PLAINTIFF'S EXHIBIT

ATI-139

Minutes:

SALES PROMOTION COMMITTEE
ASBESTOS TEXTILE INSTITUTE
OCTOBER 6th, 1966
AT HOT SPRINGS, VIRGINIA

The Sales Promotion Committee met on October 6, 1966. All member companies were present except H.K. Porter Co. and Tallman-McCluskey Fabrics, Inc.

As a result of a direct mail campaign to a selected list of colleges and universities with Engineering Departments, we have had some response in the matter of interest in using our A.T.I. Exhibit in their schools.

The display has been sent to Alfred University School of Ceramics at Alfred, New York, assigned for the fall semester until February 1st, 1967. We have tentative assignment of the exhibit for Stevens Institute of Technology, Hoboken, New Jersey, from February 1st, 1967 to June 1st, 1967. We have possible interest from South Dakota School of Mines for some later date.

At an appropriate time in 1967, we will send out a similar, direct mail letter to the remaining portion of the mailing list of universities.

A report was made that a small quantity of Japanese made Asbestos Cloth has been reported sold in the midwest area as low as 46¢ per lb. This situation is being watched carefully.

Final decisions on all copy has been made for publishing the Third Edition of the Asbestos Textile Handbook. We have coordinated in the Handbook all of the ASTM specifications revised and approved by ASTM for our publication.

Contract has been let for publication of 12,500 copies to Confort & Company, New York City, with an approximate six weeks' delivery promised as of October 17th, 1966.

The Sales Promotion Committee agreed to recommend to the Board of Governors sending a copy of the A.T.I. Handbook to all important engineering school libraries.

Discussion took place as to the advisability of expanding our inter-member reporting of business levels of production and sales of individual companies to supplement Caruso reports. No decision was concluded.

A supplementary meeting was held with all interested A.T.I. members concerning recent adverse publicity of asbestos products as written in Chemical Week Magazine. Members of the Asbestos Fibre Committee and the Technical Committee joined with the Sales Promotion Committee in this discussion. Sitting as a Committee Of The Whole, it was felt advisable to register with Chemical Week our concern of their irresponsible article in the September 10th, 1966, issue.

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Thru our legal counsel, we plan to register our dissatisfaction both verbally and in written form.

We rejected at this time a plan of trying to obtain a written statement from either Dr. Cralley or from the Industrial Hygiene Foundation which could be used by sales organizations to refute adverse publicity.

(Signed) W.S. Hough

W.S. Hough - Chairman

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