PLAINTIFF'S EXHIBIT
K-1105

MINUTES OF SPRING MEETING
of the
NATIONAL INSULATION MANUFACTURERS ASSOCIATION

New York, N. Y. April 2, 1963

The meeting was called to order by President F. W. Muller with the following in attendance:

Baldwin-Ehret-Hill, Inc. Trenton, N. J.	M. M. Wilson K. M. Ritchie
M. H. Detrick Company Chicago, Ill.	T. S. Clousing
The Eagle-Picher Company Cincinnati, Ohio	G. J. Christner
Fibreboard Paper Products Corp. San Francisco, Calif.	D. M. Nelson J. W. Cordrey
Gustin-Bacon Mfg. Company Kansas City, Mo.	F. W. Muller
Johns-Manville Sales Corp. New York, N. Y.	M. W. Burleson D. O. Cooke
Keasbey & Mattison Company Ambler, Pa.	R. M. Stroud
Mundet Cork Corp. North Bergen, N. J.	L. T. Choate J. M. High
Owens-Corning Fiberglas Corp. Toledo, Ohio	J. F. Vyverberg J. H. Boynton
Pittsburgh Plate Glass Co. Pittsburgh, Pa.	P. D. Kaley J. P. Conway
The Ruberoid Company New York, N. Y.	W. G. Neel R. W. Henry

Cadwalader, Wickersham & Taft Legal Counsel	W. J. Moss
Sumner Rider & Associates Publicity Counsel	J. Baer O. Shaftel
National Insulation Mfrs. Association	J. M. Barnhart

APPROVAL OF MINUTES

A motion was made, seconded and passed

> That the Minutes of the Meeting of October 8, 1962, as bulletined by the Association office be approved.

TRAFFIC COMMITTEE REPORT

In Chairman J. M. Carey's absence, Mr. J. M. Barnhart read the report of the Traffic Committee which is attached hereto and made part of these Minutes.

MARKETING RESEARCH COMMITTEE REPORT

Chairman J. P. Conway reported as follows:

Since the October 8 meeting your Marketing Research Committee issued its first semi-annual Economic Forecast to NIMA members.

You were sent the Committee's Statistical Reporting in Physical Units.

The market study of insulation usage in the Electric Power industry is proceeding:

A. A direct mail questionnaire was devised and field tested.

B. This questionnaire was directed to the construction managers of 70 large utilities who built power stations in 1962 or have contracted to build them in 1963. The average size was 250,000KW capacity.

C. Already, three questionnaires have been returned. Two have detailed information on insulation requirements for their power station. The third questionnaire is somewhat general in its answers.

D. This questionnaire will also be used by members of the Committee (with minor revisions) for personal interviews with other influencing factors in Power Station construction, such as Turbine and Generator Manufacturers, Piping Engineers and Consultants.

When these questionnaires are analyzed the Marketing Research Committee plans to establish

1) Total insulation potential in the Electric Power Market
2) Establish market trends
3) Develop factors which can be applied to published data to project insulation usage in the future.

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Following discussion, it was agreed that the Committee should continue with the survey of the power field and report the results of the survay at the Annual Meeting, further direction and objectives will be given to the Committee by the Board of Directors at that time.

PUBLICITY COMMITTEE REPORT

Chairman D. O. Cooke and J. Baer reported on the activities of the Committee in accordance with the report attached hereto and made part of these Minutes.

TECHNICAL & RESEARCH COMMITTEE REPORT

Mr. J. M. Barnhart reported on the activities of the Committee in accordance with the report attached hereto and made part of these Minutes.

ROCK & SLAG SECTION REPORT

Mr. J. M. Barnhart reported on the activities of the Committee in accordance with the Minutes of their Meeting which is attached hereto and made part of these Minutes.

GLASS SECTION REPORT

Mr. J. M. Barnhart reported on the activities of the Committee in accordance with the Minutes of their Meeting which is attached hereto and made part of these Minutes.

MOLDED SECTION REPORT

Mr. J. M. Barnhart reported on the activities of the Committee in accordance with the Minutes of their Meeting which is attached hereto and made part of these Minutes.

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Mr. Barnhart reported that the T & R Committee had recommended that the NIMA Standard which they had started work on be tabled. It was agreed that the recommendation of the T & R Committee be accepted.

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With respect to Standard Facings, it was agreed that the various commodity managers should meet, select the facings, and give them to the T & R Committee to establish minimum performance standards for the facings.

APPOINTMENT OF A NOMINATING COMMITTEE

Mr. F. W. Muller appointed Messrs. L. T. Choate, Chairman, M. W. Burleson, P. D. Kaley and M. M. Wilson to serve as the Nominating Committee and select a slate of Officers and Directors for election at the Annual Meeting.

ADJOURNMENT

There being no further business

The meeting was adjourned.

Respectfully submitted

J. M. Barnhart