PLAINTIFF'S EXHIBIT WV-03823

PLAINTIFF'S EXHIBIT 10007.0

AIR HYGIENE FOUNDATION OF AMERICA, INC.

4400 Fifth Avenue

PITTSBURGH, PA.

December 10, 1940

Dear Mr. [illegible]

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The recent fifth annual meeting paraded the Foundation's contributions to the advancement of health in industry. Management realizes as never before that the health of workers is as important as the health of soldiers now; that health is the backbone of preparedness production.

Therefore, "now is the time" for the Foundation to increase its membership and thereby increase its strength. The more members we have the more of a contribution we can make to industrial health research and to other activities for protecting employee health. Accordingly, we ask your assistance in a vigorous drive for new members. There has been considerable "moaning at the bar" over "government intervention" in business. Voluntary, individual action, as we have in this Foundation, helps remove the cause for governmental action. Another very important point —— This Foundation can offer a potential "area of agreement" for labor and management. Hence, our horizons are broader than they may appear at first sight. This Foundation has mighty possibilities and with your help we will achieve them.

Enclosed are lists of non-member companies which attended the recent annual meeting, or were prevented from attending, etc., and lists of those who have shown interest in the past. The only reason most of them have not joined is that they have never had a clear-cut "picture." We are writing most of these companies along the lines of the enclosed sample letter.

You can be of great assistance in following up with a letter, a spoken word, or a call, in cases of companies where you are acquainted. That is, of course, if you can speak a word in behalf of the Foundation without inconvenience or embarrassment. We have neither the funds, nor facilities to talk to all these people personally. A personal call is sometimes better than a thousand letters, but a letter is better than nothing. Can you help us out with any of these companies, please?

Sincerely,

John F. McMahon
Executive Assistant

JFM:D
encls

FILE DIVISION II
FOLDER