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# **AZZ incorporated and Jiangsu Changjiang Electric Group Co. Ltd. Establish Co-Branding and Co-Operative Alliance Agreement**

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December 17, 2003 – *FORT WORTH, TX and YANGZHONG CITY, JIANGSU, CHINA*- AZZ incorporated (NYSE:AZZ), a manufacturer of electrical products and a provider of galvanizing services, and Jiangsu Changjiang Electric Group Co. Ltd., a leading manufacturer of electrical equipment in China, today announced the signing of a Co-Branding and Co-Operative agreement between the two companies. Additionally, Jiangsu Changjiang, an isolated phase bus duct supplier to the China Three Gorges Project, has formed a new company, which will manufacture and build the isolated phase bus product for the local Chinese market, as well as selective export markets. The name of the new Company is Jiangsu Changjiang Calvert Electric Co., Ltd. The new Company has been licensed and approved by the Chinese government.

Mr. Xu Guang Fu, Chairman of the Board of Jiangsu Changjiang Electric Group, said, “We look forward to working with AZZ incorporated and The Calvert Company, a leading manufacture of isolated phase bus. We believe that as a result of this agreement, there are additional opportunities for us to achieve further market penetration in China, as well as selected international markets. The Calvert name is one that is recognized and respected worldwide.”

David H. Dingus, president and chief executive officer of AZZ incorporated, said, “We are extremely pleased to work with a leading manufacturer of electrical equipment in China. Since Jiangsu Changjiang’s founding in 1965, they have continued to expand their product offering and market presence. While the current agreement is limited to the products of one subsidiary, The Calvert Company, there may be opportunities to expand and include additional products of AZZ in the future. With their state of the art facilities, this also opens up additional opportunities for further penetration of selective markets.”

Under the terms of the agreement, the products will be marketed in the Chinese market as Jiangsu Changjiang Calvert and manufactured in a dedicated facility in Yangzhong City, Jiangsu. AZZ's subsidiary, The Calvert Company, will provide requested design and specification review services and marketing assistance. Additionally, Calvert products for selective markets outside of China may be sold under the name of Calvert and the manufacturing subcontracted to the new Chinese company. Other terms of the agreement were not disclosed.

AZZ incorporated is a specialty electrical equipment manufacturer serving the global markets of industrial, power generation, transmission and distribution, as well as a leading provider of hot dip galvanizing services to the steel fabrication market nationwide.

*Except for the statements of historical fact, this release may contain forward-looking statements that involve risks and uncertainties some of which are detailed from time to time in documents filed by the Company with the SEC. Those risks and uncertainties include, but are not limited to: changes in customer demand and response to products and services offered by the company, including demand by the electrical power generation markets, electrical transmission and distribution markets, the industrial markets, and the hot dip galvanizing markets; prices and raw material costs, including zinc and natural gas which are used in the hot dip galvanizing process; changes in the economic conditions of the various markets the Company serves, foreign and domestic, customer requested delays of shipments, acquisition opportunities, adequacy of financing, and availability of experienced management employees to implement the Company's growth strategy. The Company can give no assurance that such forward-looking statements will prove to be correct.*

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