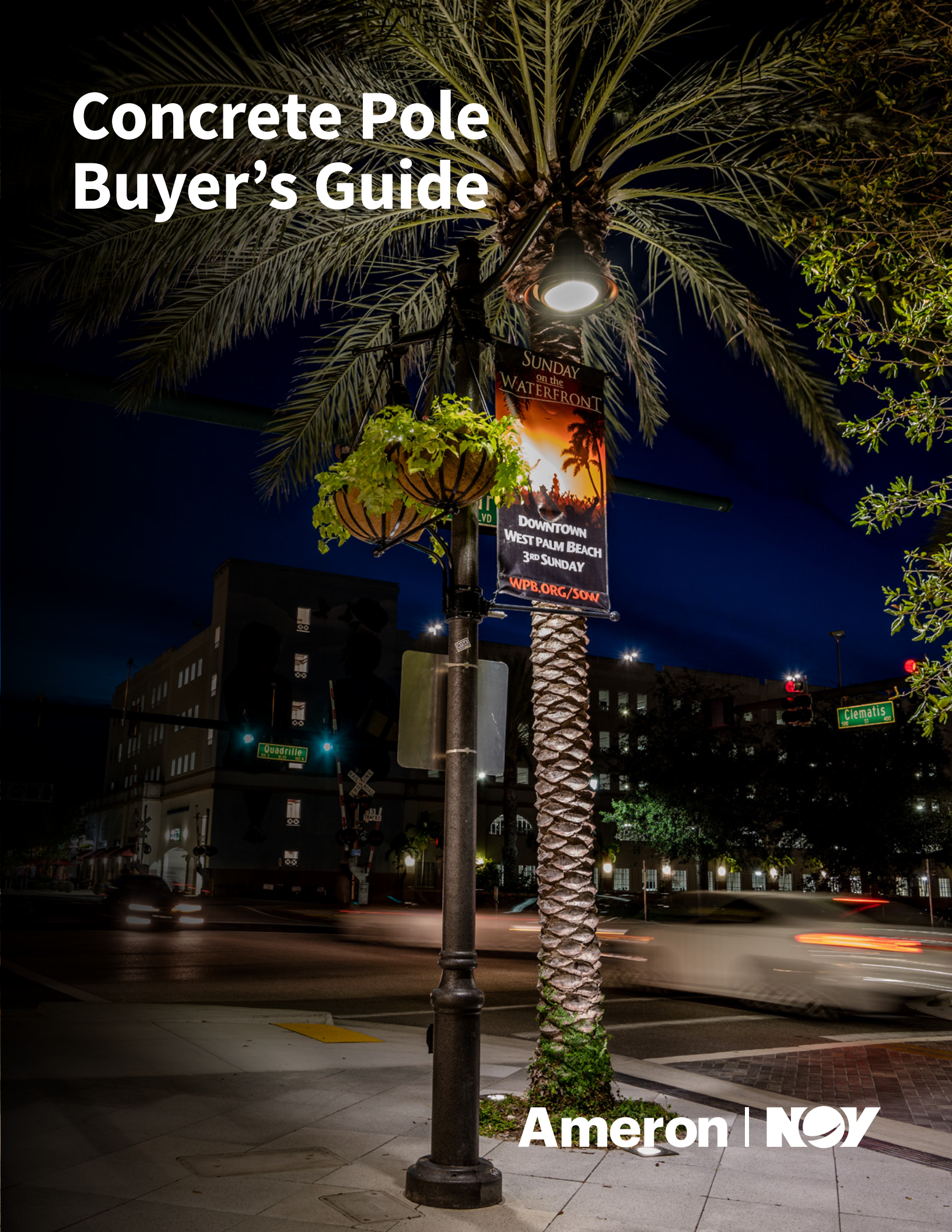


Concrete Pole Buyer's Guide





In a recent survey, we learned that **70% of our customers list quality** as one of **the most important qualifiers in pole purchase decisions**. Quality is reflected in more than a final product. Manufacturing, customer experiences, and services are also important to consider.

Whether you are new to purchasing concrete poles or a seasoned pro, this guide will help you know the right questions to ask for evaluating products and services. When evaluating all of the options available today, factors such as aesthetics, services and installation, and the economics of your investment all play a role in your decision making.

We invite you to learn more.



Make a statement with concrete poles

Concrete poles are often selected because of their distinctive style which enhances the surrounding community. Whether the goal is for your poles to blend into the background or stand out as an architectural statement piece, concrete rises to the challenge. Concrete's natural durability also makes it an excellent choice for almost any region experiencing extreme weather conditions.

A lesser-known fact around concrete poles is that they are fully recyclable. Poles that have reached the end of their service can be re-purposed for applications such as roadways. The steel can also be melted down, and new steel products can be created.

A strong backbone is the foundation of a strong product

Traditional concrete casting requires spacers to position the reinforcing wire. Aesthetically, over time, plastic spacers used in poles can cause problems because they may become visible with normal aging. When spacers show, this could be a sign that the internal structure of the pole is exposed to the environment.

Our poles begin with a strong foundation that runs through the entire length of the pole. In our manufacturing processes, we tension the steel reinforcing wires to the baseplate and pre-stress the concrete. Tensioning the wires before casting eliminates the need for spacers and yields an overall stronger and more reliable pole.

Going for a spin is essential for quality

Static pole casting will often yield a final product filled with inconsistencies, which could include uneven aggregate and coloring, as well as unbalanced weight distribution. To avoid these challenges, our poles are prestressed and spun cast, designed to require less concrete without compromising on strength.

Spinning the pole increases the density and evenly distributes the aggregates creating a high quality, lasting finish. An added benefit of this process includes wider raceways with the same outer diameter (OD) for holding wiring and conduit.

Attention to details, such as aggregates, matter

If you've ever noticed poles that appear aged with rust streaks, the use of lower quality aggregates may be the culprit. Rust lines and streaks can form on poles with higher levels of iron oxide in their aggregate. This causes increased maintenance costs and can be an eyesore. To achieve longer lasting aesthetics and the best available total cost of ownership, it's important to evaluate the quality of the aggregate used in the manufacturing of your poles.

We recommend a finer aggregate to produce a more uniform and desirable finish.

More than a manufacturer, an extension of your team

Where others may look to make a transaction, we seek meaningful partnerships that allow you to grow beautiful, thriving communities like we do. Finding the support you need to aid in the on-schedule and on-budget delivery of these projects is truly a team effort.

Whether you need engineering's expertise to understand loading and foundation design or customer support to recommend functional and future-proof products, we have hundreds of years of experience to support you. With unsurpassed manufacturing, engineering, and service expertise, we work as an extension of your team. Our ability to bridge the gaps between various entities such as municipalities, infrastructure companies, utilities, and telecommunications companies, helps you stay focused where you are needed most.



It's not just about poles, it's about your community.



Quality is about exceptional people, expertise, and our commitment to enhance communities because we live here, too.



When we partner with you, we take time to study your financial and operational goals and bridge gaps between various entities to bring your project to life. We add value every step of the way and identify opportunities to support beautiful, thriving communities where all of us desire to live, work, and enjoy.



We go to great lengths to provide the lighting, network, and safety solutions with industry-leading standards of quality. The consistency in appearance, durability, and reliable longevity of our products enhance the areas we serve.



Ready to learn more? Contact us at poleproducts@nov.com today.



Our solutions connect what matters most: quality of life, safety, the environment, and flourishing businesses.

Pole comparison checklist

We're proud to be in the business of designing and manufacturing the world's most exceptional poles. Not all poles are created equal, and, at Ameron, we believe that quality and customer experience matters greatly.

When you are ready to buy poles, please use this convenient checklist to help you know the right questions to ask to make the most of your purchase.

How long has your company been in business?

What types of poles do you manufacture?

- Bollards
- Light poles
- Telecom poles
- Street sign poles
- Smart city poles
- Steel traffic structures

Do your poles meet local and/or state specifications?

How will you help me select and design the best solution for my project?

Can your tenons be changed in the field to accommodate new light fixtures?

How can the capabilities of my pole evolve as my community evolves?

What types of field service and aftermarket services do you provide?

- Installation
- Delivery
- Asset management
- Stockpiling
- Storage
- Restoration



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