



Capabilities Statement

Core Competencies - Vulcan Utility Signs, located in Foley, Alabama, is a division of Vulcan, Inc. We have provided the utility industry with a full range of quality marking and signage products for over 36 years. We manufacture a complete suite of outdoor durable marking products for various segments of the utility industry, including pipeline, communications, electrical power and water/wastewater.

Past Performances - Vulcan Utility Signs assisted in the Signage Standardization Process for El Paso Corporation, Boardwalk Pipeline Corporation, Enterprise Products, Marathon, Chevron Corporation and Williams Companies. In addition, Vulcan was selected as the vendor to mark and sign numerous new pipe projects, including TransCanada's Keystone Pipeline and Bison Pipeline, El Paso's Ruby Pipeline and Elba Express, Kinder Morgan's REX Pipeline and Mid-Continent Pipeline and CenterPoint Energy/Spectra Energy's Southeast Supply Header, just to name a few. Vulcan holds contracts with several large Tier 1 pipeline companies, manufacturing and providing pipeline markers in many forms, cathodic markers, aerial markers, facility identification signage, OSHA / Safety signs, temporary markings, fleet marking and many other outdoor durable markings.

Differentiators - Vulcan takes pride in manufacturing custom marking products that meet / exceed our customer's expectations for quality and endurance. In order to ensure that our products meet the standards our customers have come to expect, Vulcan Utility Signs regularly performs rigorous tests of outdoor durability on our ever-expanding product line. We are well into our second year of continuous improvement programs such as Lean Manufacturing, 5S and Six Sigma, resulting in more efficient and innovative manufacturing processes and, outstanding product solutions for our customers. Our R-O-W marking products comply with CFR 49-192.707 and CFR 49-195.410 requirements, providing assurance that your markers are printed according to regulations.

Company Data – Vulcan, Inc. "An Employee Owned Company" has over 270 employee-owners and consists of five integrated manufacturing facilities including, Vulcan Aluminum, Vulcan Metal Stampings, Vulcan Aluminum Mill, Vulcan Signs and Vulcan Utility Signs. Also located on our 32 acre campus is the Vulcan Engineering, Maintenance and Compliance (EMC) Department and Vulcan Technology Center. Vulcan, Inc. is also the majority partner of Ridan Composites LLC located in South Carolina, which provides composite products used in the utility industry. Vulcan continues to be a preferred vendor to companies throughout the United States as well as Canada and Mexico.