PLAINTIFF'S EXHIBIT
CAP-527

AIA NORTH AMERICA
ASBESTOS INFORMATION ASSOCIATION
1745 Jefferson Davis Highway, Crystal Square 4, Suite 509
Arlington, Virginia 22202 • (703) 979-1150

PRIORITY ATTENTION PLEASE

February 20, 1981

MEMORANDUM FOR: Members

SUBJECT: Forwarding of Survey Questionnaire on Asbestos Industry

As you may know, the Asbestos International Association (AIA) has scheduled its 3rd Biennial Conference for May 27-28, 1981 in London, England. AIA is an industry organization of national asbestos associations representing some 28 countries. This Association (AIA/NA) is a member of AIA and represents the United States. Attendees at the conference will be restricted to invited industry representatives and guests.

In connection with program preparation for the May conference, the AIA authorized its Communication Advisory Panel (CAP) to conduct "an international survey on opinion among the managers of concerned companies in all countries." The results and general conclusion of this survey will be presented by the CAP as a conference agenda item.

Pertinent information from the cover page of the questionnaire appears below:

1. The secrecy of answers is guaranteed.

2. Return of questionnaire is desired even though respondent does not wish to answer every question.

3. Each respondent may receive a report and written analysis of this survey by so indicating at the end of the questionnaire.

4. Questionnaires should be mailed by March 1, 1981 (or as soon thereafter as possible) to:

Communications Economiques et Sociales
Marcel VALTAT
10, avenue de Messine
75008 Paris
FRANCE

The Executive Committee of AIA/NA encourages addressees to give this survey request their prompt and serious consideration.

- over -

Naturally, final decision regarding completion of the enclosed questionnaire is a matter entirely within the prerogative of member companies. It does appear that some of the information in the questionnaire could be useful as consideration is given by this Association to certain affirmative actions with the regulatory agencies. Accordingly, a copy of completed questionnaires to this office for retention by Special Counsel for Federal Regulatory Affairs (Kirkland and Ellis) would be appreciated.

As a related item, John Marsh, Raybestos-Manhattan, Inc. and the Executive Director will represent this Association at AIA's 3rd Biennial Conference.

B. J. Pigg
Executive Director

BJP/cn

Enclosure



ASBESTOS INTERNATIONAL ASSOCIATION (AIA)

PROFESSIONAL QUESTIONNAIRE TO MANAGERS OF ASBESTOS INDUSTRIES

The Executive Committee of AIA has authorized its Communication Advisory Panel to launch an international survey on opinion among the managers of concerned companies in all countries. The results and general conclusion of this survey will be presented during the Biennial Conference of AIA (London, 25-31 May, 1981). Each person having answered the questionnaire enclosed may have a written report sent to any address he wishes (see end of questionnaire page 6).

The secrecy of answers is guaranteed

If you do not wish to answer every question please complete the form as far as you can and send it to us anyway.

This questionnaire is mainly addressed to the general managers of those companies concerned with asbestos.

Would you kindly send it back, anonymously, before March 1st 1981, to the following address :

Communications Economiques et Sociales Marcel VALTAT
10, avenue de Messine 75008 PARIS - France

Thank you.

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anything in this column (reserved for computerizing)

1. a) Have your company experienced over the last five years a decline in the market for its asbestos products ? 1 - 3

Yes ☑ 1
No ☐ 2 4

b) If yes, could you classify in decreasing order (from 1 to 9) the causes to which you attribute this

	. The general economic situation.....	☐ 1	5
	. A decline in any following activity :		
	- building industry.....	☐ 2	6
	- automobile.....	☐	7
several	- chemical industries.....	☐	8
possible	- mechanical industries.....	☐	9
answers	- others.....	☐	10
	. Attacks against asbestos.....	☐ 5	11
	. Competitive products.....	☐ 3	12
	. Government regulations.....	☐ 4	13

2. Did public criticisms against asbestos occur in your country ? 14

Yes ☑ 1
No ☐ 2

3. a) Could you classify in decreasing order (from 1 to 9) the most aggressive organisations according to you (1 being the most aggressive) :

	If not aggressive but helpful, put a cross in the appropriate square, column 2		
. Trade unions	☐	☐	15-24
. Consumer associations	☐ 3	☐	16-25
. Official protection agencies (Health / Environment)	☐ 5	☐	17-26
. Other government bodies	☐	☐	18-27
. Competitive industries	☐ 4	☐	19-28
. Media :	☐ 1	☐	20-29
. Medical bodies	☐ 2	☐	21-30
. Asbestos companies medical services	☐	☐	22-31
. Others	☐	☐	23-32

b) Among the aggressive media, could you classify, in decreasing order (from 1 to 7) in your opinion :

. T.V.....	☐ 3	33
. Radio.....	☐ 2	34
. Daily papers.....	☐ 1	35
. Magazines.....	☐	36
. Consumers magazines.....	☐	37
. Scientific publications.....	☐	38
. Others.....	☐	39

anything in this column (reserved for computerizing).

4. Among the asbestos related diseases studied by media, which are the most mentionned ? (classify from 1 to 4, 1 being the most frequent) :

. Lung cancer	☐ 1	40
. Mesothelioma	☐ 2	41
. Asbestosis	☐ 3	42
. Others	☐	43

5. In your opinion, are criticisms against asbestos in your country mainly 44

. based on precise data	☐ 1
. exaggerated	☒ 2
. completely false	☐ 3

(put a cross in the appropriate square(s))

6. Which attitudes did asbestos industries of your country adopt ? 45

	. no reaction	☐ 1
several possible answers	. reaction only on ad hoc basis	2 ☒ 2
	. established dialogue with critics	1 ☒ 3
	. negotiated with governmental authorities	3 ☒ 4
	. others	☐ 5

(put a cross in the appropriate square(s))

7. In your opinion, was the result of the attitude adopted 46

. very positive	☐ 1
. positive	☒ 2
. ineffective	☐ 3
. negative	☐ 4
. very negative	☐ 5

(put a cross in the appropriate square(s))

8. In the near future, do you expect that the criticism will : 47

. increase	☐ 1
. remain stable	1 ☒ 2
. decrease	2 ☒ 3

(put a cross in the appropriate square(s))

9. Depending on future criticisms, do you expect the consequences on the general market for asbestos containing products to be : 48

. Nil	☐ 1
. positive	☐ 2
. negative	☒ 3

(put a cross in the appropriate square(s))

Not a clear question

anything in column (re ved for cor terizing)

10. During the period 1976-1980, can you indicate the percentage of investment expenditure spent on control and safety (control and filtering of air and water, individual protection, special tools and apparatus) in your plants :

. 1976	5 %	49-50
. 1977	10 %	50-51
. 1978	25 %	52-53
. 1979	25 %	54-55
. 1980	50 %	56-57

11. Do special regulations exist for asbestos industries in your country ? 58

Yes ☒ 1
No ☐ 2

12. If yes, are those regulations, in your opinion : 59

. insufficient ☐ 1
. reasonable ☒ 2
. somewhat severe ☐ 3
. much too severe ☐ 4

(put a cross in the appropriate square(s))

13. Do you expect new or further regulation 60

. soon ☐ 1
. within five years ☒ 2
. unlikely ☐ 3

(put a cross in the appropriate square(s))

14. Do you expect the turnover of your company for its asbestos products will (based on steady currency) : 61

based on economic conditions

. maintain its present level ☐ 1
. increase ☒ 2
. decrease ☐ 3

(put a cross in the appropriate square(s))

15. a) According to you, could your company turn to substitute materials 62

. Raw material	. Finished products
Yes ☐ 1	Yes ☒ 3
No ☒ 2	No ☐ 4

b) If yes, do you consider those substitutes as ;

		yes	no	
several possible answers	. technically equal to asbestos	☐ 1	☒ 2	63
	. economically viable	☐ 1	☒ 2	64
	. of equal safety	☐ 1	☐ 2	65
	. of higher safety	☐ 1	☒ 2	66

(put a cross in the appropriate square(s))

anything in this column (reserved for computerizing)

16. a) Do you expect those substitutes to eventually replace asbestos ?

Yes ☐ 1
No ☒ 2

67

b) If yes, when ?

68

. within 5 years..... ☐ 1
. within 10 years..... ☐ 2
. within 15 years..... ☐ 3
. within 20 years..... ☐ 4

(put a cross in the appropriate square(s))

17. Do you think that in the near future, the asbestos industry should

69

. let criticisms continue without reacting to them..... ☐ 1
. implement acceptable conditions for the asbestos industries by cooperation..... ☒ 2
. adopt an aggressive attitude..... ☒ 3
. move into other activity..... ☐ 4
. adopt other attitudes..... ☐ 5

(put a cross in the appropriate square(s))

18. At last, with tongue in cheek,

70

If you had to decide personally today, would you engage your company in the asbestos industry ?

Yes ☐ 1
No ☒ 2

Would you be so kind as to give us the following information (whose answers will not be taken into consideration in the analysis of the survey. They will solely be used for general evaluation).

19. Official position of respondent : 71

20. Continents in which your company is based : 72

21. Do you have any subsidiary company in other continents 73

Yes ☐ 1
No ☐ 2

22. What is the yearly average tonnage of crude asbestos handled by your company in the last five years ?

..... 74

23. Please indicate any of the following activities in which you are engaged

several possible answers

. Asbestos-cement	☐	75
. Friction materials	☐	76
. Textile materials	☐	77
. Sealing materials	☐	78
. Paper	☐	79
. Other	☐	80

(put a cross in the appropriate square(s))

24. If any point you feel important is missing, we should appreciate your suggestions and comments :

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.....
.....

I would like to receive the report and written analysis of this study at the following name and address :

Name CAPCO Pipe Company, Inc. - Att. Mr. W. T. Whitley President

Address Post Office Box 3435

State country Birmingham , Alabama, U.S.A.

Zip code 35255