

To Be Made Effective:



Manager's Notice



Houston Office
April 16, 1959

All Salesmen
Transite Pipe Instructors
Houston District

Cast Iron Competition

Despite the growth of Keasbey and Mattison and the recent activities of foreign manufacturers of asbestos-cement pipe, cast iron remains our basic major competition.

Continued product development has kept cast iron highly competitive and it has multiplied our own problems in charting a successful competitive course. We simply must have more complete information from you regarding the cast iron specifications to which we are losing business. Within the past two weeks at one Texas location, U.S. Pipe and Foundry Company quoted 4", 6" and 8" pipe in two distinct thicknesses while quoting 10" and 12" pipe in three thicknesses.

In reporting to this office, the salesman gave us the prices and wall thicknesses of the cast iron, but did not report the joint type, applicable specification (if identified in the invitation), or permissible metal strength (18/40, 21/45, or others.) Admittedly, it is not always easy to obtain complete data. For one thing, I am sure that most city officials, and very many consulting engineers, are very poorly informed regarding the details of the varied cast iron specifications. For another, I am certain the cast iron people follow a planned policy of keeping their customers confused on the subject.

In the near future, Everett will prepare data sheets and related information summarizing as briefly as possible the current cast iron story, including the various specification numbers and their significance. Pending this, you should try to supply us the following data:

- (1) Specification: A.S.A., Federal or AWWA. If A.S.A., give number; if Federal, give number and type; if AWWA, give number.
- (2) If pipe is cement lined and if so, whether lining thickness is 1/8" or 1/16".
- (3) Wall thickness or thicknesses if more than one is offered.
- (4) Joint type (open bell, mechanical joint, or slip-joint such as Tyton, Fast-Tite, etc.)

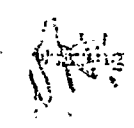
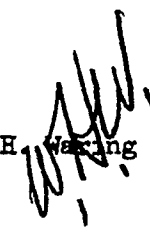
Other information such as joint lengths and inside diameters can be very useful and in some cases, most important. Keep in mind that it is impossible to give us too much data.

Possibly some of you may have thought a specification number alone would provide us with all wanted information. Nothing could be more erroneous. For example, under

the basic specification ASA 21.6-1953 (AWWA C106-53), a manufacturer could supply 6" pipe, made of 18/40 iron in wall thicknesses from .38" up to .48", with or without cement lining and with open bells for lead or compound joints; mechanical (bolted) joints, or slip-joints.

Many factors affect cast iron pipe prices but, fundamentally, these people are selling iron. If we can get enough information from you, we can develop a pattern by which we can make relatively good estimates on what they will quote, provided the customer or his engineer will use a clear specification.

W. H. Waring



[illegible]