

Flexitallic International
SLOUGH

Form 4170A

PLAINTIFF'S EXHIBIT

FX-88

To
Mr. T. Warren
BD/JDG/EG

From
J.D. Montagu
Date
7th September, 1976.

CONFIDENTIAL

Blue Asbestos Filler

I have now received opinions from the Flexitallic General Managers as to their attitude to changing from our blue dyed asbestos filler, which has been a distinctive feature of Flexitallic for many years.

Flex UK - Against a change as not considered necessary at the present time. No strong reaction received from clients and they point out that a secondary problem would be the changeover of stocks at distributors which could lead to considerable losses.

Flex Aust. - Not an immediate problem and only worth considering as a long-term issue.

Flex Africa - No problem.

Flex USA - What is your latest view?

All are agreed that any decision must be on a Group basis and certainly no one company can change in isolation. It is agreed that the matter should be reviewed at our next meeting in the U.K.

My views are as follows:-

1. If any change is made linking it to the asbestos hazard, then it would be an expensive proposition leading to stock obsolescence in a big way at factories and distributors.
2. If a change were agreed, then it should not be linked to this hazard and its timing should be during a busy period when existing stocks can be wasted out readily.
3. The choice of a new colour is difficult as it needs to be distinctive to retain the special Flexitallic image, and most colours have already been pre-empted by competitors. The campaign against asbestos is not only against "Blue Crocidolite" but against all asbestos products, and thus to change from our blue dye would not necessarily solve all the problems by a long way.
4. In some countries, labelling certain products may become compulsory, in which case the colour of the product would be unimportant.
5. In the longer term we should be working towards a non-asbestos filler as a safeguard against future legislation or public opinion, although it hardly seems likely that sensible steps can be taken to bar asbestos due to its incredibly valuable properties and its low cost.

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To sum up, I believe that we should not change the colour of our filler immediately at this stage but should keep the whole matter of asbestos continually under review.

Please let me have your views.

A handwritten signature in dark ink, appearing to read 'Montagu', with a long, sweeping horizontal stroke extending to the right.

(J.D. Montagu)