



Grinnell

MECHANICAL PRODUCTS

Myths Busted

Myth 1: “Grinnell is not domestic.”

Fact: The Grinnell Mechanical line is produced in Anniston, Alabama. We produce all of our fabricated fittings in a fabrication shop owned by Tyco, and all large diameter fittings are cast in our facility. (The competition has to outsource their large diameter fittings.) The copper fittings are produced in Pennsylvania. All gaskets are produced in facility connected to the Anniston Foundry.

Myth 2: “The bolts are too small.”

Fact: The bolts are rated to the same performance specs as the Victaulic couplings. The size of the bolt is not indicative of the strength, but Victaulic is apparently not aware of this. See Grinnell catalog page 6. Victaulic catalog page 10 (1998 edition).

Myth 3: “It’s a Fire Protection Line.”

Fact: Grinnell does make a Fire Protection grooved pipe line which is completely separate from the Grinnell Mechanical line of products. There is a distinct separation of the two lines, by gasket (EPDM vs Ambient) and by origin of manufacturer. They may bring a fire coupling (#577) to a contractor to prove their point...and they have. I would remind the contractor that if the competitor doesn’t know the difference between a mechanical and fire coupling, that buying from them may be a risky move.

Myth 4: “Grinnell cannot deliver in a timely fashion or a full line of goods.”

Fact: There is over \$5 million dollars in groove pipe couplings and fittings in our CDC’s waiting for shipment to your warehouse or job site.

Myth 5: “Grinnell is not in the specs.”

Fact: We have already visited over 40 Engineers and Architects, Schools (MSU, Central Michigan, Western Michigan, U of M), and we are in the specs and ready to move forward. We will continue our conversations with the remaining A&E firms, OEM customers, and owners in the state to secure total blanket on groove pipe specs.

Myth 6: “Grinnell is too expensive.”

Fact: Grinnell is competitively priced with the current competition. We may not always be the cheapest, but we will always provide the highest quality product available to the market, backed by the strongest research and development team in the country.