

INDUSTRIAL SAFETY EQUIPMENT ASSOCIATION
1901 North Moore Street
Arlington, Virginia 22209

General Membership Meeting
November 18, 1980
Hyatt Regency O'Hare
Chicago, Illinois

M I N U T E S
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1. CALL TO ORDER at 1:30 P.M. by President Crider
2. PRESENT

M. Azza	Acme Cotton Products Company
L. C. Churchill	American Allsafe Company
J. B. Rubin	American Allsafe Company
M. L. Stockwell	American Allsafe Company
D. J. Fahrenholt	Apex Safety Products
R. S. Jasany	Apex Safety Products
L. L. Lawrence	Apex Safety Products
R. A. Seymour	Apex Safety Products
A. Neustater	Atlas Safety Equipment Company
J. M. Grootegoed	Bausch & Lomb, Inc.
A. Harrington	Bausch & Lomb, Inc.
L. B. Fullen	Becton, Dickinson Company/Edmont-Wilson
R. M. Thomas	Becton, Dickinson Company/Edmont-Wilson
R. Deal	BioMarine Industries
J. Finck	BioMarine Industries
R. Asbury	E. D. Bullard Company
K. F. Keefe	E. D. Bullard Company
W. E. Travnick	E. D. Bullard Company
C. A. Pietsch	Colgate-Palmolive Company
W. F. Moon	H. S. Cover Corporation
D. C. Engh	D B Industries
C. Blake	Descent Control
L. Himmelrich	Descent Control
B. A. Bedell	Disposables, Inc.
D. H. Frank	Disposables, Inc.
L. E. Goldstein	Durafab Disposables
C. S. Shoup	E-A-R Corporation
G. N. Hanson	Eastern Safety Equipment Company
A. H. Jacobson	Eastern Safety Equipment Company

Encon Manufacturing Company
Encon Manufacturing Company
Encon Manufacturing Company
Enmet Corporation
Erb Safety
Erb Safety
Fendall Company

Fendall Company
Ferno-Washington
Ferno-Washington
Fibre-Metal Products Company
Fibre-Metal Products Company
Fyrepel Products
Gastech, Inc.
Gateway Safety Products Company
Gateway Safety Products Company
Gentex Corporation
Gentex Corporation
Gentex Corporation
Glendale Optical Company
Glendale Optical Company
Glendale Optical Company
INCO Safety Products Company
INCO Safety Products Company
INCO Safety Products Company
INCO Safety Products Company
INCO Safety Products Company
INCO Safety Products Company
INCO Safety Products Company
INCO Safety Products Company
INCO Safety Products Company
INCO Safety Products Company
Jackson Products
Jackson Products
Jones and Company
Junkin Safety Appliance Company
Junkin Safety Appliance Company
Mack Products Company
Magid Glove Manufacturing Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Mine Safety Appliances Company
Morse Safety Products Company
Norton Company
Norton Company

G. E. Kruse	Norton Company
T. J. Kulp	Norton Company
R. G. Lawrence	Norton Company
R. Onorato	Norton Company
C. D. Paull	Norton Company
W. H. Revoir	Norton Company
J. Spool	Norton Company
R. M. Brown	Pac-Kit Safety Equipment Company
N. G. Friesenborg	Parmelee Industries
L. A. Sankpill	Parmelee Industries
F. D. Brink	Pennsylvania Optical
C. T. Harold	Pennsylvania Optical
F. Jaracki	Pennsylvania Optical
H. M. Weiss	Pulmosan Safety Equipment Corporation
J. N. Ellis	Research & Trading Corporation
M. S. Damon	Rose Manufacturing Company
T. L. Schmidt	Rose Manufacturing Company
H. S. Lewis	Rubin Brothers
D. E. Houston	Safety First Industries
W. L. Hughes	Safety First Industries
B. F. Simmons	Safety Optical Service
S. A. Kanner	Safety Optical Service
R. Sager	The Sager Glove Corporation
L. C. Bailey	Scott Aviation
D. Browner	Scott Aviation
E. J. Fierle	Scott Aviation
E. Ganzemuller	Scott Aviation
L. N. Rodenhouse	Scott Aviation
C. L. Teschner	Scott Aviation
V. J. Clauson	Sellstrom Manufacturing Company
H. A. Kline	Sellstrom Manufacturing Company
C. Tsakiridis	Sellstrom Manufacturing Company
D. M. Paine	Sinco, Inc.
G. G. Dickson	Standard Safety Equipment Company
R. L. Stein	Survivair/U. S. Divers Company
R. J. Waller	Survivair/U. S. Divers Company
G. D. Caffrey	Tech Gard Products
D. L. Schmidt	Wheeler Protective Apparel
H. L. Wheeler	Wheeler Protective Apparel
L. A. Moradian	ISEA Counsel
W. E. Wickens	ISEA Counsel
L. Long	Johnson & Higgins
F. E. Wilcher, Jr.	ISEA Executive Director

3. MINUTES OF THE MAY 5, 1980 MEETING

On motion by Mr. Bailey, seconded by Mr. John Bowers and carried, the Minutes of the May 5, 1980 General Membership Meeting were approved as previously distributed.

4. REPORT ON NOVEMBER 17 and 18, 1980 BOARD OF TRUSTEES MEETING

President Crider after welcoming guests to the 5th Annual Mid-Year Meeting indicated that the Board of Trustees met on November 17th and 18th at which time they devoted considerable attention to the proposed new 3rd Party Certification Program. He did note, however, that several other subjects were reviewed by the Board, and Mr. Crider reported that Tech Gard was approved for membership in the Eye and Face Protection Group, and that R. L. Prindle had been elected to Honorary Membership.

5. REPORT OF THE PLANNING COMMITTEE

President Crider reminded members that the Planning Committee has been working ever since the Annual Meeting in developing plans for a proposed 3rd Party Certification Program for Personal Protective Equipment. Mr. Crider presented prepared remarks which outlined the reasons why the Board of Trustees had requested the Planning Committee to develop a suggested Certification Program. Mr. Crider in his remarks emphasized the fact that despite continuing encouragement by ISEA, NIOSH has not been able to move forward with additional certification programs beyond the ones that have been in place for a number of years. Mr. Crider then called on Planning Committee Chairman Edmiston who made a detailed presentation accompanied by slides on how the Safety Equipment Institute would operate. It was noted that SEI would serve as the Administrator of the 3rd Party Certification Program. He went on to point out that SEI has been established as a closely held corporation in the Commonwealth of Virginia. He pointed out that all voting rights within SEI would rest with ISEA, and that participation in the Certification Programs would be open to all manufacturers whether or not they are members of ISEA. Following his detailed presentation on the functioning of SEI, Mr. Wickens was asked to comment on the legal ramifications of this Certification Program. Mr. Wickens pointed out that he felt the initiation of this activity could result in a reduction in product liability claims because of improved product quality. He also stressed the fact that this program would be voluntary, open to all manufacturers, would be independent, and would tend to avert government regulation. He also pointed out that there were some risks in a program of this type such as selecting the wrong testing laboratory or the wrong Standard, and for these types of reasons he stressed the importance of an adequate insurance program for SEI. He also cautioned members that SEI Certification would involve an ongoing relationship after a manufacturer might leave the program, because it would still be necessary for the manufacturer to provide appropriate insurance coverage and fulfill other obligations such as recall.

The meeting was then opened to questions from the floor regarding the operation of SEI. Following a thorough airing of questions, many of which had to do with the Fee Structure, Mr. Friesenborg introduced a motion which was seconded by Mr. Merry and carried, as follows: "The Membership of ISEA approves the action taken by the Board of Trustees to establish a 3rd Party Testing and Certification Program open to the Industry that will be sponsored and administered by the Safety Equipment Institute".

6. STANDING COMMITTEE REPORTS

President Crider called on the Chairmen of the Standing Committees for their reports, which are summarized below:

- A. Entertainment - John A. Casey, Chairman - Mr. Casey announced that his Committee is developing entertainment plans for the Annual Meeting to be held on May 3-6, 1981 at Quail Lodge, Carmel, California.
- B. Government Relations - Eugene W. Merry, Chairman - Mr. Merry presented a detailed report on the activities of the Government Relations Committee as per the attached.
- C. Product Liability Prevention Committee - Terry L. Schmidt, Chairman - It was revealed by Mr. Schmidt that 6 member companies are now enrolled in the Product Liability Insurance Program. These firms represent composite annual sales of \$12,000,000. He indicated that his Committee is continuing to promote this activity, and he encouraged Members who have not as yet obtained quotations to do so as soon as possible. Mr. Schmidt went on to point out that his Committee is giving consideration to developing a Product Liability Seminar early in 1981.
- D. Program Committee - K. F. Keefe, Chairman - It was reported by Mr. Keefe that the Program Committee had met earlier on this date to consider speakers for the 1981 Annual Meeting at Quail Lodge. He stated that an outstanding line-up of speakers is being developed, and he encouraged Members to make their plans now to participate in next year's Annual Meeting.
- E. Public Relations Committee - D. E. Houston, Chairman - It was reported by Mr. Houston that the Association's efforts to enhance the image of ISEA and its Member Companies has continued on a successful basis. He commented in particular on the ongoing News Releases, Feature Articles in the Trade Press, the Ad Mat Program that involved a release that went to 4,000 suburban newspapers, the Self-Contained Breathing Apparatus article developed for House Organs, and the interviews with Editors handled by the Executive Director and members of the Public Relations Committee. Mr. Houston also stated that after the Safety Equipment Institute becomes operational that his Committee plans extensive publicity.
- F. Quality Assurance Committee - Orlo R. Kronberg, Chairman - Mr. Kronberg presented the attached report summarizing the recent activities of the Quality Assurance Committee.
- G. Statistical Committee - Ralph G. Lawrence, Chairman - Mr. Lawrence announced that the Association's three statistical programs would be discontinued at the end of the year unless a substantial increase in participation could be immediately achieved.

H. Traffic Committee - Tom Roy, Chairman - The Executive Director in reporting for Mr. Roy indicated that the Association has joined the Council on Safe Transportation of Hazardous Materials, and has offered the material developed by this organization to Members on a subscription basis. It was noted that currently seven ISEA members participate, and that additional members would be welcome to receive the information from COSTHA about shipment of hazardous materials and in complying with the EPA Waste Regulations.

7. SPECIAL PRESENTATIONS

At this point in the meeting, Dr. Jerry L. Purswell, Director of Safety Standards for OSHA joined the Business Session along with members of the Press. Dr. Purswell addressed the meeting, commenting on the expected changes at OSHA as a result of the transition to a new Administration. He also suggested that the new Administration would probably put more emphasis on the use of personal protective equipment in the future and less on engineering controls. He also indicated his support of the proposed 3rd Party Certification Program, and once again indicated that he felt the new Administration would be pleased to see Industry taking the lead in developing a program of this type. Dr. Purswell concluded his remarks by summarizing the status of Standards development progress by his Department.

ISEA Counsel, William E. Wickens, then addressed members on new developments with the Federal Anti-Trust Laws. After providing Members with an overview of precautions to be taken by everyone who attends an ISEA Meeting, he pointed out that Howrey & Simon has a comprehensive program to make certain that ISEA does not in any way violate the Antitrust Laws. He pointed out that Counsel attends all meetings, reviews Minutes before they are issued, reviews proposed new activities, and has developed the ISEA Antitrust Guidelines which are supplied to all new Member Companies. Mr. Wickens also encouraged any individual not thoroughly familiar with these Guidelines to obtain a copy, and carefully review and follow the recommended procedures in all relationships with ISEA.

8. RECONVENED MEETING OF VOTING REPRESENTATIVES

At the suggestion of Mr. Fahrenholt, a reconvened meeting of Voting Representatives was held at this time to further discuss the proposed 3rd Party Certification Program. All guests and other company delegates were excused from the meeting, and it was determined that there were 53 Member Companies in attendance.

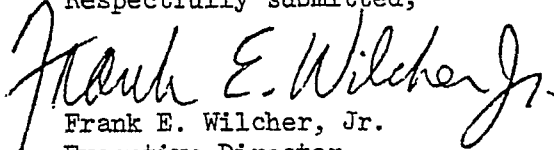
Several additional questions were raised at this time regarding the cost of certifying products by the Safety Equipment Institute. It was noted that the Product Groups will have to develop definitions of the term "model" which will have an important bearing on the total cost of this effort. Mr. Keefe stated that he felt that if the Industry did not proceed with a Certification Program of this type then eventually some day the Government would be doing this. Because there was some reluctance to proceed with SEI without a better feel for the total costs, Mr. Friesenborg introduced the following motion: - "The Membership of ISEA hereby authorizes the Board of Trustees to continue exploring the creation of a 3rd Party Certification Program through the Safety Equipment Institute, and this motion shall rescind

and supersede the resolution approved by voice vote earlier this date." This motion was seconded by Mr. White and was approved with one dissenting vote.

9. ADJOURNMENT

There being no further business to come before the meeting, a motion to adjourn was adopted.

Respectfully submitted,


Frank E. Wilcher, Jr.
Executive Director

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