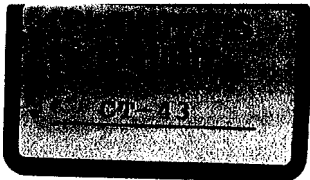


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CONFIDENTIAL

PUTTING THE CASE FOR ASBESTOS

Five key points

Many of us who work in the asbestos industry are being asked questions on the health risks associated with asbestos and some asbestos products. This leaflet is not intended to provide answers to such questions, because other literature has been designed for that purpose by the Asbestos Information Committee and by individual companies.

By now therefore you will probably be familiar with the queries which people outside the industry are raising, and with the facts which enable you to put this

matter in perspective for them. Knowing the facts, however, is not enough. Facts only convince when convincingly presented. Remember, when discussing asbestos and health with others, that for your audience *you* are the asbestos industry. This is a great responsibility, and these notes are intended to help you carry it effectively.

NEVER BE THE FIRST TO RAISE THE HEALTH QUESTION. If it is raised with you, then observe the following principles:

1 Make clear our concern

Disease which may be related to its products, whether serious or not, is naturally a matter of deep concern to the British asbestos manufacturing industry. The industry sets an example to the world in the precautions it takes to safeguard its own workers, in the Codes of Practice produced

by the Asbestosis Research Council to guide customers concerned with the health of their workers and in the medical and scientific research it sponsors on health matters. Reflect the industry's concern in your own attitude.

2 Emphasize rarity

Disease associated with asbestos is rare. The general public is not at risk, and very few workers are. The whole subject has been sensationalised because some recent medical research is of a kind which readily attracts headlines, and because asbestos

dust can, in a minority of cases, lead indirectly to cancer, which is always a "scare" word. The dangers have therefore become greatly exaggerated in the minds of people unfamiliar with the facts.

3 Stress that control is effective

The solution to the health problem is *not* to seek substitutes for asbestos, particularly as the majority of uses for asbestos products involve no dust and therefore no risk. In those operations where any significant amount of asbestos dust is likely to be regularly produced, effective measures of control are required. This control is achieved by following the recommended Codes of Practice. Experience has proved control to be effective. For example,

an expert statistical study of the mortality of long-service workers in a large asbestos textile factory has shown that as a result of the preventive measures taken since 1933 both the total cancer rate and the lung cancer rate for men employed for twenty years or more since 1933 are no greater than for the population as a whole.

4 Be positive

Asbestos is used because it saves lives, because it affords protection.

For example:

asbestos-based brake linings	produce a safe stop and cut down road accidents
asbestos-based bulkheads	contain the spread of fire through passenger and crew quarters at sea
asbestos protection for steelwork	delays the collapse of burning buildings
asbestos-based fire partitions	make offices, schools, hospitals and other places where large numbers of people congregate, safer
asbestos textiles	are essential for fire curtains, firemen's clothing, packings, lagging and other protective roles
asbestos-cement building materials	combine fire resistance with economy
asbestos-cement pipes	withstand soil attack when laid underground

5 Mention indispensability

No other fibre known to man has the unique combination of properties possessed by the mineral asbestos, and for most of

the applications listed above, no other product could do the job.

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