MINUTES OF THE MEETING OF THE SALES PROMOTION COMMITTEE OF

THE ASBESTOS TEXTILE INSTITUTE

HELD AT THE WARWICK HOTEL, PHILADELPHIA, PENNSYLVANIA

JUNE 6TH AND JUNE 7TH, 1957

IN ATTENDANCE:

J. T. Griffis, Chairman
SOUTHERN ASBESTOS COMPANY

RAYBESTOS-MANHATTAN, INC.
J. A. Bettes, Jr.
J. A. Brown

JOHNS-MANVILLE CORPORATION
E. A. Schuman

AMERICAN ASBESTOS TEXTILE
A. J. Scanlan

SOUTHERN ASBESTOS COMPANY
J. T. Griffis
G. J. Harris

KEASBEY & MATTISON COMPANY
A. E. Whitfield
S. I. Harris

TALLMAN-McCLUSKEY FABRICS CO.
T. C. McCluskey
A. R. Byrnes

Our meeting was opened by requesting Mr. E. A. Schuman to act as Chairman of a committee to see if it would be possible to get Asbestos included in the chart that McGraw-Hill publishes every two years. While this is termed a "Synthetic Fiber Table", it does include such items as cotton and wool, and we feel that Asbestos should also be included. With the help of Dr. Shaw the necessary information can be compiled and published in the next issue if we are successful. This will be quite helpful in comparing the many desirable features of Asbestos to the other synthetic and natural fibers included in this chart.

Next on our agenda was the studying of charts on temperatures. We expressed our appreciation to the Technical Committee for the help that they are giving sales in better presenting more factually the advantages of using Asbestos Products, and at the same time placing the proper Grades and Types of Asbestos Products to better uses.

The new A.T.I. Display has been receiving an excellent reception with all Branches of the Armed Forces. It was in Washington for some time and from there it was sent to Oklahoma City, and then to Boston, and it has now returned to Andrews Field in Washington. We have just received a request for a three months tour in the area of the Great Lakes Naval Training Station. While the Display is in that vicinity efforts will be made to see whether it can be placed in the Rossenwald Museum of Science at Jackson Park Illinois.

Note was taken on the splendid article written by Dr. Shaw and appearing in the Journal of Commerce on Wednesday, May 1, 1957 entitled, "Increased Supplies of Fiber Spur New Uses for Asbestos."

We acknowledge with thanks the Quebec Asbestos Mining Association article which was read relating to the availability of spinning fiber. The article

is so good that we are requesting that it be sent by the Q.A.M.A. to the personal attention of the following:

Dr. Oliver Bowles
Bureau of Mines
Washington, D. C.

Mr. Harry B. Sharp
Business & Defense Service Administration
Washington, D. C.

Mr. R. W. Webster
Navy Department
Bureau of Ships
Washington, D. C.

Mr. Walter Sinclair
Engineering Experiment Station
Annapolis, Maryland

Mr. G. W. Josephson
Chairman, Task Committee for Asbestos
U. S. Bureau of Mines
Washington, D. C.

Plus any other Departmental offices that it is felt wise and best to send this article.

Your Chairman is writing to Mr. I. C. Campbell requesting that this information be forwarded to the people listed above, and listing other suggestions. It will also be requested that extra copies of this article be sent to each member of the Sales Promotion Committee so that they may be distributed to the best advantage. It is suggested that since this article is so good and important, that even though we might duplicate our efforts it is better to give some person two copies than to take a chance in missing some person.

New labels are now being prepared embodying the A.T.I. symbol. These are to be used on letterheads as well as packages, identifying Member Company Products and the high standards of quality that we are maintaining. We expect these labels to be available by the September meeting.

We discussed in the Sales Promotion Committee the need for information with reference to the effect of Nuclear Radiation on Asbestos. What to do about it, and how much it will cost to get the information will be covered in other reports.

We are grateful for the letters from our Associate Members acknowledging their appreciation for the slides and pictures of the new Display.

This new Display has been so well accepted in various Departments of the Government that we have not had an opportunity to put it out for the general public. If you have suggestions about where this Display might be placed to good advantage please pass them along so that this exhibit might be properly booked.

Respectfully submitted,

J. T. Griffis
Chairman