

FILE NAME: Oil Industry and American Petroleum Institute (API)

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Division Headquarters
January 22, 1973

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cc: R. M. Billings
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1/24

OSHA COMPLIANCE

Attached you will find some correspondence between the district sales people and one of our customers, Humble Oil and Refining Company, concerning their decision to prohibit the use of asbestos bearing insulations in their plant.

You are familiar with the meeting we had with the Shell Oil people, and, in addition to that, Messrs. Fenner, Reitse, and myself have had meetings with Stone and Webster, Sargeant and Lundy, and other industrial insulation users concerning their reluctance to use asbestos bearing insulations on their jobs.

Taxaco, American Oil Company, and many others have already made the decision that asbestos bearing materials will not be permitted in their plants from now on.

As you know, we will not be completely converted to an asbestos-free insulation until the latter part of 1973, and we are finding it increasingly difficult to convince our customers that they should continue to buy our Thermobestos with asbestos.

There are substitute materials available for this service, and it only remains to be seen whether there is sufficient volume of asbestos-free insulation available to complete present projects that are now on the books.

The reluctance to use the asbestos bearing products relates to the added cost for monitoring and physical examinations, in addition to the potential exposure of future insurance or compensation claims that might result from the use of asbestos bearing products. To-date, we have not been able to overcome this fear on the part of the customer.

Any program you might have that could assist us with these customers would be most helpful. I would appreciate an opportunity to talk to you about it.

R. A. STAPLETON

RAS:lm