

IAQ Specialist - Certified Industrial Hygienist (CIH)



IAQ End-User Profile

Overview

Certified Industrial Hygienists (CIHs) most often work in companies where the majority of the employees are exposed to a potentially health threatening environment. Here, their main job responsibilities are monitoring employees' exposure to environmental factors which will affect their health. The industrial hygienist may be responsible for fitting employees with monitoring devices to monitor their exposure to chemicals, heat, asbestos, noise, radiation, biological hazards, etc. CIHs also do fit tests for protective respirators. They are responsible for recordkeeping, developing, and maintaining a medical monitoring program for employees.

Medical monitoring tracks employees' exposure to hazards over a lifetime with regular medical check-ups. Employees exposed to lead for example are required to have regular blood tests to monitor blood levels of the heavy metal. This assures that steps being taken by the company and the industrial hygienist to reduce employee exposure, such as respiratory protection or ventilation for example, are working.

Typically the CIH (or their firm) is contracted by a company that has environmental concerns, has some sort of

environmental policy, or is being proactive and is trying to improve the workplace environment. CIHs may also operate as independent consultants. CIHs may be doing double duty as an Environmental Health & Safety Manager. They will also work with engineers to assist in reducing employee exposure levels to hazards.

CIHs may also work for insurance companies. Insurance companies that offer workman's compensation coverage will often employ a CIH to investigate accidents, exposures, and to inspect companies as a condition of coverage. CIHs are also contracted by insurance companies, purchase safety products, and may also be called upon as expert witnesses in court, or to defend the outcome of a particular project. Accurate reporting is key to this user.

Minimum Qualifications:

- A minimum of 5 years of full-time professional experience
- Successful completion of a written, comprehensive examination
- Adherence to a strict code of professional ethics
- Continuing practice and professional education
- A Complete Range of Expertise



- A Bachelor's or advanced degree in the Sciences or Engineering

By way of certification, the CIH demonstrates competence through comprehensive examination in areas that include chemistry, toxicology, air sampling, risk assessment, radiation, noise/vibration, engineering controls, regulations, and other areas of occupational and environmental concern.

Population:

Estimated 7,000 (U.S.)

Buying Patterns: Working on a project basis can significantly change their tool buying pattern, shifting demand from a purchase to rental model. CIHs will either purchase or rent their equipment. Since this space does not have strong

distribution channels per se, manufacturers will usually go to market directly or via reps who can support a technical sale. Since the majority of an independent CIH's work is project-based, the CIH will rent equipment based upon the demands of the project. Rentals also release the CIH from the burden of sending the unit in for calibration. They are assured a calibrated unit each time they rent.

As the usage of a consultant's test equipment increases, the business case for purchasing test equipment versus renting becomes more attractive. Both company-employed and independent consultants will use rental agencies as opportunities to trial products that are often capital purchases, such as PIDs and particle counters. Typical rental periods are up to one week, costing \$350 (U.S.) per week + shipping. This will vary depending upon the length and scope of the project. This is in contrast to the \$3000 – \$7000 (U.S.) cost for the device, which does not include per-use calibration and annual maintenance costs.

Where they Buy:

- Mfr rep/Mfr direct
- Catalog
- Laboratories
- Consulting firms
- Specialty distributors
- Rental agencies

Tool belt:

- Particle counter
- Photoionization detector (PID)
- Moisture meter
- Noise meter
- Sampling pump (with sampling media)
- Surface sampling kits
- Gas analyzers (CO, CO2, H2S, O2, O3, SO2)
- Temperature/RH
- Manometer
- Moisture meter
- Hot-wire anemometer
- Pressure gauges (differential pressure)

Current Fluke Offering:

- 983 Particle Counter
- 971 Temperature Humidity Meter
- CO-220 Carbon Monoxide Tester
- CO-210 Carbon Monoxide Probe
- CO-205 Aspirator Kit
- Fluke 62 Mini IR Temperature
- Fluke 63 IR Temperature
- 5020A Thermo-Hygrometer

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