Koppers

has been a towering presence in the Utility Pole industry since our founding. We stand for product excellence, total responsiveness, continuing innovation and most of all, lasting partnerships with our customers. Serving you on your terms—and in your neck of the woods—is at the root of Koppers commitment to each and every customer.

Growing, adapting and always looking to the future, Koppers stands apart from other suppliers in the industry. Count on us to stand beside you too.
Thanks to the longevity, size and scope of our operations, Koppers remains a top supplier of pressure treated wood poles for the electrical and telecommunications industries. We have never stood taller as a company or stronger as a supplier of premium utility poles.

**KOPPERS-OWNED PLANTS ENSURE CONTINUOUS PRODUCT SUPPLY**

Our treating plants in South Carolina, Mississippi and Colorado produce superior quality treated Southern Yellow Pine and Douglas Fir poles. Poles are continuously shipped by rail to our extensive network of distribution yards to ensure a robust inventory at all times, for all customers.

**WE HAVE THE POLES, THE TRUCKS AND THE MANPOWER**

From the Atlantic to the Rocky Mountains, from Canada to Texas, Koppers distribution yards literally dot the landscape. Our plants and yards are strategically located in our customers’ backyards to minimize delay and maximize efficiency and cost savings. As a Koppers customer, you will enjoy a variety of benefits few competitors can match.

- Multiple strategic distribution yards to enhance localized delivery
- The experience to establish additional yards with short notice to serve new customers
- Automated inventory program tailored for each customer and proactively managed
- A Koppers-owned fleet of dedicated trucks under our control at all times
- Specialized equipment including self-unloading boom trucks
- Well-established, knowledgeable contract drivers who work only for Koppers
- Access to our sophisticated Supply Chain Inventory Management System to track supply from raw material to final delivery
- Offloading service at designated customer storage areas or job sites
- Stake delivery option to allow precise placement of each pole at its assigned spot
- Highly competitive agreements with leading rail and trucking partners who share our vision

**We Stand for Inventory and Delivery You Can Count On.**

Here are a few examples of what you can count on when Koppers is your supplier:

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**We Are Closer Than You Think:**

- Treating Facilities
  - Denver, CO
  - Florence, SC
  - Grenada, MS
- Distribution Yards
  - Connecticut
  - Iowa
  - Kansas
  - Maryland
  - Minnesota
  - New Jersey
  - New York
  - Ohio
  - Oklahoma
  - Wisconsin

Koppers company-owned fleet of self-unloading boom trucks enable faster, more reliable delivery of multiple loads.
We Stand for Leadership and Expertise Within the Wood Industry.

A COMPANY INGRAINED IN THE WOOD POLE INDUSTRY

Koppers has been in the wood treatment and utility pole business since our company was formed. We have exceptional access to the trees. We continue to advance the science of wood treatment and preservation at our own R&D facility near our corporate headquarters in Pittsburgh. And because we are part of a global corporation, Koppers Utility Poles is able to harness the unmatched innovation and expertise of our wood businesses all around the world.

OUR HIGH-QUALITY POLES STAND THE TEST OF TIME

Timber poles continue to dominate steel, concrete or composite poles in the marketplace. Koppers poles are treated to American Wood Preservers Association (AWPA) standards and exacting customer specifications. In addition, we understand that wood treatment is as much an art as a science. Realizing that each pole is a unique product of nature, the experts at Koppers have the knowledge to make on-the-fly adjustments and refinements to the treatment process that only comes from experience. You simply will not find higher quality poles made by more highly qualified people.

A VARIETY OF PRODUCTS ARE ALWAYS AVAILABLE TO MEET YOUR NEEDS

Raw Material in accordance with the American National Standard Institute (ANSI) 05.1 Specification include:

- Southern Yellow Pine
- Douglas Fir

Preservative Treatments in accordance with the American Wood Preservers Association (AWPA) include:

- Creosote
- Pentachlorophenol
- Chromated Copper Arsenate (CCA)
- Chromated Copper Arsenate / Oil Emulsion (CCA–ET)

SHARING EXPERTISE WITH OUR CUSTOMERS AND OUR INDUSTRY

Koppers personnel maintain strong affiliations with the wood treatment industry and pride themselves on their knowledge of the latest applications, environmental issues and emerging technology. We value our role as a comprehensive technical resource for our customers and are often called upon to help choose the proper poles and treatments for their unique circumstances. We also facilitate dialogue between our customers and the appropriate trade groups for the benefit of the industry as a whole.

“We are very pleased that Koppers is willing to participate in the Green Suppliers Network. This clearly demonstrates the synergies between our two companies and our shared beliefs of environmental stewardship which may result in a greener product at a leaner price. Koppers support of this initiative exemplifies a successful utility – supplier alliance working very well together to achieve common goals.”

— JOE RIDING, Strategic Relationship Manager, Pepco Holdings, Inc.

“Koppers goes into the woods, hand-selecting and harvesting only the best timber for our utility poles and piling.”

Koppers Inc. Utility Poles
Our substantial network of company-owned assets coupled with a steadfast focus on exceeding customer expectations has allowed us to maintain a lasting leadership position in the industry.
We Stand for Exceptional Customer Service and Support.

TAKING PERSONALIZED CUSTOMER SERVICE TO NEW HEIGHTS

As a Koppers customer, you can rest assured that we are ready and able to serve you at the highest level. From top management who value the importance of a mutually beneficial business relationship, to the production workers who painstakingly craft your wood poles, to the drivers who deliver your poles on time to your site, we are dedicated to not just meeting, but exceeding your expectations. With us, it's personal.

WE COVER THE SPECTRUM OF UTILITY POLE NEEDS

Whether you are an Investor Owned Utility, a Telecommunications Company, a Rural Electric Cooperative, or a Municipal Power System, Koppers has the quality product and expertise to meet your specific needs. Our global and domestic customers cover the spectrum of the utility pole industry and we treat each customer as our most important customer, regardless of their size.

- Distribution Poles
- Transmission Poles

EMERGENCY RESPONSE

Koppers excels in emergency situations and we are available 7 days per week/24 hours per day to service our customers. Koppers has emergency response plans in place for each of our alliance customers. Each emergency response plan is developed with the customer and is tailored to the customer's specific needs.

OUR STANDING IN THE INDUSTRY MAKES ALL THE DIFFERENCE

Our global reach...decades in business...strong relationships with transportation carriers...powerful industry affiliations...and reputation for research and innovation is not just a benefit to us. It's a benefit to you. Our customers notice a difference from the moment they begin working with us.

To meet the needs of our customers, Koppers manages an extensive network of inventory at our producing plants and distribution yards. Having the right material at the right place is the key during an emergency situation.
A COMPANY SPANNING CONTINENTS AND DIVERSE MARKETS

Koppers is a global company with deep roots in the utility pole business that go back more than 75 years. With our corporate headquarters and a research center in Pittsburgh, Pennsylvania, Koppers is a global integrated producer of carbon compounds and treated wood products. Including its joint ventures, Koppers operates facilities in the United States, United Kingdom, Denmark, Australia, China, the Pacific Rim and South Africa. Our nearly 2,000 employees across the globe are united by a common mission statement:

“To be the most valued supplier of quality products and services in the industries we serve, by providing unsurpassed personal attention to our customers and attaining total quality in everything we do.”

Our global reach gives Koppers numerous competitive advantages that we are able to pass along to our customers.

• Best practices sharing with our joint ventures around the world
• Negotiating power with top suppliers and carriers
• Research and development capabilities that outrank our competition
• Resources and personnel to deliver comprehensive customer service at every level

SAFETY, THE ENVIRONMENT AND QUALITY: STANDING TALL WHERE IT COUNTS

At Koppers our commitment to workplace safety management begins with one simple goal... prevention. It is an ongoing effort that means adhering to recognized safety performance standards, analyzing performance data to develop corrective actions and keeping employees aware of risks.

Around the world, Koppers sets the standard for responsible environmental performance among our peers. We go beyond compliance with national, regional and local laws to protect the environment. Each one of our facilities is ISO 14001 certified. ISO 14001 represents the core set of standards used by organizations for designing and implementing an effective environmental management system.

Koppers treating plants in Florence, SC and Grenada, MS are AAR M-1003 certified for utility poles. AAR M-1003 was originally a replica of the ISO 9001-1994 Quality Standard and has since evolved into a separate and standalone Quality Assurance Program. The program requires that products are built to a particular specification and that your product and processes that create the product continue to improve, thus making the existing quality program grow in strength and reliability.

We continue to strengthen our processes for compliance assurance. We assess our compliance program on a regular basis and modify our approach accordingly. Likewise, our governance and risk management procedures are revised regularly and updated as required. Through communication and continued training, we strive to assist each employee in fulfilling the company’s high expectation for integrity and ethical behavior.

“We continue to strengthen our processes for compliance assurance. We assess our compliance program on a regular basis and modify our approach accordingly. Likewise, our governance and risk management procedures are revised regularly and updated as required. Through communication and continued training, we strive to assist each employee in fulfilling the company’s high expectation for integrity and ethical behavior.” — STEVE KIFER, Global Compliance Director, Koppers Inc.

Koppers has a long history serving and providing quality products to both rural and urban customers, whether investor-owned, co-operative or large municipal utility.
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**Southern Yellow Pine Weight Chart**

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