



COMPOSITE CAN AND TUBE INSTITUTE 2011 TUBE AND CORE STATISTICAL SURVEY

TO: Industry Member Companies
Industry International Member Companies*
Associate Member Companies*
Industry Non-Member Companies

FROM: Kristine Garland, Executive Vice President

Now is your chance to participate in a program that may give your company the competitive edge in today's aggressive business environment by allowing you to measure crucial industry trends. We invite any U.S. manufacturer, whatever the size, to be a participant in this year's Tube and Core Statistical Survey. CCTI tube and core manufacturers that participate in this report receive it **FREE**.

What do I receive for participating?

Each month you will receive a report of the compiled figures -- this includes a monthly and a year-to-date comparison -- as well as a graphic chart illustrating monthly market changes. You will also receive a valuable year-end analysis of trends in the tube and core industry. Each report's monthly figures are compiled to reflect an industry average. The enclosed reporting forms show the categories being measured. **All individual company data is strictly confidential and is viewed only by the staff of HR Associates.**

How do I participate?

Participating is easy! Enclosed are two reporting forms that may be used as your "masters" from which you can photocopy your monthly reporting forms. Simply submit your company's monthly tube and core sales figures by MAIL, E-MAIL or FAX to Bill Cook, President, Human Resource Associates, 6050 Greenway Court, Manassas, Virginia 20112-3049 (Phone: 703/590-3841, Fax: 703/590-6437, E-mail: wcook62@comcast.net). In order to release reports in a timely manner, **all data should be received by Bill Cook no later than the 15th of each month.**

Can non-participants receive this report?

This report is free to International Industry members and Associate members. Any Industry member company that chooses not to participate, but would like to receive a copy of this report, can do so for \$100.

REGARDLESS OF PARTICIPATION, it would be appreciated if all members would complete the enclosed Participation Form and return to CCTI as soon as possible, but no later than MONDAY, FEBRUARY 14, 2011.

Complete and accurate reporting of this data is important to all participants. **Please respond to each applicable category and report your "Total Tons of Paperboard Consumed for all Categories."**

This information can only benefit your company —

COMPOSITE CAN AND TUBE INSTITUTE
50 S. Pickett Street, Suite 110, Alexandria, VA 22304
p. 703-823-7234 | f. 703-823-7237 | www.cctiwdc.org | ccti@cctiwdc.org



COMPOSITE CAN AND TUBE INSTITUTE 2011 TUBE AND CORE STATISTICAL SURVEY

PARTICIPATION FORM

Name: _____ Company: _____

- YES, my company is participating** in the 2011 Tube and Core Statistical Survey. *I will send my completed January 2011 Report and subsequent monthly reports to Human Resource Associates.*
 - CCTI Member Participant** - monthly report is **FREE**.
 - Non-Member Participant** - enclosed is **\$200** for the monthly report (payment information below).

- YES, my company wishes to join CCTI and to participate in this program *FREE of charge!*** Please send me a membership application.

- NO, my company is NOT participating** in this program, but would like to receive the monthly report.
 - CCTI Industry Member Non-Participant** - enclosed is **\$100** (payment information below).
 - CCTI International Industry Member OR Associate Member** - report is **FREE**.
 - Non-Member Non-Participant** - enclosed is **\$1,500** for the monthly report (payment information below).

- NO, my company is NOT participating** in this program, and would **NOT** like to receive the monthly report.

Please return this form to CCTI no later than Monday February 13, 2011!

Payment Method: Check (enclosed) Credit Card* (add 4%) Bill Me (Members Only)

Total amount (including credit card or wire transfer fees, if applicable): _____

*Card Number: _____ *Expiration Date: _____

*Name on Card: _____ *Security Code: _____

Name: _____ Title: _____

Company: _____

Address: _____

Phone: _____ Fax: _____

*E-mail (required): _____

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COMPOSITE CAN AND TUBE INSTITUTE

2011 TUBE AND CORE STATISTICAL SURVEY

Please complete this form each month and submit to HR Associates on the first of the following month. ***Forms must be submitted NO LATER than the 15th of each month.*** Send to Bill Cook, President, Human Resource Associates, 6050 Greenway Court, Manassas, VA 20112 (Fax: 703/590-6437, E-mail: wcook62@comcast.net). **If you have any questions, call Bill at (703) 590-3841 or contact CCTI.**

All data will be treated in a **strictly confidential** manner. Reports will be furnished to all participating companies. No individual company figures will be revealed on the reports.

Sales and shipments of composite tubes and cores for _____ **Company**, during the **Month of** _____ subject to the definitions below, were as follows:

END USE CLASSIFICATIONS	SALES VOLUME (Dollars in Thousands)
(1) PAPER MILL CORES - Includes both returnable and non-returnable cores used by pulp and paper mills.	
(2) CONVERTER CORES - Includes cores used by converters within the paper industry. See Classification 6 for exception.	
(3) CLOTH & FLOOR COVERING CORES - Includes cores for woven, knitted or non-woven fabrics, of all types. Includes mill and converter applications, also includes cores for narrow fabrics. Floor covering cores include those used for the winding and shipping of carpet, vinyl, etc. Excludes storage tubes, which are reported under Classification 13.	
(4) FILM CORES - Includes cores used by producers or converters of these materials. See Classification 6 for exception.	
(5) METAL, FOIL, & STRAPPING CORES - Includes cores used by producers or converters of these materials. Strapping cores includes cores used by producers of metal, plastic, etc. strapping.	
(6) HOUSEHOLD CORES - Includes cores for retail packages of gift wrap, toilet tissue, foil, film, etc. Cores for industrial rolls of these materials are reported under Classifications 1,2, 4, or 5.	
(7) MAILING & PACKAGING TUBES - Includes mailing and packaging tubes with and without metal ends and other type closures and tubes for rods, bars, extrusions, etc. Excludes floor covering shipping tubes which are reported under Classification 3, Cloth & Floor Covering Cores.	
(8) CONSTRUCTION TUBES & CONCRETE MOLDS	
(9) TAPE & LABEL CORES - Includes cores for all types of pressure sensitive tapes. Also includes cores used by label manufacturers.	

(See next page)

END USE CLASSIFICATIONS	SALES VOLUME (Dollars in Thousands)
(10) YARN CARRIERS - Includes all spiral and convolute tubes for winding of yarns and threads. Excludes carriers intended for reuse manufactured from non-paper materials. Also excludes cones.	
(11) SPOOLS/REELS - Includes all cores used for the assembly of spools, reels and ribbon blocks.	
(12) ROOFING CORES - Includes cores for use by manufacturers of roofing products, such as fiberglass mat, rubber membrane, etc.	
(13) ALL OTHER USES - Includes all other end uses not reported above such as <i>business machine cores</i> , storage tubes, display tubes, electric/electronic applications, paint roller cores, pallet legs, corner posts, novelties, etc.	
TOTAL DOLLAR SALES VOLUME	

This must be completed:

<p>(14) Total Tons* Of Paperboard Consumed For All Categories <i>Please write out the figures including all the zeroes (i.e., 13,500 tons, 42,670 tons, etc.); do not abbreviate in any way.</i> *1 Ton = 2,000 lbs.</p>	
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Company Name: _____ Reporting Period: _____, 2010

Submitted By: _____ Date: _____

DEFINITIONS

Sales reported are sales to end users, excluding intra-industry sales within the U.S.

Composite Tubes and Cores are products of the industry which are spirally, convolutely or parallel wound.

Dollar Sales Volumes are based on monthly periods when the sales are invoiced.