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Ann Reports

PLAINTIFF'S EXHIBIT

MET-649

**THE WELFARE WORK OF THE
METROPOLITAN LIFE INSUR-
ANCE COMPANY FOR ITS
INDUSTRIAL POLICY-
HOLDERS**

LEE K. FRANKEL
Third Vice-President



REPORT FOR 1918

REPORT OF THE WELFARE DIVISION FOR THE YEAR 1918

Notwithstanding the difficulties encountered in carrying on the work of the Welfare Division during the war year, 1918, at maximum efficiency, I am pleased to report that little difference is to be noted in the results accomplished as compared with the preceding years. In fact, along certain lines, it appears that the war acted as a stimulus rather than as a deterrent. I refer in particular to the work of our Superintendents and Agents in cooperating with the Welfare Division. Too much cannot be said regarding the services rendered by our field men in every phase of patriotic welfare activity. Although many of our Nurses left our service for war duty, special mention should be made of the work of those who remained with us. I shall refer to these more *in extenso* in a later part of the report.

The unique machinery which the Company has at its disposal through its Agency staff enabled us to develop our activities along lines which are practical and which we believe in the long run must bring results.

INSTRUCTION OF THE POLICY-HOLDER AND THE MEMBERS OF HIS FAMILY IN MATTERS OF HEALTH.

(a) Health Literature

The great difficulty in the past year has been to secure paper for our Welfare literature. Owing to the restrictions put by the Government on the sale and use of paper, we found it at times practically impossible to secure necessary stock. For this reason we were unable to meet all the demands made upon us. Naturally, owing to this limitation, we were restricted in the publication of new pamphlets.

Nevertheless, two new pamphlets have been issued during the year. The first of these, "The Metropolitan Cook Book," which was issued in the latter part of 1918, already has proven its usefulness and need. The demands for this booklet are increasingly large. In its preparation, we had primarily in mind the question of food conservation and the use of foodstuffs which could be purchased at reasonable cost. We have received letters

from many policy-holders indicating their pleasure in receiving this booklet. We are advised that it fills a long-felt want in the homes of many of our Industrial policy-holders. If we can educate these in modern methods of nutrition and preparation of food, we shall have gone a long way in reducing the incidence of diseases due to bad diet and improper feeding.

Another booklet which has recently been issued and which has received much favorable commendation was prepared by Miss Eleanor Bridgeland, Supervisor of the Nursing Service, and is entitled "Information for Expectant Mothers." Following our usual plan, the booklet has a very attractive cover. The text is written in a simple style so that every one can readily understand it. We are placing this booklet in the hands of Nurses in the belief that the expectant mother can best be approached through the professional visitor. Requests for the pamphlet are coming in from many associations interested in infant and child welfare who have expressed themselves in no uncertain terms regarding the value of this booklet.

Regarding our Welfare literature issued in previous years, the number of pamphlets distributed in 1918 was limited, as stated above, by our inability to obtain paper. Notwithstanding this, a total of 14,599,122 copies was distributed during the year, making a total of 187,824,532 copies printed and distributed by the Company to date.

(b) Nursing Service

The statistics of the Nursing Service show that, whereas we made 1,316,319 visits in 1917, a total of 1,431,085 visits was made in the year 1918. Considering the conditions which surrounded the Nursing Service, this result is exceedingly gratifying. In a number of smaller communities, we were compelled to discontinue service during the year owing to the inability to obtain properly trained Nurses. If it be recalled that approximately 30,000 Nurses volunteered for service with the Army and the American Red Cross, we feel that we were very fortunate in being able to continue our service to the extent which we did, and, as a matter of fact, actually improve upon the service of the preceding year. The results are gratifying not only because of the increased number of visits but because the studies which we have made of individual services show a higher character of work. Agents have become better acquainted with the requirements of the Nursing Manual and are

reporting fewer cases where nursing is not necessary. Cooperation between the Nurses and Agents is more pronounced, which likewise has been reflected in the kind of service given.

Improvement in the professional status of the Nursing Services mentioned in the report of 1917 continued during the year 1918, as is indicated by the following table:-

PERCENTAGE OF SERVICES IN SPECIFIED GRADE
FOR THE YEARS 1915 TO 1918.

Month and Year	Excellent	Good	Fair	Poor	Unclassified*
December, 1915.....	5.2%	33.4%	50.5%	10.5%	.4%
December, 1916.....	3.9%	57.9%	34.2%	.9%	3.1%
September, 1917.....	3.9%	65.4%	27.6%	.1%	3.0%
December, 1918.....	2.4%	68.5%	25.9%	.0%	3.2%

* New services.

While the number of excellent services decreased 1.5 per cent., which was probably due to war conditions, the number of good services increased from 65.4 per cent. to 68.5 per cent. Similarly, the number of fair services decreased from 27.6 per cent. to 25.9 per cent., whereas the number of poor services was entirely eliminated. In view of the unusual conditions existing during the past year, it is gratifying to know that we have been able to satisfactorily maintain our professional standards.

There can be no doubt that this excellent result was obtained by the close supervision which our Field Supervisors give on their visits of inspection and to the better cooperation on the part of Nurses, Superintendents and Agents.

Increase in the cost of living has been reflected in the Nursing Service. In 1917, the cost per visit was 51.7 cents; in 1918, 52.5 cents. There is every likelihood, however, that the cost in 1919 will be even higher. On the other hand, the average number of visits per patient was reduced from 5.4 to 4.9. This we believe was due to better supervision and, in particular, to better cooperation between Agents and Nurses, through which unnecessary visits were avoided. The total cost of the service for 1918 was \$810,387.86 as compared with \$724,134.98 for 1917. Based on the entire number of Industrial policies in force, this makes a cost of 4.6 cents per policy as compared with 4.8 cents per policy in 1917. This is the amount which is paid by every policy-holder in the Company for

a highly skilled service during illness, given by graduate Nurses, and, from the standpoint of cost, is extraordinary, particularly if it be remembered that every policy-holder who desires the service in cases of acute illness may receive it during the entire period of incapacity, if such incapacity requires bedside care.

This report would not be complete without a word regarding the heroic service rendered by our Nurses during the recent influenza epidemic. When it became apparent that the epidemic would be widespread and reach practically every part of the United States and Canada, instructions were sent to Superintendents to put on additional Nurses in case emergency situations in their respective Districts required it. This offer was availed of in many communities so that service could be given to policy-holders. In many communities, unfortunately, it was impossible to obtain additional Nurses. From every part of the country, however, word has been received from Superintendents and others indicating that Nurses were on duty frequently twelve to fourteen hours per day. Many of them broke down under the strain. Many of them became afflicted with the disease in caring for their patients. Probably no greater testimonial could be given to the nursing profession than the splendid work done by its members during the recent epidemic.

The work of our Field Nursing Supervisors likewise requires special mention. When Boston, Mass., realized the enormity of the situation which confronted it, Miss Bridges, our Field Supervisor in New England, was asked to take charge. She undertook to organize the Nursing Service in that community. It is no exaggeration to say that she kept at work fourteen to sixteen hours daily. Miss Foote, our Southern Supervisor, visited many of the cantonments in the South and gave practical advice and suggestions in meeting the epidemic situation. Miss Johnson, another of our Supervisors, was drafted by the Red Cross and was engaged in similar work. What Mrs. La Malle did in the Middle West is best indicated by an editorial which appeared in *The Public Health Nurse*, from which I give the following abstract:

"The Visiting Nurse Association had been operating with only one Nurse in the field. She was doing the very best she could, but was practically helpless to handle the calls, which were running from thirty to sixty a day. Mrs. La Malle requested that she be given all the calls in one-half of the city. She started at one o'clock in a taxi-cab, working intensely until

late in the night, making every call assigned to her before quitting.

"In many of the cases which Mrs. La Malle visited, the entire family were stricken and helpless. Some of them had not had an outsider enter their homes for days. She made arrangements in many cases where she visited for removal to the emergency hospital, thereby undoubtedly saving many lives. At the meeting of the Medical Society held the same night, Dr. Owen publicly praised the effective work and cooperation rendered him by Mrs. La Malle and further stated that without her assistance the situation would be much more serious than it was."

The report of the Nursing Service undoubtedly brings up the question raised last year regarding the influence of the nursing and the distribution of the Welfare literature on the Company's mortality. In the report of last year, it was shown that there had been a decrease at all ages in the Company's mortality from the year 1911 to 1916. This decrease varied from nine-tenths of 1 per cent. at ages 75 and over to 22.2 per cent. at age one. The same gratifying decrease continued during the year 1917, as shown in the table below:

INDUSTRIAL EXPERIENCE, METROPOLITAN LIFE INSURANCE COMPANY, 1911 AND 1917. DEATH RATES PER 1,000 COMPARED BY AGE PERIOD.

AGE PERIOD	1917	1911	Per Cent. Decline
All ages.....	11.6	12.5	7.2
1 to 4.....	10.5	12.8	18.0
1.....	20.4	25.2	19.1
2.....	13.5	16.6	18.7
3.....	7.7	9.3	17.2
4.....	5.6	6.6	15.2
5 to 9.....	3.4	4.2	19.1
10 to 14.....	2.6	2.7	3.7
15 to 19.....	4.8	4.7	*2.1
20 to 24.....	6.6	7.3	9.6
25 to 34.....	8.4	9.5	11.6
35 to 44.....	12.4	13.7	9.5
45 to 54.....	19.6	19.8	1.0
55 to 64.....	35.8	36.0	.6
65 to 74.....	76.4	74.5	*2.6
75 and over.....	142.6	139.3	*2.4

*Per cent. increase in seven years.

During the year 1917, there was an average increase in mortality over that prevailing in 1911 of 2.5 per cent. at ages 65 and over and of 2.1 per cent. at ages 15 to 19. Aside from these, all other ages show a decline in mortality during the seven-year period.

If we study the subject by causes of death and compare our mortality with that of the Registration Area, the same satisfactory results are shown. This is brought out clearly in the following table:

RATES PER 100,000 FOR PRINCIPAL CAUSES OF DEATH
—1917 AND 1911 COMPARED.

METROPOLITAN LIFE INSURANCE COMPANY (INDUSTRIAL DEPARTMENT) AND REGISTRATION AREA OF THE UNITED STATES.

(White and Colored Lives Combined)

CAUSES OF DEATH	M. L. I. Co. (Ind. Dept.)			Registration Area U. S. A.		
	Rates per 100,000		Per Cent. Reduction in 7 Years	Rates per 100,000		Per Cent. Reduction in 7 Years
	1917	1911		1917	1911	
All causes of death.....	1,161.1	1,253.0	7.3	1,416.8	1,415.9	*.1
Typhoid fever.....	12.1	22.8	46.9	13.4	21.0	36.2
Acute infectious diseases of childhood (measles, scarlet fever, whooping cough, diphtheria).....	46.8	58.9	20.6	44.9	49.0	8.4
Acute poliomyelitis.....	1.6	1.6	....	1.6	1.8	11.1
Influenza.....	14.4	15.9	9.4	17.2	15.7	*9.6
Tuberculosis of the lungs...	172.3	203.0	15.1	128.7	138.0	6.7
Cancer, all forms.....	70.9	68.0	*4.3	81.6	74.3	*9.8
Organic diseases of heart...	142.0	141.8	*.1	153.1	140.9	*8.7
Acute and chronic bronchitis.....	10.8	15.2	29.0	16.4	19.5	15.9
Pneumonia—all forms.....	121.1	115.3	*5.0	149.3	133.7	*11.7
Bright's disease.....	95.7	95.0	*.7	99.1	87.5	*13.3
Diseases relating to child-birth.....	18.2	19.8	8.1	16.6	16.0	*3.8
External causes (accidents, suicides and homicides)...	{ 93.2 } { †108.7 }	97.9	{ 4.8 } { *†9.0 }	108.1	107.4	*.7

*Per cent. increase in seven years. †Includes war deaths for 1917.

For example, the Company's reduction in death rate from typhoid fever in 7 years (1911 to 1917) was 46.9 per cent., whereas in the Registration Area for the same period, it was 36.2 per cent. The reduction in the rate for pulmonary tubercu-

losis was 15.1 per cent. in the Industrial Department of the Company, as compared with only 6.7 per cent. in the Registration Area. The diseases mentioned in the table on page 6 are largely those which come within the purview of our Nursing Service, including the infectious diseases of childhood, pneumonia, and particularly diseases relating to childbirth. The table shows that there has been an increase of 4.3 per cent. in mortality from cancer in the Company's Industrial Department experience. At the same time, there was an increase of 9.8 per cent. in the Registration Area. Mortality from external causes increased 9 per cent. In this are included war deaths. If these latter are deducted, the Company's Industrial experience would show a decrease in the mortality from external causes.

Since special attention is being paid to diseases relating to childbirth, and as special attention is being given to maternity nursing, the data in the table are especially interesting. The Company's mortality in 7 years declined 8.1 per cent., whereas the mortality in the Registration Area increased 3.8 per cent. Probably nothing better attests to the value of the Nursing Service, and in particular the care given to women before and during childbirth, than the data just submitted.

Last year we began systematically to offer prenatal service to policy-holders. This service was materially extended during the year 1918. In order to make service available to more policy-holders, a former rule was rescinded under which policy-holders could obtain maternity service only if policies were one year in force. This rule was changed so that now policy-holders are entitled to the service after the policies are nine months in force. We are hopeful that the extension of the prenatal care in connection with our maternity service will in due course have an increasingly favorable effect upon the mortality from diseases relating to childbirth.

COOPERATION WITH HEALTH AUTHORITIES AND SOCIAL AGENCIES IN IMPROVING HEALTH CONDITIONS.

(a) Clean-up and Fly Campaigns

As in the past, we requested Superintendents to cooperate with local civic organizations in arranging for clean-up campaigns. In order to make our clean-up literature more effective, we revised the clean-up circular, making it a colored poster.

Two varieties of this poster were printed, one for distribution in communities in which the Street Cleaning Department did not undertake the removal of refuse; the other poster outlines to citizens the methods of cooperation to be followed in communities in which removal of refuse was provided for. During the year 1918, our representatives cooperated in 152 cities and distributed over 620,000 clean-up leaflets.

(b) Baby Week Campaigns

Early in the year a circular letter was sent to all Superintendents advising them of the plan of the Federal Children's Bureau for a "Children's Year." We enclosed in this letter two leaflets explanatory of the campaign which the Children's Bureau intended to carry out in connection with this special activity. Superintendents were urged to get in touch with local Baby Week Committees and to cooperate with them in every possible way. As a result, Metropolitan representatives in 176 cities throughout the United States were very active in these campaigns.

It is the irony of the situation that while this was supposed to be "Children's Year," the probability is that the mortality among infants was higher than during the preceding year and that it will continue to remain higher during the year 1919. This of course was due to the influenza epidemic. In some cities during certain weeks of the epidemic, the infant mortality was from two to five times as high as during the corresponding weeks of last year. This does not necessarily mean that infants died of influenza, but rather that they died owing to improper care and attention. In many instances, mothers of babies died or were taken to hospitals, with a resulting increase in the number of deaths among their infants.

The special Baby Week circulars which the Company prepared several years ago, as well as the other literature on child welfare, were distributed very generously in connection with Baby Week campaigns. Over 475,000 of these booklets and leaflets were given to various welfare organizations or distributed by our agents.

(c) Patriotic Literature

While it had no particular bearing upon the health conditions in various communities, the Company felt it to be its duty during the year 1918, owing to conditions which prevailed, to

educate its policy-holders along patriotic lines by distributing to them a small booklet prepared by the National Committee on Patriotic Literature, containing the words and music of the more important patriotic songs of the United States. In addition to placing these booklets in the homes, thousands of copies were given to public school authorities for use in school work. Requests have come to us from many organizations engaged in the sale of Liberty Bonds and War Savings Stamps for copies of this booklet. In fact, requests have come to us from all types of organizations and societies including churches, Y. M. C. A.'s, etc. A total of 1,475,000 of these booklets has been distributed.

As heretofore, requests have come to us from public schools throughout the United States for copies of our literature to be used as text books in connection with the training of pupils in sanitation and personal hygiene. We have endeavored to meet these requests to the best of our ability. Our limitations in this respect, owing to lack of paper, have been indicated above. Nevertheless, during the year we furnished our pamphlets to schools in 126 communities in the United States and Canada.

INDUSTRIAL SERVICE BUREAU.

Two years ago, the Industrial Service Bureau was organized by the Welfare Division in the belief that it might help employers to work out the human problems of industry. It was our thought that the literature which had been collected by the Company, together with the Company's own experience in handling labor problems, might be of benefit to other employers of labor. In conducting the work among its own employees, the Company has necessarily made careful studies of similar work undertaken by other corporations. The Company's library on this subject is a fairly complete one.

During the year, the Industrial Service Bureau issued the first of its publications entitled "Hiring and Firing." This booklet seems to have struck a sympathetic chord. Requests have come in from hundreds of employment managers, students of employment problems, corporations and firms interested in the important problem of personnel. We have supplemented this booklet by correspondence with many employers regarding specific problems in their industries.

The growth of the Group Insurance Department has demonstrated the need for the Industrial Service Bureau, and it

is hoped that during the coming year, this activity will be materially extended. At present we are planning to place a more intensive service at the disposal of employers insured in the Group Insurance Department and to give them, if necessary, the personal services of men who have had expert training in employment, managerial and welfare problems.

THE FRAMINGHAM DEMONSTRATION.

The Framingham Demonstration is now in its third year. Under the original offer of the Company to the National Tuberculosis Association, \$100,000 was granted for an experiment to cover a three-year period. It is quite probable that the experiment may have to be continued beyond this time. Results thus far obtained indicate very strongly that the experiment has been worth while and that, if it be continued a sufficiently long time, the hopes of the donors may be realized.

The Special Committee having the Framingham Demonstration in charge has published a series of monographs which fully describe the methods and plans of the experiment, together with special monographs describing some of the special features of the work in Framingham, among these being the medical examination of citizens, diagnostic standards set up by the Committee, etc. The reader is referred to these monographs for a more elaborate statement of the work thus far done. It will suffice to say that apparently the infant death rate in Framingham has been reduced since the Demonstration was begun. During the decade 1906 to 1916, approximately 14 people of all ages died per thousand living; during the first year of the Demonstration, this number was reduced. The tuberculosis death rate for the decade 1906 to 1916 was 121 per 100,000. While the data thus far obtained must be taken with reserve, there are indications that the death rate from tuberculosis was reduced approximately 20 points per hundred thousand in 1917, and that a further decrease resulted in 1918. If these figures will be confirmed by a careful checking up of the data at hand, it would appear that, even in the short time in which the Experiment and Demonstration have been under way, the results show that it has been worth while.

SANITARY SURVEY OF NEW ORLEANS.

In cooperation with the City Board of Health and with the approval of Hon. Martin Behrman, Mayor of New Orleans, the

Company, early in June 1918, started an intensive study of the health and sanitary condition of the city of New Orleans. The expenses of the survey are to be shared equally by the City and the Company.

The investigation is divided broadly into two parts—actual work in the field and the analysis of statistical data at the Home Office.

The first inquiry was into the death rate, to determine whether it was normal or abnormal, and if abnormal, a determination of the diseases or conditions producing the high rate, the effect of these diseases on the death rate and the methods in vogue for their control. A detailed study is being made of infant mortality and many of the more preventable communicable diseases, as typhoid or tuberculosis. The sanitation of school buildings and the protection of school children from disease will be covered in the investigation. Especial attention is to be given to problems of municipal engineering—the public water supply, the disposal of excreta and garbage. The purity of the milk and other food supplies will be determined. The commercial and industrial life of the community is to be carefully studied, the hazards of industrial life, the sanitation of workrooms, adequacy of wages and the living conditions of the worker in the home. The relationship of poverty to disease will be considered and an investigation made of the methods of relief by public and private charities of the city. Finally, a careful scrutiny of the Health Department itself will be made, its methods, organization and distribution of its budget to provide for all vital health problems.

The survey is conducted, not in a spirit of criticism, but with a constructive viewpoint, and it is believed that valuable data will be obtained which will be of assistance in solving many public health problems, not alone for New Orleans, but other Southern communities. With this point in mind, a careful distinction has been made, throughout the survey, in the effect of the white and negro population on the community death rates.

The main result hoped for as a result of the survey will be a reduction in the death rate of the future. New Orleans will benefit by having the way to a clean bill of health pointed out, a distinct attraction for a city contemplating the commercial expansion which New Orleans has in mind.

The report is now in the final steps of its preparation.

ALLOTMENTS AND ALLOWANCES FOR SOLDIERS' FAMILIES.

Early in the year 1918, the Company sent a circular letter to all Superintendents calling their attention to the War Risk Insurance Law, and in particular to that section dealing with the question of allotments and allowances for soldiers' families. The Company's agents were advised that it would be part of their work during the year to become acquainted with policy-holders in which some member of the family had enlisted or had been drafted and to explain to them the provisions of the law bearing on their cases. Through correspondence with Commissioner Nesbit of the War Risk Insurance Bureau, letters sent from this office regarding policy-holders were given special attention. As a result of this cooperation between agents and policy-holders, allotments and allowances were secured and expedited in hundreds of cases of families who, because of their ignorance of the law and of the method of procedure to obtain allotments and allowances, would probably not readily have obtained them.

EXHIBITS.

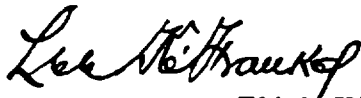
Owing to the epidemic of influenza which was at its height during the early fall, it was not possible for the Company to cooperate with local authorities in arranging for Welfare exhibits which are usually held at this time of the year. However, the Welfare exhibit was shown at 42 fairs. Many of these exhibits included an emergency hospital at which a Metropolitan Nurse was in attendance to give first aid to visitors. The value of these exhibits is best shown by the following abstract from a letter written by one of our Superintendents reporting on the exhibit held in his District: "In addition to our booth, we have had now for five or six years the official hospital on the grounds, which is known as the Metropolitan Life Insurance Company Emergency Hospital. It is the only hospital on the grounds, and I receive from time to time the thanks and appreciation of people who have received treatment. The exhibition authorities also appreciate very much what we do and depend upon us every year for this hospital, because if we did not have the hospital they would be compelled by law to supply one. Two trained nurses are in attendance every day from nine o'clock in the morning until midnight. During the exhibit, 54 people were treated at the hospital."

PICNICS

Again, conditions incidental to the influenza epidemic prevented the Company from holding picnics for policy-holders as extensively as heretofore. For this reason, only five such picnics were held during the year. Reports of these outings, however, are very gratifying, and it is the Company's intention to extend this phase of Welfare Work during the coming year.

HEALTH AND HAPPINESS AND VETERAN LEAGUES

Owing to the various war activities of the field staff, it was not possible for Agents to devote much time to the development of the Health and Happiness and Veteran Leagues. However, the membership of these leagues to date is 115,420 and 57,737 respectively. In Baltimore, one of our representatives has organized a particularly fine chapter of the Health and Happiness League. The children of this chapter elect their own officers and conduct monthly meetings in a very businesslike fashion. The members of the League were continually engaged in the sale of War Savings Stamps and in other patriotic activities. At times this chapter holds rather elaborate entertainments which are conducted and financed entirely by the children themselves.



Third Vice-President.

Year Issued	WELFARE PUBLICATION	No. Distr. in 1918	Total Distr. to Jan. 1, 1919
1909	War on Consumption.....	127,360	6,705,335
1910	Directions for Living and Sleeping, etc.....	.....	484,355
1910	From Flies and Filth.....	2,650	6,210,025
1910	Sleeping Shack Circular.....	38,035	673,935
1910	War Cups.....	133,450	34,974,700
1912	Tuberculosis Sanatoria List (1912 Edition).....	.....	11,100
1912	The Child—English.....	258,900	3,829,729
1912	Welfare Work—Policy-holders.....	70,97	894,050
1912	Welfare Work—Employees.....	59,275	636,510
1912	Welfare Work—Visiting Nurse Service.....	119,300	1,285,460
1912	Baby Circular.....	205,785	6,539,470
1912	Folding Cups.....	74,975	2,142,450
1912	Milk Circular.....	125,612	6,436,087
1912	Teeth, Tonsils and Adenoids—English.....	310,15	4,055,855
1913	Fake Consumption Cures.....	132,125	1,312,925
1913	Smallpox and Its Prevention—English.....	81,150	1,061,720
1913	Teeth, Tonsils and Adenoids (Foreign)—French, Italian, Spanish, Polish and Yiddish.....	87,225	1,333,439
1913	The Child (Foreign)—French, Italian, Polish and Yiddish.....	178,125	1,518,289
1913	The Health of the Worker—English.....	182,305	2,097,730
1913	The Health of the Worker—French.....	19,455	229,952
1913	Consumption Circular. (Discontinued in U. S. during 1918)	5,500	1,258,410
1913	A Day in the Life of a Fly. (Discontinued in United States during 1918).....	1,200	1,809,959
1913	Health Campaign Circular.....	88,475	866,865
1913	Health and Happiness League Pledge Folder.....	86,710	605,825
1913	Amendment No. 2.....	.....	414,000
1913	Clean-up Circulars.....	578,406	4,506,560
1913	National Employment Exchange.....	.....	700,000
1914	All About Milk.....	327,415	1,686,540
1914	First Aid in the Home.....	209,425	1,971,860
1914	Magic Book of Health Rules.....	59,325	795,100
1914	Measles.....	125,650	5,380,445
1914	Scarlet Fever.....	99,375	1,145,775
1914	Smallpox and Its Prevention—French.....	31,035	182,760
1914	Typhoid Fever and How to Prevent It—English.....	92,349	1,657,769
1914	Typhoid Fever and How to Prevent It—French.....	13,160	139,405
1914	Welfare Publication Catalogue.....	9,925	266,349
1914	Whooping-cough.....	78,474	5,526,119
1914	Baby Circular—French.....	19,190	128,125
1914	Health and Happiness League Pledge Folder (Canadian).....	225	13,825
1914	Health and Happiness League Pledge Folder (French).....	.....	7,375
1914	Welfare Publication Circular.....	154,685	4,577,635
1914	Veteran League Applications.....	12,460	378,720
1914	Trachoma Circulars.....	.....	25,000
1914	Quarantine Circulars.....	.....	25,000
1914	Tenement House Circulars.....	.....	249,000
1914	Tuberculosis Sanatoria Circulars.....	.....	127,500
1914	Circular on Colds.....	.....	400,000
1914	Circular on Typhoid.....	.....	400,000
1915	Health Code.....	.....	286,000
1915	Baby Circular—Spanish.....	1,000	28,850
1915	Whooping-cough—French.....	5,050	121,360
1915	Measles—French.....	12,450	96,795
1915	Cancer.....	45,700	646,300
1915	Diphtheria.....	204,335	876,335
1915	Safety First.....	102,975	1,040,115
1915	Malaria.....	62,560	402,935
1915	Fallaga.....	84,000	392,960
1915	The Light That Never Fails (Discontinued in 1916 as a Welfare Publication).....	.....	4,184,675
1915	First Aid—French.....	30,985	175,705
1915	All About Milk—French.....	37,052	192,262
1915	Hookworm.....	15,000	201,100
1915	How to Live Long.....	189,575	1,465,825
1915	Leisure (Discontinued in U. S. in 1918).....	1,511	4,323,161
1915	Guardian Angel (Discontinued in 1917).....	.....	4,255,400
1915	Play.....	20,872	4,340,597
1915	Chinese Doctors.....	33,712	4,311,872
1915	To Mothers and Fathers.....	63,725	4,430,760
1915	Marriage.....	29,025	4,379,580
1915	Fatigue. (Discontinued in U. S. in 1918).....	1,875	4,308,950
1915	Seven Ages of Women. (Discontinued in U. S. in 1918).....	1,900	4,304,175
1915	What Do I Spend?.....	37,375	1,553,960
1915	War on Consumption—Spanish.....	500	20,750
1915	Health Campaign Circular—Spanish.....	.....	33,100

Year Issued	WELFARE PUBLICATION	No. Distr. in 1918	Total Distr. to Jan. 1, 1919
1916	Special Campaign Circulars.....	.....	65,000
1916	State Employment Bureau.....	.....	370,000
1916	How to Live Long—French.....	22,450	49,675
1916	Infantile Paralysis.....	42,500	712,500
1916	Special Baby Week Circular.....	.....	170,000
1916	Almanac (1917).....	.....	5,685,000
1916	Circular re Health Officer in Washington.....	.....	18,000
1917	Health Campaign Circular—French.....	1,910	2,085
1917	War on Consumption—French.....	5,610	20,460
1917	Baby Week Circular—French.....	9,250	10,825
1917	Tuberculosis Is Preventable—English.....	46,000	186,500
1917	Tuberculosis Is Preventable—French.....	7,350	8,350
1917	Food Facts.....	221,350	954,350
1917	Food Facts—French.....	19,455	34,255
1917	Mankind's Most Deadly Enemy.....	822,625	633,800
1917	Songs of Our Country.....	680,300	1,476,300
1917	Scarlet Fever—French.....	2,850	8,025
1917	First Steps.....	157,700	544,650
1917	Almanac (1918)—English and Foreign Languages.....	.....	4,588,918
1917	Toledo Health Code.....	.....	25,000
1917	Housing and Health Bills—Indiana.....	.....	86,600
1917	Appropriation for Tuberculosis—New Hampshire.....	.....	21,900
1917	Appropriation for Tuberculosis Study—Michigan.....	.....	78,100
1917	Housing and Health Bills—Michigan.....	.....	75,000
1917	Housing and Health Bills—Illinois.....	.....	199,900
1917	Appropriation for Health Improvements—New Haven.....	.....	19,800
1917	Sewer Bond Issue—Nashville, Tenn.....	.....	10,000
1917	Health Instructions for Expectant Mothers. (Distribution limited to Nurses).....	2,000	8,800
1918	Mankind's Most Deadly Enemy—French.....	5,375	5,375
1918	Influenza Circulars.....	2,500,000	2,500,000
1918	Cook Books.....	401,425	401,425
1918	Calendars (1919).....	5,000,000	5,000,000
	Total.....	14,599,122	187,824,532

RECORD OF NURSING SERVICE, 1914-1918

	1914	1915	1916	1917	1918
Cities and towns covered.....	1,804	2,001	1,863	2,130	1,970
Number of patients under care of Nurses.....	192,335	202,659	221,566	242,750	290,882
Number of visits made.....	1,060,288	1,078,863	1,189,828	1,316,319	1,431,085
Cost of Nurses' visits.....	\$527,861.64	\$553,900.10	\$612,935.72	\$681,765.61	\$752,438.66
Cost per visit.....	.497	.513	.515	.517	.525
Number of visits per patient..	5.5	5.3	5.3	5.4	4.9
Cost per policy.....	.062	.050	.054	.063	.060

COST OF WELFARE DIVISION. (EXCLUDING NURSING SERVICE.)

	1914	1915	1916	1917	1918
Publications and printing.....	\$31,093.64	\$108,258.07	\$81,629.39	\$96,522.65	\$58,407.98
Express.....	11,378.53	11,228.95	15,068.82	15,000.10	10,280.15
Exhibits.....	7,837.45	7,941.41	7,180.50	2,693.79	2,144.83
Tuberculosis experiment, etc.....	.....	.....	3,434.79	26,502.60	35,878.36
TOTAL COST.....	\$74,229.46	\$180,759.74	\$150,354.39	\$176,490.53	\$141,948.12