

Shakopee City Council

February 18, 2020



Oatey Company - Overview

- Founded in 1916, Oatey is a family-owned company based in Cleveland, Ohio, with offices across the U.S., Canada, Mexico and China.
- For more than a century, Oatey has provided reliable, high-quality products for the residential and commercial plumbing industries, with a commitment to delivering quality, building trust and improving lives.
- Today, Oatey operates a comprehensive manufacturing and distribution network to supply thousands of products for professional builders, contractors, engineers and do-it-yourself consumers around the world.



Oatey Company – Purpose, Values & Vision



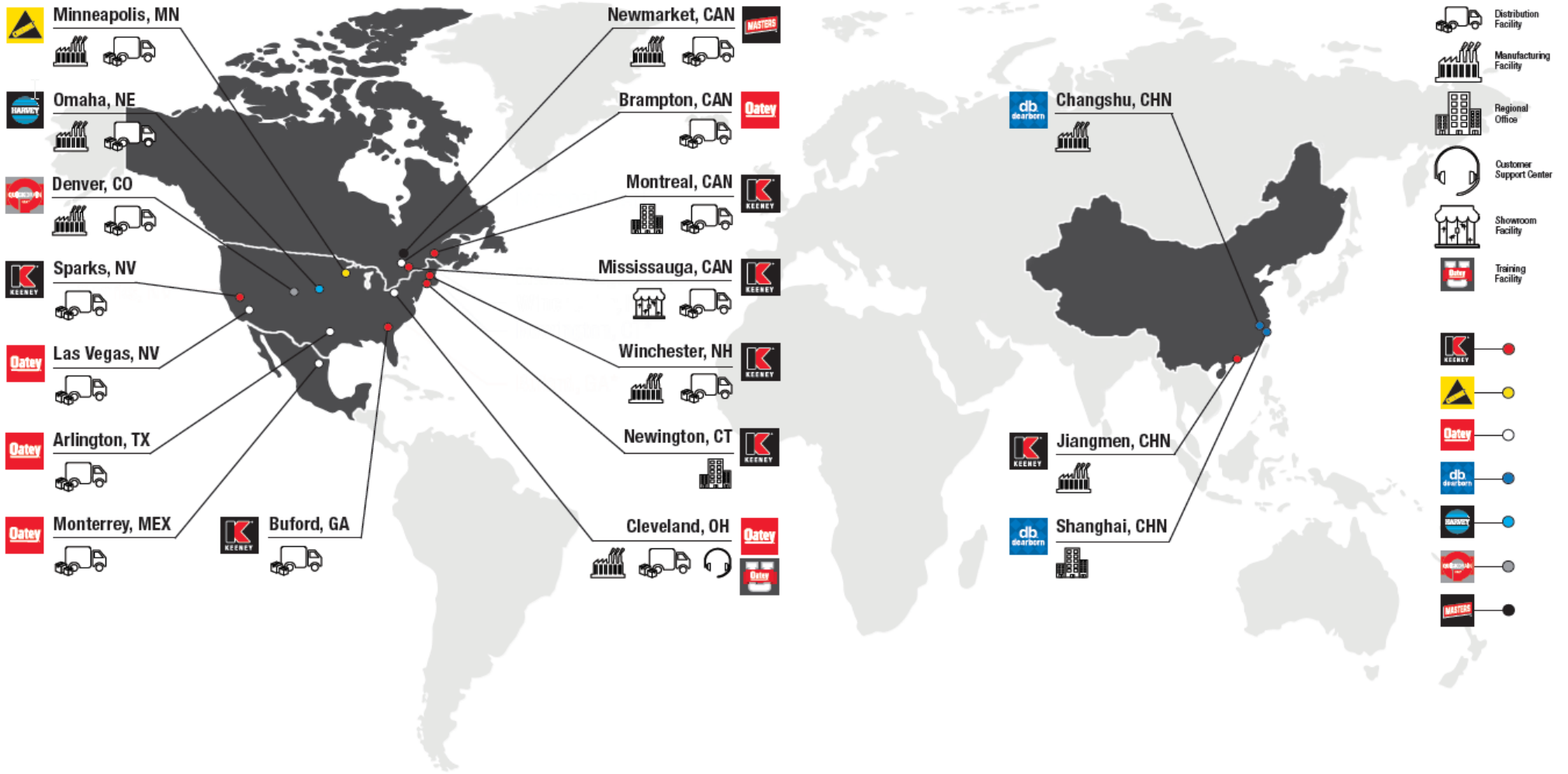
PURPOSE, VALUES & VISION

Since the day L.R. Oatey began the company, our purpose has been to build trust and improve lives through the products that we make. We spend every day making this a priority, throughout the organization.

PURPOSE



Oatey - Network





Overview

- Acquired in 1990
- Square Footage: 90,000
- ISO 9001 Certified 
- 117 Associates 3 shifts
24/5 Operations



- **Products Produced:** Test Balls, Muni Balls, Joint Testers, HP Plugs, Underground Testing Equipment.
- **Manufacturing Processes:** Rubber Forming and Processing, Metal Fabrication, Engineering and Design, Assembling and Packaging.





Who we serve?



PERSONAS

Cherne has been serving the plumbing and underground industries for over 60 years, providing superior products across a wide range of audiences, from professional builders to do-it-yourself customers around the world.



PLUMBER

The plumber who serves both commercial and residential markets and purchases supplies from the plumbing distribution channel.

15%



UTILITY/SITE CONTRACTOR

Contractors responsible for utility and underground services for commercial and industrial properties, often involving sewer mains and underground piping. They will purchase through the waterworks distribution channel as well as find a limited offering through mass retail and e-commerce.

80%



SUPERINTENDENT

Manages the big picture of a large-scale job, including planning, staffing, scheduling, and safety. Responsibilities may include overseeing all crew members to ensure proper training. Often responsible for making the decision to purchase Cherne products.



DIY

The at-home do-it-yourselfer who is capable of taking on smaller jobs and purchases supplies online or through plumbing distribution channels.

5%



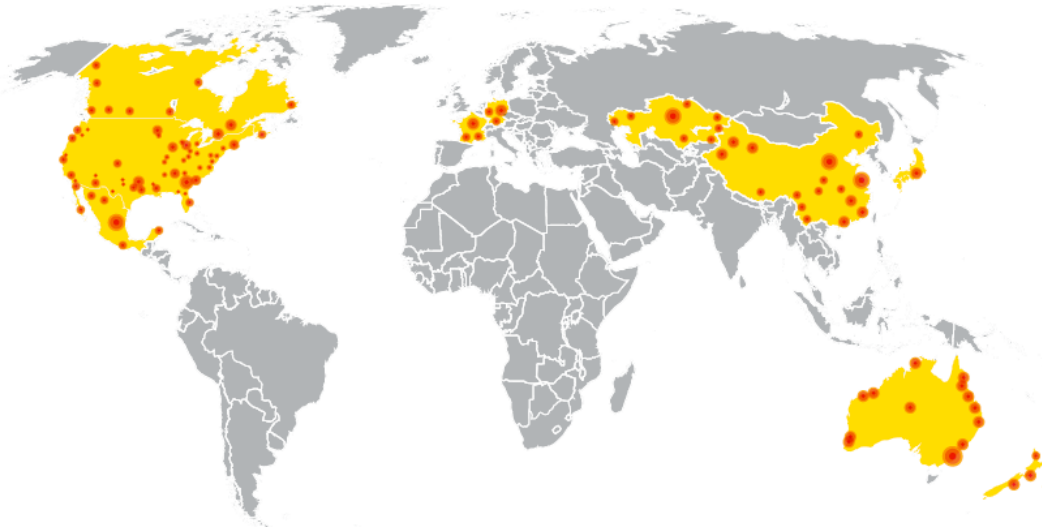


Distribution

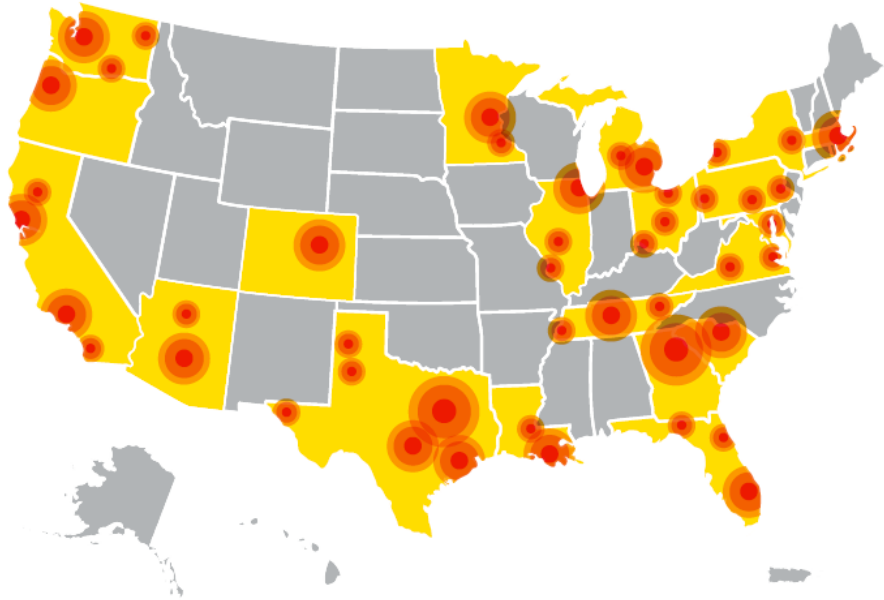
DISTRIBUTION REACH

While Cherne was born in the U.S. decades ago, our line of products is available around the globe today. Whether it's an underground project in Australia or a new construction job in Europe, our reach expands with every new product innovation.

TOP 10 GLOBAL MARKETS



TOP 20 U.S. MARKETS





Distribution

DISTRIBUTION CHANNEL

Whether the job is a traditional plumbing or large-scale underground project, Cherne products are available at leading retailers in the U.S. and internationally.

WATERWORKS

Cherne waterworks products are available at the suppliers listed below, featuring sewer and storm drain products for communities and municipalities. Cherne products are also available for rent at United Rental, the world's largest equipment rental company.



PLUMBING

Cherne plumbing products are available at traditional wholesale distributors listed below, with locations nationwide. These suppliers feature smaller products such as test pumps and plugs under 6".



FPO
gettyimages
viaGlobeL



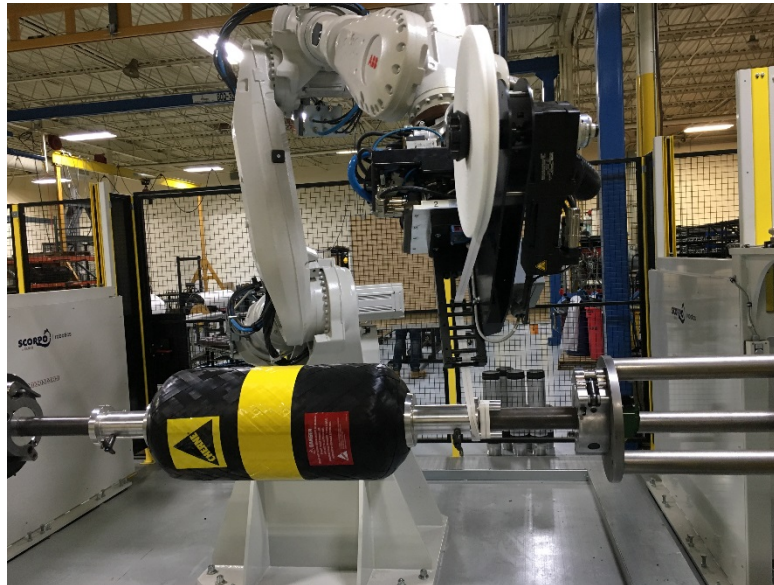


Machine Shop





Plug Automation





Categories 18, 19, and 20

18

Pneumatic Test Plugs



19

Mechanical Test Plugs



20

Testing Equipment & Accessories

