



OWENS-CORNING FIBERGLAS CORPORATION

INTRA-COMPANY CORRESPONDENCE

General Offices - Toledo, Ohio

CC - E. J. K. ...
A. C. ...

HB note
Attention of Mr. C. G. Staelin

January 30, 1940

Subject MR. MARSHALL'S MEMORANDUM
ON ITCH PROPOGANDA.

C. G. S.
J. S. R.
Task - 5 pm

The proposed Fiberglas Standards sheet on "Proper Methods of Handling Fiberglas Insulation" will, in effect, be a part of a complete manual on all forms of Fiberglas because it will be a part of Fiberglas Standards.

However, the manner in which we wish to use this story is to offer this data sheet to a customer who is experiencing difficulty with his workmen when they first undertake to handle Fiberglas. It should be in such form that it can be posted on a bulletin board, or otherwise distributed among the men who are the cause of the complaint. In that sense it will not be a part of a complete manual. It would not be effective for our purpose if it were constantly buried in the midst of other material.

The proposed sheet has to do with the handling of Fiberglas thermal insulation. This represents our major market, and our major problem. Jack Thomas, however, believes that we shall sooner or later need to get out some equivalent sheet having to do with handling of Fiberglas textiles and decorative fabrics so as to offset fear on the part of cutters and seamstresses, and other persons fabricating Fiberglas fabrics, that Fiberglas is a dangerous material to handle. Undoubtedly the time will come when we shall have two sheets having to do with the safety aspects of Fiberglas. In my opinion it would be much more practical to have two instead of one, because the story we would tell to the fabrics industry should be quite different in its interpretations than the story we tell to the thermal insulation industry.

To my mind it would not be advisable to try to "tar" other competitive products with the same stick. In the first place this might lead to a cat and dog fight within the industry. In the second place, some of these other materials are known to develop industrial diseases that we do not find present in the handling of Fiberglas (such as asbestosis and possibly silicosis). Most of these other materials are very dusty as compared to Fiberglas. It seems to me that we should try to disassociate ourselves from these other materials rather than to bring them into the same category with Fiberglas. As one chap put it, our material may have the same itch that is present in other materials, but at least we are not dusty or dirty.

They who not
understand
other reasons
for material
dust and for
industrial
diseases have

I must reiterate my early impression gained after talking before the Safe Practices Conference of the State of Pennsylvania, namely, that we have a very clean, desirable and safe material. Our hazards are negligible

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Form O-C-1-L

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compared to many that are common to other forms of industry. I believe we are in a position to be assertive as to the safety of Fiberglas because we have an accumulation of evidence behind us that makes this statement absolutely true.


T. S. Rogers

MK

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