

Dear Mr. Smith:

Applications are now being received from non-member companies for Foundation membership in 1941. These companies are joining as a result of the recent meeting and the realization that conservation of man power is a "must" in arming America. Your company is invited to join the 225 other progressive concerns united in this non-profit Foundation to combat illness and to promote industrial health and goodwill. Such voluntary action by employers helps offset governmental action. Foundation membership, described in the enclosures, gives a company:

1. Industrial hygiene surveys of plants at cost plus a confidential report and recommendation -- an "inventory" which is a defensive weapon in worker health protection and against unjust claims
2. A monthly digest of world literature on industrial health, cutting hours of reading to minutes and keeping members informed
3. A continuing study of sick absenteeism to reduce workdays lost through illness, "industry's biggest bill"
4. Findings from health research supported at Harvard, Penn, Saranac Laboratory and at Mellon Institute, the Foundation's headquarters
5. Periodic bulletins on medical, engineering and legal phases of factory health, giving practical "cookbook" instructions.

Your company deserves the benefits of this work, which is not restricted to silicosis, as some have believed. The Foundation blankets the field of industrial and chemical hygiene --- gases, vapors, fumes --- in fact all harmful and toxic materials. An application is enclosed.

Very truly yours,

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