



**J-M Manufacturing
Company, Inc.**

1051 SPERRY ROAD, STOCKTON, CALIFORNIA 95206

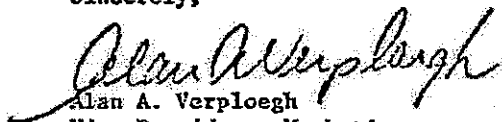
(209) 962-1500

In case you might have missed it, I am attaching a reprint of the first corporate ad run by J-M Pipe in the June issues of the following key trade magazines:

- ENGINEERING NEWS RECORD (June 2nd Issue)
- CONSULTING ENGINEER
- PUBLIC WORKS MANUAL (1983 Edition)
- JOURNAL - WATER POLLUTION CONTROL FEDERATION
- JOURNAL - AMERICAN WATER WORKS ASSOCIATION
- THE NATIONAL UTILITY CONTRACTOR
- WATER ENGINEERING AND MANAGEMENT

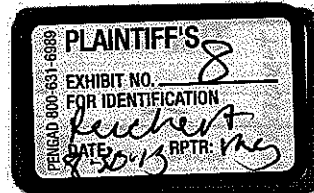
As you can see from the ad, we mean business; we are in the pipe business to stay. We realize that in order to do so, we must earn your business through better products, service and technical assistance. We are committed to doing just that and to making J-M Pipe the "only name you need to know in pipe".

Sincerely,


Alan A. Verploegh
Vice President, Marketing

AAV/sr

Attachment



8832

File -
Company

Introducing...

A brand new Company that is
54 Years old at birth!

J-M Manufacturing Company, Inc.

Brand New

But already, the largest producer of pipe in the U.S. and one of the largest in the world. On January 1, 1983, J-M Manufacturing Company, Inc. and its sister-company, J-M A/C Pipe Corporation purchased all of the domestic pipe-producing plants and assets of the Johns-Manville Sales Corporation.

Since 1929 "J-M" has symbolized technological leadership, innovation and product superiority in the manufacture of the widest range of non-metallic pipes - pipes that will not rust, corrode or tuberculate; pipes that are immune to sewer gases, sulfuric acid and the fluids found in ordinary sewage and many industrial wastes; pipes that are lighter in weight than concrete and iron and are easier and less expensive to ship, handle and install. The J-M family of pipe includes Transite® A/C pipe, Blue Brute® and GreenTite™ P.V.C. pipe, Permastran® glass-fiber reinforced pipe and the latest, most advanced, revolutionary concept in pipe - spiral-wound, large diameter PERMA-LOC®.

Best of both Worlds - The Old and the New

The new J-M Pipe (as we will call it for short) has the best of the old world - a great tradition, a well-deserved reputation for reliability, dependability, innovation and superior quality. Plus the best of the new - an expanded line of improved products; an even more intense R&D effort aimed at continuing innovation; a motivated, aggressive sales, marketing and merchandising team, all with a "new lease on life," and a supportive management dedicated to making J-M an even stronger symbol of pre-eminence.

What's in it for You?

J-M will be able to supply all your pipe needs better, faster, more competitively. We will specialize in, concentrate on, and dedicate ourselves to the pipe industry. We will be closer to the market, our customers, specifiers, market influences, owners and end-users than ever before. We have flexibility and responsiveness, but instead of merely responding, we hope to anticipate your needs and propose solutions. We will move faster and work even harder than in the past.

Our manufacturing facilities, strategically located all over the United States (and in proximity to key ports of embarkation), can provide prompt shipment of quality products. And remember - J-M is the only pipe producer that can offer you alternatives - a full line of non-metallic pipes that give you a choice; not just the one pipe most producers offer - but the one you need for the job, soil, service and cost requirements of the project you have at hand.

Our Promise to You

You have our assurance that we will make every effort to continue to earn your confidence and your business. We have dedicated ourselves to perpetuating the excellence, quality and superiority that J-M has symbolized in pipe for the last 54 years.

J-M Pipe

THE ONLY NAME
YOU NEED TO KNOW IN PIPE