V. B.

AIR HYGIENE FOUNDATION OF AMERICA, INC.

4400 FIFTH AVENUE

PITTSBURGH, PA

March 12, 1941

Mr. Vandiver Brown,
Johns-Manville Corporation,
22 East 40th Street,
New York, N. Y.

Dear Mr. Brown:

As we all know, there is a sorry lack of economic data showing the value of industrial hygiene in dollars and cents. Many feel that this lack of "cost figures" has retarded the progress of health programs in industry; that we will never be able to "sell" top management generally until we can interpret industrial hygiene in terms of costs. In a search for some measures of tangibility, whereby we can gauge the benefits of industrial hygiene in "cold cash," will you kindly assist us by answering the following questions?

What has industrial health meant to your company on an economic basis?

Has your Foundation membership, including the work of the medical, engineering and legal committees, contributed to this result, and if so how?

The more specific you can be the more helpful the information. We would also appreciate permission to use your company's name in connection with the data in case the material lends itself to presentation in a paper or bulletin. Such data might help us in membership work. For your information, this letter goes to a number of other representative members.

Your help will be very valuable and very much appreciated.

Sincerely yours,

John F. McMahon
Executive Secretary

JFM:C

FOR THE CONSERVATION OF EMPLOYEE HEALTH IN INDUSTRY

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