

MINUTES OF MEETING

OF THE

BOARD OF DIRECTORS

WEDNESDAY, JANUARY 23, 1957 AT 10:30 A.M.

HOTEL COMMODORE, NEW YORK, N.Y.

PLAINTIFF'S
EXHIBIT
WV-06129

PLAINTIFF'S
EXHIBIT
11925-0

PRESENT

L. S. SULLIVAN, PRESIDENT
F. A. MILLER
H. SNOW
G. S. LAUSON
R. A. RILEY

THE RUSSELL MANUFACTURING COMPANY
RAYBESTOS-MANHATTAN, INC.
SOUTHERN FRICTION MATERIALS COMPANY
THERMOID COMPANY
- WORLD BESTOS

H. G. DUSCHEK, SECRETARY
L. D. STICKLES, COUNSEL

F.M.S.I.
McLAUGHLIN, STICKLES, McKEAN & HAYDEN

NOT PRESENT

W. J. VACHOUT, VICE-PRESIDENT

F. C. KEYSBURNE

MOLDED MATERIALS DIVISION
CARLISLE CORPORATION
MARSHALL-ECLIPSE DIVISION
BENDIX AVIATION

Mr. SULLIVAN, PRESIDENT, CALLED THE MEETING TO ORDER AT 10:30 A.M.

MINUTES OF PREVIOUS MEETING

THE CHAIRMAN ADVISED THAT THE MINUTES OF THE PREVIOUS MEETING HELD JUNE 20, 1956 HAD BEEN DISTRIBUTED. UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE MINUTES OF MEETING HELD
JUNE 20, 1956 BE ACCEPTED AS
DISTRIBUTED.

TREASURER'S REPORT

THE CHAIRMAN ANNOUNCED THAT A STATEMENT OF BUDGET AND EXPENSE, FOR THE SIX MONTHS ENDED DECEMBER 31, 1956 HAD BEEN PREPARED BY THE TREASURER AND DISTRIBUTED TO THE MEETING. IN THE ABSENCE OF THE TREASURER, THE SECRETARY READ THE FOLLOWING:

THE FINANCIAL STATEMENT FOR THE FIRST SIX MONTHS OF THE FISCAL YEAR ENDED DECEMBER 31, 1956 INDICATES THAT THE TOTAL EXPENDITURES OF \$12,641. ARE \$2,211. LESS THAN THE BUDGET. ALTHOUGH THERE IS THE POSSIBILITY OF CERTAIN EXPENSES INCREASING DURING THE NEXT SIX MONTHS, IT IS STILL BELIEVED THAT THE TOTAL EXPENDITURES WILL BE WITHIN THE BUDGET.

NOTE - THE PRESENT RATE OF FEES:

21 ACTIVE MEMBERS	@ \$	725.	\$15,225.
3 ASSOCIATE "	@	2,500.	7,500.
3 REGIONAL "	@	1,500.	4,500.
1 " "	@	750.	750.
			<u>\$27,975.</u>

EVEN IF THE EXPENDITURES FOR THE SECOND SIX MONTHS WERE TO INCREASE TO \$14,000., THE RECEIPTS FROM FEES NOW IN EFFECT, WOULD BE SUFFICIENT. HOWEVER, WITH AN ASSOCIATE CHANGING TO ACTIVE MEMBERSHIP, THE INCOME FROM FEES WILL BE \$26,200. OR \$1,775. LESS, AS OF JULY 1, 1957, WHICH INCOME MAY NOT BE SUFFICIENT TO MEET EXPENDITURES. THIS STATEMENT DOES NOT TAKE INTO CONSIDERATION THE POSSIBILITY OF NEW MEMBERS JOINING THE INSTITUTE.

"THE BALANCES SHOWN IN THE THREE SAVINGS ACCOUNTS INCLUDE INTEREST THROUGH DECEMBER 31, 1956."

AFTER DISCUSSION, UPON MOTION DULY MADE AND SECONDED, IT WAS

RESOLVED: THAT THE REPORT OF THE TREASURER AS
READ AND DISTRIBUTED TO THE MEETING,
BE ACCEPTED.

DATA BOOK AND TECHNICAL COMMITTEE REPORT

IN THE ABSENCE OF MR. DALY, CHAIRMAN, THE FOLLOWING REPORT WAS READ BY THE SECRETARY:

"THIS COMMITTEE MET DECEMBER 18TH TO CONSIDER VARIOUS TECHNICAL MATTERS THAT WERE BROUGHT TO ITS ATTENTION, AND CONSIDERATION OF THE 1957 DATA BOOK. IN VIEW OF THE FACT THAT THE EDITION THIS YEAR WOULD BE THE MAIN BOOK RATHER THAN A SUPPLEMENTAL ISSUE, THE COMMITTEE CONSIDERED THE LISTINGS NOW APPEARING IN THE 1955 EDITION, AND VERY CAREFULLY CHECKED THEM. BEFORE MAKING ANY DELETIONS, THEY CONSULTED STATISTICAL COMPILATIONS, IN ORDER TO CONTINUE TO LIST SUCH OLDER MODELS NOW IN USE FOR WHICH THERE IS A DEMAND FOR REPLACEMENT PARTS. THE LISTINGS IN THE 1955 BOOK WERE THEN CAREFULLY CHECKED AND IT WAS DECIDED THAT ALL PASSENGER CARS, PRIOR TO 1946, EXCEPT BUICK, CHEVROLET, FORD, PLYMOUTH, PONTIAC AND OLDSMOBILE, WHICH WOULD BE CARRIED BACK TO 1941, WOULD BE DELETED. ALL TRUCKS, PRIOR TO 1946 EXCEPT CHEVROLET, DODGE, FORD AND INTERNATIONAL WHICH WOULD GO BACK TO 1941, WERE TO BE DELETED. CERTAIN OTHER LISTINGS, SUCH AS HOUSE TRAILERS, WERE TO BE DISCONTINUED AND VARIOUS OTHER CHANGES MADE WHICH WERE OF A MINOR CHARACTER.

"IN THE BRAKE LINING NUMERICAL SECTION, THE RECOMMENDATION THAT THOSE ASSIGNMENTS COVERING EMERGENCY BRAKE LININGS, LIST THE CAR-MANUFACTURERS USING THOSE NUMBERS, WAS ACCEPTED BY THE COMMITTEE AS IT WAS FELT THAT IT WOULD BE MORE CONVENIENT FOR THE USER OF THE BOOK. THE MODEL LISTINGS, HOWEVER, WOULD CONTINUE TO BE SHOWN IN THE EMERGENCY SECTION. THE PRESENT ARRANGEMENT IS TIME-CONSUMING IN THAT IT REQUIRES GOING THROUGH THE ENTIRE EMERGENCY SECTION IN ORDER TO PICK UP THE APPLICATIONS.

"ANOTHER CHANGE WILL BE IN THE SIZE OF THE DATA BOOK. THE NEW PAGE SIZE WILL BE 8-1/2 x 11 AS AGAINST 8-1/2 x 10-5/8, WHICH NEW SIZE WAS RECOMMENDED BY THE AUTOMOTIVE ADVERTISERS COUNCIL IN DECEMBER, 1955. THE COUNCIL HAD MADE A SURVEY ON PAGE SIZE AND PUNCHING OF THOSE COMPANIES ENGAGED IN THE AUTOMOTIVE FIELD, AND IT WAS GENERALLY ACCEPTED BY ALL THAT THE 8-1/2 x 11 WOULD BE BEST. PUNCHING REQUIREMENTS HAVE ALSO BEEN RECOMMENDED BY THIS COUNCIL, BUT THIS WILL BE CONTINGENT UPON WHETHER OR NOT THE MEMBERS WISH THEIR BOOKS PUNCHED IN THIS FASHION. THE COMMITTEE DID NOT PUT THIS RECOMMENDATION INTO EFFECT WHEN THE SUPPLEMENT WAS PRINTED, BECAUSE THEY DID NOT FEEL IT WISE TO HAVE THE SUPPLEMENT LARGER THAN THE MAIN BOOK.

"TECHNICAL PROBLEMS SUCH AS THE CHANGE IN THICKNESS REPORTED BY A BRAKE MANUFACTURER, RIVET SIZES AND THE SPECIFICATIONS FOR CERTAIN BONDED SEGMENTS, WERE ALL CONSIDERED AND THE SECRETARY INSTRUCTED TO RELEASE SUCH CHANGES. THE COMMITTEE DISCUSSED AT LENGTH, DRILLING PATTERNS OF LATE ASSIGNMENTS OF 3/4" BRAKE BLOCKS.

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NEXT DISCUSSED WAS THE RECOMMENDATION OF THE ANNUAL MEETING THAT THE COMMITTEE CONSIDER THE CODING SYSTEM FOR BONDED SEGMENTS OFFERED BY ONE OF THE MEMBERS FOR COPYRIGHT PURPOSES BY THE INSTITUTE. COUNSEL'S ADVICE ON THIS WAS SECURED, BUT THE COMMITTEE DECIDED NOT TO COPYRIGHT ANY SYSTEM, AT THE PRESENT TIME, IN VIEW OF THE FACT THAT:

1. A CODING SYSTEM FOR BONDED SEGMENTS WAS RECENTLY SUBMITTED TO THE S. A. E. FOR STUDY;
2. THE MEMBER'S SYSTEM HAD BEEN CONSIDERED AND NOT ADOPTED BY THE COMMITTEE;
3. THE PROPOSED CODING, TO THE COMMITTEE'S KNOWLEDGE, IS NOT BEING USED BY THE MEMBERSHIP; AND
4. THE COPYRIGHTING OF A SYSTEM, THAT MAY NOT BE ACCEPTED AND WHICH MAY BE PUBLIC DOMAIN, WOULD BE FOOLISH.

THE QUESTION OF BRAKE SHOE DRAWINGS WAS AGAIN DISCUSSED AND THE COMMITTEE RECOMMENDS THAT THE BOARD WOULD RE-CONSIDER THIS ENTIRE PROBLEM IN VIEW OF THE PRESSURE BEING EXERTED BY THE FIELD FOR THIS DATA. THEY WERE AGREED THAT BRAKE SHOE NUMBERS COULD BE LISTED IN THE DATA BOOK, TOGETHER WITH F.M.S. NUMBERS WHICH THEY MAY ASSIGN, AS WELL AS SHOE SKETCHES IN REDUCED FORM. THEY EXPRESSED THE OPINION THAT IF BENDIX, AS WELL AS THE MANUFACTURERS OF SHOES FOR SHOE EXCHANGE PURPOSES, WERE PERSONALLY CONTACTED SOMETHING MIGHT BE FORTHCOMING. THEY URGED THAT THIS PROBLEM BE RECONSIDERED, SINCE THE BONDED PROGRAM AND SHOE EXCHANGE FIELD IS EXPANDING CONSTANTLY, AND FELT THE INSTITUTE OFFICE SHOULD BE IN A POSITION TO FURNISH SUCH DATA."

THE CHAIRMAN SUGGESTED THAT THE VARIOUS PARTS OF THE REPORT BE CONSIDERED SEPARATELY.

THE MEETING FIRST CONSIDERED THE CHANGE IN SIZE OF THE DATA BOOK TO 8-1/2 x 11. THOSE PRESENT WERE IN ACCORD WITH THE RECOMMENDATION SINCE MOST OF THE CATALOGS ARE 8-1/2 x 11 AND UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: TO ACCEPT THE NEW PAGE SIZE, FOR
THE 1957 DATA BOOK, AS RECOMMENDED BY
THE COMMITTEE.

BONDED SEGMENTS

THE CHAIRMAN ADVISED THAT THE COMMITTEE HAD REVIEWED THIS QUESTION, AT THE REQUEST OF THE ANNUAL MEETING, AND THEIR REASONS FOR NOT ACCEPTING ANY OTHER SYSTEM HAS BEEN GIVEN IN THIS REPORT.

THE OPINION WAS EXPRESSED THAT A MORE DESCRIPTIVE CODING SYSTEM WOULD BE MORE READILY ACCEPTED, SINCE IT WOULD ALLOW FOR THE INCLUSION OF NEW SIZES WHEREAS THE SYSTEM ADOPTED DOES NOT HAVE THIS FLEXIBILITY. IN ADDITION TO THIS, THE NUMBERS ASSIGNED DO NOT INDICATE, IN ANY WAY, WHAT SPECIFICATIONS ARE INVOLVED. SINCE NO MEASURE FOR LENGTHS HAD EVER BEEN ESTABLISHED, IT WAS FELT THAT IT MIGHT BE WISE TO WAIT UNTIL S.A.E. - A QUALIFIED AUTHORITY TO SET UP STANDARDS - HAD CONSIDERED THIS SUBJECT WHICH HAD BEEN BROUGHT TO ITS ATTENTION. THE INDIVIDUAL MANUFACTURER COULD THEN DECIDE WHETHER OR NOT HE WOULD FOLLOW THE S.A.E. RECOMMENDED LENGTHS.

AFTER A LENGTHY DISCUSSION, IT WAS FELT THAT THE TECHNICAL COMMITTEE SHOULD RE-STUDY THIS PROBLEM AND DEVELOP A DESCRIPTIVE NUMBERING SYSTEM WHICH COULD BE INCORPORATED WITH ANY NUMBERING SYSTEM THAT S.A.E. MIGHT RECOMMEND.

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UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE DATA BOOK AND TECHNICAL COMMITTEE PREPARE SOME TYPE OF DESCRIPTIVE NUMBERING SYSTEM THAT WOULD ALLOW FOR THE INCLUSION OF NEW SIZES AND THAT EVERYTHING BE HELD IN ABEYANCE UNTIL THE S.A.E. MAKES A REPORT AND THE COMMITTEE'S SYSTEM TIED IN WITH IT. IN NO WAY IS THIS TO BE INTERPRETED AS A REQUEST FOR RECOMMENDATIONS FOR MAKES AND MODELS TO BE COVERED BY ANY DIFFERENT SIZES OR THE POSITION ON ANY GIVEN SHOE.

SHOE DRAWINGS

THE ENTIRE SUBJECT, WITH REGARD TO SHOE DRAWINGS, WAS AGAIN DISCUSSED WITH THE FOLLOWING BEING EMPHASIZED:

1. INTERCHANGEABILITY AND POSSIBLE DISAGREEMENT BETWEEN THE COMPANIES AS TO THE SHOE APPLICATIONS. NO LATITUDE WOULD BE PERMITTED TO THE INDIVIDUAL MANUFACTURER IF THIS INFORMATION WERE SET UP BY THE INSTITUTE.
2. THE NATURE OF THE INSTITUTE IS BASED UPON COMPLETE AND ACCURATE DATA RECEIVED FROM THE CAR MANUFACTURER. ANY OTHER SOURCE WOULD REQUIRE COMPILING DATA COLLECTED FROM THE FIELD.
3. THE MULTIPLICITY OF SHOE NUMBERS BECAUSE OF SHOE MANUFACTURERS' PRACTICE OF ASSIGNING A NEW NUMBER FOR EVERY CHANGE MADE IN THE SHOE - WHEEL LOCATION, DRILLING, WIDTH OF WEB, ETC.

AFTER A LENGTHY DISCUSSION REGARDING THE DIFFICULTIES OF PUBLISHING SHOE DATA WITH SUCH INFORMATION AS INTERCHANGEABILITY OF SHOE NUMBERS WITH F.M.S. NUMBERS, IT WAS UPON MOTION DULY MADE AND SECONDED, UNANIMOUSLY

RESOLVED: THAT THE INSTITUTE MAKE EVERY EFFORT TO GET INTO THE SHOE IDENTIFICATION FIELD AND THAT THE COMMITTEE BE URGED TO RE-OPEN NEGOTIATIONS WITH MORRIS AS A START FOR IDENTIFICATION OF THEIR SHOES WITH SILHOUETTE DRAWINGS AND INTERCHANGEABILITY, BUT THAT NO ACTION BE TAKEN REGARDING THE PUBLICATION OF THIS IN THE AUTOMOTIVE DATA BOOK UNTIL SOME FUTURE DATE.

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ADJOURNED FOR LUNCHEON AT 12:30 P.M. AND RECONVENED AT 2:00 P.M.

MEMBERSHIP COMMITTEE REPORT

MR. LAMSON, CHAIRMAN, REPORTED THAT:

"THE MEMBERSHIP COMMITTEE HAD TWO APPLICATIONS FOR MEMBERSHIP DURING THE PAST SIX MONTHS AND IMMEDIATELY UPON RECEIPT, WERE ANNOUNCED TO THE ACTIVE MEMBERS OF THE INDUSTRY IN ORDER THAT THEY MIGHT FILE WITHIN THE TWO WEEK NOTIFICATION PERIOD ANY INFORMATION WHICH THEY FELT WOULD BE HELPFUL TO THE COMMITTEE."

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One was for Regional Membership filed by D.L.R. Plasticos Do Brasil S.A., which after review, is being recommended for acceptance by the Board of Directors.

The other application was for Active Membership filed by Auto Friction Corporation of Brookline, Massachusetts. This particular application was accompanied by the initiation fee of \$1,000. No final vote was taken on this latter application, nor any recommendation made to date.

In addition to the foregoing, requests from the following companies, with regard to Membership were received:

Franco - Mex. S.A. of Mexico
Rich Klinger S.A. of Austria
Tellechea-Y-Cia S.R.L. of Buenos Aires, Argentina
Delfino-Ronchetti of Brasil, S.A.
Hecker Werke of Germany

These foregoing companies were advised that technical data, use of F.M.S. numbering system, drawings, etc. would be available only to members of the Institute and that they would qualify as Regional Members. The annual fee was mentioned and a copy of the Constitution and By-Laws together with an application for membership was forwarded. No replies have to date been received from any of these inquiring five manufacturers.

On Palmer Asbestos and Rubber Corporation, nothing further has been done, in view of the fact that no one has been able to secure a copy of their literature of recent date.

After discussion, upon motion duly made and seconded, it was unanimously

RESOLVED: THAT THE APPLICATION FOR REGIONAL
MEMBERSHIP FILED BY D.L.R. PLASTICOS
DO BRASIL S.A. AND THAT THE APPLICATION
FOR ACTIVE MEMBERSHIP FILED BY AUTO FRICTION
CORPORATION OF MASSACHUSETTS BE RECOMMENDED
TO THE MEMBERSHIP FOR ACCEPTANCE.

Upon motion duly made and seconded, it was unanimously

RESOLVED: THAT THE REPORT OF THE MEMBERSHIP
COMMITTEE BE ACCEPTED.

HISTORICAL SALES COMMITTEE

Mr. Viller, Chairman, reported that the monthly sales figures have been going out promptly. The recent request of Ernst & Ernst, concerning revisions, is not unusual in that some companies wish to revise their figures. The 1956 figures will then be brought up to date for use in making comparisons. Many suggestions as to further breakdowns have been received but it might be wise to wait another year before making any changes. These could be considered step by step especially since some may need special consideration.

Upon motion duly made and seconded, it was unanimously

RESOLVED: THAT THE REPORT OF THE HISTORICAL
SALES COMMITTEE BE ACCEPTED.

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SAFETY CAMPAIGN COMMITTEE

IN THE ABSENCE OF THE CHAIRMAN, THE FOLLOWING REPORT WAS READ BY THE SECRETARY:

"AT THE ANNUAL MEETING THIS PAST JUNE, CERTAIN SUGGESTED CAMPAIGN SLOGANS HAD BEEN RECEIVED BY THIS COMMITTEE AND SUBMITTED TO THE MEMBERSHIP."

"THE COMMITTEE WAS AWARE OF THE FACT THAT NO FINAL DECISION COULD BE MADE AT THAT MEETING AND SEVERAL OTHER SUGGESTED SLOGANS WERE PRESENTED AT THAT TIME. THIS COMMITTEE HAS NOT HAD AN OPPORTUNITY, UP TO THE PRESENT, TO MEET AND MAKE ANY RECOMMENDATIONS TO THIS MEETING. THEY, THEREFORE, PLAN TO CONFER ON THIS PROBLEM BETWEEN NOW AND THE ANNUAL MEETING AND AT THAT TIME OR POSSIBLY PRIOR, SUBMIT FOR REVIEW BY THE BOARD AS WELL AS BY THE MEMBERSHIP, CERTAIN SLOGANS OR COMBINATIONS OF SLOGANS FOR APPROVAL BY THE MEMBERSHIP."

UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE REPORT OF THE SAFETY
CAMPAIGN COMMITTEE BE ACCEPTED.

✓ BUDGET COMMITTEE REPORT

IN THE ABSENCE OF THE CHAIRMAN, THE SECRETARY READ THE FOLLOWING REPORT:

"AT THE ANNUAL MEETING IN JUNE, A BUDGET OF \$29,905. WAS ACCEPTED BY THE MEMBERSHIP FOR THE FISCAL YEAR STARTING JULY 1, 1956 AND ENDING JUNE 30, 1957. THIS BUDGET INCORPORATED THOSE INCREASES IN EXPENSE THAT WERE INCURRED DURING THE FIRST SIX MONTHS OF 1956."

"FOR THE FIRST SIX MONTHS OF OPERATION - JULY 1 THROUGH DECEMBER 31, 1956 - WITH THE EXCEPTION OF PRINTING AND MIMEOGRAPHING, ALL THE EXPENSES HAVE BEEN WITHIN THE BUDGETED ALLOWANCES. CERTAIN INCREASES IN EXPENSE ARE EXPECTED. FOR EXAMPLE, THE REQUEST OF THE AUDITOR FOR AN INCREASE OF \$55. AND THE POSSIBILITY OF AN INCREASE IN RENT WHEN THE LEASE COMES UP FOR RENEWAL IN APRIL OF THIS YEAR."

"HOWEVER, IN VIEW OF THE FACT THAT THE ACTUAL EXPENDITURES FOR THE SIX MONTHS ENDED DECEMBER 31, 1956 ARE APPROXIMATELY \$2,300. LESS THAN THE BUDGET AND ASSUMING THAT NO UNUSUAL EXPENSE WILL BE INCURRED DURING THE SECOND HALF OF THE FISCAL YEAR, THE COMMITTEE RECOMMENDS THAT NO CHANGES BE MADE AT THIS TIME. SUCH INCREASES IN EXPENSE, AS MAY ARISE, COULD BE INCORPORATED IN THE BUDGET TO BE CONSIDERED AT THE ANNUAL MEETING TO BE HELD IN JUNE 1957."

UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE REPORT OF THE BUDGET COMMITTEE
BE ACCEPTED.

✓ ANNUAL MEETING COMMITTEE

MR. MILLER, CHAIRMAN, ADVISED THAT THE COMMITTEE, AFTER PUTTING ASIDE PERSONAL DESIRES, DECIDED THAT A ONE DAY MEETING IN NEW YORK CITY WOULD BE BEST. THEY ALSO RECOMMENDED THAT A CHECK BE MADE AS TO OTHER ASSOCIATIONS' MEETING DATES SO THAT THEY WOULD NOT INTERFERE WITH THE ATTENDANCE AT THE INSTITUTE MEETING.

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UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE COMMITTEE'S RECOMMENDATION
FOR A ONE DAY ANNUAL MEETING, TO BE
HELD IN NEW YORK CITY BE ACCEPTED.

FEE FORMULA COMMITTEE

THE MEETING WAS ADVISED THAT THE FOLLOWING MEMORANDUM, SENT BY THE CHAIRMAN TO
THE MEMBERS OF THE COMMITTEE, EXPLAINED THE SITUATION TO DATE:

"IN REPLY TO MY MEMORANDUM OF NOVEMBER 20TH REGARDING A FORMULA FOR THE ACTIVE
MEMBERS TO BE EFFECTIVE JANUARY 1, 1957, THE FOLLOWING IS A SUMMARY OF THE
REPLIES:

- 2 - FAVORED A CONTINUANCE OF THE PRESENT METHOD - THE SAME RATE FOR
ALL ACTIVE MEMBERS
- 1 - SUGGESTED COMPANY SALES FILED WITH ERNST & ERNST AS A BASIS WITH
A DEFINITE MINIMUM OF \$500.00.
- 1 - SUGGESTED THE FEE BE BASED ON SIZE - SMALL, MEDIUM AND LARGE -
AND THAT SUCH GROUPINGS BE BASED ON THE SALES FILED WITH
ERNST & ERNST. IF COUNSEL'S ADVICE IS AGAINST SUCH GROUPING,
THEN THE PRESENT METHOD BE CONTINUED.
- 1 - SUGGESTED A PERCENTAGE RATE ON THE COMPANY SALES FILED WITH
ERNST & ERNST OR ELSE THE ESTABLISHMENT OF A TYPE MEMBERSHIP
FOR THOSE WHO ONLY WISH TO PURCHASE DATA BOOKS. (THIS LATTER
SUGGESTION WAS NOT ACCEPTABLE TO THE OTHER COMMITTEE MEMBERS).

COUNSEL ADVISED THAT DIFFERENT RATES, BASED UPON DOLLAR VOLUME DURING A GIVEN YEAR
COULD BE LEVIED PROVIDED THERE WOULD BE A REASONABLE VARIANCE BETWEEN THE MEMBERS.
A MINIMUM COULD BE FIXED AND RATES SET SO THAT THE INCREMENTS WOULD BE GRADUAL.
HOWEVER, NO ONE MEMBER'S FEE COULD BE SO HIGH THAT IT MIGHT BE CONSTRUED AS HAVING
A DOMINANT PART IN THE AFFAIRS OF THE INSTITUTE.

SINCE THREE SUGGESTED DOLLAR VOLUME AS THE BASIS OF A FORMULA, THE FOLLOWING WAS
PREPARED AS A POSSIBLE STARTING POINT.

EXAMPLE

TOTAL 1955 ANNUAL SALES		\$90,894.390.
LESS: EXPORT SALES	\$ 3,321.660.	
ASSOCIATES' SALES (APPROX.)	<u>14,000,000.</u>	<u>17,321,660.</u>
ASSESSABLE SALES (APPROX.)		\$73,572,730.
SALES UNDER \$500,000 NOT ASSESSABLE (21 MEMBERS @ \$500,000.)		<u>10,500,000.</u>
NET ASSESSABLE SALES		<u>\$63,072,730.</u>

.02% ON NET ASSESSABLE SALES	<u>\$12,614.</u>
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INCOME:

3 REGIONAL MEMBERS @ \$1,500.	\$ 4,500.
1 " " @ 750.	750.
3 ASSOCIATE " @ 2,500.	7,500.
21 ACTIVE " @ 500. (FLAT RATE)	10,500.
.02% OF ASSESSABLE SALES	<u>12,614.</u>
POSSIBLE INCOME	\$ 35,864.

COMMENTS:

BEFORE ANY FORMULA BASED ON DOLLAR VOLUME CAN BE CONSIDERED:

1. ALL ACTIVE MEMBERS WOULD HAVE TO FILE FIGURES WITH ERNST & ERNST. AT PRESENT THERE ARE SIX MEMBERS WHO DO NOT FILE.
2. A FIXED PERCENTAGE MIGHT RESULT IN TOO GREAT A VARIANCE BETWEEN THE MEMBERS.
3. WITHOUT A KNOWLEDGE OF THE INDIVIDUAL SALES, THE COMMITTEE IS UNABLE TO RECOMMEND DIFFERENT PERCENTAGE RATES. THIS STUDY WOULD HAVE TO BE MADE BY ERNST & ERNST.
4. CLASSIFICATION BY SIZE - SMALL, MEDIUM AND LARGE - WOULD REQUIRE AN ANNUAL CHECK BY ERNST & ERNST AND POSSIBLE REVISIONS FOR EACH CLASS.
5. THE POSSIBILITY OF CHANGES IN MEMBERSHIP STATUS AND THE POSSIBLE ADJUSTMENT OF THE ASSOCIATE OR REGIONAL MEMBERSHIPS.

THE OPINION HAS BEEN EXPRESSED THAT SINCE THE CASH RESERVES ARE SUFFICIENT TO TAKE CARE OF ALL ANTICIPATED EXPENSES FOR THE NEXT SIX MONTHS, IT MIGHT BE EXPEDIENT TO MAINTAIN THE SAME RATE OF \$725.00 ANNUALLY FOR THE PERIOD JANUARY 1 THROUGH JUNE 30, 1957. IN THE INTERIM, THE COMMITTEE COULD MAKE A FURTHER STUDY OF THE SUBJECT AND PRESENT ITS RECOMMENDATIONS TO THE JUNE MEETING.

KINDLY ADVISE THE INSTITUTE OFFICE AS TO WHETHER YOU APPROVE RECOMMENDING, TO THE BOARD OF DIRECTORS, THAT THE SAME RATE BE CONTINUED FOR THE NEXT SIX MONTHS PENDING FURTHER STUDY AND DISCUSSION."

THE FOLLOWING POINTS WERE BROUGHT OUT IN THE DISCUSSION BEFORE THE BOARD:

1. THE SMALL COMPANY NEEDS RELIEF, IN THAT THE RATE IS TOO HIGH.
2. RELIEF SHOULD BE GRANTED ONLY UPON REQUEST AND THE PRESENTATION OF A CERTIFIED AUDITED STATEMENT THAT THE SALES ARE UNDER \$500,000. THEN A PERCENTAGE RATE, ON THE SALES, SHOULD BE ESTABLISHED.
3. A MINIMUM AND A MAXIMUM COULD BE ESTABLISHED, PROVIDED ONE OR TWO COMPANIES DO NOT PAY FEES OUT OF PROPORTION TO OTHER MEMBERS.
4. ALL MEMBERS RECEIVE THE SAME INFORMATION, REGARDLESS OF SIZE, AND THEREFORE THE SAME RATE SHOULD BE PAID.
5. SALES AS A BASIS, WOULD NOT BE EQUITABLE AS SOME WOULD PAY FAR MORE THAN OTHERS, AND MIGHT BE CONSIDERED AS DOMINATING THE INSTITUTE.
6. THE FORMULA MUST BE SIMPLE.
7. IF BASED ON SALES, THOSE NOT FILING FIGURES AND REFUSING TO DIVULGE, THEM, COULD FILE FOR THE MINIMUM RATE.
8. HOW WILL THE DIFFERENCES BE MADE UP IN ORDER TO COVER INSTITUTE COSTS.
9. HAVE THREE RATES - \$500, 750 AND 1000 - ERNST & ERNST COULD ADVISE INTO WHICH BRACKET A MEMBER COMES.
10. ARRANGE FOR A BASIC FEE AND A PERCENTAGE WITH A DEFINITE MINIMUM AND A MAXIMUM. THOSE NOT FILING FIGURES WOULD HAVE TO SUBMIT A CERTIFIED REPORT.
11. LET THE MEMBER STATE IN WHICH BRACKET OF SALES HE WOULD FALL.

UPON MOTION ONLY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE FEE FORMULA COMMITTEE BE ADVISED THAT THE BOARD OF DIRECTORS CONSIDERS THIS A VERY IMPORTANT SUBJECT ON WHICH SUFFICIENT TIME SHOULD BE SPENT AND REALIZING THE IMPORTANCE OF THIS TO SOME OF THE MEMBERS, THAT EVERYTHING REASONABLY POSSIBLE BE DONE TO DEVELOP SEVERAL PLANS FOR PRESENTATION AT THE NEXT BOARD OF

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UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE REPORT OF THE FEE FORMULA
COMMITTEE BE ACCEPTED.

UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE FEE FORMULA FOR THE SECOND
SIX MONTHS OF THE FISCAL YEAR BE
CONTINUED AT THE ANNUAL RATE OF \$725.00
PER ACTIVE MEMBER.

1957 AUTOMOTIVE DATA BOOK

THE MEETING WAS ADVISED THAT THE DATA BOOK AND TECHNICAL COMMITTEE HAD VOTED TO
RECOMMEND THE PRINTING OF A COMPLETE DATA BOOK FOR 1957 TO THE BOARD OF DIRECTORS.

UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE RECOMMENDATION OF THE DATA BOOK
AND TECHNICAL COMMITTEE TO PRINT A COMPLETE
DATA BOOK FOR 1957 BE ACCEPTED.

LICENSEE'S REQUEST TO USE F.M.S. NUMBERING SYSTEM

THE MEETING CONSIDERED THE REQUEST OF ONE OF THE MEMBERS FOR THE USE OF THE
F.M.S. NUMBERING SYSTEM BY THEIR LICENSEE, THE AUTOMOBILE PRODUCTS OF INDIA, LTD.
THIS COMPANY IS NOW BECOMING ESTABLISHED AS A BRAKE LINING MANUFACTURER, IS NOT
OWNED WHOLLY OR IN PART BY A MEMBER COMPANY AND WOULD BE USING THE F.M.S. NUMBERS
FOR PRODUCTS OF THEIR OWN MANUFACTURE.

THOSE PRESENT WERE UNANIMOUSLY AGREED THAT SINCE D.L.R. PLASTICOS OF BRAZIL, A
LICENSEE OF ANOTHER MEMBER, WAS BECOMING A REGIONAL MEMBER, THE COMPANY IN INDIA
SHOULD ALSO APPLY FOR REGIONAL MEMBERSHIP AND THE SECRETARY WAS REQUESTED TO SO
NOTIFY THEM.

JOHNS-MANVILLE MEMBERSHIP

THE CHANGE FROM ASSOCIATE TO ACTIVE MEMBERSHIP OF THIS COMPANY WAS ANNOUNCED TO THE
MEETING AS HAVING BECOME EFFECTIVE AS OF SEPTEMBER 27, 1956. THEY HAVE REQUESTED
THAT THEIR FEE BE THAT OF AN ACTIVE MEMBER AND NOT THAT OF AN ASSOCIATE.

THE SECRETARY ADVISED THAT JOHNS-MANVILLE CORPORATION HAD BEEN INFORMED OF
ARTICLE IX - SECTION 2 OF THE CONSTITUTION WHICH STATES THAT THERE SHALL BE NO
PRORATIONING OF ANNUAL FEES.

THE BOARD INSTRUCTED THE SECRETARY TO ADVISE THIS COMPANY THAT THE ASSOCIATE
MEMBER'S RATE WOULD APPLY UNTIL JUNE 30, 1957, INASMUCH AS THEIR CHANGE IN STATUS
DID NOT BECOME EFFECTIVE UNTIL AFTER THE BEGINNING OF THE FISCAL YEAR.

CORRESPONDENCE

ALEXANDER GRANT & COMPANY - NOVEMBER 8, 1956

THE SECRETARY PRESENTED THIS REQUEST FOR AN INCREASE IN THE FEE FOR AUDIT FROM \$195.00 TO \$250.00

UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE INCREASE IN THE ANNUAL AUDIT
FEE TO \$250.00 BE PAID.

BRITISH BRAKE LINING MFGS. ASS'N. - NOVEMBER 22, 1956

THE SECRETARY READ THE LETTER WHICH ADVISED THAT AS OF DECEMBER 31, 1956, THE MEMBERS OF THE ASSOCIATION WERE DISCONTINUING THE OLD ASSOCIATION AND CONTEMPLATING REORGANIZING. THEY REQUESTED ADVICE AS TO WHETHER THAT PORTION OF THEIR ANNUAL FEE, PAID IN ADVANCE, WOULD BE ALLOCATED TO THE NEW ASSOCIATION FOR THE SIX MONTHS PERIOD STARTING JANUARY 1, 1957.

COUNSEL ADVISED THAT THE ALLOCATION OF THE FEE TO THE NEW ORGANIZATION WOULD DEPEND UPON WHETHER THE OLD ASSOCIATION WAS DISSOLVED, IF THE NEW ASSOCIATION IS TO PERFORM THE SAME FUNCTIONS AS THE OLD AND WHETHER THE OLD ASSOCIATION MEMBERS WERE TO BE MEMBERS OF THE NEWLY ORGANIZED GROUP.

THE SECRETARY WAS INSTRUCTED TO SECURE THIS INFORMATION.

BRAKE SPECIALTY & EQUIPMENT CO., - JANUARY 8, 1957

THIS COMPANY OFFERED, FOR AN UNSPECIFIED PURCHASE PRICE, A METHOD DEVELOPED TO SIMPLIFY THE IDENTIFICATION OF BRAKE BLOCKS. THE SECRETARY WAS INSTRUCTED TO ADVISE THIS COMPANY THAT THE INSTITUTE WAS NOT INTERESTED.

MR. S. P. KALIDANOVSKY - DECEMBER 10, 1956

THIS CONSULTING ENGINEER, PREPARING A SERIES OF SIX ARTICLES FOR "MATERIALS AND METHODS" REQUESTED INFORMATION ON HOW STANDARDS AND SPECIFICATIONS WERE DEVELOPED, WHETHER BY COMMITTEE, ETC., ALSO AN INDEX OF STANDARDS OR OTHER INFORMATION WHICH WOULD BE OF HELP IN THE PREPARATION OF THESE ARTICLES.

THE SECRETARY WAS INSTRUCTED TO ADVISE THAT INFORMATION OF THIS NATURE IS NOT AVAILABLE.

RENEWAL OF LEASE

THE MEETING WAS INFORMED THAT THE LANDLORD WAS, UPON EXPIRATION OF THE LEASE IN APRIL, REQUESTING AN \$500.00 INCREASE, BRINGING THE ANNUAL RENTAL TO \$3700. HE ADVISED THAT THIS WAS AT THE RATE OF \$5.00 PER FOOT FOR 740 SQUARE FEET.

IT WAS RECOMMENDED THAT THE SECRETARY INVESTIGATE OTHER LOCATIONS IN ORDER TO CHECK ON THE RATES AND COMPARABILITY.

UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: THAT THE SECRETARY INVESTIGATE OTHER
LOCATIONS AND IF NOTHING CAN BE SECURED,
THAT SHE BE AUTHORIZED TO RENEW THE LEASE
UP TO \$3500.

JANUARY 23, 1957

TRIP TO CAR MANUFACTURERS

THE CHAIRMAN WISHED AN EXPRESSION OF OPINION AS TO WHETHER THE SECRETARY SHOULD BE AUTHORIZED TO CALL UPON THE VARIOUS CAR MANUFACTURERS ESPECIALLY IF ANY WERE TO SUDDENLY CEASE FILING INFORMATION. IN ADDITION, THE PROBLEM OF THE BRAKE SHOE DRAWINGS COULD ALSO BE HANDLED ON A TRIP OF THIS TYPE.

ONE OF THE MEMBERS EXPRESSED THE OPINION THAT EACH CASE SHOULD BE HANDLED AS IT ARISES AND THAT THE MEMBERS' REPRESENTATIVES, WHO ARE ACCUSTOMED TO CALL UPON THESE COMPANIES, SHOULD MAKE THE APPROACH.

NEW BUSINESS

THE CHAIRMAN PRESENTED A LETTER OF THE FORBES ELECTRIC COMPANY, 27-12 WHITE SETTLEMENT ROAD, FORT WORTH, TEXAS TO WHICH WAS ATTACHED A CATALOG IN WHICH F.M.S. NUMBERS APPEARED.

COUNSEL WAS INSTRUCTED TO FIND OUT WHETHER THIS COMPANY IS (1) A MANUFACTURER AND VIOLATING THE COPYRIGHT, (2) A BUYER OF PRIVATE BRAND MERCHANDISE FROM AN INSTITUTE MEMBER OR (3) A BUYER OF MERCHANDISE FROM REBUILDERS.

* * * * *

THERE BEING NO FURTHER BUSINESS BROUGHT BEFORE THE MEETING, UPON MOTION DULY MADE AND SECONDED, IT WAS UNANIMOUSLY

RESOLVED: TO ADJOURN

ADJOURNED AT 4:00 P.M.

H. G. DUSCHEK
SECRETARY

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