investor-owned utilities** to secure high-volume, repeat buys with higher gross margins (note: may involve longer sales cycle (12-24 months), requirement for local fulfillment, etc.)
 - Sell through distributors (industry default model) since **most utilities already buy through distributors** who manage inventory, credit, and logistics. Tradeoff is lower gross margins, but benefit is ability to scale faster and reduces need for local fulfillment. Distributors typically have 15%-30% margins.
- Start by **focusing on** like Schedule 40 and Schedule 80 PVC pipe and then a



National Manufacturers' Rep Network

- Rationale for manufacturers rep/independent sales agencies sales model
 - Eliminates need for hiring direct sales force
 - Reps have established relationships with utility buyers and territory knowledge within utility sector
 - Rep firms are already selling products used by utility companies, co-ops, municipalities, and related customers such as electrical equipment, grid components, poles, conductors, safety/measurement devices, etc.
 - Reps can leverage relationships with utility engineers, electrical distributors, EPC's, and contractors and know how to get on approved material lists (AMLs)
 - Reps can get our products approved and specified, call on utility standards groups, train distributor counter and inside sales, and support us on RFPs and bid packages
 - Structure rep network as a series of exclusive territory reps and leverage electrical/utility-focused agencies (NEMRA members)

Note: Manufacturer's rep firms included in this plan are representative and not in

Manufacturers' Rep Firms

- **Utility-Focused Manufacturers' Rep Firms**- These firms act on commission and provide deep utility market knowledge, local relationships, and territory coverage.
- **Preferred Sales Agency**- National electric utility manufacturers' rep firms with large sales team dedicated to utility products.
- **Utility Sales Associates, Inc.**- Manufacturer's rep focused on electrical utilities including investor-owned utilities and rural/co-op systems across several states.
- **Utility Sales Agents of North Texas**- Represents a range of electrical product lines in the electric utility market in TX, OK, NM, CO, etc.
- **Pacific Utilities**- Full-service electrical equipment manufacturer's reps serving electric utilities and related industries (especially CA, NV, and HI). They can represent products like PVC conduit to utility buyers and specifiers.
- **EMS Partners**- Electrical rep firm with experience in the electrical utility sector, municipalities, and contractors, especially in the Upper Midwest. They match product manufacturers with utility and infrastructure buyers and can support specifications and sales. (Serves CO, MN, MO, WI, KS, etc.)
- **United Electrical Sales (UES)**- Established, broad-coverage electrical sales rep firm representing high-quality electrical construction materials and components through electrical distributors (AL, FL, GA, NC, SC, Caribbean)
- **Electrical Equipment Representatives Association (EERA)**- Not a rep firm itself, but an association of member rep firms that specialize in electrical power industry sales. Joining or leveraging EERA firms can facilitate access to connect

Manufacturers' Rep Firms that Sell PVC Pipe to Utilities

Below Rep Firms work with PVC pipe producers and help get products specified and purchased by utilities, contractors, engineers, and distributors (especially for waterworks, sewer, municipal, and buried infrastructure)

- **Diamond Plastics Corporation- Representative Network-** one of largest pipe manufacturers in North America. Company publishes a detailed list of regional sales reps who focus on utility applications. Examples from their list:
 - **Utility S & G Associates, Inc.-** Easley, SC (serves utility markets)
 - **Specified Pipe-** Hillsboro, OR (reps Diamond for buried water/wastewater PVC pipe in multiple western states)
 - **Trilogy Sales, LLC-** Goodyear, AZ (utility/ag applications)
 - **Utility Associates, Inc.-** Dallas, TX (regional rep for utilities)

(Note: Many reps are region-specific; contacting Diamond's *Find a Representative* page and entering a specific region will give local details.

- **Specified Pipe-** A specified manufacturer's rep for Diamond Plastics focused on buried water and wastewater utility infrastructure PVC pipe (pressure and non-pressure). They handle budgeting, specification support, contractor/engineer engagement, and pre-construction assistance in several western and mountain states. Highly targeted to utility pipeline projects (water transmission, sewer, stormwater).

- **Mainline Sales, Inc.-** A full-service manufacturer's rep firm covering waterworks and sewer pipe markets among others (industrial, plumbing, irrigation).

Manufacturers' Rep Firms that Sell PVC Pipe to Utilities con't

- **Repcor**- A manufacturer's rep agency in the Western U.S. (CA, NV, etc.) covering plumbing, waterworks, irrigation, HVAC, fire protection, and industrial lines. Good for representatives who can include PVC schedule pipe on line cards alongside other infrastructure products.
- **PVF Marketing & Sales, LLC**- This rep firm covers waterworks, industrial, irrigation, and related piping products (including PVC pipe & accessories from multiple principals such as Tigre USA PVC fittings). They sell into distributors, consulting engineers, and end users in Southeastern U.S. markets (FL, GA, AL).
- **Supply House Times Rep Locator**- This is an interactive directory of manufacturer's rep firms across the U.S. that can be filtered by product category (plumbing/pipe) and region. Many listed firms specialize in plumbing, waterworks, and infrastructure products (excellent source for finding reps for PVC Schedule 40 pipe). Example rep firms in directory include Associated Marketing, Inc. (Midwest rep firm focused on plumbing/pipe products), Cooper New England Sales (Northeastern markets), and Coredron LLC (Mid-Atlantic region).

*Note: Some companies are distributors or supply houses that sell directly to utilities but do not function primarily as manufacturer's reps such as **Core & Main**- a large national distributor focused on waterworks products serving utilities and contractors. Local waterworks suppliers like **Underground Republic Water Works** or **Pacific Pipeline Supply** are distributors selling PVC and related*