

JULY 2015



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SIGMA Introduces New 64 Inch Restraint



SIGMA Corporation proudly introduces the industry's first wedge-action restraining glands for ductile iron pipe in sizes 54", 60" and 64". These new product developments complement the increasing need for the nominal mechanical joint fittings that customers require in all sectors of the market.

SIGMA remains proactive in bringing new technology for the proper restraint of both ductile iron and PVC pressure pipelines. Eleven years ago, SIGMA pioneered the first-ever restrained joint devices for AWWA C905 PVC pressure pipes in sizes 42" and 48". We are constantly developing innovative solutions to today's ever growing demand for pipeline restraint. These new products enhance our complete and extensive range of ductile iron fittings.

For information about the new restraints, please contact Steve McDonald, National Product Manager for PRP at

smcdonald@sigmaco.com

RINK Consulting

Voice of the Customer Program

At SIGMA, we pride ourselves on our commitment to service; we strive to provide our customers with timely, efficient, personalized service at every step.

We are calling 2015 "The Year of the Customer" to ensure that we keep our focus where it belongs. To further this goal, we have set up a dedicated Voice of the Customer team to evaluate how we can improve our service delivery.

SIGMA has hired an experienced research agency, Rink Consultants, to interview prominent individuals in our industry to learn how we can do better. We are seeking honest opinions, because that's the only way we'll improve!

If you are interested in participating in the Voice of the Customer Initiative by providing anonymous customer feedback, please contact Joe Webb at jwebb@sigmaco.com. We will be sharing results of the research in future issues of Enews, and, of course, implementing new and improved protocols based on our findings.

SIGMA Launches Updated Website



In response to customer and staff feedback, SIGMA recently underwent a major website overhaul. The new version, a cleaner, more streamlined design, enables users to arrive at their intended destination in fewer clicks. In addition, all product information is now listed under the conventional product name as opposed to the item number, which had previously caused confusion. Other innovations include:

- The SIGMA OEM Division has its own tab and will soon have its own SIGMA OEM website, which will remain linked to the main SIGMA site.
- SIGMA Canada has its own tab, complete with the maple leaf logo to honor our Canadian customers.
- Product pages, Price Lists, and New Product listing have been updated.
- Enews stories are posted where they can easily be found, and the form to join SIGMA's mailing list is prominently located.
- The new watermark, which honors SIGMA's 30 years in the business, is conspicuously displayed to emphasize our long history, loyal service and strong presence in the industry.

The feedback has been overwhelmingly positive, with users citing "how much cleaner the new format looks," and "how much

easier it is to find information." We continue to welcome input on the new design; please send your comments to

webmaster@sigmaco.com

Strong Showing at ACE15



SIGMA spent a productive, successful week at this year's AWWA show in Anaheim, CA. Our theme for the show, "Put your best foot forward with SIGMA" was a hit. Visitors to the booth enjoyed personalized shoeshine service, and "walked" away with SIGMA branded pedometers.

Greg Fox, National Sales Manager, commented, "It was a great show. We were able to connect with many customers and colleagues on a business level, but the shoeshine added an element of fun and interest. Everyone really enjoyed it."


SIGMA is already looking ahead to ACE16 in Chicago. We'll see you there!

SIGMA Welcomes New Hires, Congratulates Employees' Promotions

We are delighted to announce the following new additions and promotions in the SIGMA family:



Marc Kempner, Director, Supply Chain & Procurement in Cream Ridge. Marc joined the SIGMA family in April, bringing with him 20 years of experience in supply chain, logistics, procurement, and manufacturing. He has worked extensively in China, and has an excellent track record communicating with customers,

 sales teams, suppliers, and logistics specialists. Marc holds a degree in Behavior Management with a minor in Accounting from Baruch University. A local boy, he has settled in Marlboro, NJ with his wife and three children. When he is not serving SIGMA's supply chain needs, he spends much of his free time running, and has competed in marathons, half marathons, tough mudders, and many 5K and 10K races over the last decade.

Jess Johnson, Southeast Operations and Special Projects Manager, has been with SIGMA for 16 years. She started as a Receptionist and worked her way through the ranks in almost every department: Accounting; Sales; Payroll; Human Resources; Logistics; and now Operations. Her broad based experience in all facets of the company make Jess uniquely qualified to fill this position.



Neil Cook was promoted to Assistant Operations Manager in the Southeast Region. Neil has been with SIGMA for 8 years, starting out in Quality Control, moving into the warehouse, then becoming a supervisor. His broad experience with SIGMA's systems make him a tremendous asset to both colleagues and customers.

Marti Benson was promoted to Operations Manager of the SIGMA OEM warehouse in Birmingham after 7 years as a Customer Service Representative.



Jessica Stohr, who received a 2014 award from SIGMA for outstanding sales achievement, has moved from SIGMA Piping Products (SPP) to the Waterworks division. The transfer gives Jessica a more focused sales territory, enabling her to spend more time with her young son. "It was a no-brainer," she says, "The territory has the same potential sales volume and customer base, and I don't have to get on a plane."

Matt Stewart joins the Southwest Regional Office as a Territory Sales Manager covering Louisiana, Arkansas, and Mississippi. Matt comes to SIGMA from Spec Rubber with 30+ years of industry experience and an excellent record of sales and service.

Alex Casso, is the new Operations Manager in Houston. Alex arrives with 20 years of experience in logistics and distribution. He has a strong background in warehouse management systems including bar coding, cycle counting and quick pick processes.





Brad Snyder joined SIGMA Piping Products in Houston as Western Regional Sales Manager. Brad comes with nine years of sales experience, most recently in the material supplies industry.

We wish all new and promoted employees a hearty congratulations and much success!

Equestrianism Trending at SIGMA

Donna Jones, Sales and Marketing Support Associate, and Charlie Kyle, Midwest Regional MCC Product Manager, both acquired horses recently!



A longtime horsewoman, Donna was mourning the loss of her mustang Nevada, who passed away last August, and needed a "barn buddy" for her other horse, Raindrop, a 23 year old sorrel Paso Fino. She adopted Jack Frost, an 11-year old gray Lipazzan/Quarter Horse cross, through an auction rescue. Jack is bright-eyed, good-natured, and a perfect fit for Donna's riding style, which is mainly recreational trail riding.

Charlie's story was rather different. His son, Trent, 17, bought a horse when the family moved to the rural community of Martinsville, IN. Until then, Trent was a competitive skateboarder and motocross racer, having been a dirt bike rider from the age of three. Once Trent landed in the



country, he expanded his interests to horses. He soon recognized that he couldn't realistically ride, maintain, and manage a bike and a horse, so he sold his bike and bought Smash, a 15 year old American Quarter Horse. Although Trent misses the adrenalin rush of racing, he has become a skilled horseman and has built a strong bond with Smash. His parents suspect that rodeo and bull riding may be in his future.

ABCD Award Goes to ...



Chris Pompilio, Warehouse Associate. Chris stands out for his respect, devotion, and willingness to help in any and all situations. One colleague gratefully recognized Chris's assistance moving a couple thousand boxes to offsite facilities and cleaning up the Accounting Department. Chris is known as true team player, always willing to step in and perform whatever tasks are needed to complete work correctly and on time. We thank Chris for his excellent work, congratulate him on the ABCD award 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. Please email your ABCD nominations to kerimwhite@comcast.net.

Spotlight on SIGMA

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

From the Corporate Office:



Congratulations to Ratna Yerramilli, Senior Finance Manager, who celebrated 20 years at SIGMA in May.



Congratulations to Wanda Davis, Accounts Receivables Supervisor, who celebrated 20 years at SIGMA in May.

Congratulations to CEO Jim McGivern, whose daughter Joia had a great result at the US Squash Silver Nationals, placing 8th overall. Although she is only 16, she played in the GU19 division, and beat both the 8th and 4th seed to advance to the quarterfinals.



Congratulations to Latha Kakani, Accounts Payable, and Raju Kakani, Director of Informaiton Services, on the achievements of their daughter Mahima at the National History Day Competition at the

University of Maryland. A student at High School North in the West Windsor-Plainsboro District, Mahima and her team won regional and state competitions with their website project entitled "Opponent of Oppression: The Life and Times of Eleanor Roosevelt." Their success qualified them to participate in the prestigious national event in June.



Congratulations to Shwetha Reddy, Data Analyst, on the birth of her daughter Deksha Reddy. Deksha arrived on May 15, weighed 7 lbs, and measured 20 inches long.



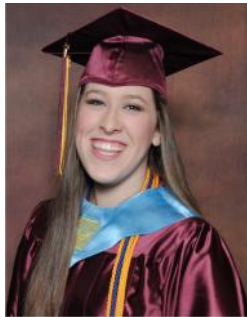
Congratulations to Becky Matthews, Accounts Payable Associate, whose daughter Julia Matthews graduated from New Egypt High School, on June 19. Julie received the Council of the Arts Scholarship in recognition of her significant artistic talent. Julia will attend Ocean County College in the fall, where she will study Education.

Best wishes to Nona Chamberlain, who recently became leader of the Burlington County Rutgers Cooperative 4H Club, AKA the "Barnyard Bandits." The group recently organized a community service project to benefit the Burlington County Animal Shelter, collecting much-needed donations and supplies for the facility.



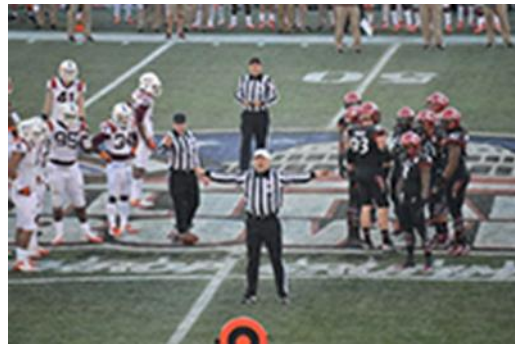
From the Southeast Region:

Double Congratulations to Kevin Stine, Territory Sales Manager in Florida!



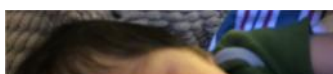
Kevin's daughter, Karolyn Marie graduated Summa Cum Laude from Countryside High School. She was a member of the National Honor Society, the Thespian Honor Society, and earned a 3rd Place finish and a \$1500 scholarship in the Walker's Rising Stars Competition for her tap dance routine from the Broadway show "Chicago." Karolyn will attend St. Petersburg College in the fall and continue her

studies at either the University of South Florida or the University of Central Florida.



Kevin officiated the 2014 Military Bowl between Virginia Tech and Cincinnati. It was his first assignment as an on field official. The game was played in Annapolis, MD at the Naval Academy Stadium before a sold out crowd. Kevin commented, "This was a great honor for me to be selected to be head referee for this bowl game. The Military Bowl benefits the USO. It was a tremendous atmosphere, with many military personnel, past and present. Standing at the coin toss with me were six Congressional Medal of Honor Recipients."

From the Western Region:

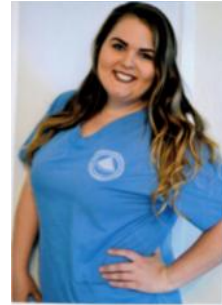


Congratulations to Dana Wax, Customer Service Manager, on



the birth of her grandson, Gunnar James Lacky, born June 9. Gunnar arrived on Dana and husband Dave's 25 Wedding Anniversary-by far their favorite gift!

Congratulations to Kari Germany, Customer Service Representative. Her daughter Briawna Mae Holmes graduated from West Coast Ultrasound Institute with an Associate's Degree of Occupational Science in Diagnostic Medical Sonography.



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