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PLAINTIFF'S EXHIBIT

IHF-297

MELLON INSTITUTE OF INDUSTRIAL RESEARCH

UNIVERSITY OF PITTSBURGH

PROGRESS REPORT for the _____ week _____ ended _____ March 4, 1939

AIR HYGIENE FOUNDATION

Industrial Fellowship No. 259-4

Subjects under
which report is
to be indexed }

3 copies made:

- 1 - Mellon Institute
- 2 - Air Hygiene file

Three companies renewed membership in the Foundation during the week. Two others indicated their intention of doing so but requested a revision in the dues classification. Only a few companies, less than a dozen, now remain to be heard from. A membership inquiry was received from the H. J. Heinz Company late in the week. This is being followed up per earlier conversations with Dr. Hamor, Dr. Harding, and Dr. Meller.

During the week we spent considerable time in a complete check of our "prospect file," which contains hundreds of letters from industrial concerns with whom we have had contact but who never joined the Foundation. This check-up was something of an inventory of prospects. As a result, names of proper officials in about 50 different companies were selected and added to a list which we have been working over for sometime. The complete list, which will number something like 125 concerns, will be covered in the coming week with a "sales letter" which we worked out recently, as described in previous reports.

On Tuesday, Dr. Meller and I met with Mr. Ralston of Pittsburgh Plate Glass Company and his industrial hygienist, Dr. Holden, and had a three-hour conference concerning all phases of the Foundation. Mr. Ralston has agreed to serve as Chairman of the Membership Committee. We discussed membership work in detail and provided him with a list of leading prospects, material for membership work, etc. He is forming his committee which will include Mr. Blank of Jones & Laughlin, and Dr. Frary of the Aluminum Company.

Reprints of our recent articles in INDUSTRIAL MEDICINE and the WEEKLY UNDERWRITER were sent to about 25 members of the Foundation's various committees during the week. Several acknowledgments have been received. Other acknowledgments are coming in from medical directors, like Dr. Selby of General Motors. The industrial physicians were covered last week. In checking through our "prospect file" we gathered the names of about 20 other key individuals, notably trade association officials, whom we will cover with the reprints.

INDUSTRIAL MEDICINE advised Dr. Meller they plan to publish an article on the Canadian silicosis work with aluminum dust, in their April or May issue. This was in response to Dr. Meller's request after Dr. Frary of the Aluminum Company had asked that he have it published in this country. We are also aiding the Aluminum Company with the newspaper publicity in connection with the article. This material was published today in a Canadian medical journal.

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Sheet #2.

BUSINESS WEEK advised us they would try and use some material which we submitted, at their next public relations forum. This material deals with the public relations aspects of industrial health work. The publication expressed favor with the material. The NATIONAL AMERICAN MILLER used a half column on our last engineering bulletin release in its current issue. The JOURNAL OF THE AMERICAN MEDICAL ASSOCIATION carries a comment on the Foundation's work in its issue of February 18th. The February issue of SAFETY ENGINEERING mentions the Foundation in its lead editorial. SCIENCE SERVICE includes our name in their list of science news writers and persons engaged in popularizing science. The Haskins newspaper feature service, which carries a question and answer column, recently included a question and answer concerning the Foundation's SO₂ survey and mentioning the Institute. Clippings were received from a number of papers during the week including the WASHINGTON STAR.


John F. McMahon
Executive Assistant

Pittsburgh, Pa.
R: March 4, 1939.
T: March 6, 1939.