

LETTER SENT TO ADDITIONAL SEVEN COMPANIES

Asbestos Information Association/North America

22 East 40th Street
New York, N. Y. 10016
(212) 661-8206

November 19, 1971

PLAINTIFF'S EXHIBIT

CAP-1611

On September 21, the Asbestos Information Association/North America held an industry orientation seminar on asbestos-health at the Union League Club in New York City. We are sorry that your company was not able to attend, for a number of health related topics of great interest to the industry were discussed. Among these were: press attitudes toward the asbestos industry; federal, state and local government activities affecting asbestos; the overall health question; the role of the environmentalists in influencing public opinion regarding asbestos; and what the AIA/NA is doing in these various areas of industry concern.

Attached for your information are two of the major presentations given at the seminar. The first, by W. P. Raines, Secretary of the AIA/NA, describes the activities and accomplishments of the Association over the past year. The second, by M. M. Swetonic, AIA/NA Project Manager, discusses the medical aspects of the asbestos-health problem, especially as they relate to the alledged hazard to the general public. Also attached is a question and answer card prepared by the AIA/NA for use by member companies in replying to questions commonly asked about asbestos-health. This card was distributed to those in attendance at the AIA/NA seminar.

In the two months that have elapsed since the seminar, developments in this area of mutual concern have been many and varied. Of prime interest are the following:

1. The Federal Environmental Protection Agency standards on asbestos emissions into the ambient air will be published shortly. The AIA/NA, through its various governmental contacts, has continued its efforts to favorably affect the content of these regulations.

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2. The AIA/NA testified before the Illinois Pollution Control Board on regulations that would not only seriously affect the manufacture and use of asbestos-containing products within the state of Illinois, but would also ban completely the use of asbestos-containing brake linings on new cars manufactured after 1975.
3. The AFL/CIO has thrown its considerable weight behind an effort to impose very strict emergency occupational standards on asbestos mining and manufacturing. This move is being fought on an individual basis by member companies of the AIA/NA.

What the outcome of these developments will be is uncertain as yet, however the potential adverse effect on the industry is great. The work that the AIA/NA is doing in these and many other areas is vital to the future well being of all of our companies. For this reason, it is more important than ever that the AIA/NA have the support and participation of the entire North American asbestos industry in its many programs.

On behalf of the AIA/NA, I would therefore like to officially offer to your company a full and equal membership in the Asbestos Information Association/North America, effective immediately upon your acceptance.

As you know from our previous correspondence, Johns-Manville Corporation is paying the full cost of the AIA/NA for the present year. For 1972, however, member companies that are manufacturers of asbestos-containing products will share in the cost of operating the Association on a dues structure of 50¢ per ton of asbestos fiber used during 1970 in the manufacture of asbestos-containing products, with a minimum of \$2,000. Asbestos fiber tonnage figures will be submitted to the Association's outside legal counsel, and each company will be billed for its share on a quarterly basis, the first installment being due January 1, 1972. All tonnage figures submitted will be kept confidential and will not be available to the other members of the Association.

Estimates indicate that the dues structure will produce revenue for 1972 of approximately \$170,000, and a budget based on that amount has been drawn up. Activities covered by the budget will include the general administration of the Association, the dissemination of information to member companies, the gathering and analysis of basic asbestos-health information, the development and implementation of positive publicity programs, the printing of booklets and other

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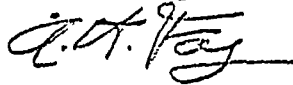
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literature relating to asbestos-health, the counteracting of adverse publicity, and other activities related to the overall AIA/NA program.

Attached you will find a form indicating your acceptance of membership in the Association. If you have questions with regard to the AIA/NA, please do not hesitate to contact us at any time.

We sincerely hope that you will join us in the work of the AIA/NA, not merely to receive information on the asbestos-health question and its effect on the asbestos industry, but also as active participants in the various programs of the Association.

Sincerely,

A handwritten signature in dark ink, appearing to read "A. H. Fay", with a stylized flourish at the end.

A. H. Fay
President

Enc.

November 19, 1971

The attached letter went to:

K. Fred Netter
President
Supradur Manufacturing Corp.
122 East 42nd Street

Mr. W. Berngen
Gatke Corp.
228 N. LaSalle Street
Chicago, Ill. 60601

Mr. Paul S. Jagger
President
Asbestos Cement Products Ltd.
11105 Bridge Street
North Surrey, B. C.

Mr. Richard D. Abelson
President
Maremont Corp.
168 N. Michigan Avenue

Mr. Julius K. Nemeth
President
The Reardon Company
Box 88
Brunswick, Ohio 44212

Mr. Douglas Soutar
Vice President
American Smelting and Refining
120 Broadway
New York, New York 10005

Mr. P. S. Hass
President
Kaiser Gypsum Company
300 Lakeside Drive
Oakland, Calif. 94604