

August 16, 1935

Mr. R. H. Flynt
Underwriting Department
Union Central Life Insurance Co.
Cincinnati, Ohio

Dear Mr. Flynt:

We have the responsibility in a consultant capacity for a group of some two thousand men engaged in a work involving a potential lead hazard. In recent years there has been a tendency on the part of some insurance companies to rate these men upwards above the normal rate for men engaged in similar occupations without a potential lead hazard. We feel that this is not a proper rate and that a more favorable attitude can be taken by rating committees. We have had over ten years experience in medical supervision of this work and are in possession, we believe, of all the available information relative to it. Our problem, therefore, is to present this information in a form intelligible to rating committees in an attempt to demonstrate that these men are not engaged in any extra hazardous occupation, and are, therefore, not subject to added premium charges.

I called Mr. Hughes of your department earlier this week in an attempt to get information from him on the manner in which specific rates are arrived at. He referred me to you.

I should like, therefore, to have an appointment with you some time at your convenience and discuss with you this matter.

Very truly yours,

WFM:13

Willard F. Machle, M.D.