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The “Truth” about the Cast Iron Soil Pipe Industry

By Bick Singh, President, CEO, NewAge Castings

In a recent “opinion piece” that appeared in *Property and Casualty 360°*, John Morally questioned: “Is Chinese cast iron piping the next ‘Chinese dry wall’ epidemic?” As an initial observation, publishing this purported “opinion” in a property insurance industry publication, owned and operated by the media division of an advertising agency, raises questions regarding Mr. Morally’s true motivation. While it is clear that Mr. Morally’s present legal troubles are at least partially responsible for his desire to serve as a cautionary tale, it is unclear why he would use factual inaccuracies and flawed generalizations to do so. So, before there is a panic induced indictment on an entire industry, it would serve us all well to first understand the facts:

1. Mr. Morally was the owner of a plumbing supply wholesale distribution company that apparently purchased sub-standard products and sold it to their clients. Mr. Morally did not manufacture cast iron piping nor, apparently, did he appropriately vet his sourced material. In Mr. Morally’s defense, I can understand how it could be difficult to control the quality of product when you play no role in the manufacturing process. Nevertheless, Mr. Morally ignores the fact that a supplier serves a purpose wholly distinct from that of a manufacturer in the supply chain.
2. *Where* product is manufactured is irrelevant. *How* product is manufactured is critical. Mr. Morally failed to recognize, or chose not to disclose, this most obvious element in his analysis. Imported products cannot naively be lumped together with all other imported products in a blanket indictment. To do so is inaccurate at best and intentionally misleading at worst.
3. As with any reputable product, the elements that distinguish one brand from another are found in the manufacturing processes and quality control (QC) procedures, not in the geographic location of a factory. For example, NewAge Casting is a company which actually manufacturers the full Cast Iron Soil Pipe System. We are not just a wholesale supplier importing a line of goods, as was the case for Mr. Morally. We take great strides to ensure our products are built for the long haul with a foundation of quality cemented in our DNA. Our QC procedures include:

- a. Hydrostatically testing all pipes at 5 PSI before coating to ensure no leaks. Many manufacturers fail to pressure test before coating, causing major problems after installation.
 - b. Spray coating all of our product to ensure a flush connection at the joints. Other manufacturers dip their pipes causing the emulsion to pool and drip, which results in quality issues during installation.
 - c. Unlike many other manufacturers, at NewAge Casting we add an extra step to the manufacturing process when we bore the interior of every stick of pipe. This ensures the best flow characteristics so fluids and solids pass through unrestricted.
 - d. Our foundries are approved by NCANSI accredited testing agencies. These independent testing agencies ensure that our products are all per ASTM A888 ASTM A74 and CISPI 301.
 - e. Our foundries utilize the latest equipment available to produce cast iron pipe and fittings, which in many cases are decades newer than some of the machinery being used by competitors. This allows us to certify better quality pipes.
4. As is true with most industries, the cast iron soil pipe and fittings industry must manufacture product to certain standards, earn certifications from third party agencies, and ensure compliance through frequent inspections of their foundries. These standards exist regardless of where the product is manufactured. With NewAge Casting's name on every pipe, fitting, and coupling, we know that the buck stops at our door. If any issues ever arise we do not look for a scape goat. In fact, we are so confident in our processes and desire to go above and beyond what others in the industry are doing that we back our products with a five year warranty. We fully stand behind our product.

At NewAge Casting, our fallback strategy against poor quality product is not our insurance agency. Although our products are fully insured and have been since our inception, we're proud to say that not one insurance claim has been paid. We know the customer comes first, and the customer knows they come first. If ever an issue should arise, the customer simply calls one of our 32 manufacturer's representatives. We guarantee someone will be at the job site within 24 hours to resolve issues as expeditiously as possible.

NewAge Casting revolutionized the Cast Iron Soil Pipe Industry and introduced an Epoxy Coated Cast Iron Soil Pipe system to the U.S. market. This enhancement allows our designers and building owners to push the bar on CISP DWV systems for chemical resistance, hot water, temperature cycling and salt spray resistance. There is no

comparison to the protection offered by Epoxy coating compared to the traditional asphalt coating which hasn't been changed for over a century. Just like our country and our economy, NewAge Casting has grown through good old fashioned competition. Competition pushes us all towards excellence. At NewAge Casting, we welcome honest and fair competition, but overly broad and uninformed generalizations have no place in the free market. We encourage all readers to perform some research regarding the Cast Iron Soil Pipe industry through credible sources like the Federal Trade Commission before subscribing to misinformed "opinions".

About NewAge Casting:

NewAge Casting is a U.S. based company established in 2005 in Houston, TX. We produce the complete lines of No-Hub (hubless) Pipe and Fittings 1 ½" – 15" and Service Weight (SV) Pipe and fittings ranging from 2" to 15". We also produces a full line of NH Couplings 1 ½" – 15" in standard (2 band), heavy duty (medium), and extra heavy duty to complete the full NewAge system. We have five distribution centers across the country totaling over 200,000 square feet of indoor storage to protect product from the elements, and 32-A level manufacturer representatives across the country, who provide full support to all levels of our industry.