

Upon motion duly made, seconded, and unanimously approved, it was

RESOLVED: To accept the Report of the Public Relations Committee as read.

THE INSTITUTE DEVELOPMENT COMMITTEE REPORT

The Secretary read Mr. J. H. Kelly's Report on the activities of the Institute Development Committee. See EXHIBIT 9.

This Report highlighted the year's activities with information on the Committee's recommendations on brake parts manufacturers, the dinner for Mr. McGovern, publication of the FMSI NEWS, and publication of the AUTOMOTIVE BRAKE DIAGNOSTICS Catalog.

Upon motion duly made, seconded, and unanimously approved, it was

RESOLVED: That the Report of the Institute Development Committee be accepted as read.

THE INSTITUTE HISTORICAL SALES PROGRAM

A brief report was included for the Membership concerning the Institute's Historical Sales Reporting Program. See EXHIBIT 10.

Members indicated that the historical sales figures seemed more reliable from the last report. The President emphasized the confidential nature of the reporting in that no one other than the certified public accountants see the actual data sent in by the Members. A Member questioned whether it might not get better response if the data sent in did not indicate the reporting Member. It was indicated that it would be possible to set up a procedure along these lines but it is felt, for interpretation purposes, that it is best to know who is reporting. Mr. Kettering commented that manufacturers have been reporting in a similar fashion on brake fluid for over 20 years. There is a relatively high percentage of the manufacturers reporting and they have had no difficulty with the program.

THE HYDRAULIC BRAKE PARTS SECTION

The President felt that this subject was important enough that a brief report should be put out concerning brake parts manufacturers and the Institute. See EXHIBIT 11.

This Report mentioned the formation of a Brake Parts Manufacturers Council under the auspices of NEMA. It also mentioned the Historical Sales Program run by NEMA. The Report covered the Institute's decision not to alter their Constitution and By-Laws to permit membership in the Institute by brake parts manufacturers. Messrs. Nelson and Cutler, of Abex Corporation, had indicated that it would be desirable for the Institute to cooperate with NEMA in any historical sales reporting.