

A/C Pipe & Health Bulletin



volume
number
date

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JANUARY 9, 1980

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PLAINTIFF'S EXHIBIT

CT-276


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SUBJECT: SUGGESTIONS FOR A/C PIPE AND HEALTH MEETINGS

The following outline is one that has been used successfully by the Johns-Manville Sales Corporation in making presentations on the A/C pipe and health matter. It would do all of us well if we could take this example and use it as a guide for our own presentations.

In dealing with the A/C pipe and health matter, we should not be concerned with "pride of authorship" nor with the "not invented here" mentality, but rather with the thought that A/C pipe is an economic, trouble-free and efficient product which is essential in some areas, highly desirable in most, and completely safe to install and use.

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SUGGESTIONS FOR ASBESTOS & HEALTH MEETINGS

I. PRELIMINARY:

A. AVOID CRISIS SITUATIONS.

This can be done by requesting to have a meeting with your customer before asbestos and health is considered a problem by your customer.

B. BE PREPARED

When you go to a meeting:

1. Know your subject by reading and understanding the contents of:
 - a. Health Fact Bulletins
 - b. OSHA Regulations
 - c. AACPP Audio/Visual Program
2. Know the local situation.
 - a. Who are the decision makers
 - b. What are the principal issues or concerns
3. Have available, documented data, such as:
 - a. State of Calif. press release on the U. of C. Study
 - b. State of Colorado press release
 - c. Work Practice Manuals
 - d. Copies of "A/C Pipe & Health" by AACPP

C. BE PROUD

Be aware of the fact that the J-M Pipe Division and the A/C Pipe Industry have an enviable record where the asbestos and health situation is concerned.

1. A/C pipe has been subjected to more studies than most other types of pipe. Studies which had as an objective to find a health hazard associated with its use. All such studies have failed to establish a causal link to any health hazard associated with asbestos in potable water.
2. The A/C pipe industry in 1973 financed a study by the AWWA Research Foundation to investigate whether A/C pipe was associated with a health hazard. Their findings were negative.
3. In 1973, J-M appeared before the National Convention of the States Sanitary Engineers Association. At this meeting all of J-M's research reports on asbestos in water were presented to this group. This meeting predated the Reserve Mining case that brought asbestos in water as a potential health hazard to prominence.
4. The A/C pipe industry financed studies regarding dust generating potential of commonly used tools. As a result of these studies "Recommend Work Practice" Manuals were developed. Over 60,000 of AACPP & AWWA

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work practice manuals have been distributed by the A/C pipe industry to the construction industry.

All of the above adds up to the fact the A/C pipe industry has acted in a responsible manner regarding keeping our customers informed about asbestos in water and the proper methods to handle A/C pipe.

II. MEETING FORMAT:

There are two basic types of meetings you are requested to conduct:

1. Where asbestos in water is of primary importance.
EXAMPLES: Water boards, city councils, Public Health Officials, distributors sales force, etc.
2. Where airborne asbestos dust from cutting and machining A/C pipe is of primary importance.
EXAMPLES: Contractor, Water Dept. installation crews, OSHA Industrial Hygienists, distributors yard crews, etc.

A common format for all types meetings would be to follow the newspaper formula.

- a. Tell them what your are going to tell them
- b. Tell them
- c. Tell them what you told them

III. ASBESTOS IN WATER SUPPLY MEETING

- A. Explain why you are there and the purpose of the meeting. State one or two things they will see in the A/V program that you have previously determined is of primary interest to this particular group, or the decision maker in the group.
- B. Show the A/V package prepared by AACPP
- C. After the presentation, reemphasize a few salient points made in the A/V presentation. This is also an opportunity to update your audience on more recent events that they may have, or they probably will hear about, through the media. EXAMPLES: 1. The Chesapeake, Virginia situation.
2. The U. of C. study.
- D. Open the meeting to questions. Remember:
 1. Don't overstate facts.
 2. Don't be afraid to say "I don't know the answer to that question, but I'll find out and let you know" (Be sure to follow through on this promise)

- E. Make available the "A/C Pipe & Health" booklet to those who desire a copy. If anyone wants additional data, such as copies of American Journal of Epidemiology articles or AWWA articles regarding studies on asbestos, record their names and you can get copies from DHQ for them.

IV. MEETINGS WHERE PROPER METHODS TO HANDLE PIPE IS THE PRIMARY CONCERN

This type of meeting is generally held at a distributors yard where pipe cutting and machining tools can be on display.

- A. Explain why you are there and the purpose of the meeting. i.e. To inform the group that A/C pipe can be handled in a safe manner, and that readily available tools that are recommended are equally, or more, cost effective than tools that are not recommended. The A/V program covers safe working practices, and has a chart showing dust levels generated by commonly used tools. (See page 22 of "A/C Pipe & Health")
- B. Show the A/V package.
- C. After the presentation the individual tools on display can be shown or demonstrated. Proper use of short lengths to minimize or eliminate the need for field cutting and machining can be demonstrated.
- D. Have available "Recommended Work Practice" Manuals for distribution.
- E. Answer questions. If an answer requires you to read from the Manual, have all present turn to that page so they can follow what you say by reading the section.