

CAPCO A/C PIPE-NOW MORE THAN EVER, THE RIGHT PRODUCT FOR THE TIME

About the only thing as sure as death and TAXES is that this year, as every year, a large number of American towns and cities will be forced to replace in whole or in part their water distribution systems. They will be forced to make this painful and costly decision simply because they know it will be even more costly to continue to patch-up the corroded metal piping now in their water system. Expensive not only in terms of sky high repair bills plus thousands of gallons of wasted water, but expensive in terms of public goodwill as well. After all, no one wants to see the street in front flooded or have his or her backyard turned into a lake!

Once the decision is made to replace a town's aging water distribution system, the question will arise, replace it with what; more of the same corrosion prone material, or a time-tested alternative, A/C Pipe? This decision is an important one, because the citizen/tax payers are going to have to live with it for a very long time.

It is true that cast iron pipe has been installed in many places — as in fact has A/C — but we believe that an excellent case can be made for specifying A/C Pipe in today's world, one which we invite you to consider carefully.

A municipality's decision as to what type of water piping it puts into the ground should essentially be based on three main considerations.

- I. The original cost of the pipe.
- II. The cost of borrowing the money to do the job.
- III. The durability and cost effectiveness of the pipe itself over its useful life cycle. In short, what are the costs of maintaining and operating an A/C system compared to an iron one?

Let's examine each of these three factors in some detail to give you a clearer understanding of how the two products compare against each other.

- I. **Initial cost** must be a major consideration since this is the first bill which the city has to pay. There is a significant difference between the cost per foot of A/C Pipe as compared to its iron equivalent. In many instances, A/C Pipe will be as much as 20% lower! It is remarkable that in this age of inflation the superior product is **actually** less expensive.
- II. This **cost effectiveness** of A/C Pipe has longer term implications which become more and more important as the bond issue which was floated by the town nears maturation — 10, 15, 25 years down the road.

Using a realistically conservative 10% interest rate as our example, for every one dollar that the town borrows now, in 1981 it must pay its lenders \$12 by the time its debt is retired, say sometime in 2006, 25 years away. Under these conditions every initial dollar borrowed really does count!

Another important fact of A/C's greater cost effectiveness is pretty obvious. If A/C costs less than iron pipe, that means you can buy more pipe per dollar spent. With today's inflated interest rates, this differ-

ence may be the crucial one between getting a job completed as planned, or having to accept some unsatisfactory compromise.

- III. Finally let's talk about the quality of A/C vs. iron pipe. Quality here means long life and low maintenance for a town's water distribution system. And this is just where A/C Pipe shines! Not only is A/C exceedingly resistant to corrosion, it is also flexible and tough enough to withstand extreme and unusual stresses.

For example, in 1946, California suffered a major earthquake, which registered 6.3 on the Richter scale, but out of some 300,000 feet of A/C Pipe then laid in the affected area, and 25,000 separate joints, there was not one main break, not one single leak! But what about normal day-to-day performance? A recent independent study of six municipalities with both A/C and iron pipe in their water distribution systems shows that iron pipe main leak frequency was a startling four times greater than A/C! Corrosion resistance accounts for the difference.

Because A/C Pipe is so corrosion resistant it maintains maximum hydraulic effectiveness throughout its long life, which means lower energy costs to maintain the pumping rate.

What it all comes down to is that **you don't have to pay a premium price to buy a premium product** — not when you specify corrosion-resistant, time-proven A/C water pipe.

Let's sum it up —

- A. A/C Pipe is less expensive than iron pipe to buy in the first place.
- B. When A/C Pipe is specified, the taxpayer gets a well-deserved break! Over the life of a bond issue, the initial cost of A/C Pipe means that total interest costs will be greatly reduced.
- C. A/C Pipe is the superior performer — its durability, corrosion resistance and joint flexibility translates into lower maintenance costs and longer useful product life.

When you think of A/C Pipe — think about us, CAPCO PIPE COMPANY. During the last 15 years we've sold over 3-million feet of A/C Pipe to satisfied customers all over the world. And over the next 15 years, we expect to sell a lot more, and we hope to sell some to you.

The next time A/C Pipe figures in your specifications, call your full-line CAPCO distributors or sales representative — you'll be glad you did — we'll make sure of that!

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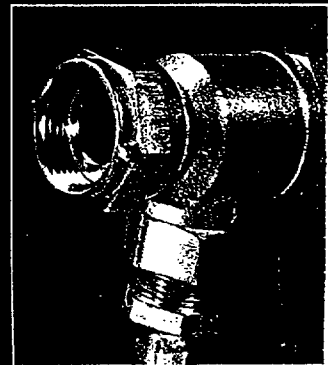
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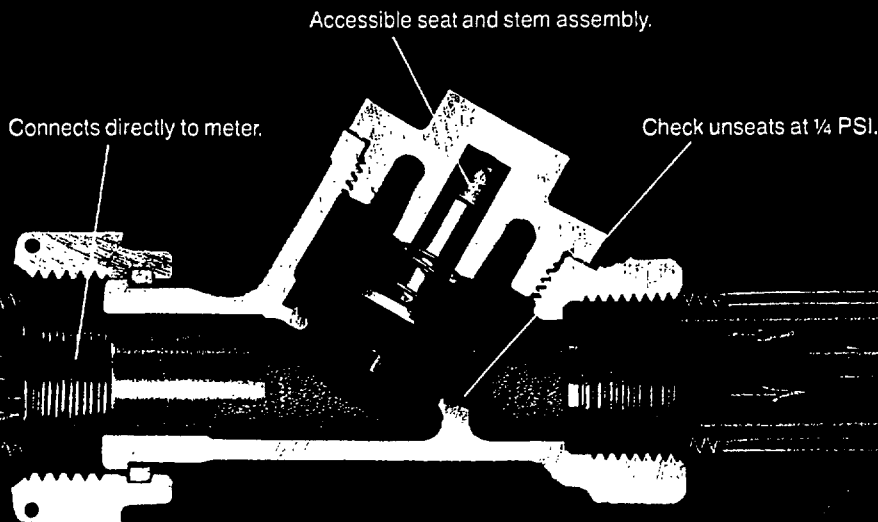
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