

Electro Scan and Core & Main Announce Sales Agreement
Expands SWORDFISH Lead Service Line Detection Technology



LEAD



COPPER



GALVANIZED



PLASTIC

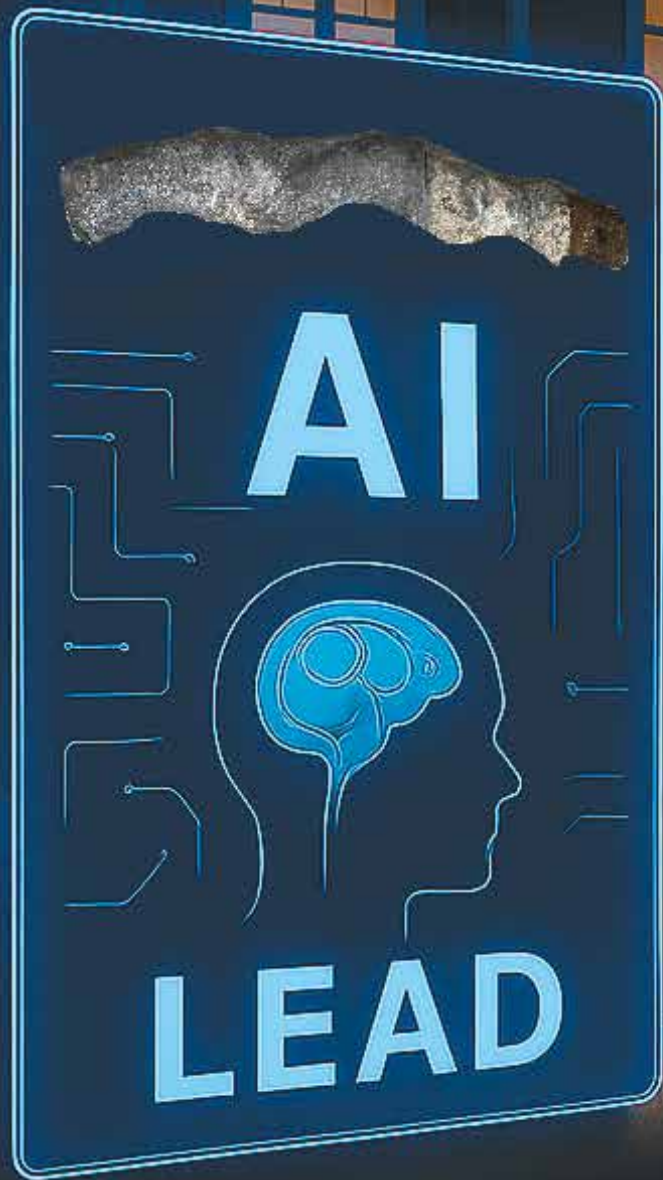
SWORDFISH SPECIAL EDITION	SWORDFISH LEAD TRACE
	

Designed for
Simple Straight
Forward
Underground
Meter Set-Ups

Designed for
More Complex
Bends & Conditions,
Especially Higher
Pressures

KEY SWORDFISH USERS

① Municipal & Investor-Owned Water Utilities 	② Municipal Contractors, Engineering Firms, and Service Providers 	③ Home Inspectors, Plumbers, and Real Estate Agents 
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electro^{scan}

Hydro-Excavating or Potholing v. Electrical Resistance Testing (SWORDFISH)

Potholing



EXPOSE PIPE

MAGNET TEST

Doesn't Stick

SCRATCH TEST

Sticks →

Steel

Color of a Penny →

Copper

No Shine →

Plastic

Silver Streaks →

Lead



Potholing Can't See Lead Inside of Galvanized Pipe.

Advantages

- Many companies offer this service.

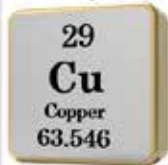
Disadvantages

- Most costly alternative.
- Requires landscaping digging and backfilling
- Does not assess full pipe length, especially if multiple pipe materials exist.
- May cause internal pipe scaling that releases lead particles embedded in bio-film and deposits.
- May hit an unmarked 3rd party utility.
- Misses lead soldered joints & partial replacements.
- Customers must be notified of disturbances inside pipe and take action to flush their own line.
- Unable to determine galvanized pipes requiring replacement (GRR).
- Must dispose of contaminated soils.
- GIS or mapping inaccuracies may require multiple holes to dig.
- Impacted by frost or water bans.
- Manual field notes or testing hard to QA/QC.



Electrical Resistance Testing

Electrical



Lead

Copper

Galvanized

Plastic & PVC

PEX



SWORDFISH



**Customer-Owned
House-to-Meter**



**Utility-Owned
Meter-to-Main**

Advantages

- No digging or excavation.
- Less expensive. About 1 hour per home inspection.
- More accurate. Automatically identifies copper, plastic, galvanized, and lead pipes.
- Only tech able to identify galvanized requiring replacement.
- Less disturbance. Flushing after each survey.
- Ability to certify LEAD-FREE water service lines.
- Water utilities may be able to charge home sellers or buyers for LEAD-FREE CERTIFICATE.
- *Electrical resistance testing* recognized by EPA as only commercially available innovative technology that can identify buried lead pipes.
- Equipped may be purchased by water utilities for self-surveys or verifications of prior inspections.
- Services available through authorized SWORDFISH service providers.

Disadvantages

- Cannot navigate pipes that are badly damaged, severely clogged, or non-standard meter settings.
- If no meter or other opening available, may have to excavate.



**Over 21,000
Home Inspections**

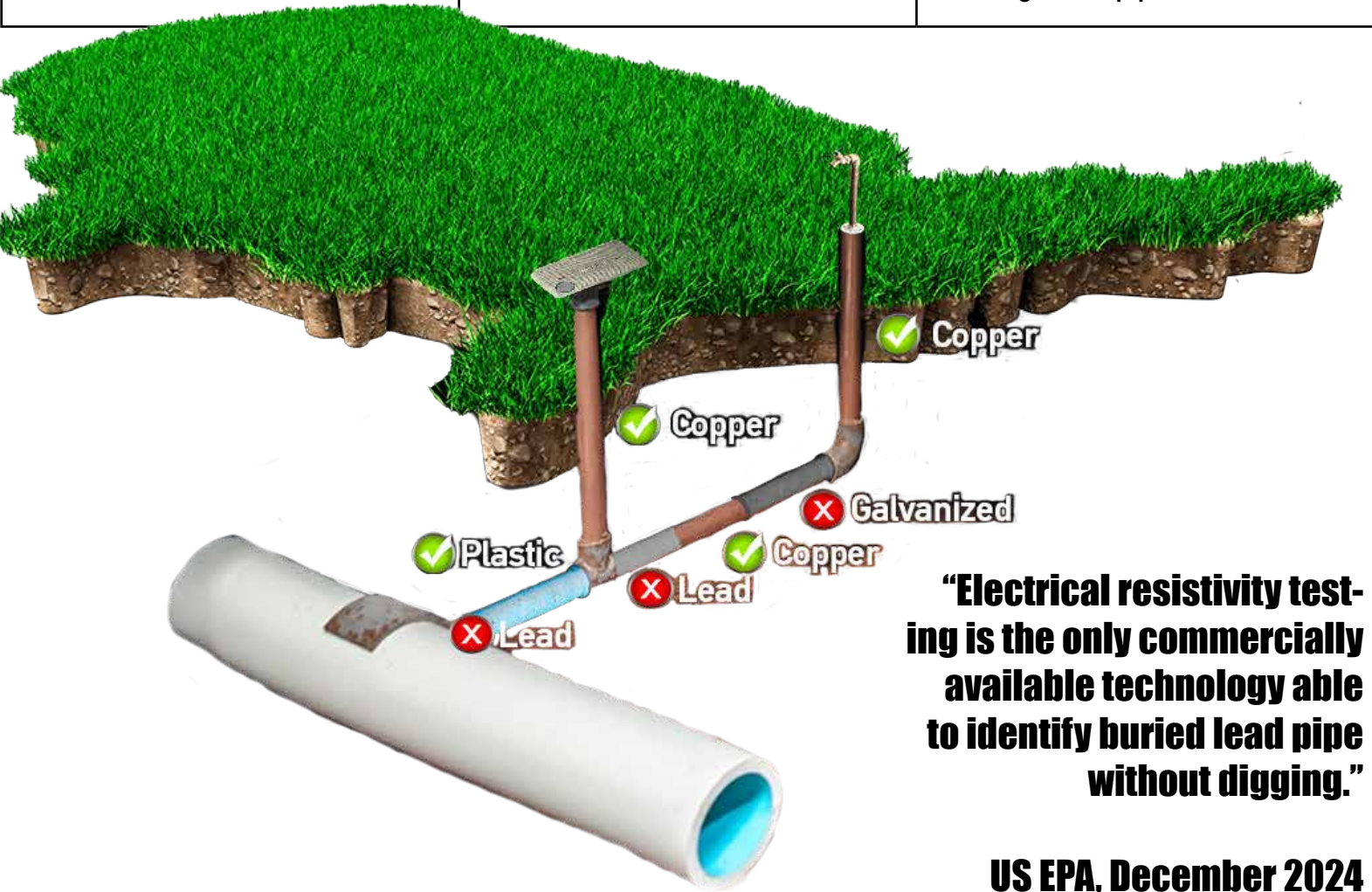
SWORDFISH Water Pipe Material Identification



electro scan

KEY SWORDFISH USERS

1 Municipal & Investor-Owned Water Utilities	2 Municipal Contractors, Engineering Firms, and Service Providers	3 Home Inspectors, Plumbers, and Real Estate Agents
		
According to the EPA's latest water service line inventory (posted 11/25/2025) the U.S. has 49,354 Community Water Systems (CWSs) ¹ with 5,514 or 11% still not reporting the pipe material for both utility-owned and private property-owned water service lines.	Independent contractors, consulting engineering firms, and other service providers, are finding that hydro-excavating and potholing, is not adequate to determine the pipe material, especially whether lead particles have attached to copper, galvanized or plastic pipes.	Since CWSs (water utilities, cities, and special districts) are not willing to 'certify' lead-free homeowner service lines, home buyer's and their real estate agents, must hire certified home inspectors to ensure that drinking water pipes are non-lead.



“Electrical resistivity testing is the only commercially available technology able to identify buried lead pipe without digging.”

US EPA, December 2024

¹ A Community Water System (CWS) is a public water system that supplies water to the same population year-round, serving at least 15 service connections or 25 year-round residents. These systems can be publicly or privately owned and are regulated by the EPA and state agencies, providing safe drinking water for residential and commercial use through a network of collection, treatment, storage, and distribution facilities.



**YOU PROTECT YOUR BUYERS
FROM EVERYTHING
ABOVE GROUND**

**FOR
SALE**

LEAD

**NOW PROTECT THEM
FROM WHAT'S BELOW!**

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FROM EVERYTHING
ABOVE GROUND.**



**NOW PROTECT THEM
FROM WHAT'S BELOW!**

Home Buyer's Protection Program



"What Every Home Buyer Needs to Know About Their Drinking Water Pipes, Before They Buy."

Why It Matters?



- Lead exposure has NO safe levels. Harmful to pregnant women, causes learning disorders, early alzheimers, and death.
- Many homes built before 1986 contain hazardous service lines, including lead pipes, lead soldered joints, & fittings
- Replacing a water service line can cost \$15,000–\$30,000, or more.
- Sellers are not required to disclose drinking water pipe material(s).
- Water utilities have not properly inspected their own water pipes, and never on the homeowner's property.
- Utilities may take 10 years or more to replace thier portion of lead pipes.

It's Not Just About What Kind of Pipe Material is on the Outside of a Pipe. It's About What's Inside Your Pipe, Too.



LEAD



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GALVANIZED



PLASTIC



electroscan #1 Buyer Liability: Unknown Water Service Line Materials

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U.S. Patents: 9143740, 9304055, 9933329, 10451515, 10557772, 10816431, 12105040, 12385865 | Copyright © 2026. Electro Scan Inc. All Rights Reserved.



Most water utilities have only looked inside the meter box and inspected the water tap, without ever looking at the water pipe.

What you can't see can hurt your Buyer.

A SWORDFISH scan reveals buried lead pipes before they become a \$15,000-\$30,000 surprise.



"We inspect everything above the ground, but nobody inspects our drinking water lines."

For Real Estate Agents

- Protects the Buyer for unseen hazards.
- Reduces liability if lead pipes are found.
- Gives Buyers leverage in negotiations with Seller.
- Helps win Buyer agency agreements.
- Demonstrates duty of care in a competitive market.
- Differentiates you from other Agents.



"Electrical Resistance Testing" "Only commercially available technology able to locate lead pipe, without digging." USEPA Dec 2024

**ACCURATE, AFFORDABLE, AND TRUSTED
REPORTING IN MINUTES**



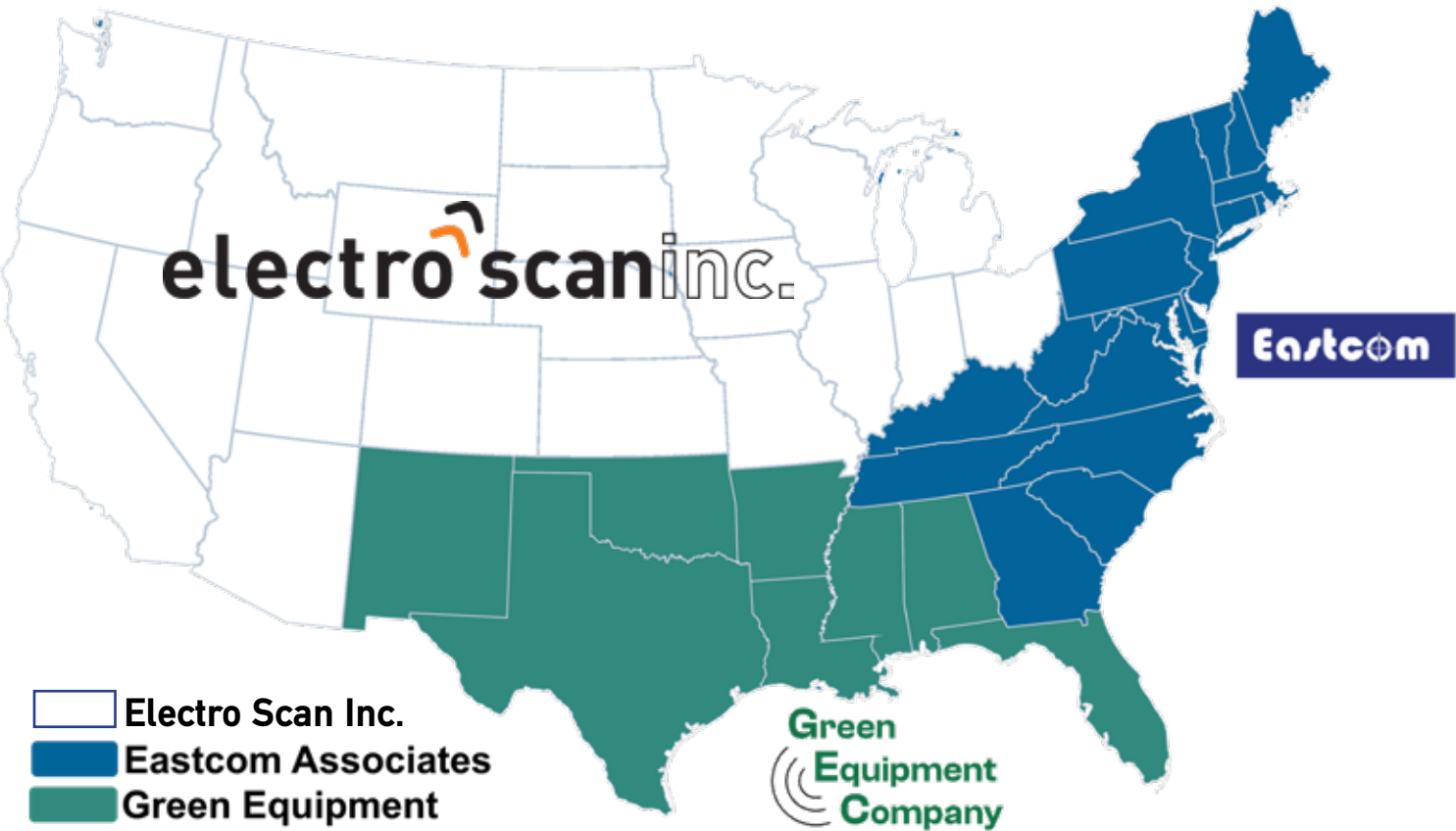
- Customer Address
- GIS Map to Confirm Location
- Service Line Condition
- Full Line Assessment
- Pipe Diameter(s)
- Field Photos



“Adding Electro Scan’s patented technologies to our portfolio strengthens our commitment to protecting underground assets and enhancing public safety,” said Gary Schafer, Core & Main’s Director, Damage Prevention. “Utilities now have direct access to the most accurate, field-validated solution for locating lead service lines—without digging.”



– Gary Schafer, Director, Damage Prevention



ST. LOUIS, MO — December 2, 2025 — Electro Scan Inc., the global leader in machine-intelligent lead pipe detection, today announced a new exclusive sales and marketing agreement with Core & Main LP. Through its newly acquired damage prevention branches —comprising Green Equipment Company (Fort Worth, TX) and Eastcom Associates, Inc. (Branchburg, NJ)—Core & Main LP will distribute Electro Scan’s SWORDFISH solutions to municipal water utilities, contractors, home inspection, and real estate professionals across a 26-state region.

About Eastcom Associates

Eastcom Associates, Inc. was acquired by Core & Main in October 2021. The acquisition strengthened Core & Main’s position in the Northeast by adding Eastcom’s established presence in underground utility detection and inspection equipment throughout the region. HQ: Branchburg, NJ

SALES TERRITORY

Connecticut	Maryland	Pennsylvania
Delaware	New Hampshire	Rhode Island
Georgia	New Jersey	Tennessee
Kentucky	New York	Vermont
Maine	North Carolina	Virginia & DC
Massachusetts	South Carolina	West Virginia

About Green Equipment Company

Green Equipment Company was acquired by Core & Main in June 2022. The acquisition expanded Core & Main’s geographic footprint into the Gulf Coast and Southwest, adding Green Equipment’s existing supply lines of water, sewer, storm drainage, and fire-protection products. HQ: Fort Worth, Texas

SALES TERRITORY

Alabama	Louisiana	Oklahoma
Arkansas	Mississippi	Texas
Florida	New Mexico	

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Since August 2014

WATER

DELTA



TRIDENT



SWORDFISH



PATENTS

UNITED STATES: 9143740, 9304055, 9933329, 10451515, 10557772, 10816431, 12105040, 12385865; CANADA: 2864503, 2874808, 2905492;
EUROPEAN: 2748576, 13275131.4, 3516359; AUSTRALIA: 2015238903, 2017329036; NEW ZEALAND: 713053; JAPAN: 6062541, 6193893, 6514284

SEWER

ES-38



ES-400



ES-620



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