

N-E-W-S-B-R-E-A-K

A biweekly bulletin of
news and information
about CertainTeed.

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THIRD QUARTER FINANCIAL RESULTS

Financial results for CertainTeed's third quarter and first nine months of 1991, versus the comparable periods of last year, were as follows:

	Three Months Ended 9/30/91	Three Months Ended 9/30/90	% Change '91 vs '90
Net Revenue	\$333.4 million	\$373.9 million	(10.8%)
Net Income/Loss	(1.2 million)	9.2 million	N.A.
Return on Revenue*	.2%	2.6%	
	Nine Months Ended 9/30/91	Nine Months Ended 9/30/90	% Change '91 vs '90
Net Revenue	\$902.1 million	\$1,059.8 million	(14.9%)
Net Income/Loss	(15.9 million)	19.7 million	N.A.
Return on Revenue* (1.3%)		1.9%	

Restructuring charges this year were up substantially compared to the same periods in 1990, primarily related to the closing of the Pipe & Plastics Group plant in Eads, Tennessee; and interest expense rose sharply, principally due to higher debt levels, reflecting the financing for CertainTeed's investment in the Norton acquisition.

The 1991 results have been affected by the North American economy, which continues to be weak- particularly in the building materials industry. CertainTeed is responding to the sluggish economy by reducing capital expenditures, intensifying efforts to reduce product inventories, introducing new products, improving manufacturing efficiencies and reducing administrative expenses. The company is also continuing to pursue the previously announced sale or closing of some distribution businesses which do not fit the company's long-range strategy.

*(Before restructuring charges).

CTD002000

CertainTeed 

A/C PIPE BAN
REVERSED

The U.S. Court of Appeals has reversed the Environmental Protection Agency's 1989 ban on asbestos products, including asbestos cement pipe. As a result, the proposed EPA ban on manufacture of A/C pipe by August 26, 1996, has been lifted.

The court agreed with the A/C Pipe Producers Association (ACPPA- of which CertainTeed is a member), that EPA had failed to present substantial information that A/C pipe posed an unreasonable health risk to a degree that justified its ban. The court also noted EPA's own findings that alternative pipe materials also pose risks, which may be larger than those of A/C pipe.

CertainTeed's Pipe & Plastics Group (P&PG) manufactures A/C pipe at its facility in Riverside, California.

WINDOW
ADVISORY
MEETING HELD

Fabricators of CertainTeed vinyl windows, as well as sales, marketing, research and manufacturing representatives from the Vinyl Building Products Group (VBPG), attended the annual CertainTeed Window Advisory Council meeting, held recently in St. Louis, Missouri.

The three day meeting included long-term and short-term previews of upcoming CertainTeed window products, as well as a tour of the Moeller Reimer window fabrication facility in St. Louis (Moeller Reimer fabricates CertainTeed's complete line of vinyl windows).

CertainTeed manufactures components of vinyl windows, which are fabricated into custom-ordered windows by the company's fabricator partners. The purpose of the advisory council meetings is to provide opportunity for communication between CertainTeed and its licensed window fabricators.

BAY MILLS
RECEIVES
CUSTOMER AWARD

Bay Mills Limited's BayForm Division in Weston, Ontario, and its service manager, Gur Baykal, recently became the first recipients of a new "Achievements in Excellence" award from Canexel, a large BayForm customer.

Canexel gave the award to recognize BayForm's exemplary service. "Your much appreciated contribution has provided the inspiration for an award program which recognizes...truly exceptional achievements by suppliers, customers or employees of Canexel who have made significant contributions to our corporate health and vitality," says W. W. Casagrande, Canexel general manager. Adds John Donaldson, Bay Mills' window products group vice president, "We worked hard to earn this reputation with Canexel. Four years ago, we may well have been their worst supplier!"

BayForm is the exclusive supplier of Canexel's color-matched aluminum siding accessories such as joint molds, trims and corner posts.

CTD002001

ASBESTOS BAN CHALLENGED...The Asbestos Information Association and the Asbestos Cement Pipe Producers Association (ACPPA), as well as the two U.S. asbestos/cement (A/C) pipe manufacturers--CertainTeed and Capco- have filed a petition to appeal the Environmental Protection Agency (EPA) final rule that would ban the future manufacture and use of asbestos products in the United States- including a ban on the manufacture of A/C pipe in 1996.

The appeal has been filed largely because of the belief that A/C pipe is safe to use, manufacture and install when proper manufacturing and installation procedures are used.

In its press release announcing the filings, ACPPA states the association is "persuaded that the ultimate outcome will be a decision to overturn EPA's 1996 prohibition on the manufacture of A/C pipe."

CertainTeed's Pipe & Plastics Group (P&PG) manufactures A/C pipe at its plant in Riverside, California.

NEW "PLASTIC" VEHICLE INTRODUCED BY GM...General Motors has formally introduced its Chevrolet Lumina all-purpose vehicle (APV), the first family car with an all-plastic body, and the largest mass-market vehicle ever produced with a plastic body.

The new Lumina uses more than 300 pounds of sheet molding compound, which is made with fiber glass reinforcements such as those manufactured by the Fiber Glass Reinforcements Division (FRD) at Wichita Falls, Texas. FRD supplies a sheet molding compound product--a continuous strand roving called "23R"--to the Eagle-Picher company, as a component of material which is used in the Lumina's roof.

GM expects to manufacture approximately 170,000 Luminas in the 1990 model year.

NEW HOME SALES UP...Sales of new homes increased 14.4 percent in July compared to the previous month, at a seasonally adjusted annual rate of 739,000 units. This is the highest level of new home sales in one month since December 1986.

HOUSING STARTS UP SLIGHTLY...Overall, housing starts increased 0.8 percent in July compared to the previous month, at an annual rate of 1,430,000 units. Building permits during the same period decreased 3 percent at an annual rate of 1,267,000 units.

OCF ACQUIRES FIBERGLAS CANADA...Owens-Corning Fiberglas has acquired full ownership of its Fiberglas Canada affiliate by purchasing PPG's 50 percent interest in the company for about \$200 million.