

PLAINTIFF'S EXHIBIT

CAP-997

CONFIDENTIAL

A/C PIPE PRODUCERS ASSOCIATION

1981 DOMESTIC A/C PIPE SHIPMENTS



**A/C Pipe
Producers Association**

CAPCO JEN 0031564

CONFIDENTIAL
A/C PIPE PRODUCERS ASSOCIATION
1981 DOMESTIC A/C PIPE SHIPMENTS



A/C Pipe
Producers Association

CONFIDENTIAL REPORT

ANNUAL REPORT - A/C PIPE PRODUCTION		YEAR 1981
PRODUCTION DATA	PRODUCTION CAPACITY*	573,400 TONS
	PRODUCTION ACTUAL	360,880 TONS
	PRODUCTION RATIO - ACTUAL/CAPACITY	62.94 PERCENT
	GROSS AGGREGATE SHIPMENTS	
	DOMESTIC	346,678 TONS
	EXPORT	13,333 TONS

*Based on three (3) shift, five (5) day operation
producing normal product mix.

PRODUCING PLANT DATA	PLANT LOCATION		WET MACHINE DISTRIBUTION			
			3 METER (10')	4 METER (13')	5 METER (16')	TOTAL ALL SIZES
	CAPCO	2		2		2
	CertainTeed	4		5		5
	Johns-Manville	3	2	6		8
	COMPANY TOTAL	9	2	13		15

COMMENTS	1. Report applicable to U.S. producers only. 2. Production capacity at year end (12/31/81). 3. Company totals at year end (12/31/81).
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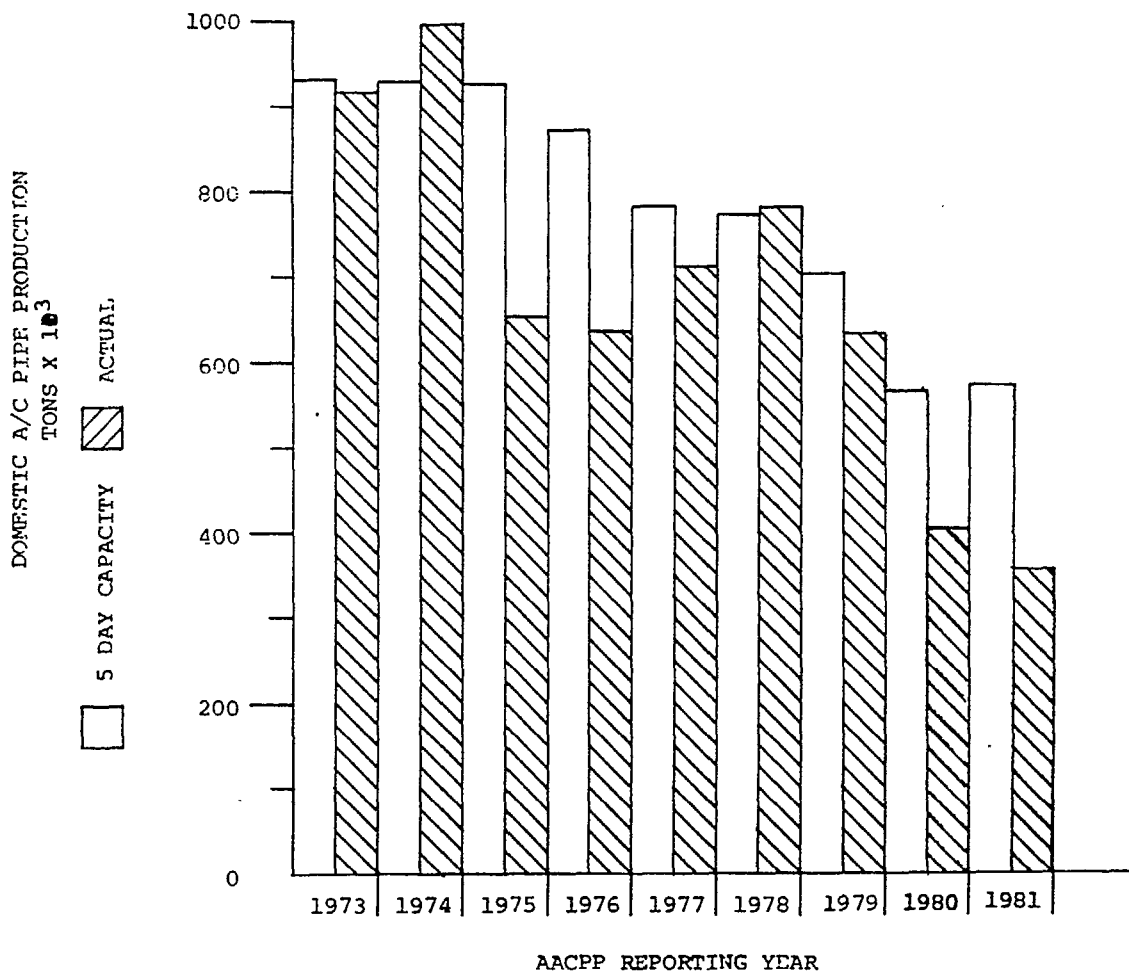
COMPANY	A/C Pipe Producers Assn.
NAME	J. Jackson

DATE	3/5/82
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CONFIDENTIAL
DOMESTIC A/C PIPE PRODUCTION
TONNAGE

PLANTS	14	14	14	14	13	13	12	9	9	
NET MACHINERY										
3 METER	9	9	9	6	5	5	5	2	2	
4 METER	19	19	19	19	18	18	16	13	13	
PROD. RATIO - %	92.5	106.7	70.7	73.3	91.0	101.2	90.1	71.7	62.9	

TONS	932,000	918,515	931,500	994,091	925,400	654,163	871,000	638,732	782,482	712,517	772,179	781,181	702,800	633,536	567,440	406,698	573,400	360,880	
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**A/C Pipe
Producers Association**

A/C Pipe Producers Association									
COMPARATIVE REPORTING PERIOD	PIPE CATEGORY	GROSS AGGREGATE TONS	CONFIDENTIAL REPORT DOMESTIC SHIPMENTS COMPARATIVE SUMMARY SHEET				REPORT CATEGORY		AACPP
			PRESSURE & NON-PRESSURE SEWER		PRESSURE		PREPARED BY		January-December 1981
			EQUIVALENT TONS	FOOTAGE X 1000	EQUIVALENT TONS	FOOTAGE X 1000	NON-PRESSURE SEWER		
							EQUIVALENT TONS	FOOTAGE X 1000	
MONTHLY TOTALS	CURRENT YEAR	23,283	20,823	1,574	19,384	1,383	1,439	191	
	LAST YEAR	28,051	24,718	2,128	21,484	1,763	3,234	365	
	△	(4,768)	(3,895)	(554)	(2,100)	(380)	(1,795)	(174)	
	PERCENT - %	(17.0%)	(15.8%)	(26.0%)	(9.8%)	(21.6%)	(55.5%)	(47.7%)	
YEAR-TO-DATE TOTALS	CURRENT YEAR	346,678	296,481	24,576	265,147	20,531	31,334	4,045	
	LAST YEAR	417,816	360,233	32,334	302,928	24,835	57,305	7,499	
	△	(17,138)	(63,752)	(7,758)	(37,781)	(4,304)	(25,971)	(3,454)	
	PERCENT - %	(17.0%)	(17.7%)	(24.0%)	(12.5%)	(17.3%)	(45.3%)	(46.1%)	
YEAR-END TOTALS	CURRENT YEAR	346,678	296,481	24,576	265,147	20,531	31,334	4,045	
	LAST YEAR	417,816	360,233	32,334	302,928	24,835	57,305	7,499	
	△	(71,138)	(63,752)	(7,758)	(37,781)	(4,304)	(25,971)	(3,454)	
	PERCENT - %	(17.0%)	(17.7%)	(24.0%)	(12.5%)	(17.3%)	(45.3%)	(46.1%)	
	FACTOR*	1.000	--	--	1.000	1.000	1.000	1.000	

LEGEND:

△ - Incremental differences between current and last year totals

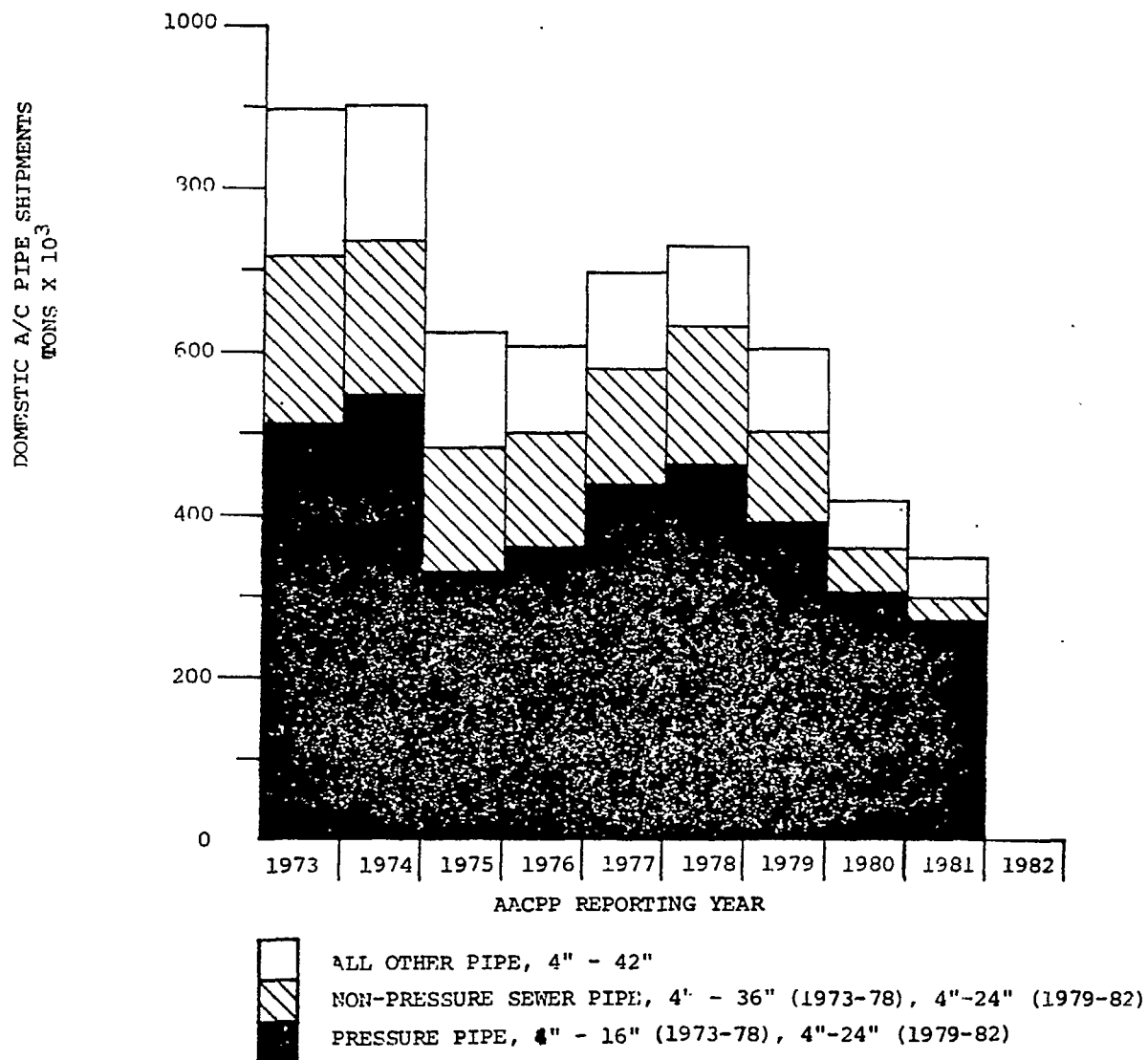
% - Incremental difference expressed as percentage of last year total

() - Denotes negative number

* - Percentage factor derived from past annual reports which projects year-end totals based on year-to-date shipment data.

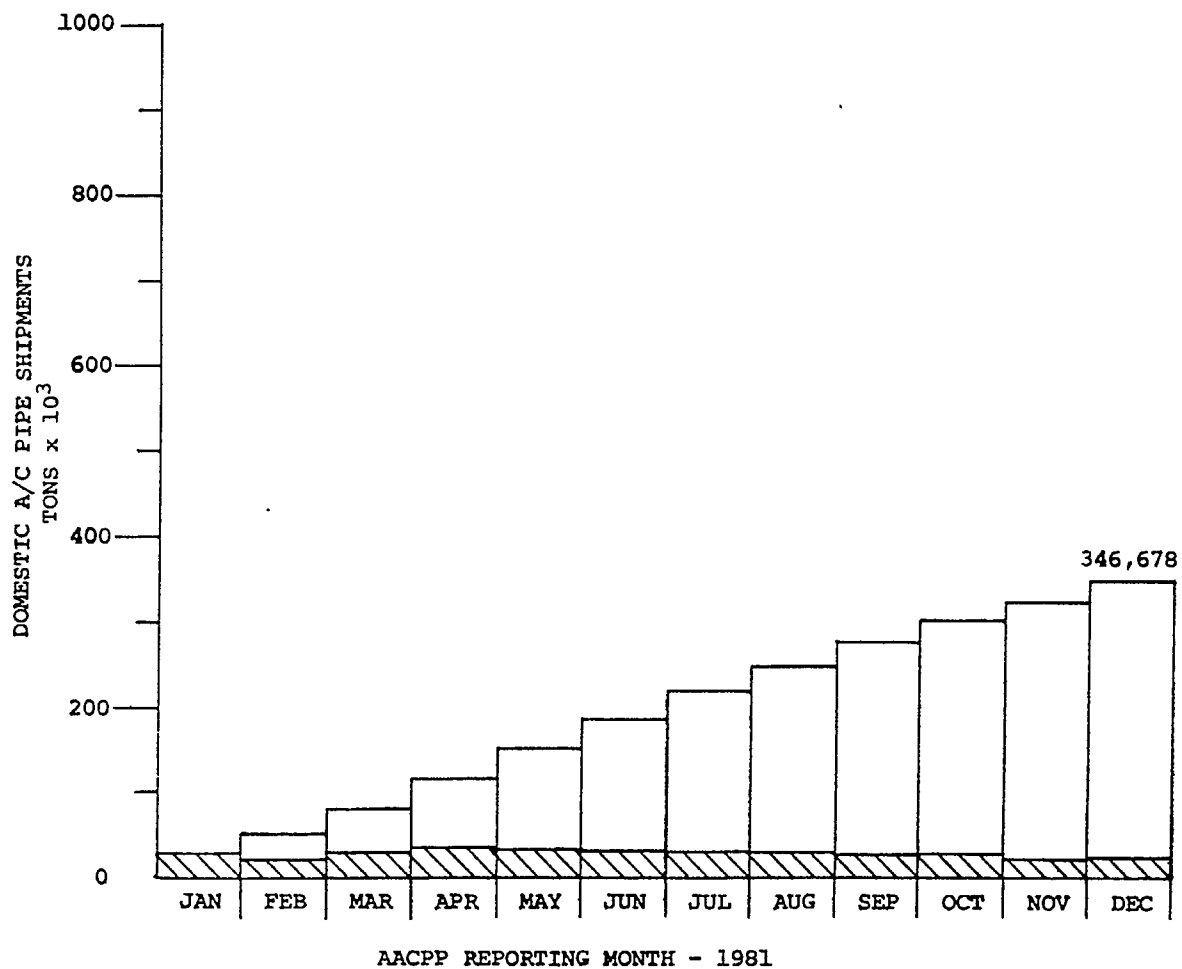
CONFIDENTIAL
DOMESTIC A/C PIPE SHIPMENTS
GROSS AGGREGATE TONNAGE

PIPE MTX %		19.9	18.5	22.7	17.8	17.0	13.2	16.7	13.8	14.5	
		23.1	20.8	24.6	23.0	20.5	23.1	18.8	13.7	9.0	
		56.9	60.7	52.7	59.2	62.5	63.7	64.5	72.5	76.5	



CONFIDENTIAL
DOMESTIC A/C PIPE SHIPMENTS
GROSS AGGREGATE TONNAGE

	YTD	8.1	15.0	23.2	33.4	43.4	53.2	62.9	71.7	79.3	87.0	93.2	100.0
	MO.	8.1	6.9	8.2	10.2	10.0	9.8	9.7	8.8	7.6	7.7	6.2	6.7





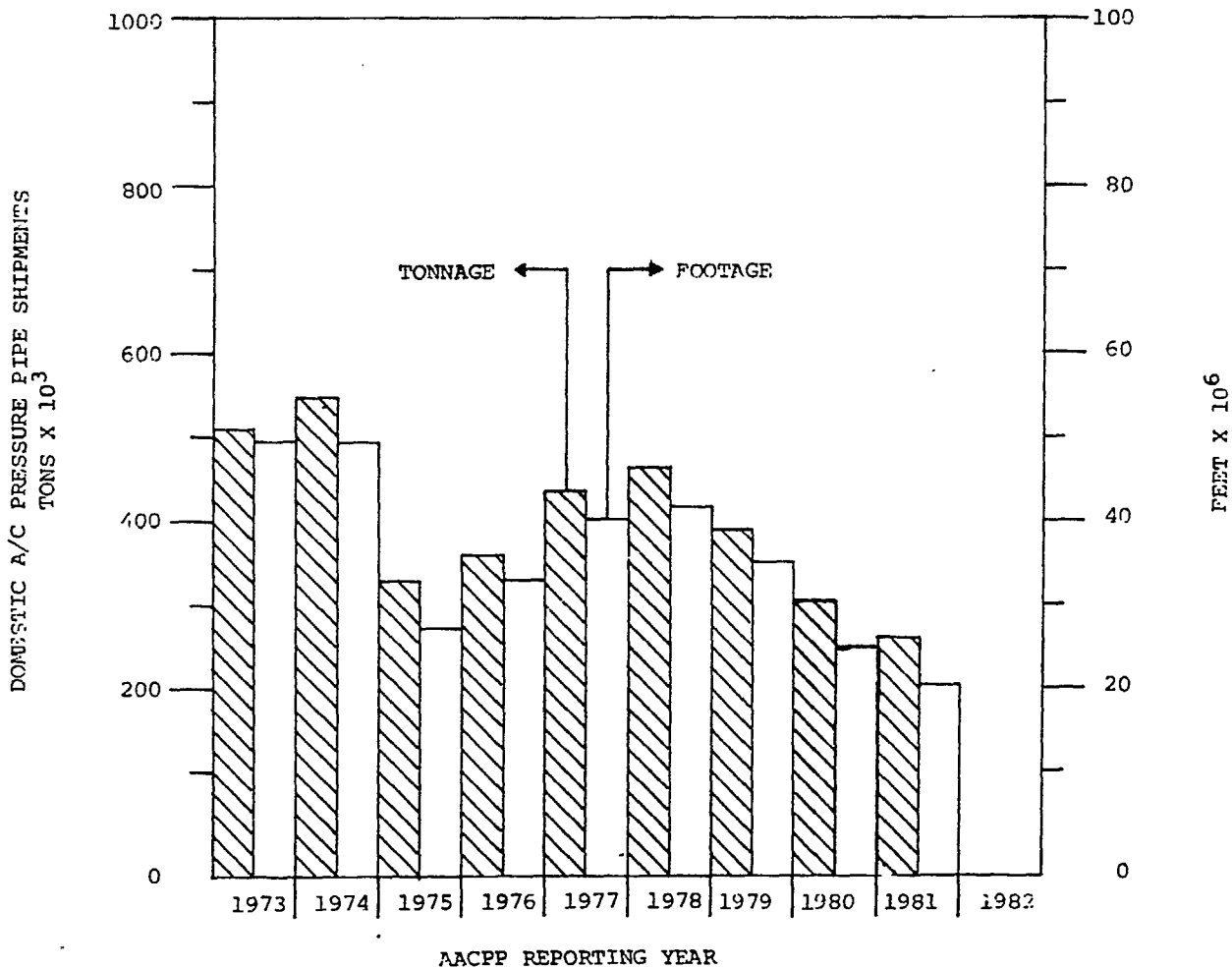
A/C Pipe Producers Association

CLASS	REPORT YEAR	CONFIDENTIAL REPORT DOMESTIC SHIPMENTS SUMMARY SHEET												REPORT CATEGORY PREPARED BY REPORT PERIOD			
		1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986			
		FT. X 1000	27,008	32,661	40,086	41,980	34,923	24,835	20,531								
FOOTAGE	SERIES 100	1.95	1.45	1.18	1.01	1.28	.61	2.49	2.59								
	SERIES 150	84.77	84.96	83.96	83.28	83.06	82.68	82.24	79.81								
	SERIES 200	13.29	13.59	14.86	15.71	15.66	16.71	15.27	17.60								
SIZE	4 Inch	5.22	5.44	4.41	4.22	3.98	3.20	2.75	2.91	*	*	*	*	*			
	5 Inch	*	*	*	*	*	*	*	*	*	*	*	*	*			
	6 Inch	36.85	33.63	38.61	38.35	35.97	36.17	31.31	28.84								
	8 Inch	29.87	30.15	33.37	33.97	35.62	36.25	36.63	35.55								
	10 Inch	8.83	7.79	6.49	5.75	5.44	5.52	6.03	5.64								
	12 Inch	14.78	16.99	12.90	13.57	14.66	14.77	16.54	19.15								
	14 Inch	1.57	1.96	1.16	1.56	1.45	1.40	1.21	1.95								
	15 Inch	*	*	*	*	*	*	*	*	*	*	*	*	*			
	16 Inch	2.88	4.04	3.06	2.58	2.88	2.25	4.00	4.02								
	18 Inch	*	*	*	*	*	.26	.59	.82								
	20 Inch	*	*	*	*	*	.14	.42	.61								
	21 Inch	*	*	*	*	*	*	*	.05	*	*	*	*	*			
	24 Inch	*	*	*	*	*	.04	.52	.46								
	NORTHEAST	1.31	1.13	2.42	2.17	1.70	1.77	1.31	.88								
	MIDDLE ATLANTIC	4.05	4.55	3.70	3.01	3.05	2.60	2.80	1.78								
	E. N. CENTRAL	7.13	8.94	5.68	5.45	5.49	5.34	3.65	2.84								
REGION	W. N. CENTRAL	3.80	3.76	3.54	2.84	2.57	2.28	2.16	1.98								
	SOUTH ATLANTIC	15.05	13.44	10.30	8.08	7.66	5.41	4.40	3.12								
	E. S. CENTRAL	3.41	2.64	1.82	0.77	0.94	.69	.53	.55								
	W. S. CENTRAL	23.57	20.81	24.02	26.40	26.80	24.86	27.08	30.07								
	MOUNTAIN	16.54	15.08	16.31	18.12	19.51	22.24	18.60	20.99								
	PACIFIC	25.14	29.65	32.21	33.16	32.28	34.81	39.47	37.79								
	1. GROSS AGGREGATE	900,903	623,755	607,686	696,832	727,094	601,789	417,816	346,678								
TONNAGE																	
RATIO																	

1. GROSS AGGREGATE means total monthly tonnage of all domestic A/C pipe shipments
2. Percentage (%) based on GROSS AGGREGATE TONNAGE equaling 100%.

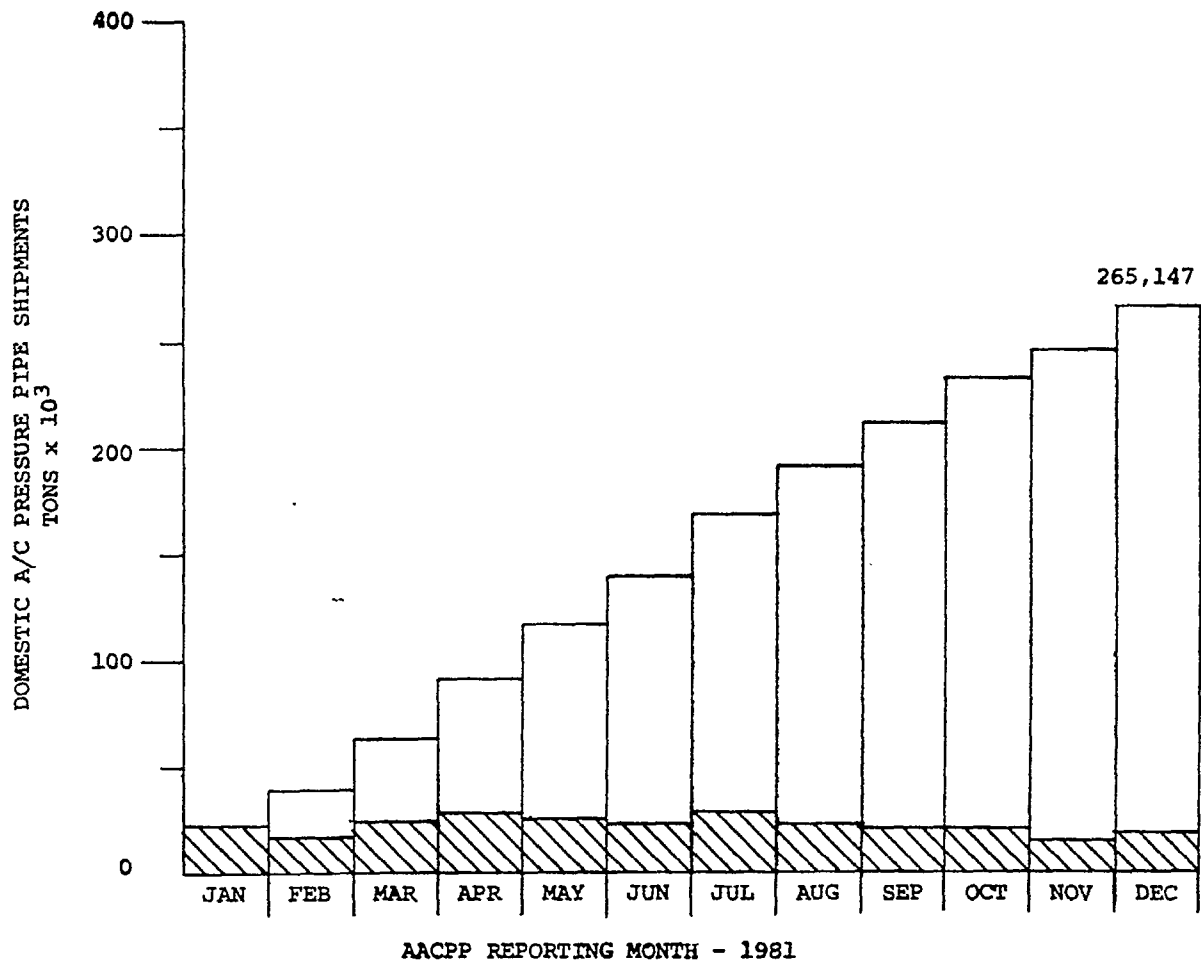
CONFIDENTIAL
DOMESTIC A/C PRESSURE PIPE SHIPMENTS
TONNAGE - FOOTAGE
4" - 16" DIAMETER
(1973 - 1978)
4" - 24" DIAMETER
(1979 - 1982)

YEAR	1973	1974	1975	1976	1977	1978	1979	1980	1981	
TONS/FT.	.0103	.0112	.0121	.0110	.0109	.0110	.0111	.0122	.0129	
FT/TON	97.06	89.60	82.18	90.83	92.03	90.61	89.97	81.98	77.43	
AVG. DIA.	7.92	8.14	8.38	8.01	8.02	8.13	8.16	8.63	8.86	



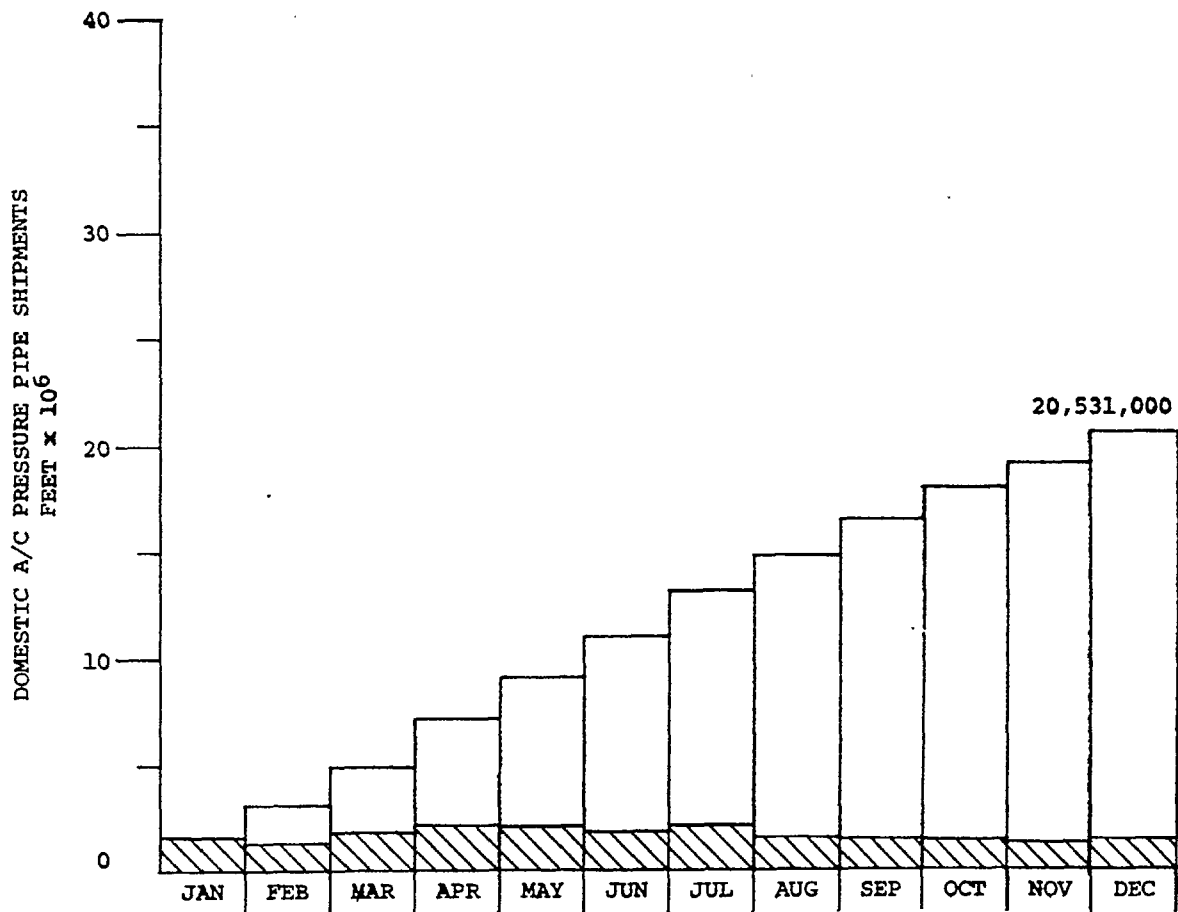
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DOMESTIC A/C PRESSURE PIPE SHIPMENTS
TONNAGE
4"-24" DIAMETER

	YTD	8.1	15.0	24.1	34.4	44.2	52.7	63.6	72.0	79.6	87.3	92.7	100.0
MO.	8.1	6.9	9.1	10.3	9.8	8.5	10.9	8.4	7.6	7.7	5.4	7.3	



CONFIDENTIAL
DOMESTIC A/C PRESSURE PIPE SHIPMENTS
FOOTAGE
4"-24" DIAMETER

	YTD	8.2	15.4	24.3	34.7	44.6	53.9	64.0	72.3	80.2	87.6	93.3	100.0
NO.	8.2	7.2	8.9	10.4	9.9	9.3	10.1	8.3	7.9	7.4	5.7	6.7	



AACPP REPORTING MONTH - 1981



**A/C Pipe
Producers Association**

A/C Pipe Producers Association															
REPORT YEAR	CONFIDENTIAL REPORT DOMESTIC SHIPMENTS SUMMARY SHEET										REPORT CATEGORY PREPARED BY			NON-PRESSURE SEWER PIPE	
											REPORT PERIOD				
	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986		
FT. X 1000	21,848	17,728	18,970	18,990	20,392	15,239	7,499	4,045							
Class 1500	29.53	26.75	26.66	21.49	15.58	17.39	19.70	22.15							
Class 2400	53.20	49.19	48.72	50.03	44.62	42.39	39.83	37.58							
Class 3300	15.23	20.95	22.23	25.78	35.89	36.74	36.32	36.44							
Class 4000	1.19	1.62	1.32	1.14	1.56	1.73	2.19	1.93							
Class 5000	0.85	1.49	1.07	1.56	2.35	1.75	1.96	1.90							
4 Inch	22.19	22.38	21.61	18.06	14.08	14.44	14.92	14.71							
5 Inch	5.42	3.77	4.30	4.85	3.82	5.22	9.08	13.03							
6 Inch	16.52	15.88	17.88	17.32	16.66	17.34	17.18	14.44							
8 Inch	38.10	40.20	41.91	44.49	47.82	45.76	41.33	39.21							
10 Inch	5.65	5.40	4.23	5.09	4.98	5.09	4.44	4.99							
12 Inch	5.05	5.09	3.80	4.11	4.73	4.73	4.97	4.85							
14 Inch	*	*	*	*	*	.70	.64	.74							
15 Inch	*	*	*	*	*	2.13	1.53	1.71							
16 Inch	*	*	*	*	*	.58	.57	.54							
18 Inch	*	*	*	*	*	2.44	2.79	3.28							
20 Inch	*	*	*	*	*	.10	.15	.37							
21 Inch	*	*	*	*	*	.70	1.03	.72							
24 Inch	*	*	*	*	*	.77	1.37	1.41							
14 - 36 Inch	7.08	7.98	6.27	6.08	7.91	*	*	*	*	*	*	*	*		
NORTHEAST	17.07	18.44	17.61	18.91	21.57	20.74	21.67	16.39							
MIDDLE ATLANTIC	34.88	36.85	34.49	36.95	39.52	36.39	34.36	36.62							
E. N. CENTRAL	6.56	5.44	4.04	4.05	3.94	3.89	2.07	1.63							
W. N. CENTRAL	0.87	0.79	0.93	1.01	0.88	1.29	1.65	1.80							
SOUTH ATLANTIC	13.50	10.67	12.32	12.71	11.22	12.14	15.12	12.41							
E. S. CENTRAL	0.40	0.50	0.49	0.36	0.55	1.41	1.39	.42							
W. S. CENTRAL	1.52	1.21	1.37	0.70	0.43	.39	.67	1.76							
MOUNTAIN	9.06	6.88	6.97	6.99	7.05	9.13	8.41	10.86							
PACIFIC	16.14	19.22	21.78	18.32	14.84	14.62	14.66	18.29							
GROSS AGGREGATE	900,903	623,755	607,686	696,832	727,094	601,789	417,816	346,678							
TONS	187,393	153,522	140,010	142,887	167,812	125,580	64,548	39,288							
TOTAL	%	20.80	24.61	23.04	20.51	22.08	15.45	11.33							
TONS	%	150,657	131,609	129,151	132,954	156,953	113,098	57,305							
EQUIVALENT	%	16.72	21.10	21.25	19.08	21.59	18.79	13.72							
TOTAL/EQUIV.	%	1.24	1.17	1.08	1.07	1.07	1.11	1.13							
3 AVG. TONS/FT.	%	0.0069	0.0074	0.0068	0.0070	0.0077	0.0074	0.0076							
3 AVG. LBS./FT.	%	13.79	14.85	13.62	14.00	15.39	14.84	15.28							
3 AVG. FT./TON	%	145.02	134.70	146.88	142.83	129.92	134.74	130.86							

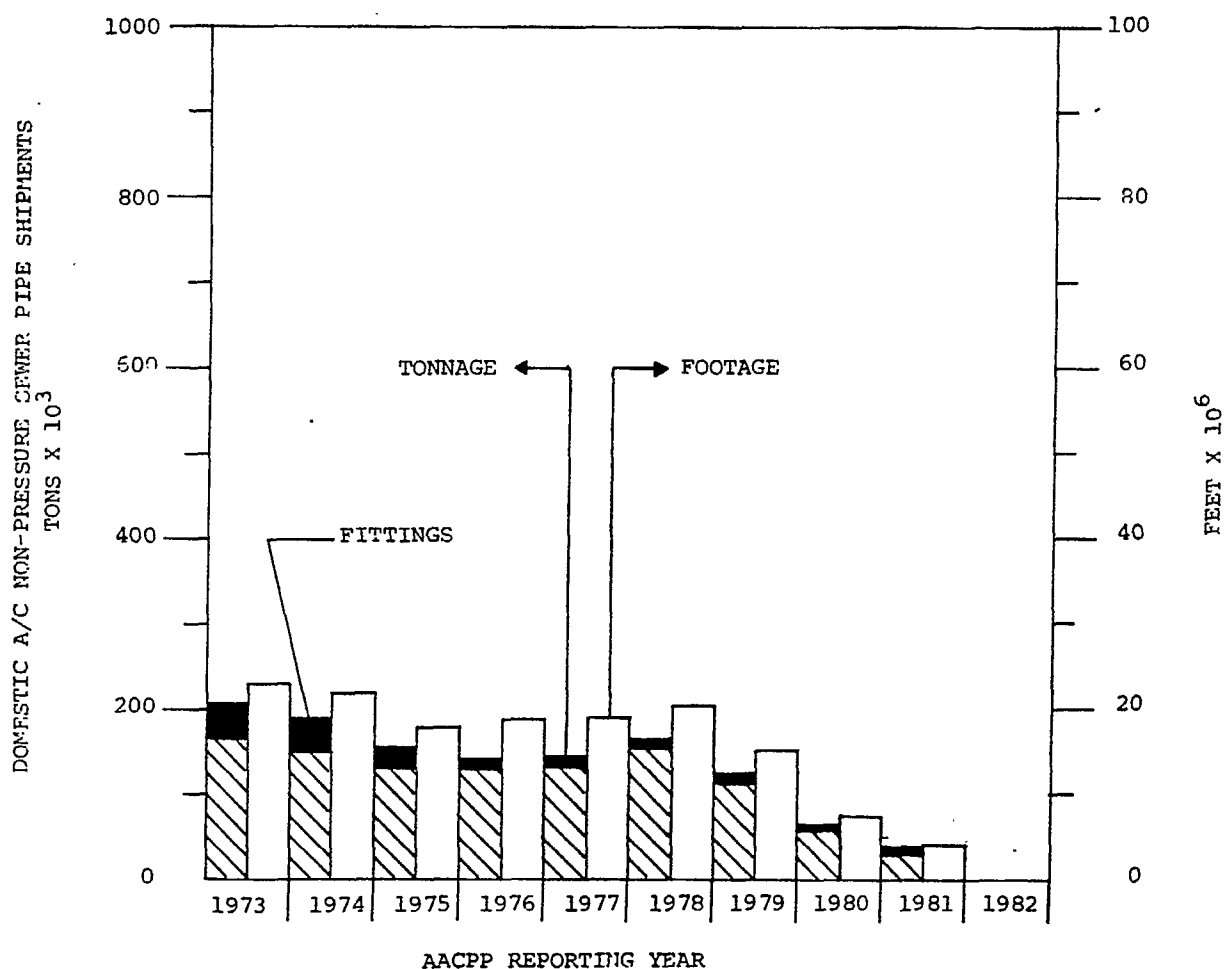
1. GROSS AGGREGATE means total monthly tonnage of all domestic pipe shipments.

2. Percentage (%) based on GROSS AGGREGATE TONNAGE equaling 100%.

3. Ratio computed without allowance for fittings.

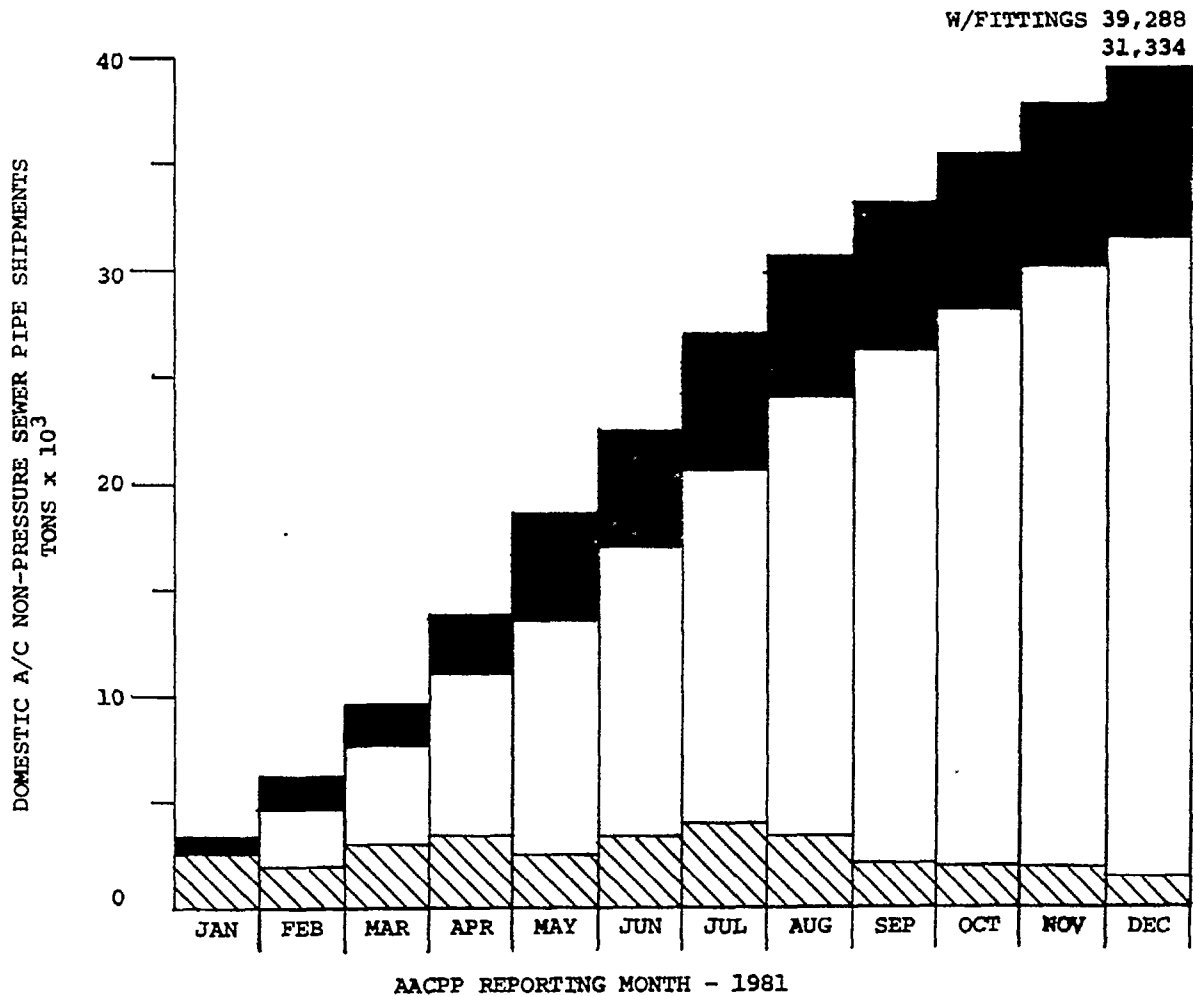
CONFIDENTIAL
DOMESTIC A/C NON-PRESSURE SEWER PIPE SHIPMENTS
TONNAGE - FOOTAGE
4" - 36" DIAMETER
(1973 - 1978)
4" - 24" DIAMETER
(1979 - 1982)

YEAR	1973	1974	1975	1976	1977	1978	1979	1980	1981	
TONS/FT.	.0073	.0069	.0074	.0068	.0070	.0077	.0074	.0076	.0077	
FT/TON	136.6	145.0	134.7	146.9	142.8	129.9	134.7	130.9	129.1	
AVG. DIA.	NA	NA	NA	NA	NA	NA	7.92	7.92	7.92	



CONFIDENTIAL
DOMESTIC A/C NON-PRESSURE SEWER PIPE SHIPMENTS
TONNAGE
4"-24" DIAMETER

%	YTD	8.5	14.9	24.4	34.8	42.9	53.8	65.9	76.4	83.0	89.2	95.4	100.0
	MO.	8.5	6.4	9.5	10.4	8.1	10.9	12.1	10.5	6.6	6.2	6.2	4.6



CONFIDENTIAL
DOMESTIC A/C NON-PRESSURE SEWER PIPE SHIPMENTS
FOOTAGE
4"-24" DIAMETER

	YTD	7.5	14.0	23.0	34.5	42.5	53.9	65.5	75.4	82.6	89.2	95.3	100.0
	MO.	7.5	6.5	9.0	11.5	8.0	11.4	11.6	9.9	7.2	6.6	6.1	4.7

