

EXHIBIT XII

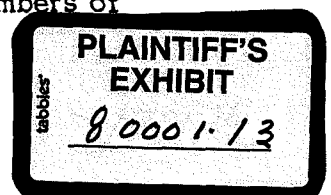
REMARKS PRESENTED
by
J. N. BARNHART, EXECUTIVE SECRETARY
NATIONAL INSULATION MANUFACTURERS ASSOCIATION
at
THE 10TH ANNUAL NATIONAL MEETING
of the
INSULATION DISTRIBUTOR-CONTRACTORS NATIONAL ASSOCIATION
October 13, 1965 Waldorf-Astoria Hotel
New York, N. Y.

Gentlemen - NIMA brings you greetings - We bring you greetings because

1. of a mutual interest and desire to increase the economic potential of the industry
2. of a genuine desire to cooperate in areas that are consistent within the laws of our country
3. because you are our customers and our friends.

In our desire to increase the economic potential of the industry perhaps the most impressive undertaking of NIMA has been our promotion of the concept of "Economic Thickness of Insulation". Thousands of dollars have been spent in publicizing this. This new method of determining the proper thickness of insulation is now being used on many major construction projects. Over 4,000 "Economic Thickness Manuals" have been published and distributed to principal companies and engineering firms. The Manual has also been distributed to insulation distributors and contractors by manufacturers. Many of the manufacturers have conducted training and promotional programs to help the contractor utilize this new concept to develop more business. I have presented the "Economic Thickness" story to your membership. Our promotion of this new concept can result in an increase of 20% to 30% in volume of insulation installed and thus contribute materially to the welfare of our industry.

As you are aware, NIMA has allocated the sum of \$2,500 for the promulgation of the IDCNA Insulation Manual. We have also agreed to help edit the material to be presented in the manual. On the negative side we felt that we could not collaborate in the direct preparation of the manual inasmuch as it will cover competing products and systems, thus involving some conflicts of interest amongst the individual members of the NIMA.



Further, many members of NIMA have indicated their willingness and are participating in the MAICA Meeting in Williamsburg, Va.

Our specification writing with various government agencies (GSA, Veteran's Administration, Bu Ships, Bu Yd and Docks, BRAB, etc.) have been worthwhile by producing documents that are up to date and by following the economic approach to thicknesses have upgraded the industry.

There are many areas of mutual cooperation open to question and our legal counsel has advised us that any formal liaison between the two groups is necessarily limited. Even in matters where joint efforts can be considered, primarily technical in nature, they also must be carefully scrutinized by counsel since they lie in the area of law that requires a well defined understanding of the relationship between the two associations.

As manufacturers, we recognize and appreciate the importance of your group in the marketing of our products. As such, we propose to do everything possible to be of assistance to the distributor-contractor in the sound development and growth of our industry.