



Individual Market Selling Points

In addition to pages 4 & 5 of the Champion Duct catalog

Utilities

- Did you know that Champion Fiberglass conduit has a lower Coefficient of Friction than PVC conduit as shown in the Champion Duct catalog for longer underground transmission XLP/PVC wire pulls eliminating vaults and hot spots?
- Did you know that Champion Fiberglass elbows have no burn through?
- Did you know that Champion Fiberglass elbows are used in stubbing up at substations?
- Did you know that Champion Fiberglass conduit is installed for at least the first 10 feet for risers?
- Did you know that utilities do not have to follow UL? However Champion Fiberglass is UL approved for sizes ¾" – 6", but also manufactures 8", 10", & 12".
- Did you know that some utilities are running less conduits than with PVC because they do not have to worry about cable fault? However, they are still running additional conduits for expansion.
- Did you know that several Utilities are using Champion Fiberglass conduit for the first 10' of the riser?
- Did you know that Champion Fiberglass conduit is non-conductive?
- Does the utility use an engineering firm and if they do what engineering firm?
- PacifiCorp, Duke Energy, MidAm, Seattle City Light, Dominion Power, Farmington

Bridges

- Have you reviewed the Bridge Hanger catalog with your customer?
- Did you know that bridge hanger drawings are found on the Champion Fiberglass website under the products tab?
- Did you know that Champion Fiberglass conduit is resistant to the salt the DOT puts on the roads?
- Did you know that Champion Fiberglass conduit does not sag like PVC?
- Did you know that Champion Fiberglass is light weight and easy to install?
- Do you know the approval process of the DOT? Is there a form to be completed and then submitted to a committee for approval?
- Did you know that XWALL conduit is the majority preference for DOT'S?
- Did you know that for every 100 feet per 100° temperature change that Champion Fiberglass conduit expands or contracts 1.8 inches?
- Did you know that Wobble Couplings, Offset Bends, and Expansion/Deflection joints are key items to engineers?
- DOT'S across the nation, Lake Pontchartrain Bridge Louisiana, Ambassador International Bridge Detroit-Windsor Canada. Tappan Zee Bridge New York, Golden Gate Bridge San Francisco, Tenth Street Bridge in Richmond, Virginia

Stadiums

- Did you know how Champion Fiberglass elbows have no burn through issues and can replace GRC elbows?
- Did you know that 6" Champion Fiberglass conduit is used for drink lines and are great to run inside fiberglass conduit because of the low coefficient of friction and no risks for burrs as in steel conduit?
- Who is the engineering firm? M-E Engineering in Denver, Walker Engineering in Dallas, or someone else?
- The new Dallas Cowboy Football Stadium

Subways & Tunnels

- Did you know that no toxicity as found in Champion Fiberglass conduit as stated in the Champion Duct catalog?
- Did you know that Champion Fiberglass Phenolic conduit meets NFPA 130 Requirements?
- Installed in Chicago, New York City, San Francisco

WWTP

- Did you know how Champion Fiberglass stands up to Hydrogen Sulfide, Hydrochloric Acid, Ammonium Sulphate, or Sulfuric Acid Vapor, as found in the Champion Duct catalog?
- Did you know that Champion Fiberglass stands up to the chlorine fumes in the atmosphere? Chlorine is a combination of two chemicals that create a gas. Please find out which two chemicals are creating the gas and what percentages of concentration of the two chemicals. WWTP engineers are trying to eliminate chlorine as much as possible.
- Did you know when nicked or scratched PVC Coated allows the atmosphere in between the PVC and the GRC and breaks down the GRC, leaving nothing more than the PVC?
- Did you know that aluminum conduit oxidizes and the cable and the conduit become one while the aluminum conduit becomes like dust?
- Did you know that fiberglass strut is much cheaper than stainless steel strut?
- Did you know that Champion Fiberglass XWALL meets Class 1 Div 2 installations?
- Did you know that when you install Champion Fiberglass conduit in duct banks that it results in a lower Coefficient of friction, you don't have to worry about cable fault, and less vaults or manholes are required for longer distances?
- Did you know that Champion Fiberglass can manufacture offsets at the factory or the conduit can be field bent?
- Have you visited with the City Water Department Engineer to see if they make the decisions or what outside engineering firm that they use? Does the City Engineer have a say in what product is being used in the plants?
- Possible engineers are: Carollo in Denver, Black and Veatch in Kansas City, CH2M Hill, or many local engineers
- Endwell, NY, Jim Wyatt at the Guadalupe Blanco River Authority in Victoria, TX, or Robert Williams at North Texas Municipal Water District phone 972-442-5405 takes reference calls.

Waterfronts and Dams

- Did you know that Champion Fiberglass is resistant to seawater on docks, piers, river walks, and marinas?
- Did you know that Champion Fiberglass conduit is impact resistant to the floating debris on the water fronts?
- Hoover Dam, Niagara Falls Observatory Tower, Eglin AFB, Port of Oakland

Petrochem

- Did you know that Champion Fiberglass stands up to Benzene as found in the soil at plants in the Champion Duct catalog?
- Did you know how Champion Fiberglass works well on Cooling Towers because of the chemicals that are used to clean the tower and other corrosive areas?
- Did you know that Champion Fiberglass XWALL meets Class 1 Div 2 installations?
- Did you know the local plant engineer/maintenance has the authority to make decisions to correct any problems they may encounter?
- Did you know that Exxon is using Champion Fiberglass split duct to repair corroded aluminum conduit?
- Goodyear, BP, Exxon

Chemical Plant

- Do you know what chemicals or combination of chemicals are being used at the plant?
- If chlorine is in the air, do you know what chemicals and percentages of chemicals or concentration levels create the chlorine?
- Do you leave a dated sample of conduit for them to put up in their plant to show the plant engineer how well fiberglass conduit withstands the plant environment?
- What engineer and/or group of engineers write the specification?

Pulp & Paper

- Did you know how Champion Fiberglass conduit stands up to the black, green, and white liquor found in pulp and paper mills?
- Did you know that Champion Fiberglass stands up to the chlorine fumes in the atmosphere? Chlorine is a combination of two chemicals that create a gas. Please find out which two chemicals are creating the gas and what percentages of concentration of the two chemicals. Engineers are trying to eliminate chlorine as much as possible.
- US Gypsum in Houston, Texas

Food Processing

- Did you know how food processing facilities have the conduit outside of the actual food processing facility?
- Did you know that the FDA does not have a standard for conduit systems?

Universities

- Did you know that Champion Fiberglass works well on Cooling Towers because of the chemicals that are used to clean the tower and other corrosive areas?
- Did you know that Universities use elbows because of the no burn through?
- Did you know that Champion Fiberglass is installed in parking garages because Champion Fiberglass conduit does not sag and withstands the salt off of the roads?
- Did you know that Champion Fiberglass conduit is installed in steam tunnels?
- Have you seen the engineer employed by the university to see if they make the decisions or have influence on the outside engineering firm that they hire?
- Ohio State University, Oklahoma State, Michigan, Texas A&M, Univ. of Missouri, Rutgers

Airport Lighting

- Did you know that Champion Fiberglass conduit is resistant to the deicer (glycol) that is put on planes in the north in the winter time?
- Did you know that concrete has no effect on Champion Fiberglass conduit?
- Newark, LaGuardia, Logan, JFK, Dulles

Data Centers

- Did you know that Champion Fiberglass elbows have no burn through issues and can replace GRC elbows?
- Did you know that Champion Fiberglass makes special radius elbows?
- Did you know how Champion Fiberglass conduit works great with fiber optic cable, fiber pulling on fiber and not having to worry about the jacket of the cable?
- Have you found out the name of the engineering firm?
- HP, Walker Engineering

Steel Mills

- Did you know that Champion Fiberglass conduit stands up in the acid bath areas that GRC fails in?
- U.S. Steel, Seversteel Steel Mill

Rendering Plants

- Did you know of Champion Fiberlass conduit is resistant to blood and that blood is one of the most corrosive things in this world?
- Did you know that Champion Fiberlass conduit is resistant to most if not all of the chemicals they use in the wash down areas?
- Do you know the chemicals that are being used during the wash down process?
- National Beef in Liberal, Kansas

Remember the following from our catalog:

Duct Banks

- **Below Ground, Direct Buried, Water Tight Joint**
 - Gasketed Joint
 - Tight Lock Joint
- **Below Ground, Concrete Encased**
 - Interference Joint
 - Gasketed Joint can be used, however is not required
 - Tight Lock Joint can be used, however is not required
- **Underbridge and Above Ground installations**
 - Tight Lock Joint
 - Note: Never use Interference Joint without adhesive or Gasketed Joint for above ground applications. The pull-out strength is not sufficient. Experience has shown that over the service life of an installation, Interference Joint without adhesive or Gasketed Joint may fail