FILE NAME: Hooker Chemical (HOOK)

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A.V.D. ASBESTOS
January 21st, 1969

J. R. Hutchesen

CAUTION LABELS
Asbestos Bags

As a result of the severe protests registered by T.H. and other members of the Asbestos Information Committee last fall, our plans to place a caution label on asbestos fibre bags were deferred.

We understand that J.M. has agreed not to put caution labels on asbestos bags destined for International customers. Instead, J.M. is preparing a booklet on recommended handling methods of asbestos which is to be mailed to each of our customers.

We recommend a new approach to this matter be made to Domestic customers, for the following reasons, viz:

1) We understand that other O.A.M.A. member companies do not intend to place a caution label on their bags at this time. We are of the opinion that if caution labels must be placed on the bags, the necessity for such action should be provided to the other producers, such that the O.A.M.A. acts in common on this matter.

   We have seen the reaction of T.H. and other members of the Asbestos Information Committee to our decision to proceed to apply caution labels to bags to International customers. Our image is not improved when we issue a notice of action, then decide, under pressure, to change our decision.

2) We have received the following protests from our customers as a result of our letter of October 1st in which we advised them of the caution label, viz:

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2) a) Armstrong Cork - Fulton, N.Y.

They maintain they do not open the bags but dump bag and contents into their mixing vats. They do not want the caution label applied, or, if it is a must, they ask that the wording be changed.

b) Hooker Chemical - Niagara Falls, N.Y.

They are concerned about labor problems if the caution label is applied.

c) Tile Company - Stratford, Conn.

They have written to state they do not want any caution label on their bags.

Although we have no proof to offer, we could lose business if we proceed alone on this matter. On the other hand, if the other G.A.N.A. members are persuaded to join in this endeavor, no competitive sales problems will arise.

It is our recommendation that instead of proceeding to place caution labels on bags to Domestic customers, we proceed, as follows:

a) Send a copy of the caution booklet presently being prepared by Jack Nolan to each Domestic customer.

b) Extend an offer to each Domestic customer to provide a sign for him to post at the fibre using station which will list instructions for proper handling, etc.

We would appreciate your comments.

H. W. HEIGHT

HWH/hh

cc: K. V. Lindall

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