

Enclosure 5
Draft Letter
to Customers

Notes to Executive Committee
1. Copy on corporate letterhead
2. Salesman may give copy to customers or simply use to frame his discussions with customers.

Dear Customer:

The purpose of this letter is to update you on the Environmental Protection Agency's (EPA) consideration to ban the manufacture of A/C pipe — and to ask for your assistance.

Since (name of company) was advised of EPA's investigations, we have labored long and hard to provide facts showing that a ban is unnecessary. The worldwide A/C pipe industry, its national trade associations and legal counsel have met or corresponded with EPA and many other government officials. The gist of our comments is this:

- The asbestos exposures about which EPA is most concerned—workplaces—are currently the subject of a comprehensive rulemaking by the Occupational Safety and Health Administration (OSHA). OSHA's hearings on a reduced asbestos standard start on June 19, 1984.

- Common sense suggests that EPA should not overlap OSHA's regulations, but defer until OSHA's rulemaking are finished.

- When it passed the Toxic Substances Control Act, Congress clearly did not intend that EPA duplicate existing regulatory and enforcement authorities. EPA should defer to OSHA's regulatory authority for workplaces.

- Even if EPA has legal authority to regulate asbestos based on occupational risks, it must take into account risk reduction that new OSHA asbestos rules might impose.

- Bans of asbestos-containing products have previously been rejected by the European Economic Community, the International Labor Office and independent scientists.

- Banning the production of A/C pipe would create intense public pressures to remove existing A/C water pipe systems.

- If water utilities are denied use of A/C pipe, expenditures for pipe materials would increase substantially.

These last two items — public concerns about the safety of A/C pipe in place and economic impacts — could affect your utility. And that's why we need your assistance.

The A/C pipe industry is trying to bridge a credibility gap with EPA. Since (name

of company) obviously has a financial interest in the outcome, the Agency views our opinions as self-serving and without merit. We think you'll agree that the public's concerns and the cost impacts of a ban can be very real — and we want you to tell EPA so.

A number of major A/C pipe-using municipalities and private water companies already have sent letters to EPA, letters just like the one attached. The A/C pipe industry isn't asking you to fight its battles. (Name of company) is firmly committed to remaining in the A/C pipe business. Hundreds of thousands of A/C pipe and other asbestos product industry dollars are dedicated to opposing EPA's action — in Washington and in the courts. However, its simply a matter of making EPA aware of the facts.

Thanks for your cooperation.

CAPCO JEN 0031947