

The Real Heroes (of Safety)
As appeared in ISHN's "FDO"
March 1997

On the way to and from the QSSP (Qualified Safety Sales Professional) Joint Committee on Education meeting in "Looavull" (Louisville) Dr. Richard Fulwiler and I got into some "heavy" stuff. (Dr. Fulwiler Sc.D., CIH is the QSSP course director, president of Technology Leadership Associates and completed 28 years with Procter & Gamble where he progressed to Director of Worldwide Health and Safety.)

Rick, the author of the subject "'Partners in Prevention" (included in this issue) stated that he was impressed by the moral commitment to safety that many of us in the safety sales arena possess. Such safety professionals as Jed Bullard, President, E.D. Bullard Co. and Bud Orr, President, Orr Safety Corp. specifically, truly go beyond "just selling stuff" and always speak to the obligation and commitment of safety. Rick truly welcomes the safety sales professional to "'Partners in Prevention".

So it was that he asked me about my thoughts on this "'Partners in Prevention".

Well..... this is "heavy"! So I jumped in. Referring to "The Art of War" by Sun Tsu, a book written more than 2,500 years ago - in summary the true art of war is prevention of war. The true heroes are not the Norman Schwartzkoffs of war but those that prevented World War III or never let the cold war become a real war - they are the heroes.

In medicine we honor Dr. Michael Debakey, famous heart surgeon (who most recently consulted Boris Yeltsin's heart surgeons) when the real true heroes are the Jonas Salk's who developed the vaccine which protects against polio or Dr. Albert Sabin who further developed the vaccine as we know it today - they are the true heroes!

In safety the heroes are not the doctors who repair those who have been injured but those who prevent the injuries in the first place! Those "Partners in Prevention" that Rick speaks to, those industrial hygienists, safety engineers, and the safety sales professionals - these are the heroes who prevent injuries and are truly the "Partners in Prevention". Here's to you all! - the real heroes!

Think about it.

George J. Hayward
Executive Director SEMAA