



# EDMUND A. GRAY COMPANY

Since 1910 · Manufacturer of Pipe Nipples – Distributor of Pipe Fittings & PVF Specialties

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2277 East Fifteenth Street, Los Angeles, CA 90021-2841 | (213) 625-2723 | eagrgray.com

## Welcome to Edmund A. Gray Company

Dear Distributor,

Thank you for your interest in the Edmund A. Gray Company. Since 1910, our family-owned company has manufactured quality pipe nipples in Los Angeles and supplied pipe fittings and PVF specialties to wholesale stocking distributors. We would be pleased to welcome your business as one of our valued customers, and we invite you to apply for an open account with us.

### How to apply

1. **Review** the information included in this package, including our Product Line, Commitment to Quality, and Policies and Conditions of Sale.
2. **Complete and sign** the enclosed **Application for Open Account**.
3. **Complete and sign** the enclosed **California Resale Certificate** (CDTFA-230). Out-of-state distributors may provide the resale or exemption certificate for their state.
4. **Email both documents** to **acct@eagrgray.com**.

### What happens next

Once we receive your completed application and resale certificate, we will contact the trade and bank references you have listed. After we have received and reviewed their responses, we will notify you of our decision. Because response times vary by reference, providing complete and current contact information, including email addresses, helps us process your application quickly.

If you have any questions about this package or about any of the products and services we offer, please call us at (213) 625-0376, Monday through Friday, 7:00 a.m. to 5:00 p.m. Pacific, or email [acct@eagrgray.com](mailto:acct@eagrgray.com).

We look forward to working with you.

Thank you,

**Edmund A. Gray Company, Inc.**



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## Application for Open Account

Please complete both pages, sign, and return to  
acct@eagrays.com or fax (213) 625-5734

### BUSINESS INFORMATION

|                                 |                      |                                 |                      |
|---------------------------------|----------------------|---------------------------------|----------------------|
| Legal Business Name             |                      | DBA / Trade Name (if different) |                      |
| <input type="text"/>            |                      | <input type="text"/>            |                      |
| Business Address                | City                 | State                           | ZIP                  |
| <input type="text"/>            | <input type="text"/> | <input type="text"/>            | <input type="text"/> |
| Billing Address (if different)  | City                 | State                           | ZIP                  |
| <input type="text"/>            | <input type="text"/> | <input type="text"/>            | <input type="text"/> |
| Shipping Address (if different) | City                 | State                           | ZIP                  |
| <input type="text"/>            | <input type="text"/> | <input type="text"/>            | <input type="text"/> |
| Main Phone                      | General Email        | Website                         |                      |
| <input type="text"/>            | <input type="text"/> | <input type="text"/>            |                      |
| Federal Tax ID (EIN)            | NAICS Code           | CA Seller's Permit / Resale #   | D-U-N-S #            |
| <input type="text"/>            | <input type="text"/> | <input type="text"/>            | <input type="text"/> |

### COMPANY PROFILE

|                                    |                      |                      |
|------------------------------------|----------------------|----------------------|
| Nature of Business / Products Sold | Date Established     | No. of Employees     |
| <input type="text"/>               | <input type="text"/> | <input type="text"/> |

**Gross annual revenue:** ☐ \$1 million or less ☐ Over \$1 million      **Business premises:** ☐ Owned ☐ Leased

Parent Company (if any)  Years at Current Address

### OWNERSHIP

**Entity type:** ☐ Corporation ☐ LLC ☐ Partnership ☐ Sole Proprietor ☐ Other  If Other, describe

State of Incorporation / Formation  Year Incorporated / Formed  Publicly traded? Ticker (if any)

|                                    |                      |                      |                      |                      |
|------------------------------------|----------------------|----------------------|----------------------|----------------------|
| Owner / Officer / Partner 1 — Name | Title                | % Owned              | Phone                | Email                |
| <input type="text"/>               | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Owner / Officer / Partner 2 — Name | Title                | % Owned              | Phone                | Email                |
| <input type="text"/>               | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Owner / Officer / Partner 3 — Name | Title                | % Owned              | Phone                | Email                |
| <input type="text"/>               | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |

### ACCOUNTS PAYABLE & PURCHASING

|                                                            |                      |                      |
|------------------------------------------------------------|----------------------|----------------------|
| Accounts Payable Contact                                   | AP Phone             | AP Email             |
| <input type="text"/>                                       | <input type="text"/> | <input type="text"/> |
| Purchasing Contact                                         | Purchasing Phone     | Purchasing Email     |
| <input type="text"/>                                       | <input type="text"/> | <input type="text"/> |
| Send Invoices & Statements to (email) <input type="text"/> |                      |                      |

**PO # required on invoices?** ☐ Yes ☐ No      **EDI trading partner?** ☐ Yes ☐ No

### CREDIT REQUEST

|                             |                                  |                      |
|-----------------------------|----------------------------------|----------------------|
| Requested Credit Limit (\$) | Estimated Monthly Purchases (\$) | Requested Terms      |
| <input type="text"/>        | <input type="text"/>             | <input type="text"/> |

**Sales tax status:** ☐ Taxable ☐ Resale — CDTFA-230 certificate attached ☐ Exempt — certificate attached

|                      |                      |                      |                      |                      |
|----------------------|----------------------|----------------------|----------------------|----------------------|
| Account #            | Approved Limit (\$)  | Terms                | Approved By          | Date                 |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |

**FOR EAG USE ONLY**



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Applicant (legal business name)

## Application for Open Account (continued)

### TRADE REFERENCES *Suppliers who extend you credit — please include email*

|                            |         |       |                  |
|----------------------------|---------|-------|------------------|
| Reference 1 — Company Name | Contact | Phone | Account Since    |
|                            |         |       |                  |
| Address                    | Email   |       | High Credit (\$) |
|                            |         |       |                  |
| Reference 2 — Company Name | Contact | Phone | Account Since    |
|                            |         |       |                  |
| Address                    | Email   |       | High Credit (\$) |
|                            |         |       |                  |
| Reference 3 — Company Name | Contact | Phone | Account Since    |
|                            |         |       |                  |
| Address                    | Email   |       | High Credit (\$) |
|                            |         |       |                  |

### BANKING INFORMATION *Do not provide full account numbers*

|            |                    |              |                  |               |
|------------|--------------------|--------------|------------------|---------------|
| Bank Name  | Branch Address     | Bank Contact |                  |               |
|            |                    |              |                  |               |
| Bank Phone | Bank Contact Email | Account Type | Last 4 of Acct # | Years w/ Bank |
|            |                    |              |                  |               |

### TERMS OF SALE & CREDIT

- Payment Terms.** Net 30 days from invoice date unless otherwise agreed in writing by Edmund A. Gray Company, Inc. ("EAG"). Credit limits and terms are set at EAG's sole discretion and may be changed, suspended, or revoked at any time.
- Late Charges.** Past-due balances are subject to a late charge of 1.5% per month (18% per year), or the maximum rate permitted by law, whichever is less.
- Collection Costs.** Should suit or other collection action be instituted, Applicant agrees to pay all reasonable costs of collection, including attorney's fees and court costs.
- Returned Payments.** Dishonored checks or electronic payments are subject to a service charge as permitted by California Civil Code § 1719.
- Conditions of Sale.** All sales are subject to EAG's Policies and Conditions of Sale, incorporated by reference, which prevail over any conflicting terms in Applicant's purchase orders.
- Sales Tax.** Purchases are taxable unless a valid California resale certificate (CDTFA-230) or exemption certificate is on file with EAG.
- Billing Disputes.** Invoice discrepancies must be reported to EAG in writing within 30 days of the invoice date.
- Changes.** Applicant will notify EAG in writing within 10 days of any change in ownership, legal structure, name, or address, and remains responsible for all purchases on the account until EAG receives that notice.
- Governing Law.** This agreement is governed by California law. Venue for any action shall be Los Angeles County, California.
- Electronic Records.** Electronic signatures and electronic or scanned copies of this application are as valid and binding as the original.

### AUTHORIZATION & CERTIFICATION

**Credit Investigation.** Applicant authorizes EAG to investigate Applicant's creditworthiness, including obtaining business credit reports and contacting the trade references and financial institutions listed above, and authorizes those parties to release credit and account information to EAG. This authorization remains in effect for as long as Applicant maintains an account with EAG.

**Certification.** The undersigned certifies that the information in this application is true and complete, that he or she is authorized to sign on behalf of Applicant, and that Applicant has read and agrees to the Terms of Sale & Credit above and the Policies and Conditions of Sale.

|                      |              |       |
|----------------------|--------------|-------|
| Authorized Signature | Printed Name | Date  |
|                      |              |       |
| Title                | Email        | Phone |
|                      |              |       |

**Equal Credit Opportunity Act Notice.** The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, or age (provided the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The Federal agency that administers compliance with this law concerning this creditor is the Federal Trade Commission, Consumer Response Center, Washington, DC 20580. **If your application for business credit is denied, you have the right to a written statement of the specific reasons for the denial.** To obtain the statement, please contact Credit Department, Edmund A. Gray Company, Inc., 2277 East Fifteenth Street, Los Angeles, CA 90021-2841, (213) 625-2723, within 60 days from the date you are notified of our decision. We will send you a written statement of reasons for the denial within 30 days of receiving your request.

**Privacy.** Information provided is used only to evaluate and administer your account, is shared only with the references, financial institutions, and credit reporting agencies needed to do so, and is safeguarded under EAG's information security program. EAG does not sell personal information.

## California Resale Certificate

**I HEREBY CERTIFY:**

1. I hold valid seller's permit number: \_\_\_\_\_

2. I am engaged in the business of selling the following type of tangible personal property:

\_\_\_\_\_

3. This certificate is for the purchase from Edmund A. Gray Company, Inc. of the item(s) I have  
listed in paragraph 5 below. [Vendor's name]

4. I will resell the item(s) listed in paragraph 5, which I am purchasing under this resale certificate in the form of tangible personal property in the regular course of my business operations, and I will do so prior to making any use of the item(s) other than demonstration and display while holding the item(s) for sale in the regular course of my business. I understand that if I use the item(s) purchased under this certificate in any manner other than as just described, I will owe use tax based on each item's purchase price or as otherwise provided by law.

5. Description of property to be purchased for resale:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

6. I have read and understand the following:

**For Your Information:** A person may be guilty of a misdemeanor under Revenue and Taxation Code section 6094.5 if the purchaser knows at the time of purchase that he or she will not resell the purchased item prior to any use (other than retention, demonstration, or display while holding it for resale) and he or she furnishes a resale certificate to avoid payment to the seller of an amount as tax. Additionally, a person misusing a resale certificate for personal gain or to evade the payment of tax is liable, for each purchase, for the tax that would have been due, plus a penalty of 10 percent of the tax or \$500, whichever is more.

NAME OF PURCHASER

\_\_\_\_\_

SIGNATURE OF PURCHASER, PURCHASER'S EMPLOYEE OR AUTHORIZED REPRESENTATIVE



PRINTED NAME OF PERSON SIGNING

TITLE

ADDRESS OF PURCHASER

\_\_\_\_\_

TELEPHONE NUMBER

(      )

DATE

CLEAR

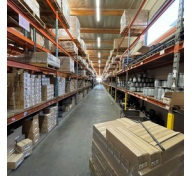
PRINT



# EDMUND A. GRAY COMPANY, Inc.

Manufacturer of Pipe Nipples & Distributor of PVF & PHCP Products ~ A Tradition of Excellence ~ Since 1910

## Manufacturer of Pipe Nipples & Distributor of PVF & PHCP Products



### HISTORY

Our company was founded in 1910 in Los Angeles, by its namesake, Edmund A. Gray.

After moving west from Chicago just after the turn of the century, to try his hand at farming, he quickly realized his passions and talents were better served elsewhere and headed into (then very small) downtown Los Angeles to search out an opportunity. After a short search he discovered the need for a local source of pipe nipples, and the idea was born. His vision has endured for over a century.

E.A.Gray (as we're now referred to by most) has grown and changed over the years, to become one of the nation's leading manufacturers of pipe nipples and distributor of nipples and fittings.

Now in it's third, fourth AND fifth generations under family ownership & operation, we still believe in Edmund's philosophy that...

"You can't do business from an empty wagon!"

### QUALITY

It is our goal to consistently provide quality products & superior customer service in all aspects and to all members of our industry.

Our Commitment to Quality applies to and involves every person in every job throughout our company. It is each employee's responsibility for their own performance & they are expected to perform their specific job to the best of their abilities.

With the commitment and help of all persons involved, our goals are real and attainable.



### SERVICE

#### OUTSTANDING SERVICE IS THE KEY TO OUR SUCCESS . . . AND YOURS!

Thousands of products ... ready to ship.  
Custom Fabrication...special length or end-finish?  
Quick Service....You need it, we have it (within reason).  
Special labels, packaging or barcoding.  
Contact us with your custom needs.

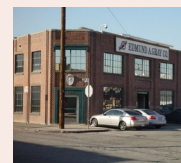
### CONTACT

2277 EAST FIFTEENTH STREET  
LOS ANGELES, CA 90021-2852

p: (213) 625-2723

e: [sales@eagray.com](mailto:sales@eagray.com)

w: [www.eagray.com](http://www.eagray.com)



*see other side for products and services*

**OUR PIPE NIPPLES ARE MANUFACTURED IN THE USA FROM DOMESTIC AND GLOBALLY SOURCED MATERIALS**



# EDMUND A. GRAY COMPANY, Inc.

Manufacturer of Pipe Nipples, Distributor of PVF & PHCP Products ~ A Tradition of Excellence ~ Since 1910

## PRODUCTS & SERVICES

### CARBON STEEL PIPE NIPPLES

BLACK & GALVANIZED  
WELDED & SEAMLESS  
SCH 40, 80, 160, XXHVY



### MALLEABLE IRON PIPE FITTINGS

BLACK & GALVANIZED  
150# (STOCK) & 300# (AVAIL)  
IMPORT (STOCK) & DOMESTIC (AVAIL)



### STAINLESS STEEL PIPE NIPPLES

304/304L & 316/316L  
WELDED & SEAMLESS  
SCH 40, 80, 160, XXHVY



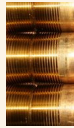
### STAINLESS STEEL PIPE FITTINGS

304 (STOCK) & 316 (STOCK)  
150# (STOCK) & MSS/HEAVY (AVAIL)  
IMPORT (STOCK)



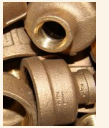
### RED BRASS PIPE NIPPLES

SEAMLESS - SCH 40 & 80  
& CHROME PLATED w/ Hospital Threads



### CAST BRONZE PIPE FITTINGS

125# (STOCK) & 250# (AVAIL)  
LEAD FREE - IMPORT  
CHROME PLATED (AVAIL)



### ALUMINUM PIPE NIPPLES

SEAMLESS  
SCH 40 & 80



### ALUMINUM PIPE FITTINGS

STD & HVY WALL  
356-F or 6061-T6



### PLASTIC PIPE NIPPLES

PVC - CPVC - PVC-UVR  
S.80 MACHINED & MOLDED



### MERCHANT STEEL FITTINGS

BLACK & GALVANIZED, STANDARD & EXTRA-HEAVY  
COUPLINGS (NPT, NPS, RIGHT & LEFT),  
PLUGS, CAPS, BUSHINGS



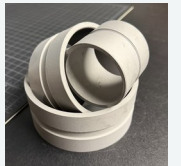
### PIPE NIPPLE ASSORTMENTS

GRAY TRAY & Jr. GRAY TRAY  
SINGLE RUNS, HANDI-25s  
A/B ASSORTMENTS  
CUT-TO-LENGTH DISPLAY RACKS  
ALL MATERIALS AVAILABLE



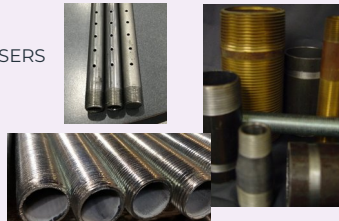
### END FINISHES

NPT TAPER, NPS STRAIGHT  
RIGHT & LEFT THREADED  
BSPP & BSPT, GROOVE (CUT & ROLL)  
BEVEL & SADDLE CUT  
SQUARE & ROLLER CUT



### SPECIALTY ITEMS

FLEXIBLE MOLDED POLY CUT-OFF RISERS  
FLAME BURNER TUBES (PUNCHED)  
GARDEN HOSE ADAPTORS  
KING COMBO, TANK & LONGSCREW  
REDUCING NIPPLES  
ALL-THREAD, RUNNING THREAD



### SANITARY STAINLESS 304/316

TRI-CLAMP / WELD / I-LINE FITTINGS  
F.LLI TASSALINI VALVES & FITTINGS  
VALVES (HVY DUTY & 3 WAY)  
BUTTERFLY / CHECK / SAMPLE / BARREL TOPPING  
CLAMPS & PNEUMATIC ACTUATORS



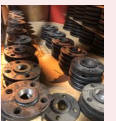
### VALVES

CAST IRON - SS316 - BRASS - PVC  
BUTTERFLY / BALL / CHECK / GATE  
THREAD / WELD / WAFER / LUG / CLAMP



### FLANGES

CAST IRON / STAINLESS / BRASS  
ALUMINUM / STD / REDUCING  
TANK WELD - 304/316 & CARBON STEEL



### VALUE-ADDED SERVICES

EDI / PART NUMBER X-REF / SAME DAY SERVICE (MOST ITEMS) / MTRs CERTIFICATION TO CURRENT STANDARDS /  
BARCODING (BOX & INDIVIDUAL PIECES) CUSTOM LABELING & PACKAGING / LASER MARKING FOR TRACEABILITY / CC & ACH PAYMENT



Unusual request? Special Finish? Odd configuration? Give us the chance to help you out!

**"IF IT'S A PIPE NIPPLE . . . . WE HAVE IT !"**





**EDMUND A. GRAY COMPANY**

*Since 1910 · Steel, Brass, Plastic, Stainless & Aluminum Pipe Nipples*

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# Our Commitment to Quality

**FIVE GENERATIONS. ONE STANDARD.**

Edmund A. Gray Company has been manufacturing pipe nipples since 1910. Quality here isn't a department — it's the job of everyone in this company, from the first sales call to the last mile of delivery, and it doesn't stop until the customer is satisfied.

## The Right Material, Verified on Arrival

We start with fabrication-quality pipe, priced competitively but never at the expense of quality. Every incoming shipment of welded steel pipe is inspected against ASTM A53/A53M before it enters production.

## Manufactured to Recognized Standards

Every pipe nipple we manufacture meets ASTM A733 (welded and seamless carbon steel and stainless steel pipe nipples) and ASME B1.20.1 (general-purpose pipe threads) — the standards that superseded the federal WW-N-351 specification when it was canceled in 1990. Our gauging tolerances run tighter than either standard requires, because meeting spec is the floor, not the goal.

## Trained Hands, Six Months Minimum

New production operators train under direct supervision for a minimum of six months before they're trusted to run to our standards on their own.

## Inspected by Eye, Every Piece

Every finished nipple is individually inspected by hand at the packing department before it's cartoned or bundled, with exact count and correct packaging verified for every container.

## On Time, In Full, Every Order

Our warehouse, shipping, and will-call teams treat every order — large or small — as the top priority. Turnaround time, fill rate, and accuracy are the numbers we're measured on, and the reputation we work to keep.

## Quality Is Everyone's Job

This commitment reaches every person in every role at this company. Each employee owns their own performance and is expected to do their job to the best of their ability, every day.

*That's the goal. With everyone doing their part, it's one we keep.*

**"IF IT'S A PIPE NIPPLE . . . . WE HAVE IT"**