PLAINTIFF'S EXHIBIT ATI-88

MINUTES

SALES PROMOTION COMMITTEE
Asbestos Textile Institute
October 3, 1968
Hotel Hershey, Hershey, Pa.

The Sales Promotion Committee met on October 3, 1968 with representatives of four member companies in attendance.

One area of concern of this committee is the very real threat of imported Japanese asbestos textiles. At our meeting in Atlanta last June, it was suggested that we investigate the possibility of instituting "dumping" charges against the Japanese industry. We requested counsel to proceed through an approach to the Board of Trade Commission. Mr. Flocken has submitted his comprehensive report on the subject. It can be summarized briefly at this time by saying that we all feel that this approach has little chance of success. "Dumping" charges have been successful in a ratio of about 3 in 50. After exhaustive discussion, we feel that our complaint is indeed flimsy and the entire subject has been shelved.

Many members have reported that Japanese cloth is demonstrably inferior to cloth made in U.S.A. With this in mind, we obtained a roll of Japanese cloth and asked the Technical Committee to arrange physical tests on it by each company. At this time we wish to express our appreciation to the Technical Committee under the leadership of John Hawkins for the report on the results of this testing. The test results of each company were sent to John Hawkins who compiled and submitted them to this committee. In general, the physicals were standard. However, they do reveal two areas which we feel could be exploited in the market. Despite the fact that they have a high asbestos content-ASTM Grade "A"--it was reported that they failed to pass a standard flame test. Members felt that this was because they (the Japanese) used acrylic fibers as a carrier. The cloth also had a relatively poor warp tensile. This was particularly revealed and emphasized in the heat aging test whereby the residual tensiles after heat aging were decidedly inferior to standards maintained by all member companies. In addition, one company was able to determine that the Japanese seemed able to use shorter fibers in their cloth than we in this country. This contributes to their lower costs but, in addition, causes lower tensile strengths. Copies of the report were given to member companies in attendance and copies will be sent to those companies who were unable to attend.

It was decided that no collective action would be taken as a result of these tests but each member can use the report as he sees fit. We feel that the cloth does not represent an economic purchase in relation to its projected life and that the data can be helpful in proving this premise.

(continued)

Asbestos Textile Institute document ATI-88: Asbestos Textile Institute Sales Promotion Committee Minutes, Octobe...
Published by AsbestosClaims.Law
ACL Doc 21106 · Page 1 of 2
asbestosclaims.law/library/21106/1

As has now become customary, the greatest proportion of our time was consumed in the discussion of the problems of air hygiene. Everyone was impressed with the impact of the symposium held on Wednesday, afternoon (October 2,1968). No one can be more concerned than the responsible members of our committee. And yet we are frustrated at our inability to come up with concrete proposals for collective action. We are not short on suggestions. But after thorough discussion, and excellent professional advice from Mr. Flocken (Counsel) we end up deciding that collective action would introduce far more problems than it would solve. Education of our sales forces and our customers seems to be the only constructive tool we have at this time.

Finally, we discussed once more the purchasing procedures of the Federal Government and the hardships they impose on members. Though we made an attempt this year to try to have them alter the system, we were not successful. As long as the system works--as it does-- to the advantage of the Government, there is no chance here to alter it. Again, no collective action seems advisable and efforts will be discontinued.

Respectfully submitted,

M.Q. Scowcroft
Chairman

Asbestos Textile Institute document ATI-88: Asbestos Textile Institute Sales Promotion Committee Minutes, Octobe... Published by AsbestosClaims.Law
ACL Doc 21106 · Page 2 of 2 **asbestosclaims.law/library/21106/2**