



MINUTES
of the
ANNUAL MEETING
NATIONAL INSULATION MANUFACTURERS ASSOCIATION
New York, N. Y. October 14, 1965

The meeting was called to order at 9:15 A. M. by President P. D. Kaley with the following in attendance:

Baldwin-Ehret-Hill, Inc.
Trenton, N. J.

M. M. Wilson
E. E. Drake
L. T. Choate

Fibreboard Paper Products Corp.
San Francisco, Calif.

D. M. Nelson
J. M. Cordrey

Forty-Eight Insulations, Inc.
Aurora, Ill.

T. S. Clousing

Gustin-Bacon Mfg. Company
Kansas City, Mo.

F. W. Muller
A. L. Gustin

Johns-Manville Sales Corp.
New York, N. Y.

M. W. Burleson

Owens-Corning Fiberglas Corp.
Toledo, Ohio

J. F. Vyverberg
D. MacCurdy

Pittsburgh Corning Corp.
Pittsburgh, Pa.

R. E. Fuhs

Pittsburgh Plate Glass Co.
Pittsburgh, Pa.

P. D. Kaley
H. O. Mulky

The Ruberoid Company
New York, N. Y.

R. W. Henry
W. O'Brien

Cadwalader, Wickersham & Taft

P. J. Flocken

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 6, 1965,
as bulletined by the Association, be approved.

TRAFFIC COMMITTEE REPORT

There was no report presented.

The Traffic Committee is to be asked to investigate the report of a company shipping insulating cements as a "high temperature bonding mortar".

PUBLICITY COMMITTEE REPORT

D. MacCurdy reported that he had contacted IDCNA relative to buying editorial pages in the "IDCNA Newsletter".

After discussion the matter was referred to the Board of Directors for decision.

MARKETING RESEARCH COMMITTEE REPORT

In Chairman R. L. Loeffler's absence, J. M. Barnhart read the report as follows:

GOVERNMENT STATISTICS

The Committee met in Washington on May 25, with representatives of the Census Bureau. The purpose in meeting was to formulate an annual census on all thermal and acoustical insulations using a uniform product/market basis. Conventional insulations for thermal and acoustical applications represent manufacturer's shipments on the order of \$600 million annually. While the Committee's primary interest is in a census of all mechanical contract (industrial) insulations, we see advantages to NIMA members and the entire insulation industry from a consolidated annual census of all insulations.

The Census Bureau prepared the attached survey form which we received August 11. In its present form, the survey would not provide for organic cellular (plastic foam) and organic fiber (wood, bagasse) insulations. There are other "gaps" which we plan to comment on to the Census Bureau. We do not believe the survey will be of broad interest as presently structured, and shall continue to press for the inclusion of all insulations. Past experience in arranging with the Census Bureau for a new industry series, has

MARKETING RESEARCH COMMITTEE REPORT (Cont'd.)

proven that it is much better to delay the initial survey than to proceed and hope for "running" changes in order to provide value.

NIMA STATISTICS

Unit Reporting - There is a need for some means to "wash-out" the effect of changing market mix and pricing on NIMA shipments statistics. Without such provision, there is considerable risk associated with projecting industry shipments. After intermittent discussion, extending over several years, the Committee recommends that this project be tabled indefinitely. To provide meaningful physical unit reporting would require adjustments to the basic record keeping provision of individual NIMA members. As an interim measure, the Committee suggests that each member maintain his separate records on pricing and on changes in the market mix of products. These records can then be considered along with his company's forecast of construction and market research findings in order to project insulation shipments.

Elastomeric Pipe Insulation - Members were polled to determine their interest in organic cellular foam insulation shipments for job-site application to the mechanical segment of construction. While the members did not express a desire for such a comprehensive reporting at this time, the Committee suggests that the Board of Directors now consider a provision for just the elastomeric pipe insulation segment.

Duct Liner - The Committee recommends that duct liner insulation be reported in a separate category effective with January 1966 shipments. Duct liner can be readily segregated, whereas other blanket, board and felt products must usually be cross referenced by customer in order to determine whether they enter the mechanical contract insulation market.

This separate reporting of duct liner would preferably be accomplished by minor revision of the existing three-part NIMA shipments report form. If the Directors prefer to not change the reporting form at this time a recap sheet could easily be provided.

Air Duct Systems - The Committee reported last April that Air Duct Systems were to be included in the "Boards and Felts: Faced and Coated" category as well as in the separate recap sheet prepared for distribution to reporting manufacturers of the systems. With the exception of some rectangular duct board, duct systems were not reported by members prior to January 1965. We have now learned that only a portion of duct systems were reported in the Boards and Felts category during January-July 1965. However, there is no question about the completeness of the separate Air Duct Systems report.

MARKETING RESEARCH COMMITTEE REPORT (Cont'd.)

August reports are being held for a decision by the Directors as to whether all members' duct systems, or none, are to be reported in the Boards and Felts category.

The attached table is presented to illustrate the impact of partial reporting of air duct systems in the Boards and Felts category. Monthly shipments during 1965 will also reflect the segregation of plain vs. faced and coated material reported in the former "under 4-1/4 lb. felts" category.

Products Reported - A listing of products reported in each category on the NIMA report form, by company and trade name is attached. In light of the misunderstanding which developed in the reporting of Air Duct Systems this year, the Committee proposes to conduct further investigations toward clarification of shipments to be reported by members. One method suggested would be to have Price Waterhouse report to Mr. Barnhart on the categories (not amounts) in which each member is currently reporting. Mr. Barnhart could then check for disclosure, and verify that the intent of our statistical program is understood by each member.

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It was agreed that the reporting of elastomeric pipe insulation would not be done, inasmuch as it would not be complete with respect to the total dollars of this product sold.

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R. Fuhs agreed to delete "foamglas" pipe insulation from the statistical report starting with the January 1, 1966, report.

TECHNICAL & RESEARCH COMMITTEE REPORT

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

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It was requested that copies of correspondence relating to primary T & R Committee subjects be sent on to the Board of Directors.

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It was requested that the T & R Committee Sections prepare a list of agenda items and a scheduled date of completion for such items.

DUCT SYSTEMS COMMITTEE REPORT

J. M. Barnhart reported on the activities of the Committee in accordance with the Minutes of their Meetings which are attached hereto and made a part of these Minutes.

NOMINATING COMMITTEE REPORT

M. W. Burleson reported that the Nominating Committee proposes the following Slate of Officers and Directors be placed in nomination for the year 1965-1966.

President

Vice President

Treasurer

M. M. Wilson

J. F. Vyverberg

R. W. Henry

A motion was made, seconded and passed

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

Gifts were presented to outgoing President P. D. Kaley and the Committee Chairmen in appreciation of the work they had done during their tenure of office.

OTHER BUSINESS

M. W. Burleson reported that he, J. F. Vyverberg, and J. M. Barnhart as representatives of NIMA and accompanied by J. Flocken as legal counsel, had met with the Manufacturers Relations Committee of IDCNA, D. Luce, W. Wilkes, D. Breeding, J. Brown and E. Jones on the afternoon of October 11, 1965, at the Waldorf Astoria Hotel.

Items that were brought up for discussion by the IDCNA Committee were:

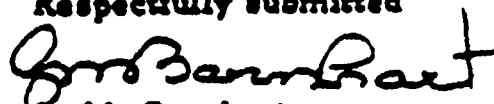
1. Standards of performance proposed in a draft IDCNA Thermal Insulation Manual.
2. The considerations applicable to an IDCNA certification program.
3. The desire of insulation contractors to be made prime contractors.

J. M. Barnhart was requested to write a letter to D. Luce relative to this meeting advising that NIMA welcomes activities directed toward solving common problems in a legitimate field of endeavor.

ADJOURNMENT

There being no further business, the meeting was adjourned.

Respectfully submitted


J. M. Barnhart

NIMA MEMBER SHIPMENTS

BOARDS AND FELTS, FAGED AND COATED

DOMESTIC SHIPMENTS - NET DOLLARS

<u>MONTH</u>	<u>1959</u>	<u>1960</u>	<u>1961</u>	<u>1962</u>	<u>1963</u>	<u>1964</u>	<u>1965</u>
JANUARY	184,577	199,884	191,198	214,972	248,132	239,096	432,471
FEBRUARY	218,608	195,912	252,824	227,237	217,600	356,472	380,111
MARCH	243,738	179,651	250,354	242,401	235,800	248,974	459,514
APRIL	216,573	203,434	187,546	237,343	249,418	322,622	451,764
MAY	243,952	254,031	239,934	261,875	275,883	290,813	530,360
JUNE	263,195	184,125	243,838	236,631	267,468	286,618	596,050
JULY	212,717	155,250	185,737	262,600	251,858	324,132	510,304
AUGUST	212,703	225,941	202,737	222,069	267,106	309,028	
SEPTEMBER	207,187	195,791	215,223	262,470	278,400	264,431	
OCTOBER	265,359	224,365	240,258	267,646	289,800	263,783	
NOVEMBER	236,225	238,652	235,022	300,600	252,900	333,297	
DECEMBER	157,668	204,259	171,632	229,754	194,700	256,384	
TOTAL	2,662,502	2,421,295	2,616,303	2,965,598	3,029,065	3,495,650	

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