

System 636[®] expands its product line

FLUE GAS VENTING

As one of the most successful new product launches in IPEX's history, System 636 has been the leader in the flue gas venting market, expanding and diversifying its portfolio each year. The product line has grown from a relatively modest 50 SKU's to over 200 unique fittings including the launch of our new molded access tees (PVC and CPVC) in the spring of 2014. This fitting is anticipated to be a great addition to the product line as it offers one designed for increased safety and ease of system maintenance.

Over the last few years, IPEX has focused our growth on the needs of the OEM market, working directly with the largest appliance manufacturers in North America including Bradford White, AO Smith, Rinnai and Rheem. While working with these manufacturers, we have launched over 40 new skus. We expect the flue gas venting market to stay active due to the rebate programs offered by the various appliance manufacturers. These programs offer incentives to consumers to change out their existing furnaces and water heaters for newer more Eco-Friendly models. With this exchange and turnover of equipment, comes the need for a new venting system. IPEX's extensive and complete product line offering, makes System 636 the easy choice for OEM's, distributors and contractors alike.

Moving forward, we anticipate significant industry changes to take place over the next few years as mandated by the Department of Energy. Among the pending code changes in the U.S. is a new requirement to have condensing heaters by 2015. This will create opportunities for our System 636 product line.

Over the past year, System 636 has seen increased market competition from several different companies. Despite this, 2013 was our most successful year to date. This is due to our sales, manufacturing and innovation teams being at the forefront of both manufacturer trends and customer desires. By continuing to utilize our sales and manufacturing experience, our System 636 product line will continue to thrive in the coming years. I would like to thank the entire System 636 team for their hard work last year and look forward to a successful 2014!

