

MINNESOTA MINING & MFG. CO.

FIELD LETTER OF - Robert J. Barghini, Supv.
Molded Prods. Tech Serv.
Gift Wrap Lab 230-B

CITY Chicago, Illinois

DATE October 27-31, 1968

TO H. R. Courtney, Lab Manager GW Lab 230-B

C
. Caruson
. Clayton
. Corbin
. Leff
. Miller
. Thorpe

During the week of October 27, 1968, the author attended the annual National Safety Congress and Exposition in Chicago. The primary reason for the trip was to provide the necessary technical assistance to Merchandising and Chicago area Sales Personnel for the 3M Brand Filter Mask featured in the 3M Booth at the convention.

The National Safety Congress attracts personnel from all areas of the United States with some International representation. The types of people contacted were safety personnel, private and governmental; union representatives, insurance, safety distributors, industrial hygienists, police and fire personnel and a limited representation from public health officials and the armed forces.

Technical assistance proved helpful since it not only aided in answering specialized inquiries relating to mask usage, but also enabled us to refamiliarize the representatives with the capabilities and limitations of our mask. At this show the response toward other 3M safety oriented products, such as , was unusually high. The interest in , which was discussed and displayed by the Industrial people, was also very good. A great deal of comment was made on the Cold Weather Mask; it seems a good number of #8500 users in cold climates are substituting this #8500 mask in cold weather applications. Because of the cold weather applications of the #8500 a proposal was made to Curt Thorpe to consider testing the assembled in the same fashion as the #8500 mask this year.

The main opposition in getting our mask in various sites is still the lack of Bureau of Mines approval. Another problem area is when the mask is accepted it rapidly spreads to areas where it shouldn't be used. This makes supervision difficult and in some cases purchasing the mask has been discontinued due to this problem. There is a definite need to contact the various State Commissioners to discuss the use of the #8500 mask. Perhaps these contacts could lead to approvals of the #8500 mask in the various states.

Among the various exhibits offering respiratory protection no new competitive nuisance dust masks were noted. It was noted, however, more emphasis is being placed on visual aids in presenting safety programs. Eastman Kodak and Bell-Howell displayed the use of their products as educational tools. Perhaps the Visual Products Group should be made aware of this.

The technical assistance received from this convention should prove fruitful, especially from a sales standpoint.

THIS MESSAGE TO BE USED
FOR OFFICE NOTEL. ETC.

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RJB/ya (11-20-68)



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