PLAINTIFF'S EXHIBIT ATI-87

Minutes

SALES PROMOTION COMMITTEE
Asbestos Textile Institute
June 5, 1968 - Regency Hyatt House, Atlanta, Ga.

The Sales Promotion Committee met on June 6, 1968 with representatives of four member companies in attendance.

Many of you will recall past reports of this committee which described our concern of the threat of imported Japanese asbestos cloth. The latest reports obtained thru the Department of Commerce show that cloth imported into the U.S. from Japan increased 30% in 1967 versus 1966. Such a large percentage increase is alarming and the committee spent much of its time discussing weapons available to combat this threat. Some members feel that, because of the extremely low prices that this cloth is selling for, a possible charge of "dumping" might be leveled against the Japanese industry. We requested Counsel to investigate this possibility through an approach to the Board of Trade Commission. Many felt that an effective approach to the problem would be to attack in the market place since reports indicate that the Japanese are producing a generally inferior textile product. Since members reported a conflict in test results of Japanese cloth, it was decided to ask the Board of Governors to approach the Technical Committee for a cooperative effort on correlating test data in this area. Hopefully, this data will prove conclusively that Japanese cloth is demonstratably inferior and that this data will be available for the use of all members in the field.

At our last meeting it was reported that the Government procurement policy was such that member companies were discouraged in bidding. We felt that the Government procedures hindered us in submitting our best bids because of the excessive inventories that must be maintained in order to fulfill their ofttimes abnormal demands. Mr. Richard Clark and I visited their offices in Columbus, Ohio, in order to educate ourselves on the reasons for their policy and to ascertain whether or not we could influence them to change the procedure. We discussed this subject in detail at our meeting and arrived at the conclusion that as long as the system presently employed was, in truth, working to the best advantage to the Government, (though indeed not to the industry) we stood little chance of success to alter it.

As has become customary, we discussed at length the problem of the hazards involved in the processing and use of asbestos textile products. We remain vitally concerned about the problem and seek avenues leading to cooperative efforts of the other committees. Many suggestions were made and discussed thoroughly but each seemed to introduce more problems than solutions. However it does seem desirable to make a beginning in educating salesmen in the field so that they can answer queries concerning the health hazard. We feel that this should be the responsibility of each member company and it was decided that, for the time being, we should not try to approach the problem by collective action.

Respectfully submitted,

H.Q. SCOVILLOFT, Chairman

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