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To: JW

CONFIDENTIAL

21st February 1967.

I.C.I. Ltd.

There seems no doubt at all that I.C.I. have decided that wherever it is technically or economically feasible, insulation materials which do not contain asbestos must be used on I.C.I. plants. The amount of asbestos cloth which is being used in insulation work proper is now quite small, mainly in connection with expansion joints and mattresses, and their other miscellaneous usages for cloth in curtaining, protective clothing, etc. have not yet come under their ban. They are, however, showing interest in glass cloth and aluminised asbestos cloth, and both these prospects are being followed up.

A. C. Maffin.

Rochdale

Mr. E. A. Edmonds,
London Office.

ACM/DC
To: EAE

CONFIDENTIAL

21st February 1967.

I.C.I. Ltd.

I am attaching hereto a copy of a letter received from Mr. Wilkinson at Newcastle following his discussion with Mr. Elmes at Billingham. From this you will see that there seems no doubt now that for insulation work proper I.C.I. is trying to find alternative materials to asbestos. This probably means that the bulk of our asbestos trade with I.C.I., direct and through Witty & Wyatt, is not, for the moment at any rate, at risk. Although both Darlington, Newalls and I.C.I. themselves have said that their usage of asbestos cloth is quite small, there is a sizeable amount of cloth business which could be under something of a cloud and I think that you should advise Witty & Wyatt of this and ask them to watch out for any attempts by the I.C.I. people to substitute other materials for any asbestos textiles. Presumably there is a useful trade in rope lagging which might be at risk?

You will see that Mr. Wilkinson refers to I.C.I.'s interest in glass cloth and aluminised asbestos cloth. Could you advise me whether Witty & Wyatt are interested in selling either to I.C.I. Frankly, I would like to sell both direct, particularly the former.

A. C. *Mahn*.