

# Home Builder's Dream Team

## How Charlotte Pipe and Foundry Delivers More Customer Value with **FlowGuard Gold**<sup>®</sup>

Success in the home building business ultimately comes down to reputation. Are you a solid, stand-up company? Do you aggressively back your customers? Are you easy to do business with?

Home builders check all the boxes when the name is Charlotte Pipe and Foundry Company. For more than a century, the Charlotte, N.C.-based firm has been America's go-to source for pipes and fittings of all kinds for nearly any application. As Brad Muller, Charlotte Pipe's vice president of marketing says, "When it comes to our brand, we're the Coca Cola of plumbing products."

So when they select a home building pipe and fitting partner, you know that plumbing system has been vetted for performance, value, and installation ease like no other.

### SYSTEM OF CHOICE: FLOWGUARD GOLD<sup>®</sup> CPVC PIPE & FITTINGS

Today Charlotte Pipe is one of the nation's largest producers of FlowGuard Gold plumbing systems, distributed through leading wholesale supply dealers nationwide.

As Muller explains it, the decision to team up with the company behind FlowGuard Gold, Lubrizol, wasn't difficult. "FlowGuard Gold has

always been the gold standard for CPVC hot and cold water systems. FlowGuard Gold has better impact resistance and durability than generic systems and is easier to install than copper. It was developed by a U.S. company for the needs of U.S. home builders. There's nothing like it for performance, value, and installation ease," Muller states.

### REPUTATION MATTERS

Today that decision is heartily endorsed by the home building trade hundreds of times a day. Just ask Leon Simon.

Simon is president of N&H Plumbing Services of Austin, Texas. Simon: "I had been a copper man for 30 years. Then a friend, a homebuilder, urged me to try FlowGuard Gold<sup>®</sup> plastic pipe and fittings.

"I gave it a try. I was amazed by the difference. "FlowGuard Gold resists clogs and retains heat better. It even eliminates condensation and wall drip-damage. No acetylene torches are needed, so there's no fire risk.

### THE DREAM TEAM DELIVERS

The team of Charlotte Pipe and FlowGuard Gold brings together two of the industry's most respected names. If name and reputation matter—and it most certainly does—builders and contractors can feel unmatched peace of mind before, during, and after any home installation.

A few reasons why:

- **CPVC technology is proven** by more than 50 years of continuous field service across millions of residential and commercial properties.
- **Charlotte Pipe is a reliable, single-source U.S. supplier** continuously owned and operated by the Dowd family for more than 114 years.
- **FlowGuard Gold is a durable, rigid system** that's easy to install and stands the test of time without the issues widely associated with copper and PEX.
- **Unmatched technical and installation support** from Charlotte Pipe and Lubrizol, the company that created and continues to improve FlowGuard Gold CPVC technology.

Deliver the value your customers expect and the peace of mind you deserve with FlowGuard Gold from Charlotte Pipe and Foundry. ●

#### To Learn More

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