PLAINTIFF'S EXHIBIT

ATI-205

REPORT OF
SALES PROMOTION COMMITTEE
A. E. Whitfield, Chairman

This is to confirm the verbal report of the Sales Promotion Committee at the last meeting of the A.T.I. in Philadelphia on June 10th.

Respecting the list of individuals requesting the "Handbook of Asbestos Textiles" as sent the Secretary by Industrial & Engineering Chemistry, it was recommended that all requests should be filled except those received from the so-called Iron Curtain countries, and it was left to the discretion of the Secretary as to the name of those countries.

It was reported at the general meeting that the Secretary had 3,000 copies of the Handbook in his office which could be sold to any member companies who needed additional copies.

We have also delegated Mr. Schuman of Johns-Manville to contact the textile world in order to get asbestos fibers listed in detail on the fiber table which they publish every other year respecting synthetic fibers and also other fibers and their physical characteristics.

Mr. Frank Wakem volunteered to get the Penhale letter published in the "Journal of Commerce" and also the "Wall Street Journal".

The companies and the quantities of the Penhale letter that they require are as follows:

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| Johns-Manville | - 100 copies |
| Union Asbestos & Rubber Co. | - 25 copies |
| Raybestos-Manhattan | - 100 copies |
| Southern Asbestos Co. | - 100 copies |
| Asten-Hill | - 10 copies |
| American Asbestos Textile Co. | - 50 copies |
| Keasbey & Mattison Co. | - 100 copies |
| Sales Promotion Committee | - 100 copies |

The Sales Promotion Committee is now embarking upon the best plan to inform the various government agencies and particularly the Munitions Board of the extensive supplies of asbestos spinning fibers that are now available and can be made available in the event of a national emergency.

Mr. Bettes of Raybestos-Manhattan has sent me a list of names that he proposes to receive a copy of the A.T.I. presentation of this matter. Our own Washington representative is also compiling a list and the best possible procedure to pursue, and it will be handled just as expeditiously as possible.

In the meantime, we know that the Secretary has called on several government agencies and we will obtain the names of the people with whom there have been discussions pertaining to asbestos textiles and specifications.

This is one of the most important matters that has come before us in some time, and we feel sure that with the proper presentation, we can change a lot of thinking in the government agencies and elsewhere.



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