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My dear Gerard:

I have just had a long talk with your Dr. Smith who impresses me as the finest type of young medical man, a really unusual man in an industrial position, where, I suppose, the temptation to drop into a semi-satisfactory routine is greater than anywhere except in Government work. I believe you could not do better than to put him in charge of the standardization of the medical work in all your plants, but that, he tells me, is impossible for all sorts of psychological reasons. It will however be a simple thing to have him work out a scheme and let it be apparently an outsider's plan. That is, Harvard could confer with him and a standard be formulated which would be imposed upon the various factors as a Harvard standard.

What would you think of letting me make a rapid preliminary survey of your plants, before we go into a more elaborate plan - if we ever do - just to see how they measure up to the Schenectady standard, whether any one plant has peculiar problems and whether any has a contribution to make to the others in the way of a common problem well solved, also to see how far practices differ in the different medical departments and why.

You would only have to pay my travelling expenses and the study would interest me very much, although I could not undertake it till my Harvard time is over, some time in February.

Cordially yours

Alice Hamilton

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