

1 NATIONAL ATHLETIC TRAINERS' ASSOCIATION

2 BOARD OF DIRECTORS' MEETING

3 JUNE 8, 1971

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7 The above-captioned Board of Directors' Meeting
8 convened on Tuesday, June 8, 1971, at 1:00 o'clock p.m.
9 in the Florentine Room, Lord Baltimore Hotel, Baltimore,
10 Maryland, before Arthur I. Miller and Edward Mintzer,
11 Court Reporters.

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13 PRESENT:

14 Robert Gunn, President
15 Frank George
16 Francis J. Sheridan
17 Joseph Gieck
18 Roland E. LaRue
19 Byron J. Bird
20 Tom Wilson
21 Jack Aggers
Richard Vandervooit
Warren Morris
Mert Prophet
Otho L. Davis
Lou Crowl
Warren Ariail
Bruce Melin, Parliamentarian

1 MR. GUNN: Gentlemen, if we may, let's open the
2 second meeting of the Board of Directors of the National
3 Athletic Trainers Association. The meeting is called to
4 order at 1:15 o'clock p.m. I would like to open with a
5 prayer, if you will.

6 (Whereupon, an opening prayer was given by the
7 President.)

8 MR. GUNN: The first item on the agenda is a
9 requested report back by Warren Ariail, our National
10 Exhibits Chairman.

11 MR. ARIAIL: Financial statement, 1970 NATA
12 exhibits, July 7 to 10, Denver Hilton, Denver, Colorado;
13 seventy-seven exhibit booths at \$125 each -- total of
14 \$9,625.

15 Expenditures: George E. Fern Company for hotel
16 exhibit space, seventy-seven at \$15 each; display booths,
17 seventy-seven at \$10 each; total of seventy-seven times
18 \$25 each. Grand total of \$1,925.

19 Now, George E. Fern Company had to pay the Hilton,
20 the Denver Hilton \$15 for each floor space. It also charged
21 \$10 the day that -- the day George Fern Company received \$10

1 for each decoration -- the curtains or the stalls or
2 however you want to term them. That made a total of \$25
3 each, and seventy-seven times that made a grand total
4 of \$1,925.

5 Security service was \$450; secretarial assistance,
6 correspondence, \$150; printing cost, exhibit brochures,
7 \$136.50. Postage for mailing brochures, correspondence
8 and telephone calls, \$156.37.

9 Travel, personal expenses, entertainment in
10 connection with nationwide exhibit space, sales campaign,
11 \$249. Subtotal, \$3,066.87. Paid to Mr. Jack Rockwell a
12 check for \$6,500, makes a total of \$9,566.87.

13 Balance on hand as of July 1, 1970, \$58.13.

14 Are you ready to go with the '71?

15 MR. GUNN: Please.

16 MR. ARIAIL: All right. Any questions, any
17 problems?

18 MR. SHERIDAN: Question: The money for the
19 printing of the thing, is that -- this is the list of
20 the -- the registration list that goes to each exhibitor
21 that Joe Blankford takes care of, is that it?

1 MR. ARIAIL: No, sir, it is not. It is the
2 floor plans and exhibit plans that I have to print up
3 every year stating the stipulations of the convention,
4 the rules and whatnot. The financial statement, this
5 is up to today, June 8th, 1971.

6 MR. SHERIDAN: Excuse me, Mr. President -- I
7 think we should either accept his report or reject it
8 before he takes this year's report -- this is last year's
9 report. I think we ought to either accept it, reject it
10 or talk about it, you know -- am I right, Bruce, before
11 we get into another year?

12 MR. MELIN: It is up to you. We can do it
13 either way.

14 MR. SHERIDAN: Am I out of order in saying this?
15 I think he is giving us a report, now, of the Denver meeting.
16 He is giving us his balance on hand starting this year. I
17 think we either accept this thing or reject it or something.
18 I think we must make some kind of ruling on it.

19 MR. BIRD: I make a motion we accept this report.

20 MR. GUNN: Withdraw that just a minute, will you?

21 MR. DAVIS: I would like to ask one question,
here: A note from Mr. Ariail to the Denver Hilton, it says,

1 "Have paid all bills -- have paid all of Moose Eddy's
2 bills. Squared everything away as to restaurant and other
3 incidentals."

4 Is this in relation to exhibits?

5 MR. ARIAIL: No, it isn't. That has nothing
6 to do with exhibits.-- nothing to do with it -- nothing,
7 whatsoever. I paid his bills. He was supposed to pay
8 them. They did not pay his bills. He didn't pay his bill --
9 he is supposed to have paid his own bill.

10 MR. DAVIS: This was a note to you from Jack
11 Rockwell that you have paid all of Moose Eddy's bills --
12 everything squared away as to restaurant and other
13 incidentals.

14 MR. ARIAIL: Oh, that bill -- all right. I paid
15 Moose Eddy's bill. This isn't my writing at all. I paid
16 all of Moose Eddy's bill -- this is written by a lady, here --
17 right. In other words, I paid Moose Eddy's hotel bill. He
18 roomed with me, followeme? I paid his bill, but I left this
19 with a lady, because I did not want Moose Eddy's bills
20 involved with the National Athletic Trainers Association.

21 MR. WILSON: What he is asking --

1 organization are handled, and this is the thing the Board
2 is upset about -- not just in this matter, but in all the
3 matters, and the total expenses of everything. So, to be
4 fair to Warren, this Board had better discuss at this time
5 how all of this is supposed to be handled.

6 MR. GUNN: And to be fair to the man that is
7 handling the money --

8 MR. WILSON: You are right.

9 MR. GUNN: -- your Executive Director.

10 MR. WILSON: We are questioning, now --

11 MR. GUNN: Something that has happened.

12 MR. WILSON: -- something that has happened that --

13 MR. BIRD: We didn't have any rules for --

14 MR. GIECK: He has no guideline. Nobody really
15 has any guidelines as to what expenses we want turned in,
16 as far as hotel receipts, this and that.

17 MR. WILSON: Let me ask this question: Have you
18 been paid by the NATA to do this job?

19 MR. ARIAIL: No.

20 MR. WILSON: Never?

21 MR. ARIAIL: Furthermore, I would like to say this:

1 In the case involved, I paid Moose Eddy's bill so that it
2 would not go on the NATA. In the past, NATA was giving
3 me a room. I don't know -- they probably still are -- I
4 don't care. I didn't ask for it, but they had a room, so
5 Moose roomed with me. So, he had to leave. So, he had
6 run up this bill. I paid his bill, so that NATA would
7 not have to pay it, and then he, in turn, sent me a check
8 for it, and that is true, so help me God, and I will take
9 an oath on it, and I am bonded. I did not want Moose --
10 I did not want his bill being taken care of by Tom Healion,
11 and that is it.

12 MR. GUNN: Jack?

13 MR. AGGERS: Warren, I think I speak for everybody,
14 here -- I want you to understand something: We are not
15 questioning your honesty or anything else. I have got to
16 go along with Tom Wilson. What he says, here, there has
17 to be a program outlined for people like you and Tom Healion
18 and others who are involved in financial matters. Before
19 we go any further, there is no question about your honesty,
20 Warren.

21 MR. ARIAIL: Yes.

1 MR. AGGERS: Over the years, you have done a
2 hell of a job, and I think that I can speak for everybody
3 here to say that we appreciate it and are proud of it. I
4 do want to say one other thing: This same situation
5 happened to me last year rooming with another guy, and
6 I had to pay his bill, and I didn't straighten it out
7 like you, Warren, and when I got back home to my Athletic
8 Department, that was a mess. So, I can sympathize with
9 your problems.

10 MR. ARIALL: I left that note for Jack to know
11 this, but that is not my writing. I left -- I had a girl
12 behind the desk do this. Now, as far as my hotel bills
13 are concerned, Tom Healion handled that. I don't -- I just
14 checked it out. I may be able to produce it -- I don't
15 know. I probably could.

16 There were no charges on my part. The charges
17 there involved Moose Eddy's bills. So, Tom paid mine,
18 that was the purpose of it, to explain to him that --- that
19 is why I left a note there, because I didn't want Jack to
20 be paying Moose Eddy's bill.

21 Any other questions?

1 MR. SHERIDAN: This I think should probably
2 come under Tom Healion's report -- he is going to account
3 for the specific bills that he has okayed and paid for,
4 and, if this situation arises -- and it may arise, I don't
5 know -- it may, and I think that when Tom Healion has to
6 account for his money for \$8,000, that someone has
7 charged something to a room, and then reimbursed him,
8 and I think that he should make this in his report. I
9 agreed with what Jack said. I think that nobody is
10 questioning a bill of yours for \$6.31 that you paid out,
11 but all we want is a receipt for the \$6.31, and nobody
12 is going to question it. When people come in here with
13 bills and say this is what I paid out, and they have got
14 nothing to show us, again, I'm not accusing anyone of
15 anything, but, damnit, I think that if people pay money
16 out, let's have a bill to see what they paid out. This
17 is what I think was the hang-up yesterday with this
18 Denver Hilton thing.

19 MR. DAVIS: This is the only thing that I have
20 asked for, gentlemen, and this goes back to some time
21 in March, wherever the correspondence is, -- I asked certain

1 individuals for accounting of records, and all of you
2 have copies of that, and this we did not receive.

3 MR. ARIAIL: The reason you didn't receive
4 it in my case was -- stop that thing for a minute -- I
5 don't mind, if you want to put it down -- in a few words,
6 I just told them to take that job and stick it up their
7 ass in New Orleans, and the minute I did, they said, get
8 your stuff and get it out of here, and you be out before
9 dark. Turn in your car keys and credit cards and everything
10 else. And I got the stuff -- I was throwing stuff all the
11 way around. And the guy, I didn't have time to fool with
12 him -- I'm sure he could have whipped my ass, physically --
13 fortunately he didn't. At the time I got this thing, I
14 have been down on the water front working on the docks,
15 and I have got boxes and crap all the way over. So, to
16 be very honest with you, when I resigned, the shit hit
17 the fan, pardon the expression. I have got enough stuff
18 here to prove it, that I had receipts, I had everything.
19 I had it all in a filing cabinet, but I was emotionally
20 disturbed, and I think anybody with any balls at all would
21 have been in the same circumstances I was, and I am not

1 defending myself, either. That is just the way it happened.
2 But, I wouldn't work for J. D. Roberts -- I would starve
3 before that. That is neither here nor there.

4 MR. GUNN: I think what the NATA wants from now
5 on is an accurate accounting of all income and all
6 disbursements of monies, and it shouldn't be that complex.
7 We don't have -- we are not that complex, yet. But, I
8 think that we all could do it. I am not certain that
9 it should be included in the Treasurer's report for
10 brevity, but I think that the breakdown of the expenditures
11 and receipts must be in the Executive Director's hands.

12 Tom?

13 MR. WILSON: Mr. President, getting back to my
14 original statement so that nobody's integrity or honesty
15 will be questioned -- I don't say that it is that complicated
16 for the NATA, in all our official business and dealings, we
17 have reached a level where I believe the Treasurer's reports
18 involving \$73,000 or something of that figure --

19 MR. GUNN: That's right.

20 MR. WILSON: -- it would be a very simple matter
21 to have an audit of all our financial dealings done by a

1 professional.

2 MR. GUNN: We have had audits by professionals.

3 MR. WILSON: It should be done each time.

4 MR. GUNN: Well, it has been done in the past.
5 The expenditures have been audited.

6 MR. DAVIS: By bookkeeping.

7 MR. WILSON: And bring those reports and give
8 it to the Board.

9 MR. GUNN: What brought this to a head, and it
10 could conceivably have gone on, somewhat, as it had in
11 the past, but what brought it to a head was the necessity
12 for budgeting the Divisions, and this brings on the
13 realization that the bookkeeping is pretty non-existent
14 of the reporting expenditures, is not what it should be.
15 So, it has been brought out, the weakness of the financial
16 system of NATA. Now, your problem is to take positive
17 steps to alleviate this weakness.

18 MR. GUNN: Frank?

19 MR. GEORGE: Well, I think that is something
20 to do in the future, and I have two suggestions, just
21 thinking about it, now, for a short time: One is that if it

1 is possible, all bills are charged and paid only by Otho,
2 or the other way, all bills are paid not with cash, but
3 by some **type** of charge account -- either, you know, Master
4 Charge, Bankamericard, or American Express -- so that every
5 damn thing that is paid, we have got an American Express
6 slip. You know, that costs \$15 a year or whatever for
7 American Express, but we have got a slip that is just
8 like cash, and I realize there is some small cash, you
9 know -- tips and stuff like that -- but everything -- one
10 of two things: Either -- we are big enough, now, that we
11 can say, charge it, all bills are paid by the Executive
12 Secretary, number one; or, if that can't be done, then
13 the two or three people who are involved or five people
14 have a charge account. What is the biggest, American
15 Express? To have an American Express card, and that the
16 only money they can spend is with that American Express
17 card. Other than, I don't know, miscellaneous -- minor
18 tips or whatever -- and keep that as small as we can. But,
19 all phone charges can be put on the credit card -- that is
20 simple. Phone charges, you know, each guy can have a
21 credit card number which can be reviewed very easily.

1 Those are two suggestions that I have -- first, either all
2 paid by one charge, Otho, or if it has to be broken up,
3 then, some charge where there is a written record.

4 MR. GUNN: Well, at present, the only people
5 that have phone cards are the Executive Director and myself,
6 and we itemize each call, where it went and who it was to,
7 so that we know -- he knows and I also know where those are.

8 MR. DAVIS: As I explained Sunday, the other
9 calls by Division Directors and Chairmen that were of
10 important business, they sent their own personal billing
11 statement with an explanation of how it was handled, and
12 I am in agreement with Frank. I would like to see it put
13 through one central office, all finances and all bookkeeping
14 done in one place -- one set of records, one set of books.

15 We have discussed American Express cards before
16 for two persons, the President and the Executive Director,
17 so that it would come back to us from one central billing
18 agency, and credit cards to individuals.

19 MR. GUNN: This was requested or investigated a
20 year ago -- let's say a year and a half ago. When I took
21 office, I asked that we do this, so that I have something --

1 so that every bill is paid by the NATA office, and that
2 way it is on file, there, with the exception of small
3 miscellaneous amounts. I don't think you can charge
4 an American Express card for like a cab fare, but that
5 is turned in to the Executive Director -- those miscellaneous
6 charges are itemized and turned in to him.

7 I don't agree with the system that I am supposed
8 to have, now -- it is cumbersome.

9 MR. BIRD: Let's get back to one thing, dammit:
10 Decide whether we are going to accept this report or not.
11 We are talking about next year. I made a motion that we
12 accept the report.

13 MR. GUNN: Other people wanted to talk on it.

14 MR. BIRD: All right -- they have talked about
15 it. They have talked about what we are going to do next
16 year. They haven't said a goddamn word about this.

17 MR. GUNN: All right.

18 MR. BIRD: I make a motion that we accept the
19 report as is.

20 MR. GUNN: The motion has been made that the
21 report be accepted as is, and seconded by --

1 MR. GEICK: Second.

2 MR. GUNN: -- Joe Geick.

3 Discussion?

4 MR. GEICK: The only thing I have got to say,
5 this is a type of thing that happened to me in my expense
6 account, is I will write in all these bills and this crap,
7 and they just take them and throw them over, and, then,
8 one day the guy says, where is your receipt for this bill,
9 where is your bill for that meal -- well, we never took
10 them before, and, well, we want them now. We must have
11 them.

12 So, then, here again, you are in a situation
13 that nobody has ever informed you. So, like I say, it is
14 a matter of just setting down one, two, three, four, five --
15 whatever you want -- everybody has got a different method
16 of keeping books, and mine are probably the worst, but I
17 think we will just have to set it down for these people
18 so they know exactly what we do want. I don't think we
19 can disallow this, simply for the fact that now we want
20 things that we haven't had in the past.

21 MR. LaRue: Mr. President, I think, as a motion,

1 here, I think this was passed, now. It has been talked
2 about and just passed, now. I think -- I definitely think
3 that we need to stress and think of communication, good
4 communication, whoever it is between, and good courtesy
5 with our people that are working on whatever area that
6 they are working in, and maybe a little bit of flexibility
7 needs to be involved, here, a bit. And, now, I think we
8 need to talk -- lay out our guidelines for our future, how
9 these things definitely -- how are we going to work on
10 Frank's idea, what have you, for our future, so our people
11 who work in different areas know where they stand.

12 MR. GUNN: Excuse me, but now you are talking
13 about the future. Let's get the past and present squared
14 away, and then we will go over the future. It has been
15 made and seconded. Any more --

16 MR. MELIN: Was there a motion to be seconded?

17 MR. GUNN: It has been made and seconded.

18 MR. LaRUE: One more comment in regards to the
19 present situation, here -- it is the Baltimore meeting, and,
20 then, it should be ready, probably for presentation by July
21 1st, and finalized.

1 MR. BIRD: That is not what we are talking
2 about. We are talking about 1970, the Denver Hilton
3 Hotel.

4 MR. ARIAIL: I sold a thousand and --

5 MR. GUNN: Excuse me -- the motion has been made
6 and seconded that the report for the 1970 meeting of the
7 National Exhibits Chairman be accepted. All in favor
8 signify by raising their right hand.

9 (Whereupon, everyone raised their hand.)

10 MR. GUNN: Unanimous.

11 Now, go to the 1971.

12 MR. ARIAIL: All right. Balance from 1970
13 convention is \$58.13. We got -- it is fortunate we got
14 the same total number, seventy-seven exhibit booths, \$150
15 each. They raised the price \$25 per booth, because exhibit
16 costs in Baltimore exceeded any previous year. This is not
17 criticism -- this is a fact, due to abnormal expense of
18 renting the Civic Center on a minimum guarantee basis.
19 NATA normally paid only \$15 per space on space used only.
20 Our expense for the same service from Denver, Colorado in
21 1970 was \$1,925. Of course, I made a -- well, I am going

1 into that later. I made a \$600 deposit, and we have a
2 projected expense of \$3,000 which, I believe, if you will
3 check the contracts, \$3,600 alone just for the space. So
4 that is why I was trying to get this one company, because
5 that way, we could save money.

6 Anyway, we will go back to the point of order.
7 Seventy-seven exhibit booths at \$150 each, total of \$11,550.
8 Then, you add your \$58.13, and you get a total of \$11,608.13.
9 Balance on deposit in banks, \$9,166.82.

10 Checks on hand -- these are the ones I have
11 sold since I have been in Baltimore, since Friday -- \$1,025.
12 Check mailed to Houston -- I have a slip, here -- this is
13 from Wyeth Laboratories, stating that they may owe a check
14 to me, and it is signed by the sales manager, W. H. Hewitt
15 of Wyeth Laboratories, a check for \$150 mailed to Houston,
16 Texas -- meaning to me -- mailed to my Houston address,
17 June 1st, 1971.

18 I moved out of my house in New Orleans on May
19 31st, 1971, so I was not in Houston to receive this check.
20 So, I am sure it is there, because they lock my mail up
21 every day as I get it at the office.

1 MR. SHERIDAN: Excuse me -- what was the check,
2 again, the total of that check? Can you give us the total
3 of that check? When you said the check, I didn't know if
4 you had the total or not.

5 MR. ARIAIL: A check for \$150. In other words,
6 I have got these other checks, here. So, let's see -- checks
7 on hand collected at the show or sold at the show, \$1,025,
8 and the check mailed to Houston, Texas, by the Wyeth
9 Laboratories, so, that is a total of \$10,341.82.

10 Expenditures to date -- postage for mailing
11 exhibit brochures, \$13, is the first item; telephone
12 expense, \$100 -- I allocated \$100 for that.

13 Postage and stationery, again, \$20. Printing
14 cost for printing brochures, \$136.50. A.F.C.A. membership
15 fee, \$10. Last year, I did not go -- I worked a "provo",
16 N.F.L. provo, and did not go to the A.F.C.A. meeting which
17 was held in Washington. This year I did go to Houston.

18 A.F.C.A. expenses, \$156. That was for me to
19 fly there and fly back, because Jack Rockwell requested
20 strongly that I be there, plus other expenses. I haven't
21 got them all itemized.

1 All right. Deposit, Baltimore Civic Center,
2 \$600. Entertainment, \$80.81.

3 Secretarial fee, correspondence and so forth,
4 \$150.

5 Total expense to date which is June the 8th,
6 \$1,266.31. Balance is \$10,341.82. Additional projected
7 expenses, exhibit booths and display space at the Civic
8 Center, we have already paid \$600. We will project another
9 three thousand, according to the contract.

10 Uniform and security service will follow, and
11 entertainment in Baltimore will follow, because I took a
12 guy the other night and sold him -- I was taking several
13 of them out. I should be able to have that -- some of
14 that should be on my room bill -- entertainment.

15 MR. DAVIS: When are contracts sent out?

16 MR. ARIAIL: When are contracts sent out? You
17 mean the -- are you talking about the Civic Center contract?

18 MR. DAVIS: When do you send contracts out to
19 an exhibiter?

20 MR. ARIAIL: Oh, I send them out usually between
21 October and November.

1 MR. DAVIS: And how many are sent out?

2 MR. ARIAIL: I usually send out at least a
3 hundred and fifty.

4 MR. DAVIS: Is there a deadline, a suggested
5 deadline on there when they should be back?

6 MR. ARIAIL: April the 1st, but usually we keep
7 on selling right up until we set up, because we don't want
8 to take a chance. There is correspondence and there are
9 phone calls involved, practically twelve -- I would say
10 twelve months a year.

11 MR. SHERIDAN: "Foggie", evidently from the
12 figures that I jotted down, and I stand corrected, now,
13 if I have made a mistake, but, evidently some people
14 haven't paid for their booth, is that correct, up to date,
15 now? You told us seventy-seven booths at \$150, which is
16 \$11,550.

17 MR. ARIAIL: Yes.

18 MR. SHERIDAN: And you come up with a figure
19 of \$10,341.82, which -- I don't know -- leaves --

20 MR. ARIAIL: Well, I broke down the expenditures
21 to date, and you subtract that, do you follow me?

1 MR. SHERIDAN: Yes.

2 MR. ARIAIL: In other words, assets and debits.

3 MR. SHERIDAN: Okay.

4 MR. ARIAIL: He is taking it all down, anyway.

5 You will be able to add and subtract.

6 MR. SHERIDAN: I agree, but we don't have his
7 thing -- we won't have it --

8 MR. ARIAIL: I didn't mean to be facetious.

9 MR. SHERIDAN: While the President is out, can
10 I ask, Foggie, do you have a committee working with you,
11 or are you a one-man committee on this, or --

12 MR. ARIAIL: I have always done it by myself.
13 In other words, when I started out, I used to have to set
14 up the booths, myself, and we put sheets on them, and we
15 gave away door prizes, and, as I built the thing up,
16 Frank Spring came to me one day and said it's kind of
17 undignified giving all those door prizes away, because
18 we were getting bigger. So, then, we cut that out, as
19 far as -- in other words, I have just done it the best
20 way I know how. I wasn't instructed on anything, frankly.

21 MR. SHERIDAN: Don't you feel that a committee,

1 a few committee members and a lot of young people in the
2 organization who asked to help, that it would save you a
3 lot of leg work if you just ran the thing and allocated
4 certain responsibilities to some of these people to help
5 you? It would save you running your head off.

6 MR. ARIAIL: It would be fine with me, but I
7 haven't had any volunteers through the years. I need all
8 the help I can get.

9 MR. LARUE: What Frank is saying, there, maybe
10 if the word got out -- maybe if you would seek help --

11 MR. ARIAIL: Well, that is what I tried to do.
12 I went out and sought help -- as you were -- sought help --
13 I sought help when I got this fellow from the Fern Company.
14 I have used him for about six or seven years, now.

15 MR. SHERIDAN: We are talking about volunteer
16 help, not paid help. We are talking about committee people.
17 Joe Brandford used to run the registration, but he can't
18 any more, because we registered 500 in comparison to 250.

19 MR. DAVIS: You might give some thought to
20 another Division within the organization, a Division of
21 Director of Exhibits.

1 MR. LARUE: Why couldn't, possibly, if you don't
2 go to a committee, why couldn't you seek help in the
3 District where the National program is being held each
4 year? People who are right there and know the area a
5 little bit and could -- this is another suggestion --

6 MR. SHERIDAN: I agree, but I think he should
7 have -- for a matter of continuity, I think he should have
8 another couple of people on his committee, and every year
9 know -- I mean, in the event that something happens to him,
10 that he suffers an accident, for instance, on the way here,
11 why, we are left up in the middle of nowhere.

12 MR. ARIAIL: I think this is a very good point
13 of order, and the purpose that I was going to do -- I am
14 no CPA, and I am in and out of airplanes, and I am in and
15 out of saloons and a lot of other places, but I have got
16 news for you. If I am going to get surgery, joint surgery,
17 I am going to an orthopod, so that is why I was trying
18 to propose that we get this man to run the thing, because
19 he saved us a lot of money in Denver. He helps me. He
20 has got computers, he has got all the bookkeeping -- CPA's,
21 and I would rather do that than go to the next trainer, if

1 we get a bunch of trainers on the committee. Hell, I'm
2 not a businessman. If I was, I wouldn't be so poor. I'm
3 just a trainer. That is the point I was trying to get
4 Sunday, the fact that I wanted somebody who really knows
5 his business, who is -- as far as him getting paid is
6 concerned, he only gets paid for the service he does. He
7 doesn't charge extra for all this stuff. He could print
8 the thing up -- he can do it all. Then, he could work
9 directly with Otho and me. He just mostly goes out and
10 does the selling, to try to keep up good public relations
11 with the exhibitors.

12 That was the purpose of my whole presentation
13 Sunday, is to get somebody that we could depend on. It
14 is not a big deal for him. It is the fact that the guy
15 is there, like a fraternity -- he can handle the situation,
16 and, then, we won't be confronted with all these problems,
17 and I won't be criticized or, you know, in case I don't
18 bring back every receipt for this or that, and that way
19 you would have it better organized. Later on, after we
20 get the thing built bigger -- Newell just told me to run
21 the thing as I saw fit. I didn't have any particular advice

1 from anybody for any help, so I just did the best I could,
2 because I am basically a trainer.

3 MR. GIECK: Evidently, looking at that 1970
4 sheet, the money that you paid Fern, they, in turn,
5 reimbursed the hotel --

6 MR. ARIAIL: That is correct.

7 MR. GIECK: -- out of their pocket?

8 MR. ARIAIL: I tried to make that point.

9 MR. GIECK: So, in other words, we are not paying
10 double.

11 MR. ARIAIL: You are not paying double. You are
12 not doing anything --

13 MR. SHERIDAN: Actually, according to our by-laws
14 and our organizational setup --

15 MR. GUNN: Yes?

16 MR. SHERIDAN: Mr. President?

17 MR. GUNN: Yes?

18 MR. SHERIDAN: According to this organizational
19 setup that we set down, and went through --

20 MR. GUNN: And approved.

21 MR. SHERIDAN: -- and approved, through a lot of

1 hard effort on our part, actually, we don't even have to
2 receive a report from Warren Ariail as the Convention
3 Exhibits Chairman, because he comes under a Division
4 Director. His setup is part of the National Program
5 Committee, and I think his report should be channeled
6 through the Division Director, actually, rather than have
7 him in. He is a committee member. He is not a Division
8 Director. And, if you refer, here -- he is responsible
9 to the Executive Director -- and channeled -- it says
10 "only", and it is in big print.

11 MR. ARIAIL: Well, that is the way it was set
12 up. They changed it, so --

13 MR. GIECK: He was saying on this what we were
14 talking about the other day, the double charge. He was
15 saying that the money that he paid the Fern Company, they,
16 in turn, reimbursed the hotel or the Civic Center, wherever
17 we were, out of their pocket --

18 MR. ARIAIL: That is correct.

19 MR. GIECK: -- on their flat fee, so, actually,
20 we are not --

21 MR. DAVIS: Who is paying the Fern Company?
He is not coming from Cincinnati to Baltimore for nothing.

1 MR. GIECK: Well, for me, I don't know --

2 MR. ARIAIL: It is for this reason I raised it
3 up to \$25 a booth, and he only gets \$4 per booth, and I
4 will guarantee he is not making any money for the amount
5 of work that he is doing, because he has had to fly to
6 New York once, he has had to come to Baltimore once at his
7 own expense, and back to Cincinnati.

8 MR. SHERIDAN: Foogie, I can say -- or, Warren,
9 I can say one thing: This guy must have a hell of a backing
10 because at seventy-seven booths, he has made \$308 in four
11 days, and if he is paying his own expense flying here and
12 flying there, I tell you, he's not making much money.

13 MR. ARIAIL: He is not making -- he did it for
14 me as a personal favor, believe me. He made some money
15 off of this thing in Columbus and Cincinnati. He missed
16 the one in Houston.

17 MR. SHERIDAN: I'm saying, if you are saying
18 that he is making \$4 per booth, he is only making \$300 on
19 our convention.

20 MR. ARIAIL: I realize that.

21 MR. SHERIDAN: He is not making any money on this.

1 MR. ARIAIL: He is not making any money. He
2 did it as a personal favor to me. We talked to some of
3 these exhibitors about how they felt. We thought this
4 thing was going as smooth as anyone had been -- it seems
5 to me that this money, if -- that we are talking \$300 or
6 so -- to keep him happy, they are going to keep coming
7 back.

8 MR. SHERIDAN: I am not questioning -- this guy
9 must have a hell of a backing if he is going to do all this
10 work. I wouldn't do it for a whole week and fly here and
11 fly everywhere else for \$300.

12 MR. GUNN: Excuse me -- if he is charging what,
13 \$10 -- that is what his proposal is -- I don't see how he
14 can make much, anyway -- \$770.

15 MR. ARIAIL: You know how he makes the money,
16 on renting the tables. When his company is doing it,
17 himself, he makes money on renting tables and chairs and
18 ash trays.

19 MR. GUNN: Okay, because -- well, I am not going
20 to comment, because it is the Board, but that looks like a
21 hell of a buy.

1 MR. ARIAIL: That is what I was trying to sell
2 Sunday. He just did it as a favor to me, I'll be frank
3 with you. I have been in trouble in Baltimore and I have
4 been in trouble ever since I've been here --

5 MR. SHERIDAN: Warren, Joe just said, and I
6 spoke to some exhibitors, they said that it has been the
7 smoothest that they have probably been to in a long time,
8 and, yet, yesterday, you told us that you had more damn
9 problems here than anywhere we have been. So I am glad
10 that, you know, this is straightened out.

11 MR. ARIAIL: We ironed them out for the
12 exhibitors. We would have had troubles, just like I tried
13 to tell you Sunday -- they wanted to charge us \$23 an hour
14 to hang those signs. So, this guy and I, we went out and
15 we hung sixty some signs. -- I hadn't sold them all -- we
16 hung them ourselves, like Adolph Hitler -- a bunch of paper
17 hangers. Before I give any of those idiots \$23 an hour,
18 I would rather do it myself.

19 MR. SHERIDAN: That's right -- that's what we are
20 saying -- that is where we need help.

21 MR. ARIAIL: I got help, because I had my man with

1 me, and that is all right -- all I want.

2 MR. SHERIDAN: We must have at least five people,
3 and I can think of three right now who would be willing to
4 be on a committee with you and hang those damn signs, and
5 you wouldn't have to do this sort of thing.

6 MR. ARIAIL: Well, I would rather not -- the
7 more people we get involved, just like going on patrol,
8 right -- you know what I'm talking about -- you get a
9 bunch -- we got a guy -- we have one guy, here, and I'm
10 not going to mention names, because it is easy to -- it
11 is very easy to criticize. Now, I am guilty of it, myself.
12 But, he is supposed to be assigned to all these details,
13 and we couldn't find him. He wasn't here.

14 So, I spent more time looking for his ass than
15 I did hanging them crappy ass signs. So, if you want that,
16 just -- I don't want it.

17 MR. GUNN: Warren, let me ask you a question.

18 MR. ARIAIL: Yes, sir.

19 MR. GUNN: If we charged \$150 per booth -- let's
20 project it to St. Louis --

21 MR. ARIAIL: Yes, sir.

1 MR. GUNN: -- and we get \$150 from Bike, as an
2 example. Now, if we did not have Mr. Bannister, who would we
3 be paying this, what he has charged, this \$10 fee that he
4 is charging? Who would we conceivably be paying that to?

5 MR. ARIAIL: A decorating company in St. Louis
6 that could fluctuate the price.

7 MR. GUNN: Yes.

8 MR. ARIAIL: They could bop us twenty-five bucks.

9 MR. GUNN: Yes -- if they chose, that is what --
10 so, we would be paying that or something else to somebody.

11 MR. ARIAIL: That is just like when we went
12 out to the Hilton. For years, every hotel that I have
13 hit through the years, from San Francisco, Kansas City --
14 any town you want to mention -- I didn't have Miami, thank
15 the Lord, but they would fluctuate. Some of the places
16 would be a lot higher. In other words, the hotels -- we
17 had to fight like hell down there in Houston, because I
18 did not have this man with me, and our stipulation has
19 always been that we were a non-profit organization.
20 Consequently, we had to get the minimum price on spaces,
21 and we kept it -- the first year I took it over, as I have

1 told you before, and the year prior to this, they had
2 had -- I think this is about 1960, '61 -- in '59, they
3 had only had -- that year they had eleven booths at \$50
4 per booth. Out of the eleven companies, only five paid
5 their bills. So, they end up making \$250.

6 The first thing I did, I went to the convention
7 in New York, some place, and Jack Mollenkopf which, at
8 that time, was working with the exhibits, we had a meeting
9 in there, and the first thing I did was jack up the price
10 twice -- double the price. In other words, the first
11 thing was a hundred dollars per booth. So, then, the
12 next thing I did was to increase the sales, and the
13 next thing was to put a stipulation in that they could
14 not have a booth until they were paid, or they show proof
15 that they had sent a check, because it is a matter of --
16 sometimes these people -- just like Wyeth did -- I instructed
17 them over the phone, please bring the check with them to
18 Baltimore, and they processed it through their company,
19 and -- so, the check is sitting down there in Houston.

20 So, we ran into a lot of that.

21 MR. GUNN: What do we, or, say, Mr. Bannister,

1 what does he offer the exhibiter, or what do we offer the
2 exhibiter for this \$150? What does he get? What does the
3 exhibiter get free --

4 MR. ARIAIL: The exhibiter?

5 MR. GUNN: -- or with a \$150 booth cost?

6 MR. ARIAIL: All he gets, like the American
7 Football Association show or any other show you mention,
8 he gets a space and the privilege of being invited to the
9 show and to be able to display, and, also, if he can sell
10 some of his merchandise.

11 MR. GUNN: Well, does he get, say, the back cloth
12 space free? Does he get a chair or anything?

13 MR. ARIAIL: He doesn't get that, because there
14 is no convention that gives that that is any size at all.

15 MR. GUNN: Well, we have exhibited our NATA
16 booth at a couple of meetings, and as part of the booth
17 arrangement, we got, at Boston, San Francisco and other
18 places, I believe -- I'm not sure about those --

19 MR. ARIAIL: Yes, sir.

20 MR. GUNN: -- for the supposed fee, the charge --
21 the booth charge -- you got your space which was made by the

1 drapes. That is over here -- you got that numbered space
2 which had a back cloth and side cloths. You got, I believe,
3 one chair and one stand-up ash tray stand or something like
4 that.

5 MR. ARIAIL: How much did you pay?

6 MR. GUNN: If you wanted any other things -- if
7 you wanted carpet, if you wanted waste baskets -- no, I
8 think you got a waste basket, also. But, if you wanted
9 anything -- extra chairs, a table, railings to split out
10 your booth, those were extra charges. But for your fee --
11 for your initial fee -- you got the drape space and a
12 couple of extras.

13 MR. ARIAIL: The important thing --

14 MR. GUNN: That is why I asked the question.

15 MR. ARIAIL: All right. The important thing
16 was how much was the fee for the booth, do you recall that?
17 That is the key to the situation.

18 MR. GUNN: I really don't.

19 MR. GIECK: Free waste baskets?

20 MR. GUNN: Well, we got free what other people
21 paid for.

1 MR. ARIAIL: Well, if you got the booth free,
2 then you should have gotten the furniture free.

3 MR. GUNN: No, we had the standard form which
4 the other people got for their price, whether it was \$200,
5 a thousand dollars --

6 MR. ARIAIL: Yes.

7 MR. GUNN: -- I don't know, but for their booth
8 fee, they got the booth outlined on three sides by the
9 drapes.

10 MR. SHERIDAN: Warren, suppose Johnson and
11 Johnson wants two tables and four chairs for their booth?

12 MR. GUNN: They pay for it.

13 MR. SHERIDAN: Who do they pay?

14 MR. ARIAIL: They rent them.

15 MR. SHERIDAN: From whom?

16 MR. ARIAIL: They rent them from this company
17 that I am trying to get to help me or who has helped me
18 in about seven or eight conventions.

19 MR. SHERIDAN: In other words, the hotel has
20 nothing to do with this, itself?

21 MR. ARIAIL: The hotel? No. It is the, what do

1 they call it -- the Freeman Decorating Company that gets
2 that.

3 MR. SHERIDAN: You mean Fern brings -- does he
4 bring these things with him each time?

5 MR. ARIAIL: In a truck. He will take a truck
6 out, but like in the case of Denver, the Freeman Decorating
7 Company, they -- Fern went out there and worked a show
8 where -- in conjunction with the Freeman Decorating
9 Company, and they gave -- Fern gave the Freeman Decorating
10 Company part of the action on the rental stuff -- Freeman
11 furnishings -- and they handled the service.

12 MR. SHERIDAN: Where is he from, Fern, again?

13 MR. ARIAIL: Cincinnati, Ohio.

14 MR. SHERIDAN: This guy must have some kind of
15 organization.

16 MR. ARIAIL: He has got one in Columbus, Ohio.
17 You remember --

18 MR. SHERIDAN: If he is going to bring a truck-
19 load of chairs and tables down from Cincinnati to Houston,
20 and he doesn't know how many he is going to sell, he must
21 have --

1 MR. ARIAIL: He has got a warehouse in
2 Indianapolis, also, but they moved. They are prepared
3 for this. They go all over everything. They go -- they
4 have got three companies, one in Cincinnati, one in
5 Columbus, and one in Indianapolis. Well, Indianapolis
6 is only a couple of hundred miles from St. Louis -- maybe
7 a little further, I don't know.

8 MR. SHERIDAN: A couple of hundred miles from
9 Houston, and he is only going to have \$308? He better rent
10 a lot of -- he better have a lot of something going for him
11 if he is going to load that whole truckload for \$308, and
12 doesn't know how --

13 MR. ARIAIL: The \$308 involves this convention.

14 MR. SHERIDAN: I agree. I don't know what kind
15 of a budget --

16 MR. AGGERS: That is where he is picking up
17 his extra money.

18 MR. MORRIS: How much can he possibly make, Foggie?

19 MR. ARIAIL: I tell you --

20 MR. LARUE: Warren, how much, like at this
21 convention with seventy-seven exhibitors, how much would

1 he possibly make?

2 MR. ARIAIL: I beg your pardon?

3 MR. LARUE: How much would he possibly make at
4 this convention with seventy-seven exhibitors?

5 MR. ARIAIL: Well, the Cooper Company, the one
6 that is -- that has got -- in other words, they got a
7 complete monopoly involved at the Civic Center, and we
8 got all these labor unions involved, and I don't know
9 what he could possibly make -- you mean Cooper? Cooper
10 will make real well. This guy just came in to help me
11 with -- making sure that all --

12 MR. WILSON: Mr. President?

13 MR. GUNN: Yes, sir?

14 MR. WILSON: I would like to ask, at what level
15 are we discussing, now? Are we discussing the workings of
16 all the exhibiting --

17 MR. ARIAIL: Yes, apparently.

18 MR. WILSON: -- and everything, or are we
19 discussing the reports, and have they been seconded? The
20 first report has been accepted, right?

21 MR. GUNN: And passed -- it has been approved.

1 MR. WILSON: Are we on the second report, and
2 are we going to accept it or not?

3 MR. GIECK: He can't accept that unless he has
4 the rest of it in. He doesn't have all the figures.

5 MR. ARIAIL: That's right -- I just wanted to
6 give it to you up to date. That is a good point.

7 MR. GUNN: All right. Tom?

8 MR. WILSON: I would like -- getting back,
9 originally, when we started all of this out, to get every-
10 thing clarified, like it has been brought up down at the
11 end, I would like for all of these accounts to go through
12 right there -- one deal -- where we can have bookkeeping
13 and everything, and if he needs checks or anything, he can
14 go through Otho, and would this not clarify everything?

15 MR. SHERIDAN: It sure would.

16 MR. WILSON: I put that in a motion.

17 MR. ARIAIL: That would be good for me. If I
18 could vote, I would second it.

19 MR. GUNN: Put it in a motion, if you would.

20 MR. WILSON: All right. I put this in a motion,
21 that all of our business pertaining to finances go through --

1 and all the accounts would go through the Executive
2 Director.

3 MR. GIECK: Can I make an amendment?

4 MR. WILSON: I'm not a lawyer, so I don't know
5 how to word all of this.

6 MR. GIECK: Can I make an amendment for that,
7 that he would have to set down the guidelines of what he
8 wants? The guidelines set down by the -- the guidelines
9 set down, so these people will know what we want, so
10 like when we get here next year, we got the same thing,
11 but we still don't -- still don't know. But, I am in
12 agreement with you, Tom -- get everything --

13 MR. WILSON: May I ask you, how do you want it,
14 Otho?

15 MR. GUNN: That's right -- is it in order with
16 the Executive Director to --

17 MR. WILSON: So we can simplify this thing and
18 have permanent records -- accurate, audited records.

19 MR. GUNN: I would like for the Executive
20 Director to comment on the motion, and possibly express
21 his wishes as to the motion, and whatever -- however you

1 want to --

2 MR. DAVIS: I would like to say that we have
3 one central set of books on all of our accounts, all of our
4 Divisions, all of our charges or receipts, dues, exhibits,
5 conventions -- the whole works -- and we have one central
6 bank account instead of two or three in different cities,
7 because if we don't, gentlemen, I feel very strongly that
8 we are going to have problems with the Internal Revenue.
9 They have got us right now as a non-profit organization,
10 and if we don't follow their criteria and their recommenda-
11 tions and their rules, we are going to have more problems,
12 and this is why I feel that it is -- very strong that it
13 should be centrally located.

14 MR. WILSON: That is how I make my motion, that
15 it is centrally located in one bank, in one account.

16 MR. DAVIS: And one set of books.

17 MR. WILSON: One set of books.

18 MR. GUNN: Do you understand the motion?

19 MR. MORRIS: I will second the motion.

20 MR. GUNN: Warren Morris seconds the motion.

21 MR. SHERIDAN: Question? I feel that -- along

1 the same lines -- that the Executive Director draw up a
2 certain guideline to be followed and given to the Chairman
3 of any respective committee who is going to deal in
4 finances, and that he follow this guideline so that we
5 don't have ten different committees submitting different
6 procedures. I think we should have one procedure, and
7 Otho can develop this, that each Chairman can get a copy
8 of this and fill it out, and additions, if he has them,
9 which may be a few -- we understand that --

10 MR. GUNN: Pardon me, Frank -- we have a motion
11 and a second, and would you -- if you want to make another
12 motion on this --

13 MR. SHERIDAN: If it is necessary I will.

14 MR. GUNN: -- write it down, and let's get to
15 this one right now.

16 MR. SHERIDAN: Can I amend that, too?

17 MR. MELIN: If you wish to entertain Fran's
18 suggestion, then, the second in the motion previous to
19 this should be withdrawn, unless you want to put the
20 first one to a vote. We can't have another motion, unless
21 there is a suitable amendment to the one that is on the

1 floor.

2 MR. GUNN: I think that we can vote on this, and,
3 then, Fran can make a follow-up motion on it. He can make
4 a separate motion. Agreed?

5 All in favor of the motion, signify by raising
6 their right hand.

7 (Whereupon, the Board raised their right hands.)

8 MR. GUNN: All opposed?

9 (No response.)

10 MR. GUNN: It is unanimous.

11 Now, if you wish to --

12 MR. SHERIDAN: Mr. President, I would like to
13 make a motion that the Executive Secretary --

14 MR. GUNN: Executive Director.

15 MR. SHERIDAN: -- Executive Director, excuse me --
16 Executive Director draw up a set of guidelines to be
17 followed on all expense accounts by the respective
18 committees involved submitted to him, and submitted by
19 him to the Board at the regularly scheduled meetings or
20 meeting.

21 MR. GEORGE: Don't second that, please -- I would

1 like to make an amendment. The only amendment that I have
2 is that we are going to be asked to approve these expense
3 accounts like we are doing, now. In that motion, I would
4 like to say that we get it, first. It is awfully difficult
5 for us to have fifteen figures read to us and then say, do
6 you approve that. I think we have to see these in writing
7 and each of us get a copy of it two weeks ahead.

8 MR. GIECK: This is what he is going to do
9 with everything. If he is in charge of all the different
10 Division Director reports, he is going to --

11 MR. GEORGE: Fine -- I second it, then.

12 MR. WILSON: We are so goddamn bogged down
13 in technicalities, men, we are going to be here forever
14 more.

15 MR. ARIAIL: Could I butt in on one thing? Could
16 I make this proposal and let you vote on it, and let me
17 get back to work -- and that is -- if you want to turn it
18 down, turn it down -- just let me know. Can I get permission
19 for this?

20 MR. GEORGE: We have got Fran's motion. It has
21 been seconded.

1 MR. GUNN: You withdrew your amendment?

2 MR. GEORGE: Yes -- it has been seconded.

3 MR. GUNN: And seconded?

4 MR. GEORGE: Right.

5 MR. GUNN: All right. All in favor of the
6 motion by Fran Sheridan?

7 (Whereupon, the Board raised their right hands.)

8 MR. GUNN: All opposed?

9 (No response.)

10 MR. GUNN: All right. It is unanimous. Okay --
11 thank you.

12 MR. ARIAIL: Could I please read this?

13 All right -- excuse me, gentlemen, but I want
14 to read this, please?

15 MR. GUNN: What is it -- is it appropriate?

16 MR. ARIAIL: It is a proposal that they would --
17 to simplify things, this is just a thing that I want -- a
18 proposal that this man, Bannister, of the George E. Fern
19 Company has made:

20 'He will attest to the complete narrative
21 description of the type of exhibit booth which we

1 propose to furnish in connection with the above
2 reference. Our rental price for these units
3 complete with a standard seven by forty-four
4 two line two color identification sign featuring
5 company name, city and State, plus space number,
6 is \$10. This amount, of course, includes delivery,
7 installation, use and maintenance for the entire
8 period and removal.

9 "We furthermore agree to provide the following
10 services and materials on a gratuitous basis as
11 indicated: Personally visit the selected exhibit
12 site for the purpose of planning the most practical
13 and effective arrangement of display spaces, and
14 negotiation with the hotel Sales Department for
15 the most economical rental fee available -- no
16 charge.

17 "Prepare a custom drafted floor plan of the
18 exhibit area suitable for reproduction in the exhibits
19 brochure -- no charge.

20 "Maintain regular contact with Exhibits Chairman
21 and other interested Association members and officers

1 to render experienced counsel and assistance through-
2 out the exhibits program -- no charge.

3 "Approximately thirty days prior to the
4 convention, we will forward a full complement of
5 our various applicable service order forms along
6 with a cover letter, sample attached, to each of
7 the confirmed exhibitors. For this purpose, we
8 will require only a roster of names, addresses,
9 contacts and space assignments from you at this
10 time -- no charge.

11 'We will maintain adequately staffed service
12 desks in exhibit areas for the duration of the
13 convention to offer optimum assistance to yourself
14 and other NATA officials with the multitude of
15 details attendant to an event of this magnitude
16 and avail exhibitors of our comprehensive spectrum
17 of operations. The latter includes but is not
18 limited to furniture and special equipment, rental,
19 art and sign work, skilled labor for the erection
20 and dismantling of displays, coordination of all
21 utilities, acquisitions with hotel staff, and complete

1 control of all incoming and outbound freight
2 shipments" -- and this is very important -- this
3 incoming and outbound freight shipments.

4 This is where he has helped me tremendously in Baltimore.
5 No charge for that.

6 "Furnishings and equipment from our regular
7 inventory required for Association sponsors for
8 use in such areas as registration, lounges, meeting
9 rooms -- will be supplied at no charge.

10 "In addition, if desired, we will research
11 and accumulate all necessary data pertaining to the
12 exhibit brochure and design layout, and publish an
13 attractive folder for distribution to prospective
14 distributors for the cost of printing only, not to
15 exceed \$150." The price on this printing is going
16 up every year.

17 MR. WILSON: Excuse me --

18 MR. ARIAIL: Yes, sir?

19 MR. WILSON: -- what is it you are asking us,

20 Warren?

21 MR. ARIAIL: As I have asked before, that I want

1 to retain the man, because I feel that he will save you
2 money in the long run -- over the long haul. He has got
3 this bookkeeping and all that --

4 MR. WILSON: You are in charge of this --

5 MR. ARIAIL: Yes.

6 MR. WILSON: -- and you feel this is good?

7 MR. ARIAIL: That is correct.

8 MR. WILSON: How long do you have to make this
9 contract with this firm for, year to year?

10 MR. ARIAIL: Year to year. You don't even have
11 to -- you can have just a verbal agreement. That is all
12 we have had in the past.

13 MR. WILSON: You are asking us to okay this?

14 MR. ARIAIL: Mr. Gunn told me that I should
15 present this to you and get it okayed, and that is all I
16 am asking.

17 MR. SHERIDAN: I would like to get one thing
18 straight. I am against any verbal agreement with anybody,
19 period.

20 MR. ARIAIL: All right. Then, we will get that
21 written.

1 MR. SHERIDAN: Let's get it in writing.

2 MR. ARIAIL: That is no problem, there -- all I
3 want to do is either get it approved or disapproved, and
4 if it is -- and that is all I want to do.

5 MR. LARUE: Can we get a year to year contract
6 with him?

7 MR. ARIAIL: You can get a year to year contract.
8 There is no problem there.

9 MR. DAVIS: Have other sources been investigated?

10 MR. ARIAIL: Other sources? Well, I will put it
11 this way: Through the years, I have used many other sources,
12 but this is by far the best source and the most superior
13 service that we have used, and we have had all kinds.

14 MR. GUNN: Warren --

15 MR. MORRIS: Has it ever been brought up --
16 Warren, or Mr. Gunn, has it ever been brought up -- or,
17 Warren, I should say -- has it ever been brought up for
18 you to have a committee? If anything were to happen to you,
19 and you have done a hell of a job -- in fact, we wouldn't
20 be here today without what you have done -- but, what one
21 man can do, maybe eight, say -- a committee -- one man from

1 each District, to go over the whole country. Has this
2 ever been brought up or discussed as a possibility of
3 working these details out? One man is just -- it has
4 become too much. That is why you have to go to a unionized
5 group, so to speak. Has this ever come up?

6 MR. ARIAIL: We are not going to a unionized
7 group.

8 Has it come up? Yes, it has come up. We
9 haven't had any volunteers, and they just -- they didn't
10 pursue it, I'll put it that way. It hasn't been pursued.
11 It has been brought up, and not pursued.

12 MR. BIRD: Let me ask you, if we are going to
13 have a meeting in St. Louis next year and we have eight
14 men on the committee, we would have to send eight men
15 to St. Louis to investigate all the things, wouldn't we?
16 Couldn't we send one man cheaper?

17 MR. ARIAIL: Well, I am going to put it this
18 way, very frankly --

19 MR. BIRD: If you are going to have a committee --

20 MR. ARIAIL: Oh, I'm sorry --

21 MR. BIRD: -- of eight people, goddamnit, you

1 have got to get them there, you have to find out what is
2 going on. Can you pay eight people to go there and --

3 MR. SHERIDAN: I agree -- we have got other
4 committees, and we don't send them. We don't send anybody
5 on committees. That is the committee chairman's job.

6 MR. MORRIS: We don't even send our Director --
7 our Directors. Our Executives are the only ones that are
8 sent.

9 MR. GIECK: They still want to know something
10 about this --

11 MR. ARIAIL: All I want is somebody professional
12 that will do the job, that is competent, and it has been
13 proven in the past, it is no hack, or it is no deal -- it
14 is no nothing. It is just the fact that -- to let me
15 get better organized.

16 MR. CROWL: It appears to me that half the time,
17 people run around like chickens with their heads off, where
18 a professional firm knows --

19 MR. ARIAIL: That is the point that I was trying
20 to make.

21 MR. BIRD: That is the point I was trying to make.

1 MR. SHERIDAN: Mr. President, I would like to
2 make a motion, please, that we accept Warren's proposal
3 that he has put forth, here, to go and contract with this
4 firm for the one -- the upcoming year -- and that he give
5 us a written proposal or a written contract, and that we
6 have the option to, at the end of next year, drop this or
7 if we don't feel it is feasible. I think we are going to
8 talk about this all day, I think.

9 MR. ARIAIL: That is what I am thinking.

10 MR. BIRD: I will second that motion.

11 MR. GUNN: Renewable annually.

12 MR. SHERIDAN: Renewable annually, and we will
13 go along with Warren, if he feels this strong about it. I
14 don't feel this strong, personally, but, hell, Warren is
15 the guy that has worked with it.

16 MR. ARIAIL: I am the one that has got the job
17 to do.

18 MR. BIRD: I will second the motion.

19 MR. GUNN: Seconded by Byron Bird. All in
20 favor?

21 (Whereupon, the Board members raised their right

1 hands.)

2 MR. GUNN: All opposed?

3 (No response.)

4 MR. GUNN: Unanimous. Thank you, Warren.

5 MR. DAVIS: Gentlemen, I have invited Robert
6 Curran over to meet with us for ten or fifteen minutes,
7 today. He is the Vice-President and Senior Consultant
8 with Pension Planners of Baltimore. They have many
9 operations throughout the country helping to set up
10 pensions, life insurance, hospitalization policies for
11 various organizations and private concerns, and one of
12 his accounts that they have been very instrumental in
13 working with is the Players Pension of the N.F.L., and
14 not only the pension plan, but also the hospitalization
15 and life insurance. I have asked him to just give us
16 some information, here, mainly for thought at the present
17 time that we can work on at a later date.

18 MR. CURRAN: I will only take just a few minutes,
19 because I -- we have just finished looking into something
20 very similar to this for the -- we handle the National
21 Football League's, as mentioned, for the players, for the

1 trainers, the coaches, the front office personnel -- the
2 entire program. Often in an association you will have
3 just about everybody in the insurance business who will
4 attempt to convince you that you have, because of your
5 organization, a very fertile ground for them to sell
6 insurance to your membership. Now, this is a true statement.
7 There is a lot of ifs, ands, and little footnotes that
8 should go with that.

9 We would, in a consulting advice to you, we would
10 say that you have a fertile ground to sell insurance to your
11 membership. However, you should, while you are doing so,
12 get some of the more difficult coverages added to it.

13 Now, for example, your malpractice -- not that
14 you are really seriously involved in operations and dispensing
15 drugs as a doctor or physician might be, but you do have a
16 problem with malpractice and wrong treatment, if that happens
17 along the way, innocent though it might be -- somebody
18 claiming such, even though it may be a false claim.

19 We would suggest that if you are putting a
20 package of insurance together for your membership, or
21 either as part of the dues, or offer it on a basis where

1 they pay for it themselves, that you give to the insurance
2 company not only the sugar that goes along with the
3 Association business, but the question and the opportunity
4 for that company to come up with a malpractice policy.

5 Now, there must be at least 500 insurance
6 companies in the United States who would run right in
7 here, offer a group plan to your membership, promise to
8 solicit the people, contact them individually, get group
9 rates, group underwriting, where there are no medicals --
10 all of these various things they will offer to you. However,
11 they will talk about life insurance first and foremost --
12 simple coverage, not much risk, as far as they are concerned --
13 especially where you are actively employed working in an
14 area where you do not have much in the way of death
15 exposure. You have a disability exposure, but not much
16 in the way of death, over and above the normal individual
17 who is working in business.

18 The next thing that they might offer you is
19 some form of major medical insurance. Now, they are
20 getting a little more risky. They are not too -- they
21 don't talk about that too much.

1 As far as major medical insurance is concerned,
2 most of you are in some organization -- if you are in the
3 N.F.L., you have a major medical plan -- a very attractive
4 one -- if you are in colleges, you may have the college
5 or the State program. If you are in private institutions,
6 you may have. So, the need for major medical may not be
7 as important to you as some other coverages, but I would
8 be willing to bet that there are very few, if any,
9 consulting agents who would come in and talk to you
10 about soliciting a form of malpractice.

11 Now, we do not sell insurance. We are not in
12 the insurance business. We work for the National Football
13 League as the consultants to the Commissioner, to the
14 owners, to the players, in forms of insurance coverage.

15 Now, when they have a National problem, we do
16 design, we put the members to it, and then they go out,
17 and each club buys its own program of insurance that it
18 wants, or it can buy a program sponsored by the league.
19 But, we are not in the insurance business. Somebody has
20 to be in the insurance business to write this policy for
21 you, and it is not us.

1 So, we are saying, once you get your thoughts
2 together with a package, you have to go to the insurance
3 companies, and, then, ultimately, you will have to name
4 an agent to be the recipient of whatever commissions there
5 might be, or you might even write it directly with an
6 insurance company, but the thing to do -- and this is
7 the only advice that I have been working on for Mr. Davis
8 and your Association -- is that don't give away the real
9 attractive piece of coverage, the life insurance, without
10 getting something for your Association in return, and that
11 is probably your malpractice.

12 MR. WILSON: The liability?

13 MR. CURRAN: The liability -- because you read,
14 each and every one of you -- you take the university's
15 insurance policy or the football insurance policy, you
16 can read and read and read, and, then, in little fine
17 print, they will say, "Except in the case of trainers."
18 There ain't no way -- ninety-nine per cent of these policies
19 will exclude you from the liability coverage of the policy.
20 They will exclude the team physician. They will exclude
21 the team trainer. They will exclude the team. If you have

1 a nurse, and in some cases, they do -- but, this is a very,
2 very general exclusion under a liability policy in athletic
3 contracts, or in universities -- liability for the professors,
4 and the men in the laboratories and the rest. So when it
5 gets down to the very end, the thing that I would suggest
6 that you need, or, at least, you can throw into the
7 specifications, is some form of liability insurance.

8 Now, just -- I will direct myself for just a
9 few minutes on that. On the liability insurance, there
10 is only one or two policies that are written that would go
11 nationally. There was one just written a couple weeks ago
12 for the American Association of Medical Clinics, 10,000
13 members. It was written throughout the United States by
14 CNA, Continental Insurance Company -- out of Chicago.
15 This is one of the very first policies that were written
16 that crossed State lines. Most of the Association malpractice
17 insurance, A.M.A. and the rest, they could never get it
18 written, because each of the local insurance commissioners
19 in a State would not let malpractice insurance cross State
20 lines.

21 They could write it in Maryland, they could write

1 it in Vermont, they could write it anywhere else. However,
2 they could not write it to cross State lines on an
3 association basis.

4 This policy here was written, and my guess is
5 that it was written with a policy issued in each State.
6 They had 10,000 members, so it would work in that case.

7 Liability insurance, in a purely good risk
8 cost, and I will give you some ideas as to what you might
9 be thinking about -- for an association to have liability
10 insurance, a member would have \$5,000 of liability or a
11 maximum of \$15,000 in the course of a year. So, if you
12 had one incident, it would cover you up to 5,000. If you
13 had three incidents in a year, they would cover you up
14 to 15,000, and that costs you \$40 a month. That is \$500
15 a year, gentlemen. That is an awful lot of money, and
16 that is what they are writing for the doctor.

17 Now, the doctor is not buying five and fifteen,
18 he is buying a hundred and five hundred, or five hundred
19 and a million.

20 MR. WILSON: Now, for this fifteen coverage,
21 that is \$40 a month per individual?

1 MR. CURRAN: Per individual, that is correct.
2 So we really have said --

3 MR. WILSON: Yes.

4 MR. CURRAN: -- forget it, it is not worth it,
5 because the people who set the rates is what, one
6 association like yourselves, and maybe some experience
7 in the country for another -- maybe only two -- maybe in
8 physiotherapy. But, they are not working with high priced
9 athletes. In most cases, they are working with people
10 who come in with a broken arm or rehabilitation for an
11 insurance company, so we are talking about a five hundred
12 cost to give you five and fifteen. Doctors are paying
13 anywhere from a thousand dollars to two thousand dollars
14 a year to get normal coverage.

15 So I would suggest, here, that if you are going
16 to put a package together, you might for the early years
17 consider some kind of a legal aid fund that is handled
18 by your own association -- some form of legal aid. Now,
19 this legal aid fund is like the American Legal -- Automobile
20 Legal Association whom I have talked to on behalf of this
21 kind of program. When they initially set it up, they set up

1 a fund which part of everybody's dues went into to support
2 the individual who needed legal aid in an accident or in a
3 foreign State or in a trap where he was picked up for
4 speeding -- this type of thing.

5 So I would think, because of the cost for this
6 coverage and the lack of experience the insurance companies
7 have, your early years of this kind could be in some kind
8 of a legal aid fund set up by your Association.

9 Now, this legal aid fund could either be a
10 commitment that you would spend the money, or an actual
11 fund where you put the money in it. But handle it under
12 a trust fund where you would set it up in a local bank
13 or something of this nature.

14 Now, how much would you set up? You set your
15 own rules. You might say, well, we will have a fund that
16 will pay up to a thousand dollars to assist a member if
17 it goes to court. Don't get caught in a situation where
18 you have a fund that will pay out of court settlements,
19 because unless you had a couple of million dollars in that
20 fund, what kind of out of court settlement could you
21 imagine a man would go for, a thousand dollars? So, what

1 you want to do, if you set up this fund, is have this fund
2 that will help the individual with legal assistance if he
3 goes to court. That will take care of some people who
4 might just say, oh, the hell with it, I'll settle out of
5 court, and I'll get a thousand dollars, and you can have it.

6 If he goes to court, then have a fund that will
7 pay up to a thousand dollars to legally assist him. You
8 might have a limit of -- you will handle up to \$3,000 in
9 the course of a year, a thousand dollars for each defense
10 up to a total of \$3,000, or you might prorate it over a
11 year -- some form of legal aid fund to help your members
12 if you are involved in a legal adjudication towards a
13 malpractice.

14 Gentlemen, I wanted to make one thing very clear:
15 You are a prime subject for people who are out to sell you
16 insurance. They say, look, there are 800 people who are
17 certified athletic trainers, who are prime -- they are
18 in their -- in good occupations. They are the type of
19 people who can do very well, insurance-wise, and they
20 are out to sell you something. But my advice is buy
21 something while you are at it -- either buy a major

1 medical policy which they are not interested in writing,
2 generally, or buy some kind of insurance or stop loss
3 on a malpractice fund, but put these three things in
4 your specifications, so you can see what is available
5 in the market place, and not go out and buy the very
6 prime thing that they are trying to sell you -- life
7 insurance -- the first time around.

8 Now, before the month is out, I would be
9 willing to bet that every one of you would have some
10 group insurance plan proposed to you in your regular
11 occupation, your regular employer -- you can buy maybe
12 a couple hundred thousand dollars worth of group insurance
13 without even taking a physical -- Carte Blanche, American
14 Express, or if you are in the Air Force or the Army Reserve
15 or the National Guard, you can buy all that kind of
16 insurance -- all these things are offered to you every
17 day. You throw mail away every day which, in fact, offers
18 you insurance from all kinds of sources. So that there
19 is an area where everybody is trying to sell life
20 insurance, and if you are out to -- if you are thinking
21 of buying some to help your membership, say to your members,

1 we have insurance along with your dues. Keep it to some
2 reasonable amount -- \$500 or \$1,000. Let the individual
3 buy his own life insurance. Group insurance does help
4 you a little bit on cost, but you can buy that almost
5 anywhere in the country just as reasonable without the
6 headaches of an association sponsorship. But if you are
7 going to sponsor it, make sure you get something the
8 insurance company doesn't want to sell along with it.

9 Give them a little bit of sugar on a pill
10 that he is not happy to get, and when he goes along with
11 this, he pairs them up, and he says, okay, I'll give you
12 some malpractice insurance. I'll guarantee that after a
13 thousand dollars is paid from your Association to the
14 individual legal aid, I will protect you and him, let's
15 say, for the next five thousand. Some kind of a deductible
16 malpractice insurance.

17 We are saying to you, if you are interested in
18 reviewing a package of specifications between now and your
19 next Executive meeting, we would be happy to work with you
20 to put the specifications together to give to your insurance
21 agents, whoever they might be, to get some bids. But until

1 that time comes, I think you would be well advised to stay
2 away from just the pure group term life insurance, because
3 I don't think any of you need it, and I think you are
4 giving up the ace in the hole in bargaining with insurance
5 companies for insurance.

6 Basically, that is all I have to say, gentlemen,
7 today, as far as what you -- don't jump into this. Put
8 something in there so it is worth your while. If you have
9 any questions on this malpractice or anything else --

10 MR. GEORGE: Yes -- do you feel that our
11 organization could get a policy similar to the one that
12 the Therapy organizations gives its members -- 200,000 --
13 600,000, and costs about \$70 a year?

14 MR. CURRAN: Okay -- what happens on all these
15 policies, once -- it is like automobile insurance. Once
16 you get past the cost of the legal assistance, you can buy
17 almost anything. You know, in other words, the first \$5,000
18 of coverage costs fifty or forty -- \$50 for the first -- and
19 you can go on forever beyond that.

20 Now, where is that Therapy Association located,
21 in one State?

1 MR. GEORGE: No, nationwide -- it is the American
2 Physical Therapy Association.

3 MR. GIECK: It is Mutual of Omaha, I believe.

4 MR. CURRAN: It is probably an insurance agent --
5 it is probably CNA or one of those. How many in the
6 Association?

7 MR. GEORGE: Active members, I couldn't give
8 you an accurate figure right now.

9 MR. LaRUE: About 17,000, approximately.

10 MR. CURRAN: That is a little different ball
11 game than your eight or nine hundred. We are talking
12 about the clinics people, here.

13 MR. GEORGE: They have been sued much more often.

14 MR. CURRAN: That's right. The problem is, they
15 wrote 17,000 people, and I would be willing to read that
16 contract, and every State issued a contract to make a master
17 contract. You see, we still are not in a position, yet,
18 to write across the line malpractice insurance. It probably
19 was forty-eight or fifty individual contracts written under
20 a master concept, because the Association was large enough.
21 That is my only thought.

1 There is a day that this will break, and they
2 will be able to do it throughout the States. The associations,
3 like that and the clinical associations, who beat the law
4 by the loophole, that will make the law change. But I
5 would say, yes, you can buy it -- your Association is
6 too big -- is too small to bargain for it, unless you go
7 along with something else that gives you a master contract,
8 and this becomes a rider to it or a subchapter to a master
9 policy on the life insurance on major medical.

10 Yes, I think you can buy this. I think it is a
11 little premature in the market place at the moment, and
12 I don't think you can afford to pay the \$70 per member
13 from the Association, and I don't --

14 MR. GEORGE: Each member has a choice to take it
15 or not to take it.

16 MR. CURRAN: Okay. When you have that situation,
17 if they are in a very viable occupation like they are, they
18 will probably go right along with it. How many of your
19 membership do you think would pay \$70 a year for malpractice
20 insurance? This is the question you have to ask yourself,
21 and that is a tough situation. How many members have you

1 had who have been sued in the last couple of years, three?

2 MR. SHERIDAN: I was just going to ask that
3 question.

4 MR. CURRAN: We are familiar with two, so -- we
5 know of two, so I don't know -- there might have been
6 another one somewhere along the line. They may have been
7 false claims. I'm not saying that they were legitimate
8 malpractice, but they were claims, I know that. I know of
9 two of them, because they are in the National Football
10 League.

11 MR. SHERIDAN: Do you know what, without getting
12 into too much involvement, these malpractice -- these two
13 you know of involved in malpractice?

14 MR. GEORGE: The amount of money?

15 MR. CURRAN: One of them surprisingly enough
16 was for giving information to an insurance company which
17 was classified under malpractice. For example, the
18 insurance company comes in, and you say, Joe Bananas is
19 my left halfback. He is claiming that he hurt his knee.
20 So you say, well, he didn't hurt it here, he hurt it in
21 college, or some other -- not actually malpractice, except

1 maybe a question of ethics. And, then, he claimed that
2 you did it. That is how one event came about, because
3 the person who was making the claim said that you, the
4 trainer, caused this problem, but it came about initially
5 by a matter of ethics more than anything else.

6 The other one was a boy who was hurt in a
7 heat situation -- ultraviolet light -- and he hurt his
8 eyes or cornea or something. He didn't have the right mask
9 on or something of this nature. That one was a matter of --
10 the man did actually what he said. He gave him the glasses,
11 and he didn't put them on. So both of them were thrown out.

12 But, nevertheless, there was legal involvement
13 in both of them.

14 Now, some day, you know, you are not -- some day,
15 one of you is going to make a mistake that is going to go
16 to court, and it is going to be a real case that is not
17 going to be thrown out, so legal assistance could very
18 well be necessary.

19 MR. DAVIS: Do you believe if we, as an
20 association, had a legal aid set up, that we would have a
21 little more bargaining power to get a liability policy?

1 that policy in the early years. I think even a couple of
2 dollars into a legal aid fund, where it will give peace of
3 mind to your membership, that he can go somewhere to get
4 legal aid, and, secondly, the Association is behind the
5 individual with their funds helping him. I think this is
6 a better way of spending money than to pay \$70 for two
7 hundred and six hundred thousand.

8 MR. SHERIDAN: That probably gives the individual
9 involved, too, when he can say, well, my Association is
10 going to back me on this, and he may not even have to
11 quote any money, but just the fact that the National
12 Association is going on to back this, this may --

13 MR. CURRAN: This will help him --

14 MR. SHERIDAN: Right.

15 MR. CURRAN: -- in the initial charge by the
16 individual.

17 Secondly, when he goes to court, he is going to
18 go to court and he is going to need not only moral support
19 but some money to help him. I would say a thousand dollars
20 per incident should be a maximum in the early years if you
21 do set up the fund. And I say, if you could come up with

1 MR. WILSON: Thank you very much.

2 MR. DAVIS: I believe in checking back at
3 your last meeting of the Board of Directors, that you
4 requested to have a Board picture -- a group picture
5 made. Is that photographer still there?

6 MR. GIECK: Do we need any action on this
7 proposal that he had, of creating a committee for studying
8 this?

9 MR. GUNN: Is he out there?

10 MR. GEORGE: The photographer? No, he left,
11 but he will be back.

12 MR. GUNN: Frank, would you ask Clyde Stretch
13 to come in, please?

14 Okay. Gentlemen, Fran -- excuse me, you have
15 asked --

16 MR. GEORGE: Clyde says that Bud is available,
17 too. Which one do you want first?

18 MR. GUNN: Clyde, please.

19 Clyde Stretch was asked to come back by you
20 yesterday for a budget request. Is that right? Okay.

21 MR. STRETCH: In our meeting together the last

1 time, I neglected something that I should have done. All
2 Divisions -- this is a new proposal -- all Divisions that
3 have expressed a desire to do publications, and, originally,
4 in the reorganization setup, it would set up what -- we
5 were supposed to have a journal and publications committee,
6 but there really isn't any way for the journal committee
7 to handle much more than they are handling right now.

8 So, what I would like to do is recommend that
9 a publications committee be established to serve as a
10 consultant and executor for other committees within the
11 organization in regards to publications for those various
12 committees.

13 Just a word of explanation of what it will be --
14 if a committee wishes to publish something, the publication
15 committee will advise them and make arrangements for
16 printing or whatever publication will be necessary. It
17 will be just to serve the other committees in publications
18 that they want to put together.

19 I don't really know what --

20 MR. GUNN: You have got figures there and a
21 number of alternatives -- I think they would like for you

1 to suggest or request the budget figure that you want.

2 MR. STRETCH: Okay. Have they seen this at
3 all, or -- okay. I said that when I went back after our
4 last meeting, I set this up on the basis of some of the
5 things that we discussed there. The way I set it up was
6 I set it up on the basis of four issues a year, the basis
7 of five issues a year, and the basis of six issues a year.
8 The reason I set it up for five issues a year is because,
9 if we can -- if we consider going to six issues, which
10 I would like us to do from now until next year, we just
11 put out five issues, because we would finish this year as
12 a quarterly, and, then, start next year as a six times a
13 year publication. So that I have prepared this to show
14 what it would be like for four years, what it would be
15 like if this was a regular six issues a year, and, then,
16 the five issues which was -- if we go to six -- would be,
17 actually, what it was.

18 Should I just go through and read these through
19 and then point out things?

20 MR. DAVIS: Yes.

21 MR. STRETCH: Okay. Based on the Sheridan Printing

1 Printing Company's estimate, I rounded that off -- the
2 figure of \$1,700 per issue is the layout printing and
3 handling costs. So, for four issues, this came out to
4 sixty-eight hundred. In five issues, it was eighty-five
5 hundred, in six issues, it came out to be \$10,200. Okay.

6 Complementary copies -- these are fifty-two
7 people in the Eastern Medical Association that the journal
8 was sent to. This, again, would be a variable -- four
9 issues that cost \$312, five issues, \$390, and six issues,
10 \$468.

11 Copies for advertising use -- we based this on
12 \$50 per issue, and this came out to \$300 for four issues --
13 \$300 for four issues, \$375 for five issues, and \$450 for
14 six issues.

15 Copies free to honorary and retired members --
16 this figure is based on the May 1st Association enrollment,
17 I guess you would call it, of 2,067 members, and, at that
18 time, there were fifty-six honorary and retired members,
19 so the cost of this was figured at \$336 for four issues,
20 \$420 for five issues, and \$504 for six issues.

21 At the time of our last meeting, Mr. Fran

1 Sheridan recommended that we have -- that we print 3,000
2 copies of each issue. So that totaling our membership
3 plus the complementary copies and the staff copies, it
4 came out that we would have an inventory of about 800
5 issues. If this is the case, then we would have tied
6 up in this inventory with this number of issues \$4,800
7 on a four issue, \$6,000 for five issues, and \$7,200 on
8 six issues.

9 I would recommend that, just to save us money,
10 that we seriously consider reducing this inventory.

11 The material I have presented, now, is all
12 material that varies, depending on whether we produced
13 four issues -- produce a four issue year or six issue
14 year. The rest of the stuff would remain the same, no
15 matter which way we did it. One would be to set aside
16 \$1,500 for future use in promotion of new subscribers.
17 This would be used, hopefully, in the future to purchase
18 advertising space in a place like the Journal of the
19 American Medical Association in these areas which we
20 discussed at last June's Board meeting, as far as promotion
21 is concerned.

1 The clipping service I figured to be \$960.
2 Now, Otho asked me to check with this man at the Colts.
3 Should I report --

4 MR. DAVIS: Yes, if you have a different figure.

5 MR. STRETCH: I checked with him. The company
6 he uses is one of the companies I checked into, and it is
7 not necessarily the one that could offer us the best deal.

8 I have the figures, here -- the company the
9 Baltimore Colts used is the Mutual Press Clipping Service.
10 Now, all they ask for, and this depends -- this affects
11 the total cost. All they are interested in is articles
12 that deal with the Baltimore Colts in the twenty-four
13 league cities. Now, we will be asking for a different
14 type of information, so this would affect the price. But,
15 from the Mutual Press Clipping Service, their charge was
16 \$35 a month and twenty-five cents a clip.

17 I talked to this gentleman and mentioned some
18 of the other companies I had checked into, two of which
19 offer rates of \$40 a month and eighteen cents a clip. He
20 said that he thought that we -- it would probably cost us
21 less to go with one of these companies.

1 When I originally talked to one of the representa-
2 tives from the press clipping companies, they felt that it
3 would cost us a hundred dollars a month for the clipping
4 service. I couldn't see us having anywhere near that
5 number of clips, and I estimated \$80 a month, which is
6 what the \$960 in the budget is. But the gentleman from
7 the Baltimore Colts that I talked to said that he didn't
8 think it should cost us much more than \$500 a year, so I
9 don't honestly know what to say, because never having done
10 this before, we have no precedent upon which to base it,
11 as far as the cost. We could let the \$960 stand and come
12 under it, or go with \$500 and wind up in the red on this
13 part. I think that is a matter for you to decide if we
14 did it. Yes?

15 MR. GIECK: Is that clipping service newspaper
16 only, or is that medical journals or just what?

17 MR. STRETCH: Let me go back to my sheet, here,
18 so I can see just what -- the company that I would recommend
19 has full coverage of every daily and weekly newspaper in
20 the country, plus 8,000 trade magazines, of which some of
21 them are medical and educational.

1 MR. GIECK: Would some of them be the ones that
2 we are interested in?

3 MR. STRETCH: Pardon me?

4 MR. GIECK: I say, would these magazines that
5 they have access to, would they be the ones that we are
6 primarily interested in, or do they just have a couple of
7 them?

8 MR. WILSON: Out of 8,000, Joe, I would say it
9 must hit in there somewhere.

10 MR. STRETCH: Yes -- see, the others go 3,700 for
11 one, 4,200 for another one, 3,700 for another, as far as
12 this -- so they cover almost twice as many magazines than
13 their competitors, plus the full daily and weekly newspapers.

14 MR. WILSON: Excuse me, now -- what the Board is
15 being asked is approval of your submitted budget, and this
16 budget I want to understand is contingent. What was the
17 budget last year that we operated this magazine -- this
18 journal?

19 MR. STRETCH: Otho?

20 MR. DAVIS: On this Treasurer's report that I
21 have received, journal sales were \$549. Journal advertisement

1 was \$6,837.52. Disbursements, down here, further, shows
2 the journal publishing and mailing was \$9,467.10. So with
3 that, those two figures in mind, we went in the hole.

4 MR. WILSON: How much money did we lose? I'm
5 not a mathematician --

6 MR. MORRIS: About twenty-five hundred.

7 MR. GEORGE: Around 2,000.

8 MR. WILSON: All right. We lost 2,000, and if
9 we go to six publications, like your desire, that is going
10 to increase the cost to how much?

11 MR. STRETCH: I can't give you totals.

12 MR. GIECK: It will go up about \$4,000. You
13 go from sixty-eight to ten-two.

14 MR. WILSON: Then, our cheapest is four
15 publications which has been done in the past, is this true
16 or not true?

17 MR. STRETCH: Well, to a certain extent. The year
18 before we had less advertising than we do this year, which
19 will make a difference. On top of that, if we go to six
20 issues, that will be two more issues for people to advertise
21 in as well.

1 MR. WILSON: Right -- to help average the sales
2 of advertising.

3 MR. STRETCH: Yes, so it will be two more issues,
4 and we would stand a better chance to get up to our optimum
5 of fifty per cent. So that it might -- there is a chance
6 that going to six issues could help increase our advertising,
7 because a year's rate would probably be a little less than
8 it is for just four issues.

9 MR. GEORGE: Is it going to be less published,
10 now, or not?

11 MR. STRETCH: Yes, because before -- it is like
12 we talked about last time -- it was 3,100 for the spring
13 issue, and the Sheridan estimate came out to be a little
14 bit below seventeen hundred.

15 MR. GEORGE: From 3,100 to 1,700?

16 MR. STRETCH: That is correct.

17 MR. GEORGE: That is almost half -- much less.

18 MR. STRETCH: I'm talking about the layout, the
19 printing and the mailing total 3,100 for the spring issue
20 that we paid, and the Sheridan estimate for those three
21 areas was for a little less than \$1,700.

1 MR. GEORGE: Including the mailing?

2 MR. STRETCH: Including the mailing.

3 MR. GIECK: Do you feel that we have enough
4 quality material, right now, without six issues?

5 MR. STRETCH: Pardon me?

6 MR. GIECK: Do you feel that we have enough
7 quality material coming in to where we can put out articles
8 that are definitely related to us, without having to go out
9 and get this article, that article, and -- these fillers --
10 to make it worth-while for six issues?

11 MR. STRETCH: Part of my concern is with the
12 articles, but part of my concern as well is for how well
13 the journal can serve the organization. Part of this
14 would include -- for example, we have had three or four
15 mailings about the convention this year, all of which it
16 would be possible next year to include in two journals.
17 We could have one set up that told about the city and the
18 facilities, there, and, then, the next journal could present
19 the program, so that we would be able to eliminate, hopefully,
20 these mailings -- some of these mailings -- by doing this.

21 MR. WILSON: All right.

1 MR. STRETCH: We would be able -- shall I go
2 ahead, or --

3 MR. WILSON: We are being asked, now, from what
4 I can remember, yesterday, you asked for \$28,000.

5 MR. STRETCH: Well, I reduced that since then,
6 because I had figured the original cost of the press
7 clippings.

8 MR. WILSON: What is the estimate now that you
9 are asking for?

10 MR. GIECK: It was for -- it was twenty-three-four
11 that he was asking --

12 MR. STRETCH: For four issues, it would come out
13 to seventeen one eleven for this coming year, from June to
14 June, which would only include five issues. The total
15 came out to \$2,470.

16 MR. GUNN: What was that again?

17 MR. STRETCH: See, right here, four issues --

18 MR. GUNN: All right -- twenty thousand --

19 MR. STRETCH: Isn't that what I said? I'm
20 sorry -- twenty-thousand -- forgive me. If this were a
21 normal six-issue year -- in so many words, if we were

1 meeting at the same time next year and discussing this
2 budget for six issues, it would be \$23,430.

3 MR. WILSON: I am interested, to be perfectly
4 honest, I am interested in doing this just as cheap as we
5 can, Clyde, and it doesn't have any bearing on you or
6 anything.

7 MR. STRETCH: There are some points in this --
8 if we cut down our inventory from 800 to, say, 200, it is
9 going to cut the money we have tied up in inventory to a
10 quarter of what I have figured, here. See, just by cutting
11 our inventory, we can cut our cost on that considerably,
12 like for the four issues, instead of costing \$4,800, it
13 would cost us \$1,200 to maintain a 200 issue inventory instead
14 of an 800 issue inventory.

15 MR. WILSON: What is the purpose of the 800
16 inventory?

17 MR. GUNN: Figuring it on the five -- if you say
18 that you want to go to six, you can only go to five in one
19 year --

20 MR. STRETCH: Right.

21 MR. GUNN: -- so you are talking about five? You

1 are not talking about six, you are talking about five issues,
2 and if you wanted to go to the six. So, figure the savings
3 on the five issue basis from cutting your inventory.

4 MR. STRETCH: Okay -- so it would be a fourth
5 of \$6,000, or it would cost us 15,000 instead of 6,000.

6 MR. GUNN: 1,500.

7 MR. STRETCH: 1,500, I'm sorry.

8 MR. GUNN: All right. That would reduce your
9 need, then -- your request -- would it not?

10 MR. STRETCH: Yes, it would reduce our request
11 by \$4,500 right there, as far as just reducing that
12 inventory.

13 MR. GUNN: So, taking the 20,470 figure --

14 MR. STRETCH: And reduce it by 4,500.

15 MR. GUNN: All right -- that knocks that much
16 off of the request.

17 MR. DAVIS: Clyde, have you pursued --

18 MR. GUNN: It is 15,000, now, you are down to.

19 MR. DAVIS: -- what is that place in Ann Arbor
20 that microfilms?

21 MR. STRETCH: Because of the time that you

1 contacted me on it, I was involved in preparing for final
2 exams in school and everything, and I didn't have an
3 opportunity. I plan to do it when I get back.

4 MR. DAVIS: Using their services, would this
5 reduce what we would have to have in excess copies? If a
6 guy wants an inventory of a journal, or a copy of it --
7 of a whole series of our journals -- he can go and order
8 that thing from Universal Microfilm and take it to the
9 library and do it?

10 MR. STRETCH: Right -- that should be quite
11 possible that way.

12 MR. DAVIS: All right. Then, that is that much
13 more saved, and if a guy wants it, he can get it from them?

14 MR. STRETCH: Right. Now, we have -- there are
15 two things that are not considered in this budget, because
16 I have no way to estimate what they will be. One is, as I
17 said, the dermatology series scheduled to start, and the
18 colored prints will cost a little bit more. So -- and I
19 have no way to estimate what that --- what effect that is
20 going to have.

21 MR. WILSON: We could delete that, as far as I

1 am concerned, personally. And this is what I want to do,
2 as the Board of Directors -- I don't want to spend all
3 afternoon doing this -- I would like, if it is possible,
4 to have the journal just like we have done, because it is
5 excellent, for the same cost as last year, or due to the
6 cost of everything going up a little, exactly how much,
7 and that is what I want to do.

8 MR. GIECK: On the same token, we give him a
9 budget. He can publish 8,000 colored photographs or none.
10 He has only still got this X amount of money to do it with.

11 MR. VANDERVOOIT: If he feels that it is going
12 to improve it that much, and he does it within his budget.

13 MR. GIECK: Right, and this is the prerogative
14 of the journal to do it, but if we give them X amount of
15 money, they can give us the best job that they can do.

16 MR. WILSON: That is what I want to do, to give
17 them X amount of money, what we are dealing with, here.

18 MR. GUNN: You are agreeing that one easy method
19 of cutting down is cutting down the inventory -- that cuts
20 \$4,500 off of his request.

21 MR. AGGERS: It might be cut further on this

1 microfilm deal, too.

2 MR. STRETCH: That is not in it. What Otho was
3 talking about, as far as microfilm, is that reduces the
4 need for the service of our inventory.

5 MR. SHERIDAN: Mr. President, may I say some-
6 thing, please? Two things -- first of all, I would like
7 to say this: For years, it has been brought up at
8 conventions that the damn journal is no good, and we
9 should boost up our journal. So, if we want to go first-
10 class, we are going to have to go along and, Tom, I'm not
11 saying spend an X amount of money on this, but the journal,
12 I think, now is to a pretty good point, but I think we
13 have to assume one thing, that if we give Clyde a certain
14 amount of money to use -- now, the printing of this thing
15 may vary a few dollars, because of added inserts that he
16 may want to put in. It may be \$100 more one issue than
17 it would be the previous issue. If he gets a good article
18 and wants to put two more pages on something, you know --

19 MR. WILSON: Right.

20 MR. SHERIDAN: -- I think it is a little hard
21 for Clyde to estimate.

1 MR. WILSON: I don't know anything about the
2 journal at all. I read it, I enjoy it, I think it is a
3 good journal. But we have got so much money in this
4 organization. I got to know how much money we got to
5 put into this, and that is what I want to find out. I
6 don't want all of this bull shit and this talking.

7 MR. GUNN: Let me propose this: I know it is
8 the first year, and you may make some mistakes -- let me
9 propose this to the Board for your consideration and action.
10 Lessening the inventory we'll say \$4,500, agreed?

11 MR. SHERIDAN: Yes.

12 MR. GUNN: That is the figure he has given us --
13 that is, the five issue on a twelve-month basis. Then,
14 it is a different game next year if you choose six. But
15 this allows him to think on the six-issue basis. It brings
16 the requested budget down to \$15,970. Now, the savings
17 projected -- this is not a true figure or not an assured
18 figure, but the savings projected by going to Sheridan
19 Printing Company will save us, conceivably, on a five-issue
20 basis, approximately \$7,000. Subtract that from the
21 15,970, and you now have a budget request that he feels --

1 he doesn't know whether this will work or not, but he
2 feels he can live with it, of \$8,970. I think that is
3 about as close as he can come right now, and it is as
4 close as you can ask him to come right now.

5 There is a considerable difference already
6 affected by the savings, from \$20,470 to \$8,970. I just
7 submit this to you. If you want to include this as a
8 request for this Division, then, I think he will go along
9 with that as a request. You have saved approximately
10 \$11,500 off of the request -- is that right?

11 MR. DAVIS: As it is right now, according to the
12 figures that we have on this Treasurer's report, it would
13 be one thousand -- it would be \$1,500 more than last year.

14 MR. BIRD: In other words, he has asked for
15 \$8,900?

16 MR. GUNN: \$8,970, and that is giving him the
17 benefit of the six issue possibility. It would only amount
18 to five in a year, but you give him the --

19 MR. WILSON: Do we have this money? Otho, do
20 we have this money that we are talking about, now?

21 MR. STRETCH: Gentlemen, nothing as far as the

1 journal is a necessity. It is how well we serve the
2 organization, is the way I feel about it. You can carve
3 off anything you want. Nothing is a necessity. We could
4 put out a mimeographed one-page newspaper if you wanted to.
5 Nothing is a necessity. Carve off what you want, and we
6 will do with it from there.

7 MR. GEORGE: My feeling is that the journal is
8 one of the best ways that we do serve the organization.

9 MR. WILSON: I agree -- I enjoy it. I read it
10 from word to word. Alls I want to know is how much we got
11 to put into this thing. We can't just put money we don't
12 have.

13 MR. GIECK: We have got to figure up everybody's
14 request, and then look at it, Tom. We got to take every-
15 body's request, and then see how much money we got, and
16 then allocate it, rather than give him something --

17 MR. WILSON: We are going to be here until
18 goddamn hell freezes over if we don't start moving.

19 MR. GUNN: We have got to get the facts before
20 you move. Twenty-five fifty-four fifty-four is requested
21 by the Professional Advancement Division. \$850 has been

1 requested by the Professional Services. You are adding
2 \$8,970 from the Information Services. You will have one
3 more Division which would be considered in the budget.

4 MR. SHERIDAN: According to my figures, he is
5 asking less than he did last year for the journal. Adding
6 the receipts, the journal, the disbursements in the journal,
7 last year, according to these, I got \$10,378, and he is
8 not asking for that much this year.

9 MR. GUNN: Thank you, Clyde, very much. Are
10 you through with the information gathering from Clyde, so
11 he can leave?

12 (Whereupon, a brief recess was taken.)

13 (Whereupon, a change of court reporters took
14 place, Mr. Edward Mintzer resuming.)

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1 Constitution and by-laws right now?

2 MR. GUNN: You approved all of this, right, or
3 not right?

4 MR. SHERIDAN: Right.

5 MR. GUNN: This was approved in total and the
6 minutes reflect it by the Board. If it wasn't understood
7 and read at that time, the responsibility lies with all
8 of us.

9 MR. WILSON: What does Bruce have that he wants
10 to bring up?

11 MR. GUNN: He's requesting some changes or the
12 Board requested him to make some changes, to make it more
13 efficient because some parts of it that were approved were
14 not proved workable.

15 MR. LaRUE: In regard to the thing that has
16 been mentioned, I for one feel that the Division leaders,
17 chairmen, if they would submit their material to us by
18 May 15th for example, we would have a chance to read
19 through this material before we go into our Board meeting.
20 We would have an idea definitely what they are after and
21 then they have their chance to come in and -- is there a

1 motion to this?

2 MR. GUNN: It's agreed completely, but that is
3 not the total answer. I don't believe that May 15th is
4 enough. I say May 1st, then another discussion if you
5 want teeth in it. It is going to get a lot of criticism,
6 but if the Division Directors and committees haven't
7 submitted their reports to the Board or to our Executive
8 Director for submission to the Board by May 1st, then it
9 doesn't go on the agenda which may include or possibly
10 include their budget request for the coming year. If
11 their budget request doesn't go on the agenda, they don't
12 have an approved budget for the coming year. This may be
13 a little extreme, but you better put some teeth in your
14 request. We have had a lot of requests through the years
15 for correspondence and nothing happens. It gets a little
16 frustrating. You could make any motion you desire.

17 MR. CROWL: It says in the committee manual
18 they are to have it in thirty days prior to the Board
19 meeting.

20 MR. GUNN: So it's already there. What do you
21 think if they don't have them in?

1 MR. CROWL: Just like you say, take it off the
2 agenda.

3 MR. GUNN: That's what I'm asking you. It
4 doesn't have any teeth. What does Otho do if he writes
5 everybody and asks for a reply within two weeks and doesn't
6 get it?

7 MR. LaRUE: The Constitution and by-laws gives
8 him full power to do this, doesn't it?

9 MR. MELIN: Gives Otho full power.

10 MR. LaRUE: All he does is write them a letter.
11 If it's not in here by May 1st, whatever, it's not on the
12 agenda, that's it. We don't have to discuss all this.

13 MR. GUNN: Why does he have to write a letter
14 when it's already written in there? I think it's in the
15 manual there what to do. They are to submit a report. Now,
16 I think if we include a budget in there that we want them
17 to submit and it's not in, they have no budget. Let's do
18 it this way without any formal way. The Board of Directors
19 who runs the organization says it's not on the agenda if
20 it's not in before a month when the stipulation goes into
21 effect. If it's not in at that time, it doesn't go on the

1 agenda. If it doesn't go on the agenda, it's not
2 discussed.

3 MR. CROWL: Just one more point and I'm not
4 on the Board, I'm a visitor, but I know what Tom is trying
5 to say. If we're trying to look at budgets and if we
6 don't have all our Division budgets written down in writing,
7 it seems to me impossible to try to discuss it.

8 MR. GUNN: That's right, we're all agreed on
9 this. I'm asking for some teeth in the thing. Everybody
10 is agreed that they have to be in. All right. Now, let's
11 get the teeth. That's the penalty, that a Division cannot
12 go a year without a budget. You have to back that to that
13 extent. That's what it says. You better get some agree-
14 ment by the people who do that.

15 MR. CROWL: Or get new Directors or committee
16 chairmen.

17 MR. GIECK: If he doesn't submit the budget,
18 you can do that.

19 MR. GUNN: Can we move on this? Is the Board
20 agreed to back the Executive Director? Let's go ahead.

21 MR. MORRIS: Is he going to notify the Division

1 Director?

2 MR. GUNN: It's in there. Frank, would you ask
3 whoever is out there, Bud, to come in. You know what this
4 is. This is an explanation of the recommendations to
5 change the categories in the certifications or the
6 qualifications.

7 (Mr. Bud Miller entered the room.)

8 MR. GUNN: If you will get out the recommendations,
9 the report of the Committee on Professional Education. Would
10 you please get them out? All right. I'll brief you if
11 you haven't been briefed, Bud, on what the Board desires.
12 They desire an explanation of the recommendations of this
13 Committee, particularly -- well, Recommendation No. 1,
14 please. Start with 1.

15 MR. MILLER: These have been -- we have been
16 studying these ever since the start of the certification
17 approval of schools. It's been gone over for the last
18 two or three years since our survey in '69. We started
19 in February, March of '69 and dealing with actually
20 Directors of physical education programs and other
21 problems with curriculums that we have been trying to

1 help people get started. These are some of the things
2 that we have found, just some of these are basically
3 wording problems and things like this that have caused
4 problems in different schools.

5 The first one is a change. I probably should
6 have some of those educational programs. This is looking
7 at something you don't have the original of. I don't think
8 I have enough for everybody.

9 MR. GUNN: They can share them.

10 MR. MILLER: I'll pass them down here. You can
11 look on the back pages there. That will give you the
12 original statement.

13 MR. BIRD: Are we going to talk on two of these
14 recommendations, D and H? We approved all of the others.
15 D and H are the only two we were going to discuss.

16 MR. GUNN: I didn't remember that. I thought
17 the recommendations that were approved were 2 and 3.

18 MR. BIRD: We went through all of them except
19 D and H.

20 MR. GIECK: D and H were the only two we had
21 questions on.

1 MR. MILLER: We'll start with D then. That is
2 to drop the organization administration of health and
3 physical education course from required to recommended
4 course category. Now, this course here, what's happening
5 to it in most schools, it's going to a graduate type
6 program and what most people have felt that basically
7 this course was what we need to get out. It should be
8 taught in our advanced athletic training courses.

9 MR. GUNN: Excuse me just a minute, please,
10 because I'm involved in it. Would you mind telling us
11 what schools are changing this to the graduate --

12 MR. MILLER: I can't give you specific schools.

13 MR. GUNN: Say of the six or eight that are
14 currently approved.

15 MR. MILLER: There could be some of the approved
16 schools also. I'm not talking about the approved schools
17 but the ones that are just generally all over the physical
18 education field. This is a trend that I found going to the
19 meetings and so forth that they are trying to talk about
20 and that is they are going to put this course into a
21 graduate type phase. A lot of them are doing that.

1 MR. BIRD: You mean they won't be in their
2 curriculum? You mean to get a degree in health and
3 physical education in Oklahoma State University, they
4 are not going to have organization administration?

5 MR. MILLER: No, no. A lot of the physical
6 education curriculums are not going to be able to offer
7 it. It's going to be on a graduate level. If you have a
8 kid graduating from school, he won't have that requirement.
9 It makes a big handicap for this kid to get out. We have
10 a couple schools working on this now. Basically, a lot
11 of them are doing this type of thing.

12 MR. GIECK: If they were to drop it as it stands
13 now, one of our eight schools were to drop organization
14 administration, health and physical education technically,
15 their approval of their program could be dropped.

16 MR. MILLER: Could be since we helped that
17 the last time, five years ago. We re-evaluated their
18 program. If they came up at that time by our technical
19 rules of our curriculum, it could be dropped. That would
20 be the thing. This is a trend and that's all I can tell you.
21 It may not be at your school. It's at the University of

1 Washington. It's no longer on the undergraduate level
2 and a person cannot get credit for it at an undergraduate
3 level, and there are several other schools we are dealing
4 with that have come into this very same boat. * This is one
5 of the courses they cannot get approval for because
6 technically we have this as a requirement, a specific
7 course requirement.

8 MR. GUNN: What do they substitute for this
9 on the undergraduate level?

10 MR. MILLER: Nothing.

11 MR. GUNN: You mean they just knock out say
12 three to six hours and say that you have that in any hours
13 required if it was 120 or let's say 136 hours required or
14 something like that, that they say now you are only
15 required 130?

16 MR. MILLER: No, they have other departments.

17 MR. GUNN: That's what I'm talking about.

18 MR. MILLER: Principal courses. A lot of them
19 are going into more basic science courses. Psychology is
20 going in. Other courses are going in for substitutions
21 of this.

1 MR. GUNN: What do figure to substitute so that
2 our requirements for a major in health and physical
3 education still would be fulfilled in our basic plan?

4 MR.MILLER: Well, the only thing that I would
5 say for that type of thing, we have recommended one course
6 to put it on the recommended category and this is psychology
7 of coaching. This is a course that could be required, but
8 not everybody has that. So, I have had to recommend that.
9 I can't really put that on the required stipulation.

10 MR. GUNN: Coaching techniques is now. Is that
11 required now? You recommend dropping that?

12 MR. BIRD: We're going back into F. We're still
13 on D.

14 MR. WILSON: I don't remember voting.

15 MR. DAVIS: I think we voted on 2 and 3. The
16 others were discussed and it was decided to bring Bud in
17 and table the whole thing with the exception of Page 4,
18 No. 2 and 3.

19 MR. GUNN: But go ahead, Bud, go on where you
20 were.

21 MR. MILLER: Do you want me to go back?

1 MR. GUNN: No, stick with what you have and
2 then go back because you have the trend.

3 MR. MILLER: Basically, they're not substituting
4 but they're using other courses. The big difference is
5 on psychomotor and this kind of stuff which is going into
6 this area. They figure that organization administration,
7 those who are going to run programs there, they are going
8 to go on a master's level because many of the States are
9 requiring people to come back for master's degrees and
10 this is what they are putting into their graduate courses
11 or they are going to require them to come back and to take
12 some credits in a certain period of time. They feel that
13 person that goes out is an undergraduate and he is going
14 to have responsibility. They feel that he has been outside
15 and he has a few years' experience.

16 MR. BIRD: You mean a guy who gets his B.S.
17 is not going to be able to get a job? He damn better
18 sure have administration in his program.

19 MR. MILLER: I'm just telling you what the actual
20 feeling is.

21 MR. BIRD: You haven't told me anything. You

1 haven't told me but of one school, the University of
2 Washington. You have to give me some figures.

3 MR. MILLER: I can get you the figures on it,
4 but I don't have them right here at the moment, but I can
5 find out by going through the survey.

6 MR. GUNN: May I suggest this: In asking for
7 information, clear understanding by the Board, expediency
8 of this question which I think is a major question that
9 the action on this recommendation needs, even though we
10 have been talking ourselves blind, but action on this
11 recommendation, unless the Board has definite feelings
12 one way or the other and we try to vote, I ask that action
13 on recommendations of Part 1 be tabled until a complete
14 comprehensive report with figures which would satisfy
15 the Board be returned. I believe that the Board basically
16 is interested in maintaining the original idea of the
17 educational background for certification which was the
18 intent of the professional advancement committee in the
19 beginning to have your major in health and physical
20 education, your minor in biology and recommended pre-
21 physical therapy requirements be fulfilled. If I'm not

1 mistaken, that's it. We'll go back to the record and
2 I think I can verify it. Joe?

3 MR. GIECK: It seems like only two things that
4 we're discussing here are D and H. I think we are in
5 agreement on the rest of them. It may help their
6 committee.

7 MR. WILSON: It seems -- and I don't want to
8 get into this -- it seems that it is changing. I want
9 to keep it like it basically started off and now the
10 question is coming up that maybe they're differentiating
11 from all of this and it's changing, and we need to know
12 how much it's differentiating and exactly what changes
13 are coming about if we're asked to vote on this.

14 MR. LARUE: These changes and these drops are
15 from what your committee found out from across the
16 country? These are definite trends?

17 MR. MILLER: Right.

18 MR. GIECK: On D for example, are you saying
19 in that particular case that organization, administration,
20 the idea is that this would become a graduate course in
21 the future?

1 MR. MILLER: This is the thing from A.H.P.R.
2 I was just talking to Wally Schwink from there which we
3 work with very closely and I met all the Directors of the
4 Physical Education Department at this point and these
5 are the meetings that I have gone into and attended and
6 this is what they advise school Directors because this is
7 what they are advising their health and physical education
8 programs on.

9 MR. BIRD: Are we trying to train an A.H.P.R.
10 person or are we trying to get a guy to be a trainer?

11 MR. MILLER: We wanted him to be a health and
12 physical education major. If they don't offer these things,
13 this is the program. The other thing is there is an
14 increase in the number of hours. Some places have to go
15 sixteen hours as compared to fourteen hours. That means
16 a guy has to go fifty years and if we can keep him in
17 the trend with the help of physical education, that's fine?
18 I'll grant you not everybody has turned this thing over
19 but I've got a lot of curriculums. They are going to be
20 sitting there because they are in this plan. They changed
21 over. They don't have administration any more and they told

1 me that. I just sit there and I just say I'm sorry we
2 don't do any more for you.

3 MR. WILSON: They are sending out their bachelor
4 of science degrees totally unprepared to organizations.

5 MR. MILLER: They included this in other
6 courses. What they are trying to do, what's been explained
7 to me, they are trying to teach it in their coaching
8 courses. If the person is going to be a coach, he is
9 supposed to have covered this in that area and you will
10 find that you have to go through the entire school's
11 curriculum. You will find that these principles are
12 then spread over several different courses. Some of it
13 is included in the principles of physical education. This
14 is the big bug-a-boo I run into, is all the different
15 terminology of courses. It's not just straight organization
16 administration because people will then say our course
17 will meet this requirement. If you look under courses
18 so and so.

19 However, we require a course in this. It's a
20 requirement and it gets down to a real ticklish situation
21 when you start going into this.

1 MR. GEORGE: I think Joe or Duke asked if his
2 committee followed up on this throughout the country that
3 what he says here is so, that the physical education
4 schools are dropping this. His committee has found it
5 so. I find that I have a hell of a lot more information
6 on this to vote on than a lot of other things we voted
7 on today, a heck of a lot. I have approved a lot of
8 things that guys gave me fifteen lists of figures and
9 I approved it and I never saw it written and it missed
10 and I got this guy here and I got him saying that his
11 committee has found it out to be so. I feel a lot more
12 qualified to vote on this than I could on other things I
13 voted on today.

14 MR. MILLER: Each one of my members covered it.
15 Gordon did, Gordy Graham and Phil Donnelly. They came back
16 all with this recommendation from studying, not only what
17 I was getting from the National. I would say it's the
18 trend that's coming about right now. In fact, I was just
19 at a meeting here with Wally Schwink and he's telling us
20 about other trends, how we are going to have to approach
21 certain things in working. There's a lot of stuff that's

1 going on, it's changing, the wording. This is why you
2 have to try to recommend some of these word changes in
3 here because they have changed the words of their
4 description of the courses. They have changed the title
5 of their courses in the last twelve years and some of
6 these things are just to clarify what the course means
7 because then we go back and forth. We'll go back, I
8 don't want to change completely off of that, but we'll
9 end up going back and forth. They could say any program
10 doesn't meet this requirement. Of course, we don't have
11 any remedial exercises, but when we get to talking about
12 it, it's adapted, the activity. It depends on what your
13 course is. Sometimes adapted activities is going on and
14 it works out. The thing is it is making it a little
15 easier for these people with their descriptions and
16 so forth. I think that's the reason they are not turning
17 in curriculums to us. We only had these five here that
18 were turned in. I had communications with others for
19 approval. There were people communicating back and forth
20 and a lot of them were very close to having their curriculums
21 approved.

1 I'll say this, it gives me trouble here because
2 we changed this, we changed that. They ask for clarifica-
3 tion, I gave it to them. They said we can't meet it then
4 by this requirement. So, I don't want to change the whole
5 idea because I think it's a great educational boom. I think
6 we should try to meet with the changes that are going on
7 in physical education and health. That's the way the
8 committee has found.

9 MR. GUNN: Would these changes in any way affect
10 the requirements for a Bachelor of Science in health and
11 physical education minor in science?

12 MR. MILLER: No.

13 MR. GUNN: It wouldn't be any trend at all
14 towards getting away from the Bachelor of Science?

15 MR. MILLER: We don't want to. We never want
16 to get away from health and physical education.

17 MR. GUNN: About how many schools at a random
18 sample did each guy poll or check to see that this was the
19 trend? Just a quick show of schools, how many of this
20 group have dropped organization and administration, health
21 and physical education? This may be a typical group, I don't

1 know.

2 MR. VANDERVOOIT: It seems to me we dropped this
3 and a student at Oklahoma State, he's still going to have
4 to have that to graduate.

5 MR. GIECK: Still you are watering it down. Next
6 year somebody has to drop remediate exercises and before
7 long, what the hell, everybody will send you a curriculum
8 and you'll send it right back. The other guys are busting
9 their ass to get them in the first place. I may be totally
10 off base, I don't know.

11 MR. GUNN: It was hard with our school to
12 fulfill the requirements and not ask these guys and with
13 this, there's duplication. As you could see, as you can
14 see when you are working with it, there's a lot of things
15 but the requirement age, they do it if they want to be
16 certified. If they want to qualify they have to do it
17 for certification.

18 MR. WILSON: Let me ask this: For fulfilling
19 these requirements for certification in this program then
20 they have to take certification to an A.B.A. Board.

21 MR. GUNN: Sure, they have to take the test.

1 they will stress this. They will be working at athletic
2 training and getting their extra hours.

3 MR. MILLER: A lot of schools are setting up
4 options. They are going like pre-physical therapy, adapted
5 physical education and athletic training. This is the way
6 Montana actually states. It's adapted physical training,
7 adapted physical education, physical athletic training
8 is first, and basically, people who are going on an adapted
9 plan, this makes a real good combination in Montana. That's
10 one State, and there's a tremendous difference in the State's
11 requirement. This is very, very true.

12 The thing that is happening there is they can
13 get people in as teaching in a secondary school, adapted
14 physical education and then he is the trainer also. Makes
15 very good sense, it's a hell of a good combination.

16 MR. VANDERVOOIT: The one thing that the Chairman
17 of our school complained about was our kids would have to
18 take nine hours of coaching techniques and he felt that
19 was wrong, that they had to, but he did not agree that we
20 should drop organization and administration, health
21 administration. Even if we dropped this, it doesn't make

1 MR. GEORGE: I was just going to make a motion.

2 MR. GUNN: That's in order, all right.

3 MR. GEORGE: I make a motion that we accept
4 the recommendation, 1D. Do you want me to read it?

5 MR. GUNN: No, I don't want you to read it. I
6 just wondered if you wanted to split it up.

7 MR. GEORGE: No.

8 MR. GUNN: In all fairness, we asked Bud to
9 continue even though you had not made any vote or
10 recommendation or approval of all of them and we asked
11 Bud to please continue on D. So, he must have the
12 opportunity unless we do it one at a time. I think it
13 should be done A, B and through. So, I beg your pardon,
14 Bud. What did you want to discuss? Do you want to go
15 through A through F? Start with the first one, or do
16 you have a specific?

17 MR. GIECK: I'd like to vote them individually.

18 MR. GEORGE: I think now that this is fresh in
19 our minds it would seem to be problem 1. Let's get it out
20 of the way.

21 MR. GUNN: I'm not certain that's the only

1 problem. Is that the problem, ID?

2 MR. GEORGE: D and H.

3 MR. GUNN: Let me suggest this: Let me suggest
4 that Bud ask if there is any problem in A. If there is any
5 discussion or problem in B, if there's any discussion in
6 C, then when you come to the problem, he'll be able to
7 discuss them for you or explain them to you when he gets
8 through the total, you can make motions or exclude certain
9 ones or vote them individually as you please.

10 MR. GEORGE: Fine.

11 MR. GUNN: If you don't mind, Bud, do that, ask
12 if there's any discussion on A.

13 MR. MILLER: Any discussion on A?

14 MR. DAVIS: In your approved program of education,
15 under psychology, six semester hours, including personality,
16 intelligence, memory, thinking, attention, preception,
17 learning. That's how it's written and I just wonder
18 why you won't change it.

19 MR. MILLER: I'll go over this one. One thing,
20 first one reason, the six semester hours means in some
21 cases one course, sometimes it means two courses, in some

1 cases it may mean three courses. It's just depending on
2 how many people break down the hours in psychology and
3 we found that to be true. Now, another thing that basically
4 we're trying to do in here is everybody has a general
5 psychology course and I wonder what the general curriculum
6 is. Is that one of the things that came back in your
7 surjoin (sic) a hundred per cent?

8 Is everybody required to do that in every
9 school, that general psychology course? What we are
10 trying to do is take the one advanced course beyond
11 this area. The thing that happens, this is broken up
12 into many different courses. A lot of those courses
13 are courses now just on memory, psychology and dealing
14 with memory. This is the problem that we are getting
15 into, If a person is going to fulfill all those things,
16 then it's going to be five or six, going to be three or
17 four hours of psychology.

18 That's why in stating it as such, it makes a
19 real bulky thing. That's the only thing we are putting
20 in there.

21 MR. GUNN: Still a six-hour requirement?

1 MR. DAVIS: Could be.

2 MR. MILLER: Could be more.

3 MR. GUNN: But as required, still required six
4 hours. In other words, if general psychology was six hours
5 and you required one advanced course beyond that, which
6 would be an additional six, so then it would be requiring
7 twelve hours of psychology.

8 MR. MILLER: In most cases it won't be that
9 many.

10 MR. GUNN: What will it be?

11 MR. MILLER: The average is a three-hour course.
12 In other places it's a two-hour course. The first course
13 that's offered is a two-hour course. In other places, it's
14 a five-hour course and then you go on to other areas, so
15 it will be variable, but it leaves the school some variety.
16 Some are missing one hour, we only have five hours. This
17 is a type of thing, it's just putting a bind on the school
18 and really all it does is get the qualifications of
19 psychology.

20 MR. GUNN: Is that qualified? All right. B.

21 MR. DAVIS: That must be a misprint. It should

1 be F. First aid and Red Cross as it now reads.

2 MR. MILLER: This is toughening. It went up a
3 little bit. We thought that basically, that the individual
4 should have advanced first aid. A lot of the people now,
5 a lot of physical education people don't even give credit
6 to this area except maybe for the advance.

7 MR. GUNN: If a curriculum required just a
8 standard first aid course with advances, which they could
9 take from a local first aid group, that would be inseparable.

10 MR. MILLER: Yes, that would do it.

11 MR. GUNN: That makes them more qualified.

12 MR. MILLER: We just want to make that stronger.

13 MR. GUNN: Any discussion? All right.

14 MR. MILLER: C, and this is one that we just
15 changed from remedial exercises just to include -- all it
16 is is terminology because many schools have so many
17 different terms. We have to look at them. We look at
18 them anyway to see if it means that, but we have seen
19 all these different terms come across right now.

20 MR. GUNN: It is modified.

21 MR. MILLER: I didn't include it all, but this

1 would help out. It would help us and help the schools
2 because they sometimes look at that and they say, remedial
3 exercise? They don't fit and they say forget it and they
4 go on. I talked to somebody later on and tried to explain
5 to him what this means and we looked to see what they have,
6 what they are offering in the course, and it's the same
7 course. I'm just adding this to clarify for the people
8 who apply, that's all.

9 MR. GUNN: Is that all right? Clear? We went
10 over D. E.

11 MR. MILLER: E is another one that we just
12 wanted to include. Again, this is the same thing for
13 clarification in here, personal community hygiene. Most
14 of the schools are not using the term hygiene. They are
15 using health. That's why we went to personal community
16 and school health.

17 MR. GUNN: That would not block out one that
18 was say possibly using hygiene.

19 MR. MILLER: No, they still get it in there, but
20 the terminology is changed. Most schools feel school health
21 is one of the big materials, community school health,

1 personal school health and this type of thing.

2 MR. LARUE: No change in ours?

3 MR. MILLER: No, this one is just a terminology
4 type thing.

5 MR. GUNN: You figure more are using school
6 health than hygiene but it would not block any school
7 requirements? It's just the terminology for the people
8 who get this and know that school health is part of it.

9 MR. DAVIS: It broadens the definition.

10 MR. GUNN: Okay. Then F is all right, it is
11 just adding the word oral course in there. Some people
12 say they would like to add more courses of athletic
13 training. All that is there is an addition. If they
14 can do it, fine. It doesn't mean that they have more
15 than one course. It does clarify that they can have
16 more than one course.

17 MR. MILLER: We added D, the next one, because
18 we have been advised in this type of course that is coming
19 into a lot of schools, maybe a lot of them, I don't say
20 they recommend it because I don't think many of them do
21 have it, but one of them said they are going for psychology

1 in coaching and we think it should be on our recommended
2 list, that psychology in coaching would be a very important
3 one to help us understand our athletes and this type of
4 thing although it's not required.

5 MR. GUNN: Move on.

6 MR. MILLER: H is the coaching techniques. We
7 want to change that. Same thing as D, to the recommended
8 course category. We got an awful lot of static on this
9 one here. Basically, the people again who are trying to
10 set up the curriculum think this is worth mentioning. This
11 is a course that is nine hours and some of them are cutting
12 back down and it's hard for them to meet the requirements,
13 especially in places where they are setting up -- where a
14 guy can go into recreation and do all these other different
15 things and they have also got this adapted type of physical
16 education and school athletic training curriculums and all
17 that type of thing.

18 The thing that people have mentioned to us and
19 basically the coaching technique courses are good, some
20 of the courses are not very good. Willie Schwink at
21 Montana and some of these people said that it would make

1 you so much stronger if you put this on a recommended
2 basis and that coaching is completed and the fact that
3 there was that recommended course, psychology coaching
4 and people can fit their options into this area and most
5 of these people are going to quit coaching because they
6 are going to be physical education majors. So, it's going
7 to be there anyway. Nine hours is very, very difficult,
8 semester hours, because that adds up to being twelve to
9 fifteen hours and there's a lot of schools that cannot
10 meet that requirement because they are cutting down on
11 such things as the coaching course and adding the
12 psychology of coaching and they are adding things like
13 this that are not actually coaching techniques. Some
14 of them give value to coaching techniques and then they
15 have the skill of say, winter sports and it's awfully
16 hard to evaluate these things because they just -- they
17 may put it all together and cut down the number of hours.
18 But then they have to cut down three hours for winter
19 sports. Then you don't get the six hours and they don't
20 meet the requirements.

21 MR. DAVIS: How many of the schools incorporate

1 in the one-course football and basketball and then in
2 another semester, track and baseball?

3 MR. MILLER: Track and baseball is a very common
4 combination. Another one, they will put football in with
5 winter sports, soccer, this is one that they put in there.
6 Cross country I think goes in there sometimes. Then the
7 winter ones, they just throw the whole shebang together,
8 wrestling, swimming, and all this other type of thing.

9 MR. GUNN: So even with these changes and
10 subsequent changes all athletic training will now and
11 will in the future still be health and physical education
12 majors.

13 MR. MILLER: Certainly.

14 MR. GUNN: I'll be perfectly frank with you,
15 I'll lay it on the table, I thought I saw a trend in
16 here to get away from a major in health and physical
17 education, a minor in biology if you please, and pre-
18 physical therapy requirements are strongly recommended.
19 I thought I read into this trend. I would like to have
20 all this on the record. I have been assured by Bud, who
21 I completely trust and admire and I take this at his word

1 that there is no trend, there is no attempt at a trend
2 away from our basic concepts of approved schools or
3 approved curriculum from a major in health and physical
4 education and a minor in biology and recommended pre-
5 physical therapy requirements. That's the way I feel
6 about it and I want every guy in here to know exactly
7 how I feel about it. No innuendos, no subtleties or
8 anything. As long as I'm an athletic trainer, I am
9 going to fight to keep athletic trainers as such. I
10 have nothing whatsoever against physical therapy. I
11 strongly encourage my student trainers to partake. In
12 fact, we required that they fulfill the requirement
13 within their economic means to continue on to physical
14 therapy school, but I'll never change and that I'll fight
15 as long as I see the trend towards it. That's the way it
16 is, because I'm an athletic trainer first and always
17 will be.

18 MR. GEORGE: I think we have kind of a built-in
19 safeguard. If we didn't love athletics, I don't think we
20 would be in this field. Many trainers leave and the reason
21 they leave us is because they find out they didn't really

1 love athletics, and coming in on Sunday, and it's not
2 worth it. They will get a job in a hospital. You love
3 athletics, you will stick with it.

4 MR. GUNN: Of course, we're talking about
5 absolutes and I don't see where we will ever as trainers
6 need to change the emphasis that was based on our educational
7 program by many years of work by the professional advancement
8 committee. We have gone through this before, have we not?

9 MR. DAVIS: Bud, what type of problem would it
10 present in this coaching technique that would remain a
11 requirement and thus reduce semester hours from nine to
12 six?

13 MR. MILLER: I should say that was not a majority
14 view in our committee. There was one vote to reduce it and
15 the recommendation was to reduce it down to four hours, but
16 it was outvoted three to one to the recommended category.
17 That was our vote. There was a minority interested in
18 that. The thing that is going to kill us, people who are
19 trying to set up options, they're substituting more athletic
20 training in for coaching. That's where the substitution
21 comes in. As I say, coaching is for the coach and specifically,

1 athletic training is for the trainer. People who are
2 setting up curriculums, they recommend it but they say
3 that's not it. They recommend psychology of coaching.

4 MR. DAVIS: I agree, but I still feel this kid
5 ought to know a little about the guy that he's going to be
6 working with too. Guys don't know coaching the way they
7 think.

8 MR. SHERIDAN: He damn better find out fast.

9 MR. DAVIS: It's more than being the trainer
10 in the training room, it's learning a little more about
11 why he does things, the way he does things and you have
12 got the psychology of coaching in there, but sometimes
13 it helps you to know a little more in detail about that
14 particular one, why he thinks the particular way he does.

15 MR. MILLER: The other comment I have to make
16 is that in the coaching courses, many of them are courses
17 where athletes get A, other people get B, other athletes
18 in that specific sport get B and they don't get to meet
19 with a lot of the. I have to say it's true at the
20 University of Washington right now.

21 MR. GUNN: That can't be. That's an individual

1 thing. There's probably some courses in the priesthood
2 where a man doesn't get the adequate background.

3 MR. MILLER: I just wanted to mention this.

4 MR. GUNN: That's a possibility, but that
5 doesn't affect the basics of the thing. Everything has
6 its weaknesses. Personally, I couldn't care less as far
7 as my student trainer goes. It's required so they can
8 stick it up and take it.

9 MR. MILLER: They're going to give some weight
10 along the line to this.

11 MR. WILSON: I'll tell you one thing what Otho
12 is telling you there isn't that much different in athletic
13 training and coaching. The two are very closely related.
14 You may not like that but it's true. A trainer and a
15 coach are very similar, doing almost the same thing. We're
16 just a specialist in keeping them healthy.

17 MR. GUNN: It possibly helps them but I rather
18 have psychology of coaching too under coaching than the
19 specific techniques.

20 MR. VANDERVOOIT: They learn a lot of them on
21 the sidelines.

1 MR. GUNN: That is just a personal feeling.

2 MR. GEORGE: I make a motion that we accept
3 Recommendation No. 1A through H.

4 MR. LaRUE: I second.

5 MR. GUNN: The motion has been made by Mr. George
6 and seconded by Mr. LaRue. This is Recommendation No. 1A
7 through H. A recommendation has been made to accept it
8 in total, it be accepted as read. Any discussion? All in
9 favor signify that it be accepted by raising their right
10 hands? All opposed?

11 There are eight ayes, no noes and two abstains.
12 Do you want that recorded, because it will come back to us
13 about who abstained, who didn't?

14 MR. BIRD: I abstained.

15 MR. GIECK: I abstained.

16 MR. GUNN: Thanks a lot, Bud. We appreciate it.

17 All right, gentlemen, let's move on. Bruce,
18 are you prepared? This is a report on the Constitution
19 and by-laws which you entertained today.

20 MR. MELIN: This was the provision in the
21 Constitution that was requested of myself and Bill Pickert

1 and we worked on this and made several efforts and this
2 comes as the final draft as it is at present, and it is
3 as I read it to you yesterday or Sunday in regard to the
4 changes. Now, the changes of importance are those of
5 selecting a Vice-President and some clarification of the
6 ways to amend the Constitution and by-laws and also to
7 make definite provisions for submission of questions to
8 the Board of Directors by mail or telephone in case there
9 are emergency situations.

10 Now, the Constitution that we are now operating
11 under is as indicated in the appendix of the blue-covered
12 book which you all have, and that, of course, is the
13 Constitution and the way it was previously written with
14 some amendments in this book. So, the process of putting
15 this used draft into effect is under the rules of the
16 Constitution presently being used which indicates that
17 a proposed constitutional matter must be submitted to the
18 Executive Director six weeks in advance of the annual
19 meeting and that he shall publish this and distribute
20 its contents to the membership, at least three weeks prior
21 to the annual meeting and then the proposed amendment to the

1 Constitution that has been properly submitted shall be
2 read at the annual meeting and a two-thirds majority
3 vote of the voting membership shall be necessary for
4 its adoption. I would recommend that if you have any
5 questions I would certainly be glad to have any discussion
6 for clarification because it's extremely important that
7 this be as clear as possible and not allow for any inadvertent
8 contingencies. If you don't have any questions, take it
9 along -- I'm sorry, Otho -- I'm getting ahead.

10 If you wish to recommend that this be accepted,
11 Otho can then consider it and submit it and carry out the
12 necessary procedures for its adoption. I don't think I need
13 to go through this. You can carry out any recommendations
14 for adoption by other means if you wish. I think it's
15 something so important that you have to be sure that you
16 are satisfied with it. So, I'm just submitting it for
17 your recommendation to Otho for suggesting the process
18 of adoption.

19 MR. GUNN: Gentlemen, you have heard the
20 recommendation or explanation. What is your pleasure?

21 MR. SHERIDAN: I make a recommendation that we

1 accept the report of the by-laws of the Con
2 by-law committee.

3 MR. BIRD: I second it.

4 MR. GUNN: You have heard the motion. Is there
5 any discussion? All in favor signify by raising your hands.
6 All opposed? Same sign. Unanimously approved.

7 MR. MELIN: Mr. President, may I say something
8 in further regard to this committee that was empowered to
9 draft this and also at the same time was given permission
10 to review the code of ethics and by-laws. We have worked
11 on the code of ethics but I didn't think it appropriate
12 to go through the expensive process of duplicating it
13 for presentation at this meeting, so I would like to
14 continue to work on it and carry out the necessary
15 information and procedures by mail to the Executive
16 Secretary. Hopefully, I would be able to take care of
17 this matter at the Board of Directors' meeting in January.

18 MR. SHERIDAN: I would like to know if we have
19 an ethical committee, a committee on ethics? If someone
20 violates our code of ethics, who do we report it to?

21 MR. GUNN: The Executive Council. It is written

1 in here. If you read your Constitution and by-laws you
2 will see.

3 MR. MELIN: I may say something in regard to that,
4 that section is slightly ambiguous and needs some revision.
5 We are also working on that.

6 MR. GUNN: Thank you. Thank you very much and
7 I thank your committee. May I suggest this and not to
8 bypass anything, but in our rules or Constitution by-laws,
9 the duty functions of the Board as I can best find are
10 not -- there is no necessity for budget approval. I think
11 the Board is strong enough to strongly advise your Executive
12 Director concerning matters of money but this came to light
13 in review of the fact that we do not have a budget as such
14 for the National program and business affairs division to
15 submit to you at present. We have three errors which you
16 have reviewed and made known your expression, but frankly,
17 it is the function and responsibility of your Executive
18 Director to handle all money affairs for the Association.
19 I am certain that he will keep the Board aware, well aware
20 of the budgetary matters and that's about all that I have
21 to say about it. It's really not necessary, gentlemen, for

1 you to approve or disapprove these budget requests, so if
2 you want to bypass -- not bypass, that's the wrong term --
3 but if you want to leave this to your Executive Director,
4 he will do it and certainly send a report to the Board of
5 money affairs.

6 MR. GIECK: Do you want a motion to that effect?

7 MR. LaRUE: No, that comes in on a vote of
8 confidence.

9 MR. GIECK: Do you want a vote of confidence?

10 I make a motion that we give our Executive Director a vote
11 of confidence in preparation and distribution of the budget,
12 not preparation of it, but distribution and final approval.

13 MR. BIRD: Seconded.

14 MR. GUNN: You have heard the motion and the
15 second. Discussion? All right. Signify by raising your
16 right hands. All opposed. The motion carries unanimously.

17 We'd like to move on to discussion of the showing
18 or exhibition of the scientific exhibits. All right, Tom.

19 MR. WILSON: Mr. President, it is my clear under-
20 standing that when this all came about, the Director from
21 District 6 was violently against accepting this exhibit and

1 went on record as such. I think now the record is beginning
2 to show that he was justified in his being against this
3 exhibit. It is costing us money and it looks to me like
4 it's a pretty good white elephant. It has cost us three
5 thousand some odd dollars last year. The exhibit is worth
6 12,000 and I can see in a ten-year period if we keep
7 maintaining the thing at \$3,000 a year we are going to
8 be in the hole for \$30,000, and I don't think we are
9 benefiting for \$30,000 worth. I'm for giving the exhibit
10 back tomorrow. That's the feeling of my District.

11 MR. GUNN: One correction. Some of you were in
12 there, I can't fully agree with that. The Director was
13 violently opposed as he abstained from voting. He didn't
14 go on record as a no vote. Sure, it's been said that there
15 was one abstention and that is just to clarify this. Joe?

16 MR. GIECK: What recommendation do you have for
17 display in the coming year and what cost would this amount
18 to?

19 MR. DAVIS: At the present time I'm looking in
20 two places. One is in D.C. at the Athletic Directors'
21 convention and the second one which we have not received

1 information for a location is for the guidance counselor's
2 association. The reason for the guidance counselor is to
3 try to get across to these people what an athletic trainer
4 is and it might help them in relationship with us.

5 MR. GIECK: That would be the two for 1971, '72,
6 and about roughly what would the cost of these be to the
7 Association?

8 MR. DAVIS: Well, to give an example of the
9 cost --

10 MR. GUNN: You can get a rough estimate. What
11 is the figure? \$3,000?

12 MR. WILSON: \$6.87.

13 MR. GUNN: Divide that by how many times it was
14 displayed.

15 MR. WILSON: Plus the expense of some people
16 going with the exhibit.

17 MR. GUNN: Name it.

18 MR. WILSON: I don't know what the expense was.
19 That's what I would like to know.

20 MR. GUNN: I went.

21 MR. WILSON: How much did it cost?

1 MR. GUNN: It cost about \$400 to go to Boston,
2 Massachusetts and back.

3 MR. WILSON: Then we're talking about \$600.

4 MR. GUNN: And it cost \$400 to go to San
5 Francisco and back, divide that by five -- no, add more,
6 because there was the cost from St. Louis. Jack Rockwell
7 going to San Francisco from St. Louis, Missouri and back.
8 Just to give it a rough estimate, I don't know if it's more
9 or less, but let's add another \$400 there. I think what
10 your aims are --

11 MR. DAVIS: Here's an example, gentlemen. C&O
12 Services just for storage of this thing. It's in four cases,
13 they charge three fifty a case per month. For three months'
14 storage it is forty-four fifty-two. That is just a place
15 to keep it. Of course, this is all included in the \$3,000
16 that you have got to park the thing somewhere and when it
17 goes back there it has to be dismantled or before it is
18 shipped out it has to be put together, you have to break
19 it down and clean it and repair it. I know, there was
20 correspondence back on this about St. Louis, the meeting,
21 and apparently I wasn't there but the thing was dirty. There

1 was lights that were not replaced. Jack did check with the
2 people and came to find out it was at fault within the hotel
3 with some ventilation and all, but they got that straightened
4 out. That's not our problem there.

5 MR. WILSON: Where is the guidance council?

6 MR. DAVIS: I don't know. I've got to look
7 for this one. That is a strong suggestion. I'm not in
8 favor of sending the thing back to the company clinic.

9 MR. GUNN: Or for that matter to some of the other
10 places it was sent.

11 MR. DAVIS: It was sent for example to, well,
12 St. Louis, it was pediatrics which we mentioned here the
13 day before yesterday. There was a good showing and a good
14 play on the exhibit. It goes to St. Louis and their meeting
15 there wasn't even as good. So those things you have got to
16 take into consideration.

17 MR. GUNN: Lou?

18 MR. CROWL: Our District was under the impression
19 that people would help to cut the costs. I don't know what
20 happened but people in the bay area were disturbed about
21 the fact that when it came to San Francisco that they didn't

1 mount it.

2 MR. GUNN: I'm going to defend our former
3 Executive Director there because to my knowledge, and
4 I have nothing here in writing just as you have nothing
5 there, but to my knowledge, the Executive Director
6 corresponded with a number of people with requests that
7 they man a booth. I know from personal experience because
8 I was there at a cost of four hundred and something dollars
9 to the Association that one bay area trainer showed up to
10 man a booth. Yes, sir, Bob showed up one afternoon and
11 stuck around the booth and went to dinner. So, as opposed
12 to that Boston meeting, the American Medical Association
13 which I attended as a contact representative, approved
14 by the Board in representation of the NATA and as a side
15 man the booth, so our Boston area people man the booths.
16 We can give you the names. The names are in the report.
17 That was turned in.

18 MR. CROWL: Jack did contact people out there.

19 MR. GUNN: That's what Jack told me.

20 MR. CROWL: Because this wasn't told.

21 MR. GIECK: We're talking like \$1,500 next year

1 for those two which you have never had before.

2 MR. GUNN: Well, the reason that I went to San
3 Francisco to that meeting to man a booth was because we
4 got poor or no acceptance in advance and I was requested
5 or asked to go out there and I had the opportunity to do it.
6 The NATA paid the whole bill which is on record. I think
7 personally there's been some errors made in the selection
8 of the display this year. I doubt seriously if anybody
9 bats a thousand. So Tom can attest to the fact that the
10 display was maybe -- it was because it was in a bad spot,
11 I don't know this, but it was not worth the money expended
12 in Houston.

13 MR. WILSON: In Houston, they call that a bad
14 spot because when we got down to the thing all the other
15 exhibitors paid an exhibit fee. We being a non-profit
16 organization, we're not going to get the choice spot
17 anywhere unless we pay. So, they gave us the spot and
18 it wasn't all that bad. Those people weren't interested
19 in the exhibit. We had everybody in District 6 in our
20 area. It must have been ten guys that came down there
21 and manned a booth.

1 MR. GUNN: We had good work there. Let me say
2 this. In the Houston case, we did have two choices and I
3 may have made the wrong choice, I don't know because we
4 didn't make other choices at the door. Just as they walked
5 by, the exhibit manager in Houston told me you have a better
6 spot if you choose the one by the coffee thing. That's a lot
7 better than by the door. I made the choice in there.

8 MR. WILSON: I don't think it would have made
9 a difference where we put the booth.

10 MR. GUNN: It was a very poor choice to place
11 the booth. I don't think that particularly negates the
12 value of the booth or the fact that it was accepted.

13 MR. PROPHET: Who's to say, this was the first
14 year it was ever set up, right?

15 MR. GUNN: Yes.

16 MR. PROPHET: Who's to say where it goes, that it's
17 going to be really accepted or not? How does anybody really
18 know what the acceptance of it is. You don't know.

19 MR. GUNN: And the blame for this lies with the
20 Executive Director and myself because he would ask me about
21 it and I would say let's give it a go.

1 MR. PROPHET: This is all you can do the first
2 year.

3 MR. WILSON: That's all you can do but at three
4 thousand bucks a whack?

5 MR. GIECK: We're also trying to open up secondary
6 schools. You are getting to the athletic directors and
7 the guidance people which are two sources. Next year
8 you may want to consider other people. I think this is
9 a valuable recruiting aid from the fact that we had a
10 positive reception at pediatrics.

11 MR. SHERIDAN: How did you arrive at that
12 figure, \$500?

13 MR. GIECK: Roughly forty-two hundred divided
14 by six.

15 MR. SHERIDAN: You can't go by that. If you
16 are going to send it to Washington it's not going to cost
17 you \$700.

18 MR. GUNN: What about the guidance council
19 meetings in Seattle?

20 MR. WILSON: How much is the maintenance going
21 to be on this dud? It's going to get broken up. What will

1 the repair and maintenance cost us?

2 MR. GUNN: We got that figure and apparently
3 it is somewhere between San Francisco back to New York
4 and to St. Louis. It wasn't handled very well. This
5 I'm sure is going to happen to any exhibit, and so we
6 have got to either take that possibility into consideration
7 or forget about it. Yes, Lou?

8 MR. CROWL: Is there any way you can measure what
9 return it has? There is no way of measuring that. It's
10 hard to tell.

11 MR. GUNN: I can see District 6's point, not
12 from personal affiliation with them but they are disturbed
13 about the amount of money being spent in the first year
14 and apparently they are disturbed about me going.

15 MR. WILSON: We're not disturbed about you going.
16 We're disturbed about spending money on this exhibit that
17 was supposed to be such a great thing and it cost some
18 \$12,000 and in time at \$3,000 a year, man, that's going to
19 cost us a hell of a sum of money now.

20 MR. GUNN: It was explained to the Board that
21 the cost of going to these exhibits would approximately be

1 \$600. This was the figure the man gave us. Cal Osselman,
2 when it was submitted to the Board for approval or disapproval.
3 We asked him to make this thing, to spend \$12,000 or approxi-
4 mately it was eleven thousand some. They were quoting that
5 at that time. We're going to stomach it and use it or not
6 and it was nine zero one vote. Now, again, this is District
7 6 or whatever it may be. Someone has brought up the
8 possible need for review of the value of this, and it's
9 up to the ten-man Board to kick it around and find out
10 whether this is of value. We have got conflicting thoughts
11 on this.

12 Burt brought up you never know in the first
13 year that it may not be a good criteria, but how long
14 can the NATA go on finding out whether this is of value?
15 How much money do you have to spend to find out? I think
16 this ought to be milled around. We should come up with
17 a better idea for recruiting for this \$3,000, or that's
18 just a figure. I think we just haven't placed this thing
19 in wise areas. You are talking about recruitment and these
20 two areas that Otho mentioned, I think it's going to be
21 received at these two places and I think it's going to

1 in it, had been in it all my life.

2 MR. WILSON: And so have I.

3 MR. GUNN: And we have differences here, but we
4 usually iron them out. I think they need to be ironed out.

5 MR. WILSON: I'm telling you we don't like the
6 exhibit. We do not want to take part in any of it, at
7 \$3,000 a year at a loss. We're talking about taking it
8 to a school of pediatrics or whatever. Are those people
9 going to hire any trainers? We're creating our image.
10 How do we really create our image? It is by doing our
11 work Saturdays in a stadium.

12 MR. GUNN: Let Joe talk on that pediatric thing.

13 MR. GIECK: There's a number of pediatricians
14 there that came by and talked to us about this. They were
15 the ones that were the secondary school team physicians.
16 Most of them had no idea what the trainer was. They said
17 what does a trainer do, and they are the ones that are in
18 charge of setting up the entire health program for the
19 public school system.

20 MR. WILSON: In what area?

21 MR. GIECK: In secondary education.

1 MR. WILSON: What area of America?

2 MR. GIECK: That was the American Pediatric
3 Society. Pediatricians of the United States.

4 MR. LaRUE: Maybe they want to hire trainers.

5 MR. WILSON: They are not going to hire the
6 trainers. The School Board will.

7 MR. LaRUE: They might recommend it to the
8 School Board.

9 MR. GIECK: A lot of them are on the School
10 Board.

11 MR. WILSON: Goddamn, I wish all of them were
12 and then we could have the jobs we are seeking.

13 MR. GIECK: You have got to have these things
14 going for you and this was the group the first time we were
15 there. I felt it was worth-while.

16 MR. WILSON: I'll tell you how I feel about it,
17 gentlemen. I feel that if we are going to create these
18 jobs and if these people are going to know about athletic
19 training, then you personally are going to have to crusade
20 athletic training as an individual to find these people and
21 you are going to have to stand on your feet and get this

1 done, not an exhibit. We are going to have to be recognized
2 for what Joe Gieck does and what Tom Wilson does and what
3 everybody else does. That's how we will really sell our-
4 selves to everybody, to doctors we come in contact with,
5 with parents, with school people, with everybody. That's
6 how we have to sell this profession.

7 It's very difficult. I'm not saying it is
8 easy. I know it's difficult.

9 MR. GIECK: You have got the ideal situation
10 in Texas where you have got all these trainers, and let
11 me tell you how we started off. We had none and two men
12 started it. Now, we have got eighty-three, eighty-three
13 I believe certified and fifty-one active. That didn't
14 come by some of these other methods. It came because
15 these men crusaded it and his teacher was one of the
16 greatest crusaders of the whole bunch.

17 That's how it came about but basically, the
18 grass roots, that's how it's going to come about.

19 MR. SHERIDAN: If they had the exhibit in those
20 days maybe it would have helped. Maybe it's going to help
21 us now. Again, like Lou says, we don't know.

1 MR. GIECK: It's not hurting us to have these
2 other people for the program and to have some knowledge
3 in it.

4 MR. WILSON: We need every bit of help we can
5 get, but do we need the help when we are a poor organization
6 at three thousand bucks a year? We're talking about a
7 maximum of \$1,500 a year.

8 MR. GUNN: Just for clarification, because I'm
9 interested in this District, is it the feeling of District
10 6 then that these types of ads should not, like the ones
11 you voted on Monday --

12 MR. WILSON: My officers are going to go back
13 home and carefully study this and make a resolution and
14 send it to the President of the NATA stating that we do
15 not like this exhibit and also will be known as going on
16 record.

17 MR. GUNN: All right. That's what we want
18 from everybody, but then, will that include the movie?

19 MR. WILSON: No.

20 MR. GUNN: I think it's the same thing.

21 MR. GIECK: It's the same thing. You have got
to buy the projectors. You're talking about another

1 allocation of money.

2 MR. WILSON: You feel like this exhibit is more
3 valuable to us than a movie and I have seen the movie --

4 MR. GUNN: Who knows, we may get better results
5 this time around.

6 MR. WILSON: You all go ahead and vote on it. I
7 don't care how you vote. I'm just telling you how we feel.

8 MR. GIECK: There's nothing we can say here
9 that would swing you or your District or change your mind
10 about anything else?

11 MR. WILSON: Absolutely right about that.

12 MR. GEORGE: Have you made a motion for us to
13 vote?

14 MR. WILSON: No.

15 MR. GUNN: No, there's no motion.

16 MR. GIECK: I can't honestly vote on this issue
17 here because you haven't discussed it. I have had my doubts
18 last year and that was my personal feeling and that was
19 then and I don't think it would be fair for me to vote
20 without talking to them first.

21 MR. GUNN: Then I would not vote.

1 MR. GUNN: Yes.

2 MR. GIECK: I answered a dozen questions to
3 pediatricians on various subjects relating to athletic
4 training. These were the ones that had asked for information
5 from me. I went ahead and sent out anything from feet
6 problems on down, head injuries, that kind of thing.

7 MR. GUNN: Personally from one school, I guess
8 I answered -- it would have to be a guess, I've got the
9 file, I would say between fifty and fifty-seven letters
10 requesting further information as an approved school.

11 MR. GIECK: I would like to make a motion to
12 keep it at least one more year and send it to at least
13 two meetings.

14 MR. CROWL: I second.

15 MR. GUNN: Any discussion?

16 MR. SHERIDAN: I think if we are going to send
17 it to these two places, if we want to get an idea, sum it
18 up and get a count of how many people visited it. If it
19 goes to Joe's area he can say a hundred and thirty-one
20 people asked about the booth, just give us an indication.
21 If there's 2,000 people there and only a hundred stopped by,

1 we fouled again, that's all. If you have 2,000 people
2 and 500 stopped by, I think this is one avenue of
3 evaluating how the thing is being accepted. I think
4 Lou's idea is good but the only thing I would say that,
5 who the hell or how do you know who was there? Right?
6 We're hoping our people will be there.

7 MR. GUNN: I think another point should be
8 clarified by the Board as to who and from where the people
9 would be obtained to man the booths and if it's within a
10 District, whether it would be a District responsibility.
11 If it's within a city, that may not be, but let's designate
12 someone to insure that they are there by correspondence
13 or something like that because I'll go along a thousand
14 per cent with Tom that if the thing by itself is just a
15 piece of glass and metal -- in the beginning we were not,
16 I was not against it. Mr. Pickert indicated to me that
17 he was. I found out that he didn't vote. So, I went to the
18 hotel in my city, I went to man the thing and to pass out
19 all these brochures hopefully thinking against what we are
20 discussing here, and I'll tell you, nobody asked.

21 It was rather disappointing, rather a great

1 disappointment to me and we had everybody, we got a lot
2 of people in my area and they were all there. We were
3 all gung-ho to give out this information and to sell
4 ourselves. Goddamn, when you don't get asked, it's kind
5 of a disappointment. It's like being a wall flower.

6 MR. GUNN: That indicates we were fortunate down
7 there. This is the purpose to what I was asking here. We
8 were fortunate that Logan would round it up and got these
9 people there. He contacted them, got definite commitments
10 from them and they were there. This is a responsibility
11 that's going to have to be put somewhere.

12 MR. GIECK: I suppose the Executive Director
13 has a couple good ideas, couple spots, maybe more responsibility
14 and duties should fall in his hands to appoint some people
15 in the area that's going to save extra costs maybe during
16 the year there, maybe another spot that came up and somebody
17 would say I'd like to have it.

18 MR. GUNN: This is valid. The San Francisco
19 thing was quite a cost to the NATA. I couldn't say it was
20 to the Boston thing because I was there. So, my being
21 there cannot be considered an exhibit expense to the NATA.

1 MR. DAVIS: It was requested for more places
2 this year than it went to last year.

3 MR. GUNN: We turned down a good number of them
4 but that is not appropriate to this discussion.

5 MR. DAVIS: That didn't enter into this.

6 MR. CROWL: I would like to say this: If it
7 was to go to our District, I think I'll personally see it
8 is manned.

9 MR. GUNN: I think every Director should take
10 it upon himself as a personal responsibility. Do we have
11 a motion?

12 MR. BIRD: It's been seconded.

13 MR. GIECK: I made a motion to maintain the
14 exhibit for one more year and send it to the guidance
15 counselor's conference and the Atlantic Director's
16 conference which is in Washington, D.C.

17 MR. WILSON: And we have to determine who is
18 going to man it at the same time.

19 MR. GIECK: Our District will man it out of D.C.
20 because that's District 3.

21 MR. GUNN: Clarify that.

1 MR. GIECK: And that the host District where
2 the exhibit is shown maintain the exhibit.

3 MR. GUNN: Man the exhibit.

4 MR. WILSON: At no expense to the NATA.

5 MR. GIECK: Well, at no expense to the NATA, if
6 that's the way you want it.

7 MR. WILSON: Are you going to travel? Are your
8 people going to travel to it or not?

9 MR. GIECK: Personally, I'll go up there and
10 man it at no expense to the NATA.

11 MR. WILSON: How much will it cost you personally?
12 I don't want to spend your money, Joe.

13 MR. GIECK: It will cost me \$2 to drive back
14 and forth. It depends how long the meeting is.

15 MR. GUNN: We haven't been charged this particular
16 year by any of the people to my knowledge that man the
17 thing with the exception of myself and Jack Rockwell going
18 to San Francisco. The Boston trainers charge nothing.
19 Houston trainers charge nothing. I don't know about St.
20 Louis. St. Louis charged nothing. The one on the West
21 Coast charged nothing. So, there was no charge. I might

1 ask this: What is the position then of the guidance
2 counselors in Houston, Texas or Dallas?

3 MR. WILSON: My District's feeling right now
4 is that we won't man that son of a bitch.

5 MR. GUNN: Then what will be done?

6 MR. WILSON: I'll have to ask them, because I'm
7 not going to speak for them, tell you we are going to man
8 it when we are very dissatisfied with it.

9 MR. GUNN: In other words, they won't go with
10 the wishes of the whole Board?

11 MR. WILSON: I can't answer that at this time.
12 I don't know. I thought he said it was going to Washington.

13 MR. GUNN: That's one.

14 MR. DAVIS: This other group has been suggested
15 as being looked into, trying to find out more information.

16 MR. GEORGE: Won't you not consent to the
17 District which is willing to man it?

18 MR. GUNN: You can move the guidance counselor's
19 meeting.

20 MR. GEORGE: Don't send it there.

21 MR. GUNN: You just said you are making a motion

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to send it there.

MR. LaRUE: I think you should s... at a minimum of expense. There may be some expenses involved in this.

MR. GUNN: I think knowing Tom that he may violently object and make it known but I think that if --

MR. WILSON: If that son of a bitch comes to Houston, we'll man it and try to sell it to the best of our ability. I don't want it to come to Houston though.

MR. GUNN: There's no problem there so you can relieve your mind of that.

MR. WILSON: We'll sell athletic trainers until our death, but we don't want that son of a bitch in Houston.

MR. GUNN: A motion has been made and seconded. A discussion has been held. All in favor of Joe's motion signify by raising their right hands? There are eight for the motion. All opposed?

MR. WILSON: District 6.

MR. GUNN: There's one abstention.

MR. WILSON: You bastard, you're laughing because it 's not coming to Oklahoma. There's no convention going to

1 Stillwater.

2 MR. GUNN: We'll take a recess at this time.

3 (Whereupon a recess was taken.)

4 (Whereupon the meeting resumed.)

5 MR. GUNN: All right. Yesterday Otho and I
6 met with Pinkey Newell, Bud Miller and Lindsay McLean,
7 with Dr. Fred Hine of the American Medical Association.
8 He is not an M.D., he is a Ph.D. Dr. Hine was meeting
9 with us to make us aware, make the NATA aware of the
10 possibility of accreditation of athletic trainers as a
11 body or as a group, as an allied health occupation to
12 the American Medical Association. There were fifteen
13 allied health occupations, accredited by the AMA present.
14 He made us aware that the liaison man with this accreditation
15 group was Dr. Lehmkuhl and Mr. Ralph Curley (sic). If
16 the NATA wishes to apply for accreditation as an allied
17 health occupation, it would be in effect in partnership
18 with the AMA. Application would be under the auspices
19 of the AMA. There are many facets to this and we don't
20 have the time and I don't think we can explain them
21 clearly enough to you to do a good job. So, what we would

1 recommend to the Board is that we Xerox the information,
2 printed information we receive and get it to you for your
3 discussion with your District and get some degree of
4 recommendation for this before the January meeting. That
5 is all we could do. I think that is all we could do at
6 present. They requested or quoted a request, desired
7 information a little more and so I better stop now because
8 I'm indicating a thought rather than a fact and let Otho
9 give us his thoughts on it and/or the facts he has
10 ascertained from it, and then we'll discuss it.

11 MR. DAVIS: Bob has pretty well covered it.

12 I'll give you some of the allied health groups: Organizations
13 collaborating with American Medical Association; American
14 Society of Clinical Pathologists; American Society of
15 Medical Technologists; American Occupational Therapy
16 Association; American Physical Therapy Association;
17 American Medical Record Association; American Association
18 for Inhalation Therapy; American College of Chest Physicians;
19 American Society of Anesthesiologists; American College of
20 Radiology; American Society of Radiologic Technologists;
21 American College of Radiology; American Society of Clinical

1 Pathologists; American Society of Medical Technologists;
2 American Society of Radiologic Technologists; Society of
3 Nuclear Medical Technologists; Society of Nuclear Medicines;
4 American Association of Medical Assistance and the American
5 Academy of Orthopedic Surgeons.

6 These are some of the groups and it works like
7 the North Central accreditation where they would have a
8 committee, they would go out and examine and check other
9 schools, and if it passed and met their accreditation,
10 then -- this thing is just too much in length to take
11 time now to go over and -- all right.

12 MR. GUNN: Briefly I'll read one particular
13 statement of a basic principle for the accreditation of
14 allied health education programs.

15 "Each organization collaborating with the AMA
16 in the accreditation of educational programs for an
17 allied health profession provides expertise in this
18 specific area. The collaborating professional
19 organizations participate in drafting the basic
20 requirements essential for the educational programs
21 and revisions of these when necessary. Each provides

1 surveyors for program visitations to determine
2 whether established standards are met satisfactorily.
3 Each likewise supplies representatives to meet as
4 a review committee to receive reports of program
5 survey teams and to recommend action to the council
6 on medical education on the basis of these reports.

7 "The AMA through its council on medical
8 education, may designate participants for survey
9 teams. The council is served by an advisory
10 committee on education for the allied health
11 professions and services, which provides intensive
12 study of issues of allied health education. In
13 order to effectively maintain active liaison
14 with professional and technical societies related
15 to medicine, the advisory committee established its
16 own panel of consultants in June, 1969.

17 "This panel composed of appointed representatives
18 of each of the fourteen national professional
19 associations collaborating with the AMA in the
20 accrediting process. The panel provides the
21 advisory committee with a broad base of information

1 for its deliberations and serves as a two-way
2 channel of communication. The council on medical
3 education grants final approval or accreditation
4 to schools and educational programs."

5 Gentlemen, this will be sent in total to you
6 for your study and according to the wishes of the Executive
7 Director, possibly an indication of your further desires.

8 Any questions?

9 MR. GIECK: In essence, what control would they
10 have over us?

11 MR. GUNN: In essence, that's one of the things
12 you have got. It will be in here and you will have to dig
13 it out.

14 MR. GEORGE: Did this man give any indication
15 of whether he approved that we would be accepted or not
16 accepted?

17 MR. GUNN: He did not. He didn't come in on
18 an official capacity. He came in on a fact giving capacity
19 or information giving capacity, that's all.

20 MR. SHERIDAN: We have got to wait until we
21 get it and study it. There's no use in us kicking it

1 around any more.

2 MR. GUNN: No, it would take too long and you
3 wouldn't get that much from it. Warren, would you please
4 present discussion for changes in the Director's term?

5 MR. MORRIS: I would like to read this
6 resolution. It will be from Chris since he wanted to
7 do it. Everyone has a copy. We'll just give it to
8 them and act on it as such. He thinks that two years
9 is not enough and it should be extended to three years.
10 He said he just got his feet wet the first year before
11 he could do anything and under the business of the
12 organization he thought it would be best for the organization
13 and everyone else. Has everyone received the resolution?
14 I'll give it to you.

15 MR. GUNN: If they want to act on it, that's the
16 Board's business. What does the Board want to do?

17 MR. WILSON: Doesn't our Constitution cover
18 this? I believe I was reading where it says the Directors
19 are elected for a term of two years, two odd years and
20 even years.

21 MR. GUNN: Is that Constitution or by-laws?

1 MR. WILSON: I'm in complete agreement with
2 Mr. Chris Patrick that in two years you just get your
3 feet wet.

4 MR. GUNN: As it gets more complex, it's still
5 not enough. Is this the Constitution or by-laws?

6 MR. MELIN: It's the Constitution, but the way
7 it's worded it needs a lot more information to take care
8 of the thing. If you pass the resolution the way it's
9 written, it will reduce a somewhat catatonic situation.

10 MR. GUNN: If you just pass a resolution it
11 wouldn't have any validity.

12 MR. MORRIS: It needs to be passed and be
13 a part of the by-laws if it's going to be effective, but
14 as it is written, it would not be sufficient. It would
15 be a very confusing situation. It would require other
16 changes. It would be ambiguous.

17 MR. GUNN: All I'm asking, what can the Board
18 do about this? If they don't have any power or authority
19 to act on it, then there's no sense in wasting time on it
20 and Chris would have to recommend an amendment to the
21 Constitution which could be done in a certain way.

1 MR. MORRIS: A change in the by-laws.

2 MR. GUNN: I thought you said it was
3 constitutional.

4 MR. MORRIS: No, in the by-laws. The only
5 thing, if they were in agreement with the additional
6 year of term of office of the Directors, then, it should
7 be referred to somebody to carry a revision of the by-laws
8 in accordance with the extension and then we can change
9 the by-laws.

10 MR. GUNN: You can change it? Let's get to work.
11 What does the Board think of this? Do you want more time
12 to study it? What do you want to do?

13 MR. SHERIDAN: I make a motion that we accept
14 this resolution and turn it over to the parliamentarian
15 to revise it.

16 MR. GUNN: Do what now?

17 MR. SHERIDAN: To revise the by-laws to make
18 it a three-year term of office for the Directors.

19 MR. GUNN: You are voting to change the by-laws?

20 MR. SHERIDAN: No, I'm not voting to change the
21 by-laws. They are voting to initiate a proposal to change

1 the by-laws and that will then be submitted and accepted
2 or declined. The by-laws won't be changed at the present
3 time but we want somebody to work it out in respect to
4 changing the term of office of the Director from two
5 years to three years.

6 MR. GUNN: Does everybody understand then what
7 we are going to vote on?

8 MR. DAVIS: We have to change the rules.

9 MR. SHERIDAN: No, you can't do that because
10 you don't know whether you will all agree with what I
11 write.

12 MR. GUNN: What I want to know, does the Board
13 understand what we are going to do now? What change there
14 is? Do we have a second?

15 MR. MORRIS: I'll second that.

16 MR. GUNN: It is seconded. All in favor, signify
17 by raising their right hands? All opposed? It's unanimous.
18 One more thing, Otho has something to say.

19 MR. DAVIS: At the Executive meeting Saturday,
20 Mr. Healion brought this up. It's one of his suggestions.
21 He stepped down as an Assistant Executive Director and he

1 wanted us to pass on this for official action.

2 MR. GUNN: May I do this? If he steps down
3 as Assistant Executive Director, he steps out of whatever
4 remuneration he has received in the past which is fifty
5 per cent of the Executive Director's salary. He gives
6 this up.

7 MR. WILSON: He gives up everything, right?

8 MR. GUNN: No, that's the title part. He's
9 still the Division Director. He wants to get the Executive
10 Director out of that and just no longer be the Executive
11 Director.

12 MR. WILSON: Well, now, this needs to be made
13 a little more clear to me. He wants to step out of the
14 present Executive position?

15 MR. GUNN: Assistant.

16 MR. WILSON: Assistant position and he'll be
17 no longer in charge of the conventions?

18 MR. DAVIS: He'll still remain in that.

19 MR. WILSON: No, I don't go for that.

20 MR. GIECK: What do you think, Otho, about the
21 two positions? We're paying him for the two positions.

1 MR. GUNN: As Assistant Executive Director
2 you are paying him to stand by in case something happens
3 to Otho. That is in essence what it amounts to. That's
4 what the Assistant Executive Director would do.

5 MR. GEORGE: Does he do much work as Assistant
6 Executive Director? Does he, Otho?

7 MR. DAVIS: Not administrative. The only
8 responsibility that he has that I can find and see is
9 as a convention chairman.

10 MR. GEORGE: He's really a Division Director.

11 MR. DAVIS: It looks to me it would be more
12 appropriate, it would be more appropriate to have a
13 Division Director for the National convention and wipe
14 it out on our line chart which is that No. 11 which is
15 Assistant Executive Director, National Program and Business
16 Affairs.

17 MR. SHERIDAN: He would still be Division
18 Director, am I right?

19 MR. DAVIS: Yes.

20 MR. WILSON: It would be perfectly satisfactory
21 to me if you made a change.

1 MR. DAVIS: It says in your instructional
2 reorganization manual, Page 18, Division Director, National
3 Program Business Affairs selection, appointed by the
4 President, with the approval of the Board of Directors.
5 Also serve as Assistant Executive Director, term of office
6 up for general review. The request was to give up the
7 title of Assistant Executive Director.

8 MR. LaRUE: Did he give a reason for wanting to
9 give it up?

10 MR. DAVIS: There hasn't been that much really
11 done per se as an Assistant Executive Director. The thing
12 to do would be to change the title, that particular area
13 of responsibility and make it coincide with the Division
14 Directors and it seems to me that there might be even hard
15 feelings or not necessarily be hard feelings but I can
16 see where it could arise from the Division Directors,
17 that here's one on a salary basis and they're not.

18 MR. GUNN: Sort of looks like a matter for
19 Bruce.

20 MR. WILSON: His position is up for review
21 yearly, right? I think it's time we made a change.

1 MR. SHERIDAN: Bruce, what has to be done?

2 MR. MELIN: If you don't wish to have the
3 Assistant Directorship under the same arrangements as
4 Division Director, National Program and Business Affairs,
5 you can eliminate that position by scratching out or
6 deleting under selection on Page 23 of my copy. I think
7 it's Page 18 of the other copies. We'll also have him
8 serve as Assistant Executive Director, then this portion
9 would then be only Division Director, Business Director
10 of National Program and Business Affairs. I can't tell
11 completely whether there's anything else in it that would
12 require the Assistant Director. I did want an Assistant
13 Director, Assistant Executive Director then. I would
14 suggest that it be placed directly in line with the
15 Executive Director and be his assistant on the chart of
16 organization and you would have to create that position
17 by an additional by-law.

18 MR. DAVIS: That position can be created so it
19 would be on the structure. Could it not?

20 MR. MELIN: It could be if you want to do that.

21 MR. WILSON: Let me ask this: This is for

1 yearly review, right? I would like to submit two men that
2 I would like for this position.

3 MR. GUNN: This is a different thing.

4 MR. SHERIDAN: What position are you talking
5 about? Executive Director?

6 MR. WILSON: Assistant Executive Director's
7 job.

8 MR. GUNN: That's included in the whole thing.
9 Hold off on that until we get this part out of the way.

10 MR. MELIN: At present we have a Division
11 Director of National Program and Business Affairs who
12 will also serve as the Assistant Executive Director. At
13 the present time if you select someone for that position,
14 he assumes both unless you change the by-laws.

15 MR. GUNN: And is he still eligible for the
16 same salary, half of this one?

17 MR. MELIN: Yes.

18 MR. GUNN: Any action on the discussion, I guess
19 it's the election of an Assistant Director? You make a
20 motion, Joe?

21 MR. GIECK: I would like to make a motion that

1 we delete the Assistant Executive Director. Would that
2 be satisfactory?

3 MR. GUNN: I don't know, I -- well, I guess
4 it would. Do we have a second?

5 MR. SHERIDAN: I would like to second it, but
6 it's just not clear yet. This is why I haven't seconded
7 it. Maybe I'm foggy now.

8 MR. GUNN: Get it out.

9 MR. SHERIDAN: If the Division Director's job
10 is on the line, all right, then, if Tom proposed someone
11 as a new Director, he automatically takes both positions
12 and there's no need to change anything. Now, if we are
13 just going to accept his resignation as Executive Director
14 or Assistant Executive Director, then we have got to make
15 a change in the by-laws. So, what is Joe's recommendation?

16 MR. GUNN: Just get that position out of there.

17 MR. GIECK: Just drop that title.

18 MR. GUNN: It's a pretty good suggestion.

19 MR. DAVIS: His request was that.

20 MR. GUNN: It doesn't belong there.

21 MR. DAVIS: That he eliminate his position as
the Assistant Executive Director. This is all it was.

1 It was not talking about --

2 MR. GUNN: We're not talking about a pperson,
3 we're talking about a job.

4 MR. DAVIS: And title as mentioned. I personally
5 think that the title as it is now of National Program and
6 Business Affairs should be changed to Division Director,
7 National Convention, because this is what his job is. It's
8 to handle the National Convention.

9 MR. GUNN: The motion before the floor now is
10 to delete this part and in fact it would be this position,
11 of Assistant Executive Director from the Division, this
12 Division head. That's purely and simply the motion now.
13 I ask for a second.

14 MR. CROWL: I second it.

15 MR. GUNN: The motion has been made and
16 seconded for the deletion of the words, "will also serve
17 as the Assistant Executive Director". All in favor signify
18 by raising their right hand? All opposed? It was eight
19 ayes, zero noes and two abstentions. So, the parliamentarian
20 is instructed to delete that out of the by-laws. Now, do
21 you want to put it anywhere?

1 MR. DAVIS: Leave it there as an option.

2 MR. GUNN: You have got to tell them where you
3 want to put it.

4 MR. DAVIS: If you wish to retain that title
5 or that position, on the line chart, I feel that it should
6 be Director, Executive Director. I don't care about it
7 being filled, but if you are taking this out, you may as
8 well put it off here all at one time while we are changing
9 this thing and then if a case arises and there is a need,
10 then we have got a place to put it without a lot of action.

11 MR. GUNN: Why don't you make a motion that the
12 position of Assistant Executive Director would be directly
13 under or the Assistant Executive Director would serve
14 under the Executive Director. There's nothing in here
15 stating his term of office.

16 MR. MELIN: This will require the direction,
17 selection of chairmen, of Director functions, salary. If
18 we are going to be consistent, this should be stated to
19 the extent that you wish.

20 MR. GUNN: At the present time it does not
21 exist, so further study on this position will be required

1 and a decision made in January or the mid-year meeting
2 in October. We have a winter meeting. All right, think
3 of what you want and give suggestions. Now, do you want
4 to make a motion on the Division Director?

5 MR. WILSON: What job is that? Is that the one
6 we just mentioned?

7 MR. GUNN: It is, it is without that title there.

8 MR. WILSON: I would like to submit two men's
9 names to the Board for consideration of taking this job.

10 MR. GUNN: Tom puts in the nomination of two
11 names. Would you give them?

12 MR. WILSON: Mr. Jack Aggers from Wyoming and
13 Mr. Logan Woods from Texas.

14 MR. GUNN: Mr. Logan Woods from Houston
15 Independent School, Houston, Texas, nominating these
16 two men. This puts a nomination for two men for the
17 election of Division Director of Program and Business
18 Affairs.

19 MR. GEORGE: Effective when?

20 MR. WILSON: Immediately.

21 MR. GUNN: It's subject to this revision.

1 MR. WILSON: Subject to yearly review and this
2 is the year.

3 MR. GEORGE: I have one comment to make. Tom
4 has done so much already for the convention at St. Louis
5 that he should be the Director for the St. Louis convention.

6 MR. WILSON: And at the same time at our next
7 Board meeting, wouldn't this exist on the next convention?

8 MR. AGGERS: There will be a winter meeting,
9 won't there?

10 MR. SHERIDAN: The selection for Director as
11 well as any Division Director, he is appointed by the
12 Executive Director with the approval of the Board of
13 Directors. We don't nominate anybody for this job.

14 MR. DAVIS: Wait a minute. Appointed by the
15 Division Director, selection is appointed by the President
16 with the approval of the Board of Directors. All of your
17 Division Directors I believe were appointed by your
18 President with the approval of the Board of Directors.

19 MR. GUNN: We have discussed this, about
20 appointments, these are subject to yearly review. So,
21 as President I think it's only fair to allow any names to

1 go into nomination which we are doing for this motion
2 and I will abide by the vote of the Board of Directors.
3 In effect, I'll abide by their expressed desires for
4 this appointment, and then you will have to give a quick
5 approval of which you have already done by this election.
6 Is that easier?

7 MR. MELIN: In effect, it's your appointment.

8 MR. GUNN: My appointment is the wish of the
9 Board.

10 MR. MELIN: Under those circumstances I think
11 you appoint them and then it would still have to be
12 approved.

13 MR. GUNN: All right. I agree. So, there's two
14 names nominated. I open the floor or keep the floor open
15 for a further nomination.

16 Joe Gieck?

17 MR. GIECK: He's in the same position Warren was.
18 In fact, I think the biggest thing we have talked about
19 is all this money that was signed on the master budget.
20 Stuff was done for all this and the records were not kept.

21 MR. GUNN: Excuse me, Joe. That's discussion.

1 nomination?

2 MR. AGGERS: Right, now I have to.

3 MR. GUNN: Jack Aggers has removed himself
4 from nomination. Warren?

5 MR. MORRIS: I would like to nominate Mr. Fred
6 Hooper, District 3.

7 MR. GUNN: We have three names in nomination
8 now since Jack declined. Any more names? You vote that
9 the nominations cease?

10 MR. PROPHET: I vote the nominations cease.

11 MR. GUNN: A second?

12 MR. SHERIDAN: I second it.

13 MR. GUNN: All in favor signify by saying aye.
14 All right, I think we better have a written vote.

15 MR. GIECK: This is to start in the '73
16 convention?

17 MR. GUNN: Yes. Would you mark your ballots.
18 It's for a name.

19 MR. WILSON: We put the name in.

20 MR. GUNN: You can make it Motion No. 1.

21 MR. MELIN: Just write his name in, just mark

1 for, against or abstain and write it in those little
2 boxes right next to the name of the person you are
3 voting for.

4 MR. GUNN: In essence, the vote of the Board
5 on these nominations will be my recommendation and my
6 appointment and that's an automatic approval, am I correct?

7 MR. GEORGE: No. We motion your approval for
8 appointment.

9 MR. GUNN: The vote is to retain Tom Healion
10 as the Division Director, National Program Division and
11 National Business Affairs for 1970, June 1971 to June 1972,
12 Division Director.

13 MR. AGGERS: Would you say that again? Tom
14 Healion? What are we voting here? I voted for -- I wrote
15 a guy's name in, I thought there were three names submitted.

16 MR. GUNN: That's right.

17 MR. WILSON: And he won.

18 MR. GUNN: Yes, the vote was seven to one.

19 MR. LaRUE: I move that we accept Tom Healion's
20 appointment.

21 MR. GIECK: I second.

1 MR. GUNN: Moved and seconded to accept the
2 appointment of Tom Healion. Any discussion? Is it
3 understood that he does not receive any more salary?

4 MR. DAVIS: You have done that by your previous
5 motion to eliminate the Assistant Executive's job.

6 MR. MELIN: May I ask a question in relation
7 to this? I don't have it in the by-laws, the remuneration
8 of the Assistant Executive Director. I don't know anything
9 about that.

10 MR. GUNN: I don't think you have it in there
11 frankly for the Executive Director, do you?

12 MR. MELIN: That's true.

13 MR. GUNN: It wasn't put in there.

14 MR. MELIN: I don't know if the remuneration
15 for the Assistant Executive Director was tied in. You
16 don't think it is?

17 MR. GUNN: No, sir, I don't.

18 MR. MELIN: Okay. That's fine.

19 MR. GUNN: All in favor of the motion signify
20 by raising their right hands? Motion to accept my
21 appointment. Let's see a show of hands again. All in

1 favor the motion to accept Tom Healion? All opposed? Seven
2 to three. It is carried. Are we open for discussion?
3 The other day on the committee appointment we had appointed
4 a man to the American College of Sports Medicine. After
5 some discussion we deleted this appointment and in talking
6 with Gary Delforge on this, he was surprised that this
7 committee was or this representation was taken off the
8 rolls because he felt that this was the best year that
9 he had attended the College of Sports Medicine. So, without
10 too much discussion, I think that if he feels this way he
11 ought to be --

12 MR. DAVIS: In fairness to this, not only this
13 man but our representation to the American College of Sports
14 Medicine, the other day we did not get into his recommendation.
15 We accepted it and it's in the file under recommendation
16 for ourselves, but I'll just read the first part of this
17 thing.

18 "The desire for a strong liaison arrangement
19 was reinforced during my conversation with ACSM
20 officers this past May in Toronto. As usual, Dr.
21 Kenneth Casey Clark, Ph.D., Mankato State, offered

1 several suggestions for improved liaison
2 activities with the ACSM. John Faulkner,
3 Ph.D., University of Michigan, ACSM President,
4 also expressed a sincere desire to work towards
5 strong liaison representation. Based on my
6 discussions with these gentlemen, it would seem
7 that the ACSM looks quite favorably on the NATA
8 as a professional association and would be
9 receptive to proposals for a more definite
10 relationship.

11 "Recommendation No. 1: That the Board of
12 Directors appoint a permanent liaison person to
13 represent the NATA at all future annual meetings
14 of the ACSM. It is felt that the potential future
15 benefits derived from a strong liaison relationship
16 with the ACSM warrants the appointment of a
17 permanent liaison representative.

18 "It is also suggested that the Board of
19 Directors appoint as liaison representative an
20 NATA certified member who possesses the potential
21 professional qualifications necessary to advance

1 to Fellow in the ACSM. This recommendation is
2 based on the contention that a strong liaison
3 relationship can best be developed by an
4 individual who has attained the highest membership
5 status in both associations.

6 "Recommendation No. 2: That the Board of
7 Directors request the Executive Director to propose,
8 in writing, to the ACSM that both parties take
9 definite steps toward the establishment of a more
10 definite and official liaison relationship and that
11 the name and credentials of the NATA member chosen
12 as possible liaison person be presented to ACSM
13 for their reaction and approval.

14 "Recommendation No. 3: That the Board of
15 Directors act on a previous recommendation made
16 by this member. This recommendation was included
17 as one of three general recommendations in the
18 June 5, 1970 ACSM annual meeting in Albuquerque,
19 New Mexico, Page 2. It reads as follows: "That
20 the NATA clearly define its own policies and
21 guidelines governing the conduct of liaison

1 activity with allied organizations. The ACSM
2 policies could very well give direction to this
3 undertaking.'

4 "This recommendation is based on the contention
5 that improved and expanded liaison activities
6 between the NATA and appropriate allied organizations
7 is becoming extremely important, especially during
8 the current stage of NATA growth and development.
9 Well conceived guidelines could greatly facilitate
10 these efforts."

11 MR. GUNN: What is your pleasure, if anything?

12 MR. WILSON: What are we being asked?

13 MR. DAVIS: You are being asked to consider
14 a liaison representative with this other organization.

15 MR. WILSON: And is this Delforge the man?

16 MR. DAVIS: He has been for the last two years.

17 MR. WILSON: I'm not in favor of him being
18 it any more. He is not an active trainer making his
19 living doing it.

20 MR. LaRUE: May I make a point here? In the
21 last year, someone was appointed and he was not one. I

1 can remember him coming in in Denver and talking to the
2 Board and saying because I'm changing the status to a
3 teaching trainer instead of being on the field all the
4 time, would you accept me in this position? I think he
5 was very fair with us at that particular time. He wouldn't
6 have taken a Division I don't think otherwise. Our wishes
7 are again not having working trainers, so I think he has
8 been very fair with us.

9 MR. WILSON: But he is not a trainer at all.

10 MR. LaRUE: I think what he is saying here, he
11 is trained to follow things and learn things in this area.
12 I think this group may be a little stronger than what it
13 was.

14 MR. PROPHET: The program was leaning more
15 towards the athlete than it was at that time. I heard
16 reports from people, Wednesday morning I heard one. There
17 was another one on the agenda. The whole morning was
18 speeches on athletics.

19 MR. GEORGE: I think if he's qualified enough
20 to be a Division Director, he sure as hell is qualified
21 to represent us. You are asking him to work his ass off

1 as a Division Director. There's teaching doctors, there's
2 teaching nurses who never go into the hospital. If we
3 are going to be professionals, some of us are going to
4 have to some day be a teacher.

5 MR. SHERIDAN: I think we are out of bounds.
6 I would like to make a motion that we continue our liaison
7 with the ACSM and you appoint who you want. I don't care
8 who you appoint but I think our association with them
9 should be continued, that's all.

10 MR. GUNN: We haven't stopped our association
11 with them. All I did was not appoint somebody. I did
12 not appoint any representative. So, if you approve a
13 representative then you have approved the association.
14 Let us be realistic.

15 MR. SHERIDAN: Let's appoint a representative.
16 all I'm saying is let's appoint somebody. I don't care
17 who you appoint but let's somebody. I'm making that a
18 motion that we appoint somebody to represent us at the
19 ACSM meeting.

20 MR. GEORGE: I second that.

21 MR. GUNN: Motion has been made and seconded

1 the Awards Division. I don't know which Division it is
2 in. The award was not given last year. If the Board
3 approves this and Bruce, you are going to have to handle
4 it later on, if the Board approves this, I recommend
5 that Frank Sheridan be appointed as the --

6 MR. DAVIS: No, it's in the book.

7 MR. GUNN: I make a recommendation at this
8 be tabled until the January meeting.

9 MR. DAVIS: It was not given last night because
10 we didn't know about it until late yesterday afternoon. I
11 had called Frank for one. I was going from correspondence
12 that I had when I was in charge. He said no, this was
13 passed to him and it falls under the Grantland (sic)
14 scholarship committee. It was one of those things. He
15 had three names and I then recorded it. I talked to Pinkey
16 Newell to try to straighten this thing out and I asked him
17 and he said that it would be necessary to invite this boy
18 to the meeting so he could be presented with his award
19 at that time.

20 The first time I saw any correspondence or
21 anything about this particular thing was in the hallway

1 about 3:30 yesterday. This is where it was found out that
2 the boy was not here. His name is Nottingham from Western
3 Illinois University. That committee has appointed this
4 particular individual.

5 MR. LaRUE: On the two things I mentioned
6 yesterday, may I have the Board's attention? This is
7 for an ad hoc group.

8 MR. GUNN: The Board recommended those recommenda-
9 tions. Any other business?

10 MR. AGGERS: Mr. President, I know we are all
11 in a hurry to get out of here and I'm leaving this Board
12 and I would like to say I enjoyed your company and
13 association and was very proud to be a part of it. Before
14 I leave I want to tell you one thing, and I can tell it
15 very quickly. It's a story and I don't know how much
16 truth there is in this.

17 All of you know Bob Beaton who is a coach at
18 Wyoming. He told me, Jack, I'm going to the Pan American
19 games as a trainer. I said, there's no way and he said,
20 well, I know somebody on the committee and I'm going to
21 go. Does anybody know anything about this at all?

