

SECRET

East Walpole, Massachusetts 02032

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October 1, 1982

Mr. Harold North
Purchasing Manager
Victor Products Div.
Dana Corporation
P. O. Box 1333
Chicago, IL 60690

Dear Harold:

On a recent visit, I discussed with you the matter of asbestos labelling and I indicated to you that I would be back in further touch relative to a proposal in this regard. This letter is to request a reaction to a couple of approaches to this problem.

Although we have discussed the matter of labelling for some time, we have made no positive steps in this direction because we have been working with the Asbestos Information Association which, hopefully, was going to come up with a uniform labelling practice for the industry. This would have made it much easier for all of us; but, like many associations of industry people, it is very difficult to get any common ground and thus a firm decision.

Inasmuch as this has been dragging on for quite some time, we are taking it upon ourselves to approach our customers for a reaction. First of all, I'm sure you have already seen labelling as done by one of our worthy competitors. I would understand that they are now labelling their material as follows:

"CAUTION. This material contains asbestos fibers. Avoid creating dust. Follow approved work practices including the use of appropriate dust control equipment. Inhalation of asbestos fibers may cause asbestosis or other serious bodily harm. Smoking greatly increases this risk of serious bodily harm."

Further, it has been suggested to us that we might consider a label as follows:

DANA-0332.77



VPD-153-0002183

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CAUTION

Contains Asbestos Fibers

Avoid Creating Dust

Breathing Asbestos Dust May Cause

Serious Bodily Harm

I would really appreciate your reviewing this type
as far as labelling of products that we ship to Victor.
what your people think.

With best regards I remain

Very truly yours,

HOLLINGSWORTH & VOSE COMPANY

Stoughton L. Ellsworth
Vice President - Sales

SLE/jf

VPD-153-0002184

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