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ENTERED
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Summary: General responsibilities include the management and oversight of inbound raw material and outbound finished product for our Birmingham operations. The Birmingham operation is responsible for over 500,000 N.T. of finished product being shipped annually throughout the country as well as internationally. American is served by three class one railroads (BNSF, CSX and NS) as well as the Birmingham Terminal Railway which is owned and operated by Watco Transportation Services. Specific responsibilities with the railroads include negotiating pricing and securing equipment for ductile iron pipe and steel pipe projects. We are also responsible for the negotiation of pricing and securing equipment for truckload and ocean freight shipments. I help lead a department of eight staff members in the development of short and long range goals which support the company's mission and goals. The Traffic Department is to provide trusted counsel, professional expertise and creativity in the distribution of our various products to the customers we serve.

Experience:
9/89-7/95

Traffic Coordinator
American Cast Iron Pipe Company
Birmingham, Alabama

- Responsibilities included negotiation of small parcel contracts, tracking and tracing of daily outbound shipments and specific customer order responsibilities.

8/95-10/98

Traffic Manager
American Cast Iron Pipe Company
Birmingham, Alabama

- Responsibilities included managing employees in their daily activities as well as authority and accountability of our ten distribution centers throughout the country.

11/98-Present

Director of Traffic and Transportation
American Cast Iron Pipe Company
Birmingham, Alabama

- Responsible for the overall management of the operations within the department.

Education

1989, Auburn University, Auburn, Alabama; Bachelor of Science, Transportation and Physical Distribution

1995, Samford University, Birmingham, Alabama; Masters in Business Administration

Annual Shipment Volumes

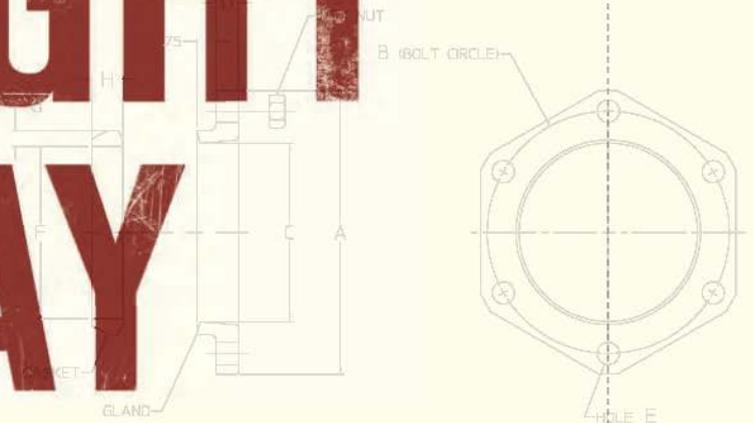
	<u>2012</u>	<u>2011</u>	<u>2010</u>
Rail	4,240	3,601	3,285
Truck	16,885	19,335	22,996

Association Involvement

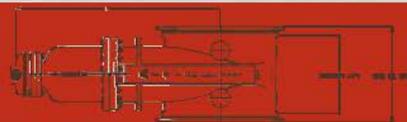
American Society of Steel and Technology (AIST)
 Committee of Pipe and Tube Imports (CPTI)
 National Freight Transportation Association (NFTA)
 National Industrial Transportation League (NITL)



THE RIGHT WAY



www.american-usa.com



AN INTRODUCTION



AMERICAN cares about doing the right thing and doing it **the right way**. You cannot separate the integrity of our products and service from who we are and what we do. We've been doing business **the right way** since 1905.

The AMERICAN story began with an entrepreneur's vision to operate a business according to the Golden Rule – treat others the way you want to be treated. That is, with the same dignity, respect and integrity you expect to receive. John Eagan, founder and first president, gave us this vision more than 100 years ago. He was committed to applying principles of his faith to his business.

Before his death in 1924, he willed ownership of the company to employees so that everyone, including labor, would have a voice in its management.

John Eagan's intent endures in how our company is organized and operates. It is evident in our company's culture, products and relationships – with each other, our customers, our neighbors, the environment and the business community.



THE
AMERICAN
WAY



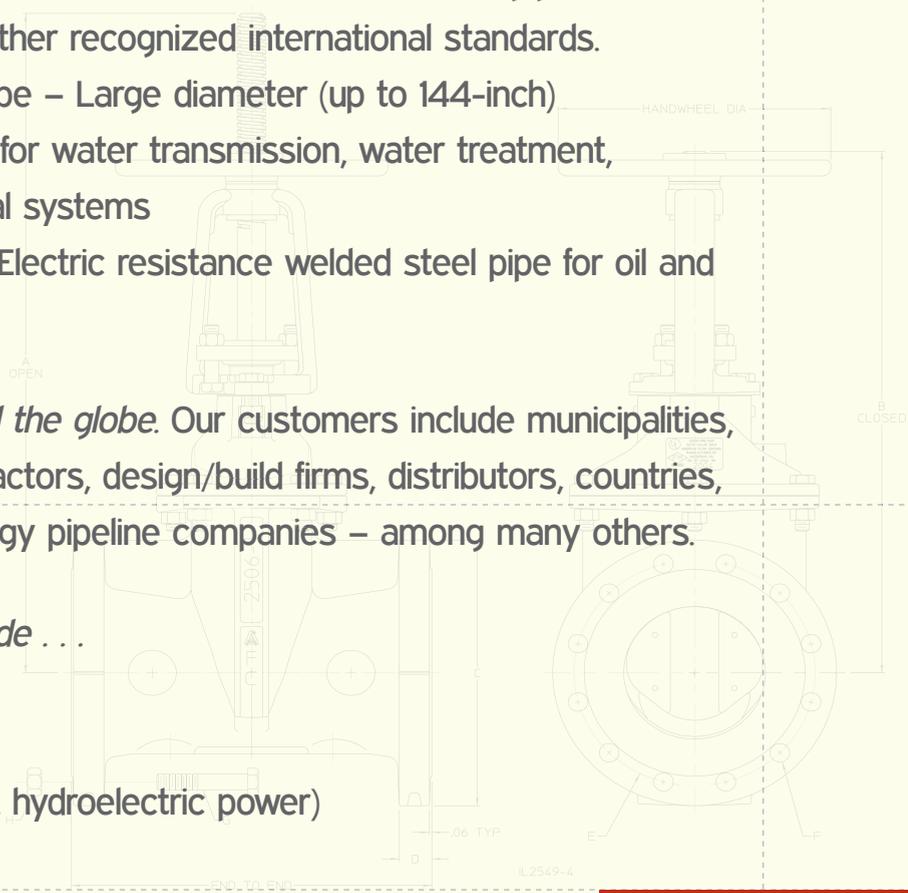
We make products the world needs. Our products deliver water to society, keep communities sanitary, make up energy infrastructures and help fight fires. Five sales divisions market AMERICAN products:

- AMERICAN Ductile Iron Pipe – Pipe and fittings for water distribution, water treatment, hydropower and industrial systems
- AMERICAN Flow Control – Valves, fire hydrants and fire engine pumps
- ACIPCO International – Ductile iron pipe, steel pipe, valves and hydrants for world-class service. ACIPCO International’s ductile iron pipe meets or exceeds ISO 2531 and other recognized international standards.
- AMERICAN SpiralWeld Pipe – Large diameter (up to 144-inch) spiral-welded steel pipe for water transmission, water treatment, hydropower and industrial systems
- AMERICAN Steel Pipe – Electric resistance welded steel pipe for oil and natural gas pipelines

We sell our products around the globe. Our customers include municipalities, infrastructure owners, contractors, design/build firms, distributors, countries, energy companies and energy pipeline companies – among many others.

The markets we serve include . . .

- water and wastewater
- industrial
- energy (oil, natural gas, hydroelectric power)
- heavy machinery



WHAT WE DO

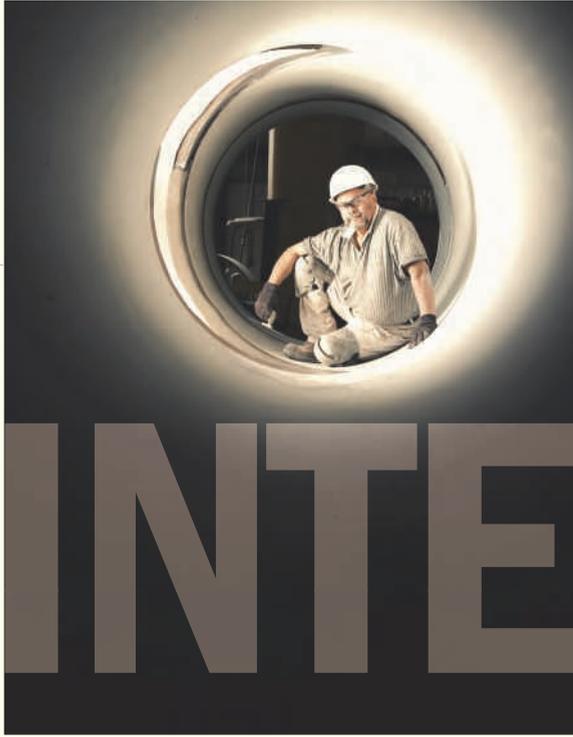


We are known for quality, service and innovation. AMERICAN was the first ductile iron pipe producer in North America to become ISO 9000 certified. Some innovations we've pioneered are cement-lined ductile iron pipe for water transmission; a variety of mechanical and restrained joint designs; resilient wedge gate valves; and 60- and 64-inch diameter ductile iron pipe.

Our technical division keeps us on the leading edge with product research and development. Another division is devoted to quality assurance, delivering high quality, real-time data to our producing units to ensure consistent quality and conformity in the products we ship.

AMERICAN's corporate headquarters and production facilities are located on a 2,000-acre site in Birmingham, Alabama. Depots and sales offices are located throughout the United States. AMERICAN's subsidiary companies complete the picture:

- AMERICAN Castings, LLC • Pryor Creek, Oklahoma
- AMERICAN SpiralWeld Pipe Company, LLC • Columbia, South Carolina
- AMERICAN Valve & Hydrant Manufacturing Company • Beaumont, Texas
- Intercast SA • Itauna, Brazil
- Pneumax • Peoria, Arizona
- Specification Rubber Products, Inc. • Alabaster, Alabama
- Waterous Company • South Saint Paul, Minnesota

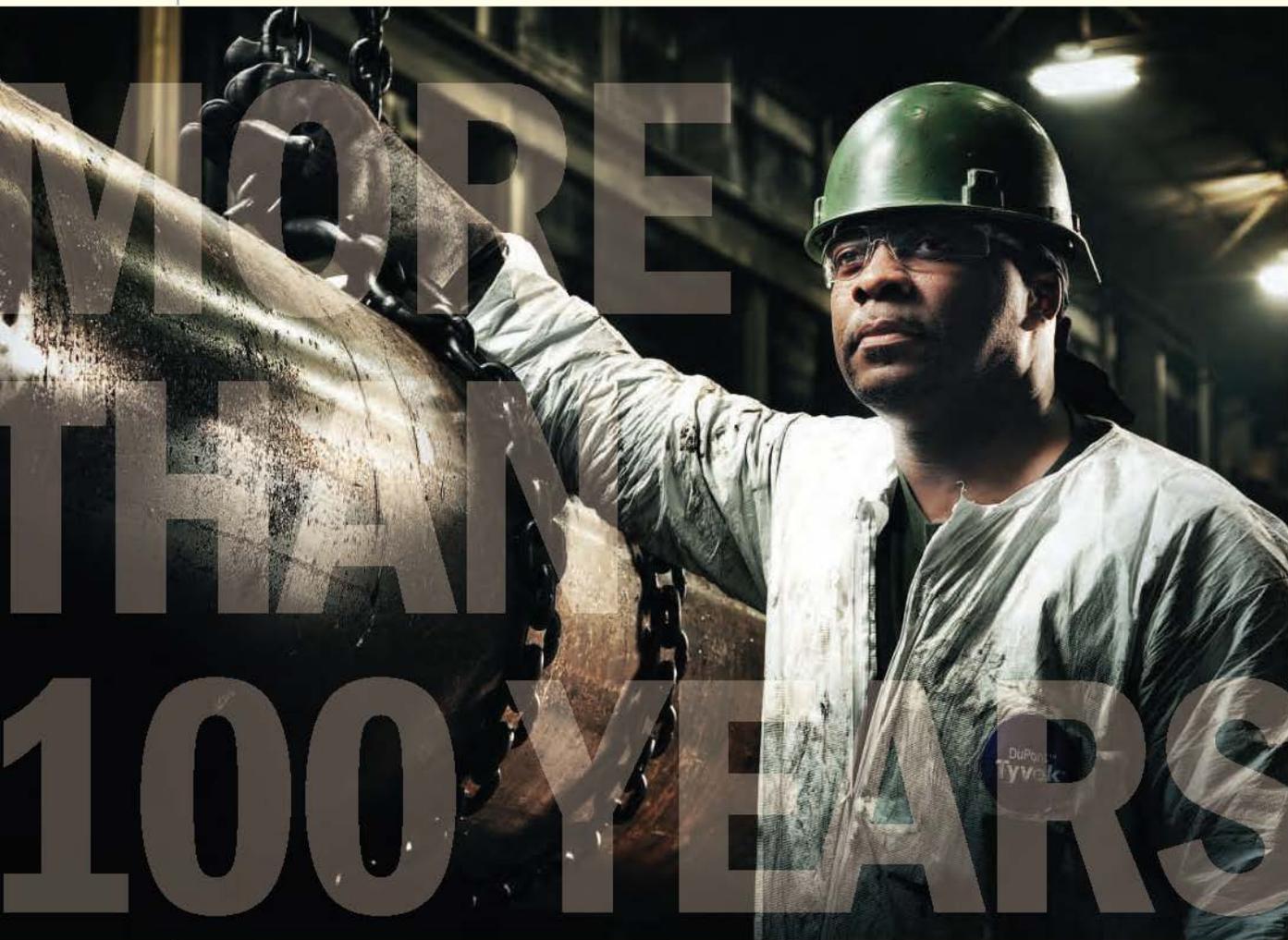


X = NO. & SIZE
BOLT HOLES

INTE

AND
INGE

QUALITY
MULTIPLY



We build talented teams. Skill, creativity, knowledge, passion, expertise . . . these are some qualities of AMERICAN team members. And we are motivated, because each one of us has a stake in pleasing our customers and doing business **the right way.**

We care about employees. A profit sharing bonus plan, an award winning wellness program, competitive pay, an array of generous benefits and unique programs for employee representation and involvement – these are hallmarks of the AMERICAN way.

We open doors. AMERICAN frequently promotes from within and offers a variety of opportunities for personal growth. Eagan College provides courses for employees to increase their job skills and knowledge and boost their personal success. The apprenticeship program is a way to learn selected trades and advance to craft rate. A leadership assessment program identifies talent for potential supervisory positions in manufacturing and guides candidates in areas where further education and development are needed. In the continuous improvement program, employees contribute their talents to the team while helping to improve targeted operations.

These and other programs support a culture of personal and professional success.



HOW WE DO IT



Strength in diversity

AMERICAN is a diverse company – our workforce, the career opportunities we provide, the global markets we serve, the product lines we manufacture. AMERICAN values the diversity of its people and is committed to fostering a positive and productive work environment that enriches lives. In keeping with the philosophy on which our company was founded, it is the right thing to do: to treat every individual with respect, to value different perspectives and to encourage individual growth and achievement. We recognize our diversity is what makes us strong and ensures our continued success.

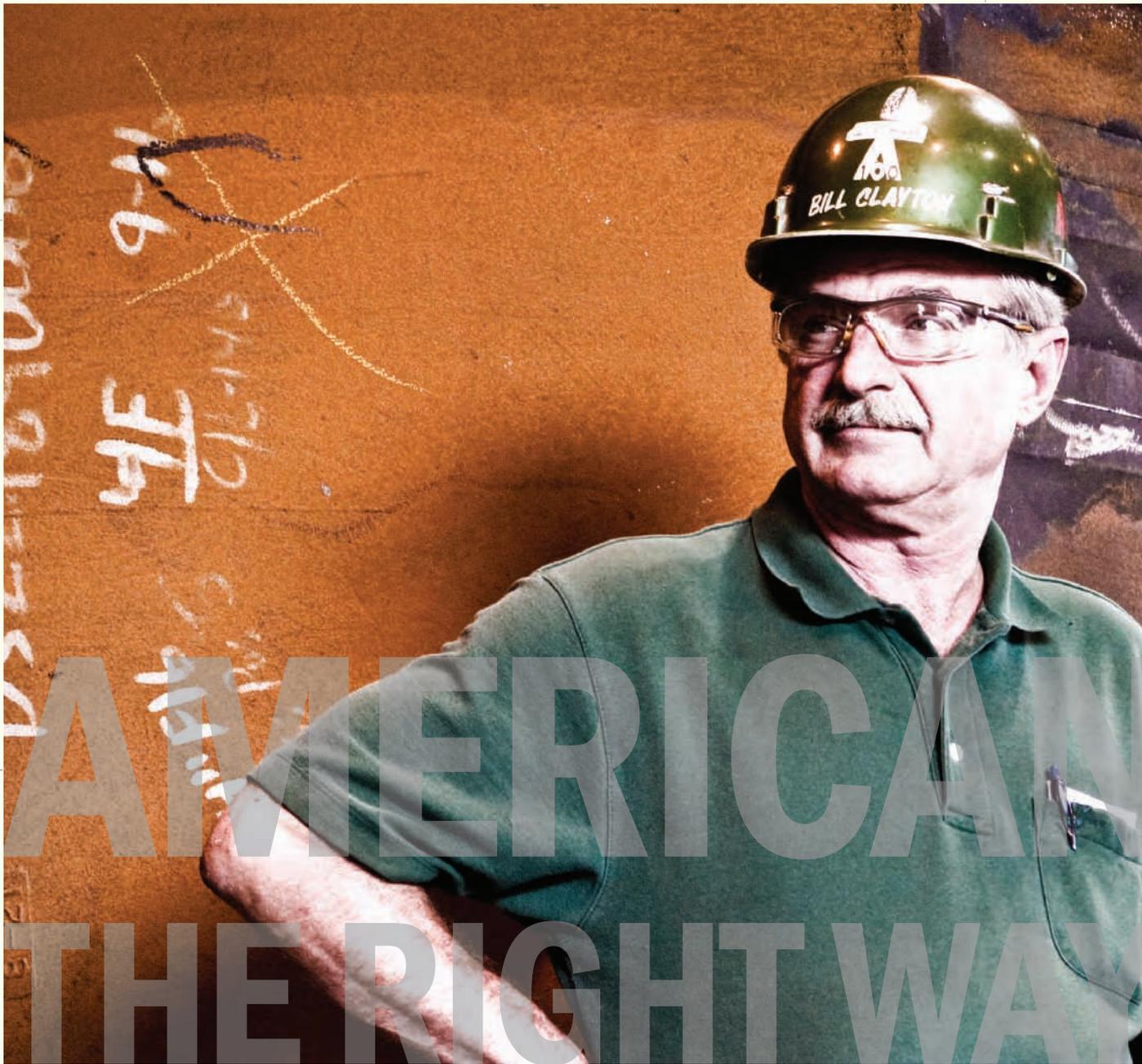
AMERICAN is an equal opportunity/affirmative action employer.



AMERICAN
THE RIGHT WAY

HOW WE DO IT

END 1



AMERICAN
THE RIGHT WAY



AMERICAN

THE RIGHT WAY

A
OPEN

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Street Address: 1501 31st Avenue North . Birmingham, Alabama 35207 USA

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