

MINUTES
of the
ANNUAL MEETING



NATIONAL INSULATION MANUFACTURER'S ASSOCIATION
Scottsdale, Arizona ~~November 12, 1969~~

The Meeting was called to order by President R. L. Strickland, with the following in attendance:

Certain-Teed/St. Gobain
Bala-Cynwyd, Pa.

R. L. Strickland

GAF Corporation
New York, N. Y.

R. W. Henry

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

R. E. Naylor

Keene Corporation
Trenton, N. J.

M. M. Wilson
G. G. Barth

Owens-Corning Fiberglas Corp.
Toledo, Ohio

J. F. Vyverberg
D. Glosser

Pittsburgh Corning Corp.
Pittsburgh, Pa.

J. H. Price, Jr.

PPG Industries
Pittsburgh, Pa.

P. D. Kaley
H. C. Mulkey

Cadwalader, Wickersham & Taft

G. D. Reyerft

NIMA

J. M. Barnhart

APPROVAL OF MINUTES

A motion was made, seconded and passed

That the Minutes of the Spring Meeting of April 28, 1969,
as bulletined by the Association, be approved.

TRAFFIC COMMITTEE REPORT

In the Chairman's absence, J. M. Barnhart reported as follows:

There were two rail proposals published in May of 1969 by the railroads which called for the attention of your Traffic Committee. The first was a 21-point proposal, published jointly by the railroad bureaus, which sought to increase accessorial charges in practically all areas of railroad service. At approximately the same time, the official lines published a proposal seeking to establish the application of Rule 34 on rates covering Mineral Wool shipped at a 24,000-pound minimum weight.

A meeting was held June 4 at the Draks Hotel in New York to determine a course of action in both instances. It was decided to protest four of the 21 points in the joint proposal which would most greatly affect our industry and to seek to delay the official lines proposal until we could determine the reasoning behind it. We were successful in defeating all four points in the 21-point proposal which we protested.

Four of the committee members attended a public hearing in Montreal on July 21 by the official lines protesting the proposal to apply Rule 34. Up to the present time, the railroads are still carrying the proposal on the docket, but have taken no action. While we cannot advise the rail carriers' future course of action, we have avoided an increase in charges by approximately six months to date.

The Traffic Committee was given the assignment of again reviewing standardization of packaging in relation to carload shipping.

STATISTICAL COMMITTEE REPORT

In the Chairman's absence, J. M. Barnhart reported as follows:

1. On June 16, 1969, Mr. Barnhart published revised rules for statistical reporting, as recommended by this committee and accepted by the Board of Directors. The committee reminds all members of a significant change concerning Intra-Association purchases for resale.

"The ultimate shipper will report the sales of products, except where the ultimate shipper is not a member of N.I.M.A.; then the manufacturer shall report the sales."

2. Also published on June 16th at the committee's request was a list of members' trade names of products reported in each product group. The list reveals six product categories in which fewer than three members report and for which, to avoid disclosure, no statistics are provided by Price, Waterhouse. A seventh item, Metal-Reinforced Blankets, shows only two names, but statistics have appeared through April 1969, so at least three members must be reporting.

WIMA INDUSTRY SHIPMENTS
BY PRODUCT GROUP
NET DOLLAR VALUE
1960 - 1968

	1960	1961	1962	1963	1964	1965	1966	1967
PRODUCT GROUP "A"								
PIPE	2,320,320	1,333,896	1,505,030	1,315,120	(HA)	(HA)	(HA)	(HA)
Calcium Silicate, Etc.	12,370,553	12,002,875	12,761,712	12,576,440	(HA)	(HA)	(HA)	(HA)
TOTAL	15,691,873	13,336,771	14,266,742	13,891,560	13,733,556	13,733,556	13,733,556	13,733,556
PIPE	1,029,884	847,932	711,321	375,900	(HA)	(HA)	(HA)	(HA)
Calcium Silicate, Etc.	5,663,741	4,827,182	5,232,364	4,371,172	(HA)	(HA)	(HA)	(HA)
TOTAL	6,693,625	5,675,114	5,943,685	4,747,072	13,733,556	13,733,556	13,733,556	13,733,556
PIPE	76,893	20,573	53,630	69,855	(HA)	(HA)	(HA)	(HA)
Calcium Silicate, Etc.	11,305	12,123	(HA)	(HA)	(HA)	(HA)	(HA)	(HA)
TOTAL	88,198	32,696	53,630	69,855	13,733,556	13,733,556	13,733,556	13,733,556
SUB TOTAL	31,335,786	20,729,518	18,202,315	19,612,717	18,216,275	21,364,076	21,364,076	21,364,076
PRODUCT GROUP "B"								
PIPE & EXHAUSTS	371,493	127,174	339,035	339,775	337,826	165,264	130,384	130,384
PIPE	1,522,355	1,029,015	2,020,052	1,210,173	1,385,243	1,752,264	1,752,264	1,752,264
EXHAUSTS	1,053,476	983,372	833,295	641,706	832,229	132,564	132,564	132,564
PIPE	1,230,123	1,101,015	1,135,295	1,171,537	1,025,521	1,270,332	1,270,332	1,270,332
EXHAUSTS	10,179,409	11,533,617	11,122,425	11,646,263	13,235,275	12,233,275	12,233,275	12,233,275
PIPE	10,330,878	10,713,722	10,399,250	11,500,274	12,632,362	11,232,372	11,232,372	11,232,372
EXHAUSTS	232,527	1,035,293	233,251	772,648	208,761	225,292	225,292	225,292
PIPE (FIBROUS & CELLULAR)	20,667,310	22,041,355	23,553,723	24,214,342	27,553,503	28,162,753	28,162,753	28,162,753
EXHAUSTS	7,601,012	7,799,027	7,232,227	7,333,122	7,232,227	7,232,227	7,232,227	7,232,227
PIPE	2,641,355	2,516,303	2,255,328	3,012,055	3,445,552	3,445,552	3,445,552	3,445,552
EXHAUSTS	155,205	110,243	168,172	170,125	20,526	20,526	20,526	20,526
SUB TOTAL	35,536,085	39,637,783	40,865,351	43,145,638	55,775,527	65,071,335	65,071,335	65,071,335
GRAND TOTAL	78,369,791	81,386,713	79,167,815	83,161,617	82,605,572	90,335,415	90,335,415	90,335,415

DETAIL OF CATEGORIES NOW CONSOLIDATED AS BOARD & FELT, PLAIN

PIPE & EXHAUSTS	5,518,280	6,025,511	5,623,338	5,327,627	5,605,464	(HA)	(HA)	(HA)
PIPE	5,518,280	6,025,511	5,623,338	5,327,627	5,605,464	(HA)	(HA)	(HA)
EXHAUSTS	5,518,280	6,025,511	5,623,338	5,327,627	5,605,464	(HA)	(HA)	(HA)
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EXHAUSTS	5,518,280	6,025,511						

VETERANS ADMINISTRATION, WASHINGTON, D. C.

June 3, 1969

This agency was visited for the purpose of attempting to gain acceptance of the use of duct liner and duct systems in non-sensitive areas of the VA's facilities.

ASHRAE MEETING, DENVER, COLORADO

June 30, July 1, 2, 1969

Technical Committee Meeting 2.4 of ASHRAE was attended. Items pertaining to thermal insulations and vapor barriers were discussed.

GLASS SECTION, T&R COMMITTEE MEETING, NEW YORK, N. Y.

August 11, 1969

The Committee met for the purpose of discussing the proposal of the Coast Guard regarding fire testing of products.

COAST GUARD, WASHINGTON, D. C.

August 14 and September 12, 1969

This agency was visited with various members of the Glass Section T&R Committee members to discuss the proposed ISO test procedure for in-combustibility.

T&R COMMITTEE MEETING, NEW YORK, N. Y.

October 9, 10, 1969

The Molded Section and Mineral Fiber Sections of the T&R Committee met and the following items were included on the Agenda:

1. ISO Test for Noncombustibility
2. Thermal Conductivity Testing
3. ASTM Specifications
 - (a) Stress Corrosion
 - (b) ASTM C533
4. Temperature Limits
5. Conductivity Curves

ASTM C-15 COMMITTEE MEETING, DEARBORN, MICH.

October 12, 13, 14, 15, 1969

This meeting was attended and the following subjects were discussed:

1. Stress Corrosion Test
2. Proposed Revisions to
 - (a) ASTM C533
 - (b) ASTM C553

ASTM E-5 COMMITTEE MEETING, PHILADELPHIA, PA.

October 29, 1969

This Committee meeting was attended for the purpose of discussing a proposed method of test for fire endurance of duct systems.

MOLDED SECTION COMMITTEE REPORT

In the Chairman's absence, J. M. Barnhart reported on the activities of the Committee in accordance with the Minutes of their Meeting, which is attached hereto and made part of these Minutes.

MINERAL FIBER SECTION COMMITTEE REPORT

In the Chairman's absence, J. M. Barnhart reported on the activities of the Committee in accordance with the Minutes of their Meeting, which is attached hereto and made part of these Minutes.

The Mineral Fiber Section is asked to study the feasibility of identification of blanket products.

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 part of these Minutes.

EDUCATION & LEGISLATION COMMITTEE REPORT

In the Chairman's absence, J. M. Barnhart reported as follows:

1. The Massachusetts Bill #707 was brought to a successful conclusion.

2. Dr. J. Konzen, Dr. L. B. Grant, F. H. Edwards and C. L. Sheckler attended an AIMA Meeting in Denver, Colorado, in May, 1969. The ACGIH placed the threshold limit of fibrous glass at 15 mg/m^3 of air, the same category as nuisance dust. Discussions with senior industrial hygienists of the Federal Inspection Committee, who are responsible for enforcing the Walsh-Healy Act pertaining to the adoption by the Federal Government as law the proposed TLV for Asbestos dust of 12 fibers/ m^3 of air. Based on British Standards of 2 fibers/ m^3 of air, there was considerable tendency to establish a federal regulation of 6 fibers/ m^3 of air. This level is still being considered as of this date.
3. On June 9, 1969, the NIMA education task force team made a presentation to the Southeastern States Associated Asbestos Contractors at Pine Mt., Ga. There were approximately 50 contractors present and the response to the presentation was extremely favorable.
4. On June 24, 1969, the Committee met and reviewed a draft of the fibrous glass position paper.
5. On June 17, 1969, Dr. L. Cralley, C. L. Sheckler, and J. M. Barnhart attended a meeting at Cooper Union, New York, N. Y., that was sponsored by Dr. I. Salikoff in conjunction with air pollution derived from fibrous materials used at construction sites. Dr. Salikoff reviewed the same old material pertaining to the Asbestos Workers. Mr. A. Hutchinson was also on the program, and again took the opportunity to vigorously attack the use of fibrous glass.
6. On July 23, C. L. Sheckler met with Captain Rosenwinkle, USN, in connection with the Navy recommendation to discontinue the use of asbestos. The Captain clarified the recommendation in that the objective was not to discontinue the use of the material but to find new products and methods of use that would reduce the asbestos dust concentration.
7. On August 21, 1969, C. L. Sheckler met with Drs. de Treville and Grosse in Pittsburgh, Pa. in conjunction with progress made to date on the fibrous dust study and evaluation of work to be done in the future.
8. On September 18, 1969, C. L. Sheckler met with officers and attorneys of Thorpe Insulation Co., Los Angeles, Calif., for the purpose of assisting them with problems of litigation resulting from alleged exposure to thermal insulation products. The case in question involved a sheet metal worker with potential exposure to all types of insulating materials plus non-occupational pulmonary health problems.

On September 23, 1969, the Task Force team was forced to handle dual problems, therefore J. F. Vyverberg went to Chicago, Ill., to meet with engineers in conjunction with adverse propaganda relating to fibrous glass being distributed by the Illinois Contractors Association.

Simultaneously, C. L. Sheckler and J. M. Barnhart addressed the Thermal Insulation Society of South Charleston, West Virginia, on the subject of health aspects of thermal insulation.

* * * * *

A Meeting of the Committee will be held prior to the year end to discuss specific plans for 1970.

* * * * *

J. F. Vyverberg reported that three documents were available pertaining to fibrous glass, as follows:

1. Health Aspects of Fibrous Glass in Heating or Air Conditioning Ducts.

It was agreed that this document should not be circulated, but should be used as a reference for answering health inquiries by customers, engineers, school boards, etc.

2. Summary of Documented Medical Evidence on the Health Aspects of Fibrous Glass.
3. Questions and Answers About Fibrous Glass in Heating and Air-Conditioning Ducts.

It was agreed that the latter documents could be duplicated and circulated on a limited basis.

Each fibrous glass manufacturer is to be billed \$1,135.00 to cover the cost of the above documents.

It was reported that a monitoring service had been engaged to keep abreast of any pending legislation as it relates to the use of mineral fiber, asbestos, etc., in ducts.

OCCUPATIONAL HEALTH & SAFETY COMMITTEE REPORT

In the Chairman's absence, J. M. Barnhart reported as follows:

The Kettering Duct Study is, at the present time, in its final phases. The field work has been completed and Dr. Cholak should at this time be compiling his report.

The Workers' Environmental and Duct Study evaluation being carried out at the University of California, at Berkeley, by Dr. Clark Cooper and his group is progressing at a reasonable rate. They have found low airborne concentrations of fibrous glass in both the working environment of the installers, as well as in the airstream inside fibrous glass containing duct systems. At the present time they are attempting to further characterize these exposures. Attached are the Memos for Record of the meetings held with Dr. Cooper's group September and October covering more fully the findings and progress of this meeting. Also attached is the letter to Dr. Cooper which sums up our understanding of the progress, as well as the work that is to be done during the next three months.

REPORT OF NOMINATING COMMITTEE

M. M. Wilson reported that the Nominating Committee proposes the following Slate of Officers and Directors be placed in nomination for the year 1970:

President

P. D. Kaley

Vice President

R. E. Naylor

Treasurer

J. F. Vyverberg

Board of Directors:

P. D. Kaley, Chairman

PPG Industries

G. T. Overholt, Jr.

Burlington Industries

R. L. Strickland

Certain-Teed/St. Gobain

R. E. Naylor

Johns-Manville

M. M. Wilson

Keene Corp.

J. F. Vyverberg

Craws-Corning

J. H. Price, Jr.

Pittsburgh Corning

A motion was made, seconded and passed

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

ELECTION OF EXECUTIVE COMMITTEE

P. D. Kaley nominated the following to serve on the Executive Committee for 1969-1970:

P. D. Kaley

R. E. Naylor

J. H. Price, Jr.

R. L. Strickland

M. M. Wilson

REPORT OF LEGAL COUNSEL

* * * * *

APPROVAL OF MINUTES OF BOARD OF DIRECTORS MEETING

A motion was made, seconded, and passed

That the Minutes of the Board of Directors Meeting of April 29, 1969, as bulletined by the Association, be approved.

TREASURER'S REPORT

J. F. Vyverberg outlined the Association's Balance Sheet, Statement of Income and Expenditures, and the Duct System Program as of September 30, 1969.

The Treasurer's Report is attached hereto and made part of these Minutes.

A motion was made, seconded and passed, to accept the Treasurer's Report.

MEMBERSHIP

R. E. Naylor reported that the Committee, R. E. Naylor, John H. Price, Jr., Hugh Mulkey, and George Barth had met on September 18, 1969, in Pittsburgh, Pa., as follows:

GENERAL

A critique was made of the proposed new constitution dated June 19, 1969 and observed that based on its contents, it has been precluded that NIMA was going to change its scope to include all thermal insulations rather than the Industrial and Commercial as now established. The Committee, therefore, felt that our charge to recommend to the Board of Directors of NIMA whether a change in membership and concept was desirable seemed academic in light of the Constitution Committee's recommendations. No one had any revised By-Laws to go with the proposed Constitution changes. The Committee proceeded, therefore, to use the old Constitution and By-Laws as the basis for our meeting.

QUESTION

Should NIMA expand their membership and operational policies to include other types of insulation materials than presently included, as well as include uses other than Commercial & Industrial applications into its scope?

ANSWER

1. The insulations market today encompasses many areas other than as first defined, and like products have a multitude of applications in the acoustical, decorative, and structural fields. It is, therefore, recommended that the association encompass materials and markets involved in thermal applications only.
2. The advent of new uses and new products brought about by the ever-quickenning pace of technological advancement in our field requires that the association, on a planned basis, expand its scope to include other insulation materials, and like materials sold in other markets.

QUESTION

How will this benefit the present NIMA organization, member companies and our total thermal insulations industry?

ANSWER

1. The ever-growing multiplicity of use for the same product in different markets requires that performance standards be established for markets regardless of the materials involved. This is particularly true where government agencies are involved. Expanding the association will insure greater coordination between market segments.
2. The voice of the association will be much greater in the areas of mutual problems than will the combined voices of segmented or fractionalized associations as is now the case.
3. The collective financial strength of a unified association will allow us to approach industry problems concerning labor, legislation, health and safety, traffic, etc.; on a consolidated and solidified basis to protect the interests of our industry.
4. Involvement of higher management of the major corporations in association work will be necessary due to the crossing of market and product lines of the expanded organization.
5. Greater stature and recognition will be given to the association because of its expanded representation.

QUESTION

Based on this thinking should the organization be called the National Insulation Manufacturer's Association?

ANSWER

No. It is our recommendation that the expanded association be called the Thermal Insulation Manufacturer's Association (TIMA).

QUESTION

What markets and products should we consider in TIMA?

ANSWER

Markets - Residential, Commercial Industrial, Transportation, OEM, Mobile Home

Products- Home Insulations, Roof Insulation, Perimeter Insulation, Mobile Home Insulation, Metal Building Insulation, Refractory Insulation, Duct Systems & Liners, Piping & Equipment Insulation, Marine Hullboard Insulation.

QUESTION

How should TIMA be organized?

ANSWER

See attached Organization Chart.

QUESTION

What staff support Committees should be established to assist the various Committees?

ANSWER

1. Legislative
2. Legal
3. Health & Safety
4. Traffic
5. Market Analysis
6. Credit

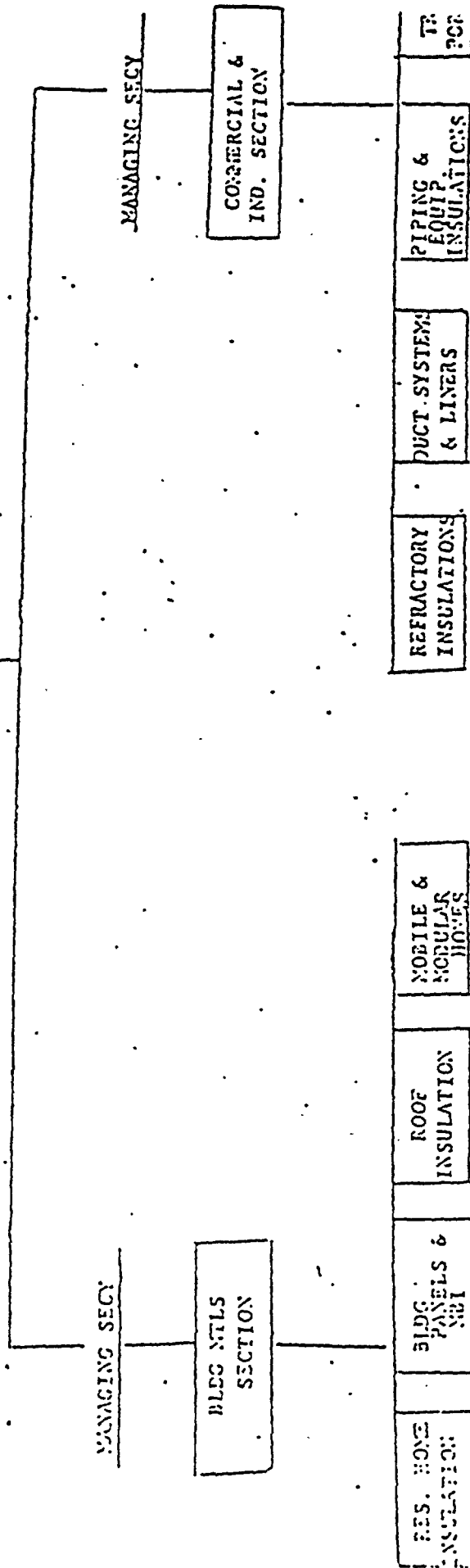
Technical Committees will be established for each Industry Committee.

QUESTION

What should be our order for expanding to new insulation materials.

BOARD OF DIRECTORS

EXECUTIVE
SECRETARY



ANSWER

1. Other Mineral Fibers
2. Non-Mineral Fibers
3. Forms

QUESTION

What should our next move be?

ANSWER

1. Establish a NIMA Committee to refine the approach.
2. Formally discuss with National Mineral Wool Insulation to see if they are interested.
3. Jointly develop the ground rules of TIMA.

A Committee consisting of R. E. Naylor, Chairman, John H. Price, Jr., and J. F. Vyverberg were appointed to establish the groundwork to set up a thermal insulation association to include segments of the industry, other than industrial. An initial report is to be made to the membership by January 15, 1970.

It was suggested that the NMWIA be contacted to secure their reaction.

1970 BUDGET

A motion was made, seconded, and passed

That the Budget for 1970 shall be in the amount of \$47,190.00.

OTHER BUSINESS

- (a) It was agreed to allocate \$1,000.00 in 1970 for ASAE education course.
- (b) A motion was made, seconded, and passed

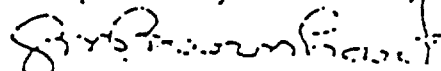
That the By Laws be amended to include that Officers shall be elected for a two-year term.

- (c) It was suggested that the Education & Legislation Committee discuss the subject of common wording of precaution on labels for asbestos products.
- (d) It was agreed that the NIMA Spring Meeting be held on April 27, 28, 1970, at the Seaview Country Club, if possible.

ADJOURNMENT

There being no further business, the meeting was adjourned.

Respectfully submitted,


J.M. Barnhart

NATIONAL INSULATION MANUFACTURERS ASSOCIATION, INC.

241 LEXINGTON AVENUE - NEW YORK, N.Y. 10017

BALANCE SHEET

as of September 30, 1969

CURRENT:

Chase Manhattan Bank	\$23,014.62
Bowery Savings Bank	11,486.12
Emigrant Industrial Savings Bank	12,670.11
New York Bank for Savings	11,580.41
Seamens Bank for Savings	<u>10,908.48</u>

\$69,659.74

ACCOUNTS PAYABLE:

Academic Press	\$ 25.00
American Express	313.90
Cross & Brown	240.07
N.Y. State Income Tax	80.00
City of New York	6.00
District Director	270.00
L. M. Simon	42.40
Price Waterhouse & Co.	950.00
Cadwalader, Wickersham & Taft	700.00
Spartan Stationers	9.00
N. Y. Telephone	<u>28.72</u>

2,665.09

Balance as of December 31, 1968*	\$59,081.14
Balance -- Income over Expenditures	<u>7,913.51</u>

Balance as of September 30, 1969	\$66,994.65
Total Liabilities and Surplus	\$69,659.74

*Adjusted balance by \$0.02 to agree
with bank balance.

October 11, 1969

STATEMENT OF INCOME & EXPENDITURES
January 1 through September 30, 1969

INCOME:

Assessments	\$35,819.25
Miscellaneous	145.00
Savings Account Interest	<u>1,706.27</u>
	\$37,670.52

EXPENSES:

Salaries	\$13,764.94	
Taxes	433.42	
Pension & Health Plans	1,606.13	
Secretarial Service & Office Supplies	841.63	
Other Office Expenses	568.68	
Office Rent & Electricity	1,753.06	
Travel & Conference	2,882.68	
Meeting Expense	907.47	
Attorney	2,298.93	
Authorized Expense	346.67	
Statistical & Audit	2,200.00	
Publicity	-	
Health & Safety Program	153.40	
Contingencies	-	
IDCMA Manual	<u>2,000.00</u>	
Total		\$29,757.01
Balance - Income Over Expenditures		\$ 7,913.51
Balance as of December 31, 1968*		<u>59,021.14</u>
Balance as of September 30, 1969		\$66,994.65

*Adjusted balance by \$0.02 to agree
with bank balance.

October 11, 1969

NIMA

COMPARISON
ACTUAL EXPENSES TO BUDGET
As of September 30, 1969

<u>INCOME:</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>PROJECTED 1968</u>
Assessments	\$35,819.25	\$33,750.00	\$45,000.00
Miscellaneous	136.00	-	
Savings Account Interest	<u>1,706.27</u>	<u>1,500.00</u>	<u>2,250.00</u>
	\$37,661.52	\$35,250.00	\$47,250.00
 <u>EXPENSES:</u>			
Salaries	\$13,764.94	\$12,750.00	\$19,000.00
Taxes	433.32	375.00	500.00
Pension & Health Plans	1,606.13	1,600.00	1,606.13
Secretarial Service & Office Supplies	841.63	1,700.00	1,500.00
Other Office Expense	568.68	950.00	1,200.00
Office Rent & Electricity	1,753.06	1,650.00	2,300.00
Travel & Conference	2,882.68	3,375.00	4,500.00
Meeting Expense	907.47	1,125.00	1,500.00
Attorney	2,298.93	2,400.00	3,200.00
Authorized Expense	346.67	565.00	600.00
Statistics & Audit	2,200.00	2,400.00	3,200.00
Publicity	-	2,250.00	3,000.00
Health & Safety Program	153.40	1,125.00	200.00
Contingencies	-	125.00	-
IDCNA Manual	<u>2,000.00</u>	<u>-</u>	<u>2,000.00</u>
	\$29,757.01	\$32,390.00	\$44,305.13

October 11, 1969

NIMA

1970 BUDGET

INCOME:

Assessments	\$45,000.00
Savings Account Interests	<u>2,000.00</u>
 Total	 \$47,000.00

EXPENSES:

Salaries	\$20,840.00
Taxes	800.00
Pension & Health Plan	1,600.00
Secretarial Services & Office Supplies	2,250.00
Other Office Expense	1,250.00
Office Rent	2,300.00
Travel & Conference	4,750.00
Meeting Expense	1,750.00
Attorney	3,200.00
Authorized Expense	750.00
Statistics & Audit	3,200.00
Publicity	3,000.00
Health & Safety Program	1,000.00
Contingencies	<u>500.00</u>
 Total	 \$47,190.00

October 11, 1969

DUCT SYSTEMS PROGRAM
BALANCE SHEET
as of September 30, 1969

CURRENT:

Manufacturers Reaver Trust	\$100,757.67
Petty Cash Fund	250.00
Accounts Receivable	<u>5,000.00</u>
Total	\$106,007.67

ACCOUNTS PAYABLE:

University of California	\$24,750.00
Johns-Manville	19,240.00
Xerox	45.06
J. M. Barnhart	250.00
Owens-Corning	109.22
Wathen/Walsh	<u>1,120.77</u>
	\$ 45,515.05
Balance as of December 31, 1968	\$ 44,888.33
Balance - Income over Expenditures	15,624.29
Total Liabilities and Surplus	\$106,007.67

October 11, 1969

DUCT SYSTEMS PROGRAM
STATEMENT OF INCOME & EXPENDITURES
as of September 30, 1969

INCOME:

Assessments	\$ 55,000.00
SMACNA Manual	500.00
West Coast Study	34,000.00
Mass. Bill #707	10,750.00
Accounts Receivable	<u>5,000.00</u>
Total	\$105,350.00

EXPENSES:

Travel & Conference	\$ 1,586.37
Technical Program	
Reinforcements	11,109.72
Fire Testing	14,243.06
Code Program	969.85
Promotional Program	25,946.98
Apprentice Training	2,436.09
Statistics & Audit	325.46
Legal Fees & Mass. Bill 707	6,052.51
West Coast Study	25,325.67
Kettering Study	<u>1,750.00</u>
	\$ 89,745.71
Balance - Income Over Expenditures	\$ 15,604.29
Balance as of December 31, 1968	<u>44,888.33</u>
Balance as of September 30, 1969	\$ 60,492.62

October 11, 1969