PLAINTIFF'S EXHIBIT

IHF-485

1940

REPORT OF MEMBERSHIP COMMITTEE

C. E. RALSTON,* Chairman

Eleven new members affiliated with Air Hygiene Foundation during the past year. The new members are:

Allegheny Pittsburgh Coal Company
American Mutual Liability Insurance Company
Calco Chemical Company
Colorado Mining Association
Industrial Tape Corporation
Liberty Mutual Insurance Company
Maryland Self-Insurers' Association
Powers X-ray Products, Inc.
Pullman Company
Rustless Iron and Steel Corporation
Toledo Scale Company

Meanwhile, eleven companies failed to renew their membership in January. With the business upturn—increased production creating increased need for health protection—a number of these companies are expected to return to the fold.

While the resignations balanced the additions, maintaining the membership at 225 companies, there was an increase of about $400 a year in income. This is accounted for by the fact that most of the companies that resigned were small firms. Six of them were in the $50 a year bracket, whereas most of the new members are larger companies in the higher bracket.

As Dr. Meller has announced, there has been a pronounced increase in the Foundation's survey service to its members during the year. This is a significant development. It links the benefits of Foundation membership more firmly with every-day plant operations. An industrial concern that does not know its health hazards, or its lack of them, and have this information in a scientific, specific form, is like a company that does not know its costs. Industrial hygiene surveys are simply inventories. Like inventories they must be made periodically. The advantages of such a procedure are manifold.

In case of claims, you have a record showing what the health hazards actually were at the time of alleged injury. That is, you have this information if you have been making periodic checks over a period of time. The report you receive from the Foundation removes the "guess work" and speculation as to whether there was or wasn't a hazard at the time of injection. Further, as Mr. Fletcher pointed out here a year ago, a survey from an outside, independent agency carries more weight in Court or before a compensation commission than does a report prepared by your own engineer. In other words, an outside party can talk with greater weight about you than you can talk about yourself.

You all know man's capacity for spreading rumor, how tales grow

* Safety Director, Pittsburgh Plate Glass Company.

Proc. 54th Ann. Meeting, Nov. 12-13, 1940