

FILE NAME: Dow Chemical (DOW)

DATE: 1969 Dec 9

DOC#: DOW007

DOCUMENT DESCRIPTION: Memo RE Problem at Dow Chemical [Defense of Asbestos Content in Product]



DEC 11 1969

Per Severstrom - Toledo/23

John Vyverberg - New York

December 9, 1969

Dow Chemical:

R.C. Glasser - Toledo/23

Dr. J.L. Konzen - Toledo/11

Al Spang - Detroit

M.O. Weber - Toledo/23

Several weeks ago you called me on the problem at Dow Chemical and also Max Weber sent me copy of his letter of November 25th. I made several suggestions to you covered in the following:

1. Have Caretemp analyzed - not just for the asbestos content (or lack of asbestos) but for the basic ingredients. Then ask our chemists and Dr. Konzen if any of the basic raw materials used in making Caretemp are toxic. Point out results to Dow. Also determine what type of cements Phillip Carey sells. They are in the asbestos business, so I am assuming they also sell cements made of asbestos.
2. Talk to Dr. Konzen on the problem and ask for his help. He is personally acquainted with the industrial hygienists and medical staff at Dow. He can be helpful in getting them to lift the ban.
3. Make good use of the NIOSH pamphlet "Recommended Health Safety Practices for Handling and Applying Thermal Insulation Products Containing Asbestos". Point out there is no reason for the exposure to be above a threshold limit if normal care is taken.
4. Dow Chemical - of all people - have no reason to ban products because of a small content of asbestos. Most of the chemicals they manufacture are toxic and certainly they know how to handle. Furthermore, we are buying their products and not banning them just because chemicals are harmful if handled improperly.

Frankly, Per, I think it is unjustified for Dow Chemical to eliminate Calcium Silicate that includes a small content of asbestos from their specifications on new construction and/or maintenance work.

It appears to me that Phillip Carey's salesman have done a good job of selling, and I think we should "pull all stops" in overcoming Dow's objections.

Please let me know where you stand and what else I can do to help.

John Vyverberg

JYV/ljs

JR1
12