PLAINTIFF'S EXHIBIT 15-708



ithout difficulty if they stick on the job long enough to build an immunity and 2.) t when the mental hazard is removed, washing before meals and at the end of each shift w plenty of mild soap and warm water, use of calamine lotion containing one per cent phe as an anti-pruritic, and sometimes use of a cleanser containing a wetting agent (such a Ivo-O-Clean, which is coconut impregnated with lanolin) ordinarily suffice.

Since May 1941 our health program has been built on these premises:

1. Find out the facts. (Our files have been centralized, complete related data have been assembled on insurance experience, investigations have been carried out: Siebert, Sulzberger, Schwartz, Sobels, etc.)

2. Get the facts into medical literature. (Articles have been published in Industrial Medicine, American Journal of Surgery, Journal of the American Med Association, Industrial Hygiene Digest, etc.)

3. Take the mystery out of the subject by making the facts available to members o our own organization and to the general public. ("Health Aspects" has been published and reprints of articles in medical journals made available for gen distribution.)

4. Handle inquiries promptly and fully. (All bona fide inquiries have been answ with custom-made replies. Forms have been avoided.)

5. Concentrate on professional and technical "influence centers" — Medical gro safety engineers, industrial hygienists, plant physicians and nurses, public health authorities. These contacts have been and are being cultivated.

This has been a slow process of education. Frequently Branch men have been under the suspicion of being devil's advocates to get the order, and their talk about the abseno the health hazard has been discounted. Some Branch men, too, not familiar enough with health story to tell it in a forthright and accurate manner, still reflect a defeatist attitude about the itch and local competitive conditions sometimes frustrate them.

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Our efforts to combat the itch may be adequate in a seller's market; it is a certainty they will be inadequate in a Post-War buyer's market. In some cases we have been like Dutch boy at the dike, trying to stem a competitive avalanche that threatens to engulf We can point with pride, however, to the consistent effort we have made to treat the p foot on its merits. We have nothing to hide, nothing to conceal. And where the itch been a salesobstacle apparently ruling our materials out of a job, the real reason ha ain deeper, in a complex of local and national manufacturing, distribution, and appli tion methods.

Behind such situations lies the fact that the Asbestos Workers Union has had a long ha perhaps unholy alliance with the magnesia manufacturers. Evidence in our files docum