



**northern pipe
products**

PVC Pipe manufacturer

Headquarters: Fargo, North Dakota

Established: 1979

President: Steve Laskey

Full-time employees: Approximately 100

Vision: Create a company whose name is the industry benchmark for the products and services we deliver.

Mission: Safely produce and sell the highest quality PVC pipe products and provide the best customer service in the industry.

northernpipe.com



Safety

6+ years without a lost-time incident

4 years receiving the Liberty Mutual Insurance Gold Safety Award for our DART (days away, restricted, and transferred) rate

2 employees minimum per team certified in CPR and first aid

Continuous improvement

Our **Safety Leading Indicator Program** requires all production and support employees to submit a quarterly safety suggestion to enhance our equipment, behavior, or processes.

Through our **Production Skills Training Program** employees can enhance their skills and increase pay by passing an initiative-based training program.

Local economic benefits

In 2016:

- We spent approximately **\$8.6** million locally on products and services.

- We shipped **4,000+** truckloads of products—the most in our area.

Leadership training

20+ employees have participated in leadership training to increase employee engagement and build talent.

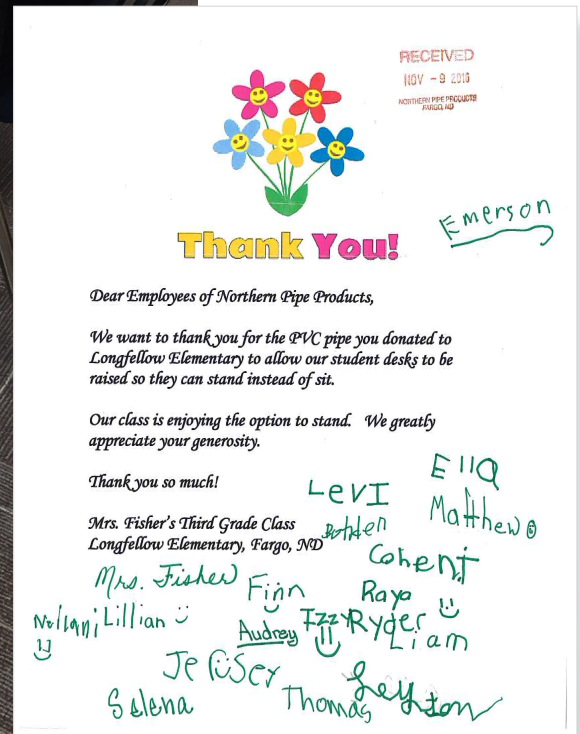
Giving back

Being active in and giving back to our community is important to us. Our employees **volunteered their time with the following organizations:**

- Northwestern Region of Safety Professionals to support scholarship development.
- Fargo, Moorhead, West Fargo Chamber of Commerce.
- United Way of Cass-Clay.

And we've donated pipe to:

- Longfellow Elementary School in Fargo, North Dakota, to make desks adjustable for kids who would like the option to stand while learning. (*Learn more on back*).
- A new BMX race track for kids in West Fargo, North Dakota.
- Maple River Golf Course.
- Fergus Falls, Minnesota, Bible Camp.



Northern Pipe Products donates pipe for community projects

Northern Pipe Products has a history of donating PVC pipe to worthwhile causes throughout its community. For example, the company donated pipe to help build a BMX race track in West Fargo, North Dakota, and it contributed its product to the Maple River Golf Course in Mapleton, North Dakota, to improve water control. "It feels great to help out our community in this way," said Executive Vice President and Chief Financial Officer Lyle Ganyo. "Putting this pipe to good use in our community makes sense."

When the company received a donation request from a local elementary school, it was happy to help out. At Longfellow Elementary in Fargo, many of its teachers wanted to provide standing desks for their students. "Studies show that movement throughout the school day helps students stay more engaged in the classroom," said Principal Eric Henrickson. But when the teachers started experimenting with different materials to elevate the desks, they didn't have much success. "After more research, PVC pipe seemed like the right solution," said Henrickson. "One family contacted Northern Pipe Products, and it donated and cut the pipe to fit the desks."

In total, Northern Pipe Products donated 132 pieces of PVC pipe measuring 2 inches by 18 inches. "We provided enough pipe to fulfill all teacher requests," said Ganyo. "The durability of PVC pipe and its low-maintenance material means these desks will last a long time in the classroom setting."

Henrickson said the standing desks have been a success. "Students, teachers, and parents are all very happy about the improvements the desks have made to the classroom experience. We're grateful to Northern Pipe Products for their generous donation."