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AIHA is introducing exciting new research findings including an approach that enables industrial hygienists to demonstrate that, by protecting the health of workers and the community, they simultaneously safeguard an organization's license to operate and provide competitive business advantage.

The findings and the new AIHA *Strategy to Demonstrate the Value of Industrial Hygiene* are available now at www.ihvalue.org and can be used by industrial hygienists to make the value proposition for IH in their own work places.

The research included case studies featuring AIHA members and member organizations that demonstrated that significant IH value contributions can result from improving business and engineering design processes, increasing efficiency, and reducing or eliminating worker exposures.

Case Study 11: Chemical Substitution; Process Containment

Integrating IH concepts into the redesign of a major process resulted in decreased exposures and increased revenue.

The value study cases show that using engineering controls to prevent worker exposure often can provide clear business value and other advantages over the use of PPE and administrative controls, even where the initial cost of control is higher.

Case Study 1: Pharmaceutical Powder Exposure Reduction

Company industrial hygienists demonstrated that hazard containment was more cost-effective than the use of PPE.

Industrial hygienists can use the AIHA strategy to help them team up more effectively with business partners to optimize process design and solve problems that protect worker health, add value, and provide competitive advantage.

Case Study 3: Hearing Conservation

As members of a business team, industrial hygienists showed that without their intervention, the overall viability of the business would have been in jeopardy.

Several case studies illustrated the critical contribution industrial hygiene often makes to the viability of the business.

