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SIGMA Receives CNA Leadership in Safety Award

SIGMA received the prestigious Leadership in Safety Award for its commitment to developing and maintaining a safe work environment, creating a more productive workplace, and for encouraging behaviors that prevent accidents.

CNA, the 7th largest commercial insurance carrier in the US, presents this Leadership in Safety Award to a company that has taken the initiative to create a safer, more productive workplace.



In announcing that SIGMA won the award, Richelle Chandler, CNA Risk Control Specialist said, “Your company’s decision to take efforts to mitigate risks, avoid costly claims, and implement policies and procedures that create a safer work environment sets up your company as an industry leader. We thank you for your commitment to creating a safer and more productive work environment.”

SIGMA CEO Jim McGivern responds: “I can’t think of an award that means more to us as a Company. Ensuring the safety of our workers—our SIGMA family—is of the utmost importance to us, and we are thrilled to be recognized for our efforts in this area. We thank CNA for this honor, and will continue to strive for the highest standards of safety for our employees, our customers, and the end users of our products.”

Hydrotec Launched in US

SIGMA is pleased to introduce a new product to our OEM and waterworks division: the Hydrotec Drainage Channel. These drainage channels, which are manufactured in Germany and used widely in Europe, manage storm water and runoff.



Nacho Vijil-Cabrera, SIGMA’s Director of Business Development, OEM, gives an overview: “SIGMA’s Hydrotec Drainage Channels are superior to the existing product lines for two main reasons. One, they are comprised of fiber reinforced concrete, which is a perfect fit for the concrete used in most locations where these channels are installed. This means that the Hydrotec channel responds to environmental changes like heat, cold, and moisture in the same way as its surroundings.

This avoids variations in expansion and constriction that can cause structural problems. Secondly, Hydrotec Drainage Channels have a locking mechanism that makes the grates easily removable for cleaning and maintenance. Most other drainage channels are held in place with metal nuts and bolts, which are prone to rust and are very difficult to remove. Ours are made of a plastic material, which of course is not subject to rust, and employs a simple locking mechanism for installation and removal that is convenient and easy to use.”

When asked why SIGMA is expanding into this area, Nacho continues: “It was a way to broaden our product line while remaining in the waterworks industry, which we know best. Essentially, we are drawing on our expertise to provide a wider array of product in an effort to serve our customers better.”

To learn more about Hydrotec Drainage Channels, please view this informative video: <http://www.youtube.com/watch?v=lGrpcatv5-0>. For additional information about this and other OEM products, please contact Nacho at ivijil@sigmaco.com.

Calgary Project Near Completion



SIGMA is proud to have collaborated with an A-Team of professionals in developing a new water line in Western Calgary. This area of Canada is seeing unprecedented growth, and the existing water system was not able to meet the needs of the burgeoning population. To address the issue, the City of Calgary, led by Director of Engineering and Waterworks Jim Buker, took action. Jim assembled a quality team to tackle the job, which included Project Manager Kyle Peck, of Whissell Contracting Calgary LTC (<http://www.whissell.ca/>), Reg Gangon of the Wolseley Waterworks Group of Calgary (<http://www.wolseleyinc.ca/home.htm>), and SIGMA.

SIGMA was specified by the City of Calgary as the supplier of C153MJ fittings and Onelok joint restrainers for the project.

This project was challenging for all concerned; Calgary weather is quite hot in summer, and is subject to freezing temperatures and prodigious snow in winter. In addition, the new waterline had to be installed along a widely used Light Rail System, which could not be disrupted and remained operational throughout the construction. Fortunately for all concerned, the personnel on the team were competent and conscientious, and the project is expected to be finished this summer.

Rob Mathews, SIGMA Territory Sales Manager for Western Canada, comments, “The project was both challenging and interesting. It was a real pleasure to work with Jim, Kyle and Reg; they are true professionals. As a member of the SIGMA team, I was honored to be a part of such an important public works project for the City of Calgary.”
Congratulations to all on a job well done!

Talking SIGMAFlange with Steve McDonald

We were fortunate to catch up with SIGMA Restrained Joint Product Manager Steve McDonald, who gave us an overview of the new SIGMAFlange line.



E-News: What can you tell us about the SIGMAFlange?

Steve: The SIGMAFlange adapter is a ductile iron mechanical joint x flanged oversized sleeve that offers a convenient reliable means of connecting either plain-end AWWA C151 ductile iron pipe, AWWA C900 PVC pipe or ASTM D2241 PVC pipe to any flanged outlet.

E-News: E-News: What was SIGMA's reasoning behind the expansion of this product line?

Steve: As the ductile iron pipe industry has moved to thinner wall classifications, the use of older set screw adapter flange assemblies has become inconsistent with the manufacturers' recommendations. The SIGMAFlange adapter is designed to accommodate the maximum pressure rating for EVERY wall classification of ductile iron pipe, while eliminating the requirement of a perfectly square-cut pipe end common with set screw adapter flanges.

E-News: How will this affect SIGMA's customers?

Steve: The SIGMAFlange adapter is ideal for stocking distributors of SIGMA restrained joint devices. They can utilize their existing restraint inventories, while purchasing the SIGMAFlange adapter sleeve only, to provide pipe-end restraint for the mechanical joint connection of the adapter sleeve. Our customers are also providing their customer bases with the newest technology in flanging both ductile iron and PVC pipes.

To learn more about SIGMAFlange, please view this informative video: <http://public.epkadvantage.com/sigma/flanges-en/player.html>. For additional information about SIGMAFlange, please contact Steve McDonald at smcdonald@sigmaco.com.

Strong Showing at AWWA Show

A good time was had by all at this year's AWWA Show in Dallas last month. The show was considered a resounding success, with upwards of 10,000 attendees representing nearly 500 companies.

Midwest Regional Sales Manager Joe Webb, who attended the show with the SIGMA team comments: "We had a strong showing in Dallas. The show was a great platform for SIGMA to introduce the newest additions to our diversified product line to our customers and to the industry at large. Having a chance to introduce Aquaphalt and Hydrotec at a show like this one is a great opportunity. SIGMA enjoys participating in this annual show and we look forward to seeing everyone in Denver next year."



Welcome to SIGMA, Chris Staudy!



We are delighted to welcome Chris Staudy to SIGMA as Northern California Territory Manager. While Chris is new to SIGMA, he is not new to our product line or the Western Regional Team. Until April, Chris worked at Mainline Sales, which represents SIGMA., so he collaborated frequently with the folks in the Ontario office. "SIGMA's inside sales people were always very good to me. Even from the outside, I really liked the work atmosphere and found it very collaborative. I also had a great relationship with Regional Manager Chris King, so this move felt very smooth and natural."

When asked about his approach to sales, Chris is all about the customer: "First and foremost, I work to grow the relationship with the customer.

Once I establish a connection and a rapport, I can begin to identify the customer's needs, and then I can pitch the appropriate products." Having graduated from California State University Chico with a degree in Business Administration and a concentration in Marketing, Chris seems well suited to contribute successfully to the SIGMA sales force.

When he is not selling SIGMA products, Chris enjoys the outdoors. He is an avid hiker, mountain climber, snowboarder and hunter. He is also a sports fan; he roots for the San Francisco Giants in baseball season and the Green Bay Packers on the gridiron.

Welcome aboard, Chris, we're glad you're here!

ABCD Award Goes To.....

Agnelo Fernandes, Vendor Support Engineer in the Beijing Office. Agnelo is always willing to go that extra mile—literally. His job requires him to travel all around Southern China visiting suppliers for site inspections. These inspections help ensure that SIGMA’s rigorous quality standard is constantly upheld.



Living and traveling in a foreign country can be challenging, but Agnelo manages to get where he is going regardless of how remote the location may be. Agnelo is also commended for his ability to maintain this demanding schedule, while keeping his colleagues informed and up to date on the inspections and visits that he conducts.

In addition to his perpetual professionalism, Agnelo is always courteous, cordial, and positive.

We thank Agnelo for his outstanding service, congratulate him on a job well done, and wish him continued success.

The ABCD Award, which stands for “Above and Beyond the Call of Duty,” is SIGMA’s way of acknowledging employees’ outstanding effort. Each quarter, an ABCD award is given to an individual or group who demonstrates exceptionally commendable achievement. SIGMA employees may nominate coworkers, and customers may recommend SIGMA employees who have provided them with excellent service. Anyone who submits a nominee for ABCD has a chance to win a gift as an expression of our thanks. Please email your ABCD nominations to Iona Shenoy at ishenoy@sigmaco.com.

CSR Superstar



Glenn and Malinda Chaisson
ready to ride

SIGMA prides itself on superior customer service, so E-News always features a standout from our CSR Team. This is someone who spends days--and sometimes nights--making sure that we embody the Company’s slogan: Quality – Service – Commitment – Delivered.

This quarter’s CSR is Glenn Chaisson from the Houston office. A member of the SIGMA family since 2003, Glenn left briefly in November, so we are delighted to welcome him back. When asked about his short hiatus, Glenn comments, “It didn’t feel right. SIGMA is such a family, and it was a mistake to leave. I returned in March and I feel so, so lucky that I was able to come back.” Glenn is clearly a team player: “People at SIGMA, we have each others’ backs. I interact with people in SIGMA offices all over the country, and everyone is helpful.

Having coworkers like that who really cooperate makes my job easier.”

When asked about his approach to Customer Service, Glenn is clear: “No surprises.” He continues: “I confirm every order, sometimes several times, to make sure we have it right. I keep the customer informed every step of the way. SIGMA does a great job, and a vast majority of the time things run smoothly. But nothing is perfect and occasionally unforeseen glitches can occur. If there is a snag, I inform the customer immediately and offer up Plan B. It’s really all about the communication. My customers are a great group of people, we have a strong rapport, and because of the type of company SIGMA is in terms of reliability and quality, they tend to be very loyal to us.”

Glenn says that he has been in Customer Service for his entire career in one way or another—but he strongly prefers inside sales to being on the road, “I don’t want to be behind a windshield all day long.” Unless, of course, it’s the windshield of his Harley Davidson Road King.

When he’s not delivering stellar customer service on behalf of SIGMA or riding his Harley, Glenn enjoys playing guitar—favorite song is 3AM by Matchbox 20. He’s also a self-proclaimed “excellent cook” and spends many weekends at his new grill, searing the perfect pork chop. In the cooler months, friends and family gather for Glenn’s famous Bayou dishes; his Jambalaya, Gumbo and Crawfish Boils harken back to his youth in Southern Louisiana and his Cajun heritage.

A hearty welcome back to Glenn, and congratulations on being named CSR Superstar. Best wishes for continued success and keep up the good work!

Spotlight on SIGMA

We at SIGMA place tremendous value on the people in our company, our SIGMA family. With that in mind, we celebrate the joy and success of our employees and share their good news...



From the North Region:

- Congratulations to Matthew Carr, son of Jim Carr (Operations), who was awarded a Navy ROTC Scholarship by the United States Marine Corps. In September, Matthew will enter Norwich University, where he will serve in the Marine ROTC unit and will also compete on the School’s wrestling team. Upon graduation, Matthew will become a Commissioned Officer in the USMC. Congratulations and best of luck!



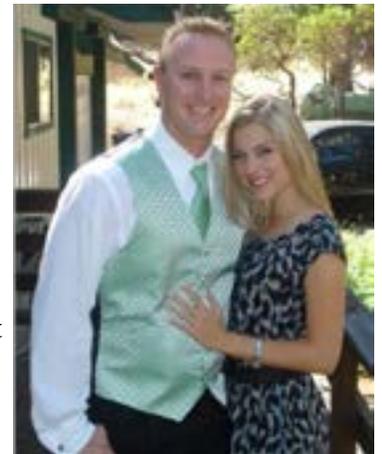
- Congratulations to Lori Grant Peters (OEM), on the graduation of her daughter Erinn from Randolph College in Lynchburg, VA.

- Congratulations of Sunil Handa (PIP), whose son Suyash was recently selected as violinist for the Youth Orchestra of Central Jersey.

- Congratulations to Nona Chamberlain (IAC), who recently celebrated 10 years of service to SIGMA. Thank you, Nona!

From the West Region:

- Congratulations to Northern California Account Manager Chris Staudy and fiancée Kendall Darling on their engagement. Their wedding will take place on October 20. Best wishes to the happy couple.



From the South Region:

Congratulations to Customer Service Representative David Swindell and his son Carson for their season on the baseball diamond this spring. SIGMA was pleased to serve as team sponsor, and Carson was proud to wear his SIGMA jersey.