



**THE PIPE LINE DEVELOPMENT COMPANY  
WESTLAKE, OHIO**

**FUELING THE BUCKEYE  
ECONOMY**

**FEBRUARY 5, 2014**



**A family owned company since 1949**

PLIDCO® was founded by Joseph and Berneice Smith. Their innovative idea was to make quality fittings that would avoid or minimize costly shut-downs saving time and money. PLIDCO® fittings have been used for on-shore and off-shore repairs and in hazardous non-weld areas around the globe.

## THE FACTORY



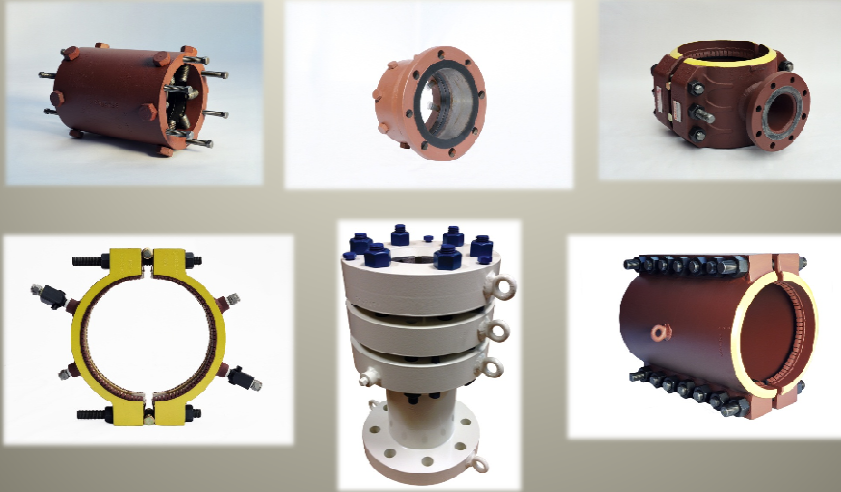
- PLIDCO® is a leading supplier of pipeline repair and maintenance fittings around the world and is proud to have a proven record spanning over 6 decades.
- The company is headquartered in Westlake, Ohio and houses a large manufacturing, warehouse and office facility.
- The factory is equipped with all of the standard fabrication and machine tools plus special equipment required to manufacture and test standard and special fittings.
- PLIDCO® is ISO 14001 certified and is committed to the continuous improvement of the environmental impact of manufacturing.

## QUALITY



- Since day one, quality has played a leading role in the manufacturing process of its fittings and is often what sets PLIDCO® apart from the competition.
- Each fitting is designed and manufactured following a strict quality control program as well as applicable industrial codes.
- PLIDCO® is ISO 9001 certified and requires continuous improvement in its quality management activities.

## PRODUCTS



## CUSTOM PRODUCTS

The combined experience of the PLIDCO sales, engineering and manufacturing departments allow us to build fittings designed to your specifications.



## **CANADA**

- PLIDCO® has been providing goods and services since the 1960's to:
  - Canadian pipeline systems
  - Canadian Refineries
  - Companies servicing the Tar Sands Operations

## **EXPORTING**

- Approximately 70% of PLIDCO's manufactured goods are exported
- Over the past 5 years PLIDCO® has averaged 4% of our total global sales exported to Canada.

## THE RIGHT DISTRIBUTOR

- PLIDCO's 4% of global sales into Canada are driven by our Canadian distributors with support directly from PLIDCO®.
- Having the correct distributor to support the target markets in the region is key.

-RICE ENGINEERING & OPERATING-Edmonton, Alberta  
[www.riceeng.com](http://www.riceeng.com)

-Groupe Neron –Terrebonne, Quebec  
[www.neron.qc.ca](http://www.neron.qc.ca)

## CRN

- PLIDCO® has invested in obtaining and keeping Canadian Registration Numbers (CRN's) on most products in Alberta and Ontario

## **GROWTH**

- As the development and infrastructure grows in Canada so has PLIDCO's involvement in the market.
- PLIDCO® itself is growing with the addition of 7,000 sq. ft of manufacturing space, new machinery and the hiring of additional engineers and factory employees to keep up with the demand of our products.

The logo for PLIDCO, featuring the word "PLIDCO" in a bold, red, sans-serif font with a registered trademark symbol (®) to the upper right of the "O". The logo is set against a white rectangular background.

**PLIDCO® welcomes your business and combined with our Canadian distributors we are confident PLIDCO® will continue to be the answer to your hazardous pipeline repair and maintenance needs.**

**[www.plidco.com](http://www.plidco.com)  
+1 440-871-5700**