

OWENS-CORNING FIBERGLAS CORPORATION

INTRA-COMPANY CORRESPONDENCE

General Offices - Toledo, Ohio

January 7, 1942

to Mr. Harold Boeschstein ←

15
ECA
Please talk with
H.F.

ject

EJM thinks there is "the germ of a major strategy here." He suggests

1. Compilation of asbestosis file, as suggested,
2. Explore with Aetna what we can get in way of "automatic, pianola coverage" in nature of public liability....like coverage extended by cedar chest manufacturer against moth holes,
3. "X" step -- how to utilize and get results
 - a. go to union cold turkey and lay it on line?
 - b. or - start with people we know in union and build up confidence in worker that he is protected and there is no risk?

OK good -
explore with
Pietron -
also Danlans
also H.F. /
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that.

Queries:

1. Would we have to do same in Equipment field?
2. How would this affect our terms and conditions of sale?

ECA
Edward C. Ames

ECA/bw



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Attention of

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Subject

with A.F. of L. Union Labor.

- (2) A means of extending to Union members on construction jobs the same kind of insurance protection and industrial hygiene precautions now available to workers in private industry.
- (3) An irrefutable demonstration of the willingness of a reputable commercial insurance company to underwrite such a risk and of the manufacturer to carry the premium cost.
- (c) If reaction is favorable, arrange for Aetna representatives to present plan at Union district conferences and/or meetings of locals or at general convention of Union in fall of 1942. Presentation to be accompanied by distribution of Aetna leaflets explaining the insurance and telling the Fiberglas health story.
- (d) If reaction is unfavorable, use the asbestosis weapon-in-reserve to let them stew. We may be sure that word of the proposal will reach competition and may give us a lever with which to go direct to the locals under the union's professed law of local autonomy. This procedure may provide an opportunity to promote dissension in the ranks that conceivably could bring about over-throw of the present Union leadership.
- (e) The proposal can be exploited publicity-wise to our advantage either way.

If the reaction is favorable, it is a step unprecedented in the industry, taken by a manufacturer so confident of the absence of unusual hazard in his materials that he has joined forces with Aetna at a rate more favorable than could be granted to any competitive manufacturer - to protect and reassure labor and assume liability attaching to any occupational hazard attributable to his materials.

If the reaction is unfavorable, the way is opened to spread word among the locals about the refusal of the Union officials to make this protection available to the members and to play all the stops on asbestosis. Implied is the threat to distribute to all members of the Union copies of the U.S. Public Health Bulletin #241 on Asbestosis.

Principal advantages of the whole plan are that it would take out of the realm of rumor and gossip all the stories of injuries that are floating around, would enable us to document such stories, and would enable us to take the offensive in telling the health story of Fiberglas where it would do the most good.


Edward C. Ames

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PLAINTIFF'S
EXHIBIT

K-22

tabbies

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AMES

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