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PREFACE

Industrial hygiene has been recognized and practiced from the time of Pliny down through the ages. It is the present concept of industrial hygiene that is relatively new—the concept of anticipating and recognizing potentially harmful situations and applying engineering control measures before serious injury results. There are some who question industry's ability to control all harmful exposures; and there is a natural tendency to take the easy way out of a difficulty by substituting materials of low or moderate toxicity for those of a hazardous nature. Nevertheless, where incentives such as low cost, availability, or superior properties of a hazardous material justify the provision of positive engineering controls, they can be supplied promptly.

It is said that artisans are born rather than made, but there can be no doubt that industrial hygienists must be made, and it takes years to mellow some of us with sufficient understanding so that we can use our knowledge of the basic principles of industrial hygiene to the best advantage in accomplishing our goal.

Depending somewhat upon where we acquire our academic training and initial experience in field work, we are likely to start out with the concept that industry has one purpose—to make money—and that, in following that urge, the humanitarian aspects are apt to be neglected. So it is with somewhat of a shock that some of us learn that many industries are eagerly taking the initiative in improving the working environment of their employees. Our first ideas of introducing hygiene to industry are likely to involve some means of maneuvering into a position in which our recommendations for control measures are to be accepted as commandments not to be questioned and not upon penalty of closing up shop, to be ignored. It is only gradually that we become aware of the fact that in promoting anything to the American public a sound idea "takes" more quickly and develops faster if it is sold rather than presented as an ultimatum. As a people we basically resent being told bluntly what we have to do; we much prefer to "discover" for ourselves that the proposed new course is correct and therefore to our advantage. Adams expresses these ideas well in his recent book, from which I quote:

... *White America* is a composite of almost all races, nationalities, and classes. He has a stable and bridle as heartily as does a young colt. . . . There are dirty politicians, dirty labor leaders, dirty business men—black markets, some selfish and dirty consumers—but the Americans know 138,000,000 of them, the *American people*, are the hope of the world and of the whole future of humanity.

The industrial hygienist becomes aware that salesmanship is a necessary part of his practice. The salesman will think of the "buyer's" point of view and, first of all, Adams' *Big Business in Democracy*. Scribner's, New York, 1946.