

MINUTES
of the
ANNUAL MEETING
NATIONAL INSULATION MANUFACTURERS ASSOCIATION
Nassau, Bahamas October 6, 1966

The meeting was called to order by President M. M. Wilson with the following in attendance:

Baldwin-Ehret-Hill, Inc. Trenton, N. J.	M. M. Wilson
Forty-Eight Insulations, Inc. Aurora, Ill.	T. S. Clousing Ike Keith
Gustin-Bacon Mfg. Company Kansas City, Mo.	A. L. Gustin, III R. L. Strickland
Johns-Manville Sales Corp. New York, N. Y.	M. W. Burleson
Owens-Corning Fiberglas Corp. Toledo, Ohio	J. F. Vyverberg T. C. Campbell
Pittsburgh Plate Glass Company Pittsburgh, Pa.	H. O. Mulky
The Ruberoid Company New York, N. Y.	R. W. Henry
Cadwalador, Wickersham & Taft	G. D. Roycraft
National Insulation Mfrs. Assn.	J. M. Barnhart

APPROVAL OF MINUTES

A motion was made, seconded and passed

That the Minutes of the Meeting of April 12, 1966, as bulletined by the Association, be approved.

TRAFFIC COMMITTEE REPORT

J. M. Barnhart read the Committee report as follows:

During the past year the Traffic Committee held three meetings to consider important subjects affecting transportation.

The National Classification Board, representing the motor common carriers, has docketed several proposals that would result in substantial increases in freight cost if they are adopted.

The original proposal NCB Docket 122 Subject 75 in January was superseded by Docket 123 Subject 164 in March, 1966. These proposals would establish density ratings on insulating materials based on packaged weight per cubic foot.

The committee members compiled comprehensive product data relating to density and this was collated by Jack Barnhart for the entire industry. We attended a hearing before the Board in July and thoroughly reviewed the unworkable and impractical aspects of density ratings on these products. It was pointed out that there are many thousands of different sizes and weights involved, and neither the shippers or carriers would be able to administer and police such a system of truck ratings. The Board urged to recommend "failure of adoption". This subject is still pending and disposition will not be announced until a later date.

Another related proposal has just recently been docketed by the National Classification Board, which would affect all products with a packaged density less than six pounds per cubic foot. This is Subject 235 of Docket 125 which will be considered and decided after public hearings in November. Briefly, this proposes a new "Density Rule" in the National Motor Freight Classification subjecting light density products to the following class ratings:

<u>Density per cu. ft. (lbs)</u>	<u>Class</u>
Less than 1 lb.	Three times Class 500
1 lb. but less than 2 lbs.	500
2 lbs. but less than 3 lbs.	400
3 lbs. but less than 4 lbs.	300
4 lbs. but less than 5 lbs.	250
5 lbs. but less than 6 lbs.	200

This is more drastic than the proposals for density ratings on insulating materials, and we must strongly resist such a rule in the classification. Members of our association should again express their views to the Board and seek support from motor carriers with whom we do business. Other

shipper groups are also opposed to this rule and will appear at the November hearings in opposition to the proposal.

The railroads' Uniform Classification Committee has several proposals for changes in Rule 15 of the rail classification, the latest being subject 11 of UFC Docket 247. This would amend Section 1 of the rule and require that cars fully loaded be subject to a minimum charge based on 10,000 pounds at the Class 70 rate. Although the proposal was approved, the railroads are reviewing the proposal further with their executive committee.

During the past year railroad cars have been in short supply in many parts of the country and the L. C. C. has invoked several service orders requiring the return of empty cars to ownership lines.

Demurrage charges on railroad cars were increased effective May 1, 1966, to \$7.50 per day for the first four days after expiration of "free time" and to \$15.00 per day for each day thereafter. Saturday, Sundays and Holidays are no longer included in "free time" if they occur after the second chargeable day.

A railroad proposed charge to receivers of \$25.00 for failing to clean out cars after unloading has been aggressively opposed by shippers and is still under consideration.

Due to increased loadings anticipated by the railroads, boxcars will continue in short supply during the coming year.

Motor carriers are also experiencing a shortage of equipment due to heavy increases in truck loadings.

MARKETING RESEARCH COMMITTEE REPORT

J. M. Barnhart read the Committee Report as follows:

The major contribution of the Marketing Research Committee is in maintaining a statistical program for NIMA members. Trade statistics provide management with bench marks for measuring degree of change and performance. The availability of reliable trade statistics serves management in a number of vital areas:

MARKETING - Analysts use trade statistics to establish seasonal aspects, market size, geographic distribution, and share-of-market. Trade statistics are correlated with other data in developing industry and company sales forecasts.

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OPERATIONS - The forecast and seasonals established with trade statistics are utilized in products scheduling, inventory management, and facilities planning. By interpreting trade statistics and projecting trends, member companies can alert their research and development groups to the possible need for product improvement and new product development.

FINANCE - Budgeting and financial planning utilize the forecast and seasonals established with trade statistics.

Since the primary value of trade statistics is to serve as bench marks, the statistical program must provide efficient flexibility to permit refinements as needed -- with assurance that the ability to index change is not lost. The NIMA statistical program was carefully conceived years ago and has been maintained in strict accordance with this precept. Occasional refinements have been introduced as dictated by need and practicality. The only disruptive element is unavoidable and results from change in company membership. The attached schedule presents a complete record of membership for your consideration in utilizing NIMA statistics. Also attached is a summary table of NIMA shipments as requested at the Spring Meeting in Chicago.

The marketing Research Committee has not met formally since February, but has been in contact by phone. The listing of products reported in each category, by company and trade name, as revised at the February meeting is still current. Some difficulty was experienced by members in reporting duct liner by state, but this has been resolved; and the recap is now on a current basis.

TECHNICAL & RESEARCH COMMITTEE REPORT

J. M. Barnhart reported as follows:

Since the April 12, 1966, NEMA Spring Meeting, the Technical activities have included the following:

April 14 & 15, 1966	Duct Systems Committee Meeting New York, N. Y.
April 21, 1966	J. W. Austin, Dallas, Texas
April 27, 1966	Charles & Braun, San Francisco, Calif.
May 18, 1966	Fibrous Glass Pipe Insulation Committee Meeting, New York, N. Y.
May 26, 1966	ASHRAE TC Committee 2.4 Meeting Washington, D. C.

May 19 & 20, 1966	NFPA Meeting, Chicago, Ill
May 26, 1966	ASHRAE TC Committee 2.4 Meeting Washington, D. C.
June 6, 1966	Duct Systems Committee Meeting Kansas City, Mo.
June 8, 1966	Factory Mutual, Norwood, Mass.
June 27, 28, 29, 1966	ASHRAE Meeting, Toronto, Canada
June 30, 1966	Mineral Fiber Section Meeting T & R Committee, Granville, Ohio
July 6, 1966	Duct Systems Committee Meeting Pittsburgh, Pa.
July 13, 1966	GSA - Washington, D. C.
August 15 & 16, 1966	Duct Systems Committee Meeting Chicago, Ill.
September 14, 1966	Mineral Fiber Section Meeting T & R Committee, New Orleans, La.
September 14, 1966	Molded Section Meeting T & R Committee, New Orleans, La.
September 15, 1966	T & R Committee Meeting New Orleans, La.
September 19, 20 & 21, 1966	ASTM Committee C-16 Meeting New Orleans, La.

DUCT SYSTEMS COMMITTEE MEETING
NEW YORK, N. Y., APRIL 14 & 15, 1966

The Committee met for the purpose of discussing the Technical Program, Publicity Program, etc., in connection with the Fibrous Glass Duct Systems.

J. W. AUSTIN, DALLAS, TEXAS, & CHARLES & BRAUN
SAN FRANCISCO, CALIF., APRIL 21 & APRIL 27, 1966

These consulting engineering firms were visited for the purpose of obtaining typical air conditioning layout drawings in connection with the Duct Systems Committee Technical Program.

FIBROUS GLASS PIPE INSULATION COMMITTEE
NEW YORK, N. Y., MAY 18, 1966

The purpose of the meeting was to discuss fire testing of fibrous glass pipe insulation.

NEPA MEETING, CHICAGO, ILL., MAY 19 & 20, 1966

This meeting was attended for the purpose of determining the status of the proposed changes in NEPA Standard 90A relating to fibrous glass duct systems and to listen to H. Nelson of GSA talk on air ducts.

ASHRAE TC COMMITTEE 2.4 MEETING
WASHINGTON, D. C., MAY 26, 1966

A Subcommittee met for the purpose of finalizing the write-up for the 1967 ASHRAE GUIDE.

ASET SYSTEMS COMMITTEE MEETING
KANSAS CITY, MO., JUNE 26, 1966

The Committee met for the purpose of finalizing the Technical Program and to discuss publicity, code, etc., in connection with the fibrous glass air duct systems.

FACTORY MUTUAL, NORWOOD, MASS., JUNE 28, 1966

This organization was visited for the purpose of setting up the program for the evaluation of fibrous glass duct for use in various occupancies.

ASHRAE MEETING, TORONTO, CANADA
JUNE 27, 28 & 29, 1966

This meeting was attended for the purpose of finalizing the data to be used in the 1967 ASHRAE GUIDE.

T & R COMMITTEE, MINERAL FIBER SECTION
GRANVILLE, OHIO, JUNE 30, 1966

This section met for the purpose of discussing the heat potential test (mineral fiber products) for use with the Maritime Administration and Coast Guard.

DUCT SYSTEMS COMMITTEE MEETING
PITTSBURGH, PA., JULY 6, 1966

This Committee met for the purpose of discussing codes, and technical program relating to fibrous glass air ducts.

GSA - WASHINGTON, D. C., JULY 13, 1966

This agency was visited for the purpose of finalizing HH-I-558 prior to promulgation.

DUCT SYSTEMS COMMITTEE MEETING
CHICAGO, ILL., AUGUST 15 & 16, 1966

The Committee met with the Glass Duct Systems Committee of SMACNA to discuss technical standards relating to fibrous glass air duct.

T & R COMMITTEE MEETING
NEW ORLEANS, LA., SEPTEMBER 15 & 16, 1966

The following subjects were discussed and reviewed at this meeting:

1. Thermal Conductivity Round Robin
2. Stress Corrosion Cracking of Austenitic Stainless Steel
3. Military Specifications -
 MIL-I-2781 and MIL-I-2819
4. Construction Specification Institute Data Sheets
5. ASTM Specifications
 C 553 and C 392
6. Federal Specification
 HH-I-545
7. Proposed Federal Specification for Fibrous Glass Duct Systems

ASTM C-16 COMMITTEE MEETING
NEW ORLEANS, LA., SEPTEMBER 19, 20 & 21, 1966

At this meeting the subject of fire tests in connection with thermal insulation was discussed in detail. A Committee has been formed to study the methods of tests in existence in order that a single test method can be selected to evaluate the fire hazard of thermal insulating materials.

MINERAL FIBER SECTION REPORT

T. C. Campbell 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

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.

DUCT SYSTEMS COMMITTEE REPORT

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.

HEALTH & SAFETY COMMITTEE REPORT

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.

PIPE INSULATION COMMITTEE REPORT

A. L. Gustin, III, 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.

PUBLICITY COMMITTEE REPORT

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.

NOMINATING COMMITTEE REPORT

M. W. Burseson reported that the Nominating Committee proposes the following Slate of Officers and Directors be placed in nomination for the year 1966 - 1967:

President
Vice President
Treasurer

J. F. Vyverberg
T. S. Clousing
R. W. Henry

BOARD OF DIRECTORS

J. F.

BOARD OF DIRECTORS

J. F. Vyverberg, Chairman	Owens-Corning Fiberglas Corp.
M. W. Burleson	Johns-Manville Sales Corp.
T. S. Clousing	Forty-Eight Insulations, Inc.
A. L. Gustin, III	Gustin-Bacon Mfg. Company
R. W. Henry	The Ruberoid Company
P. D. Kaley	Pittsburgh Plate Glass Company
	Morell Company
F. A. Nordstrom	Fibreboard Paper Products Co.
M. M. Wilson	Baldwin-Ehret-Hill, Inc.

A motion was made, seconded and passed

That the Slate of Officers and Directors as proposed by the Nominating Committee be elected.

ELECTION OF EXECUTIVE COMMITTEE

J. F. Vyverberg nominated the following to serve on the Executive Committee for 1966 - 1967:

J. F. Vyverberg
M. W. Burleson
T. S. Clousing
A. L. Gustin, III
P. D. Kaley
M. M. Wilson

A motion was made, seconded and passed

That the Slate as proposed be elected to serve on the Executive Committee.

OTHER BUSINESS

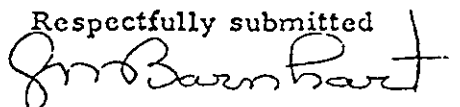
J. M. Barnhart, T. C. Campbell, C. E. Ernst and K. M. Ritchie were appointed to explore NIMA participation in Automated Procedures for Engineering Consultants, Inc.

REMARKS OF LEGAL COUNSEL

ADJOURNMENT

There being no further business, the meeting was adjourned.

Respectfully submitted

A handwritten signature in cursive script, appearing to read "J. M. Barnhart".

J. M. Barnhart

MARKETING RESEARCH REPORTSTATISTICAL REPORTING PERIOD

Baldwin-Ehret-Hill, Inc.
Fibreboard Paper Products Corp.
Forty-Eight Insulations, Inc.
Gustin-Dacon Manufacturing Co.
Johns-Manville Sales Corp.
Morell Company
Owens-Corning Fiberglas Corp.
Pittsburgh Plate Glass Company
The Ruberoid Company

M. H. Detrick Company
The Eagle-Picher Company
Ehret Magnesia

Kea
~~KELLOGG & BAKER COMPANY~~
Mundet Cork

Pittsburgh Corning Corp.
Refractory & Insulation Corp.

Union Asbestos & Rubber Company

Continuous 1958 - present

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Through December 1963.
Through November 1965.
Through July 1959 and then
consolidated into Baldwin-Ehret-
Hill, Inc.

Through December 1963.
Through December 1963 and then
consolidated into Baldwin-Ehret-
Hill, Inc.

Through December 1965.
Through 1961 and then consolidated
into M. H. Detrick Company.

Through June 1962 and then con-
solidated into Pittsburgh Corning
Corp.