



State Historical Society of Wisconsin

816 State Street ♦ Madison, Wisconsin 53706-1488 ♦ 608/264-6400 ♦ Fax: 264-6404

November 25, 1997

**TRIAL EXHIBIT
18,893**

Daniel A. O'Fallon
Robins, Kaplan, Miller & Ciresi
2800 LaSalle Plaza
800 LaSalle Avenue
Minneapolis, MN 55402-2015

RECEIVED
NOV 26 1997

DATE: 11-26-97
BY: DANIEL O'FALLON Copy of
ROBINS, KAPLAN
MILLER & CIRESI
re: JH 00001-29
State Historical Society

Dear Mr. O'Fallon:

This is a response to your letter of November 17.

Enclosed are copies of documents from our John W. Hill Papers. They have been certified in the same manner used when we have provided copies to others involved in tobacco industry litigation. Also enclosed is a copy of the John W. Hill Register and the inventory of documents which you provided.

The Hill Register, which you have numbered JH 000001 through JH 000029, was prepared by State Historical Society of Wisconsin staff to describe the organization and content of the Hill papers. It is intended as a guide to facilitate the research use of the Hill papers by our patrons.

The John W. Hill Papers were acquired by the Society as part of a program, begun in the mid-1950s, to collect manuscripts and other research materials on the history of public relations and advertising in United States. The Hill papers are one of a large number of collections covering this subject area primarily used by historians and other scholars. The vast majority of the John W. Hill papers, including the Tobacco Industry Research Council files, were donated to the Society by Mr. Hill in April 1964. Seven additional small installments of Hill papers were received from Hill, his widow, and two other individuals between May 1964 and May 1990. John W. Hill signed an agreement (copy attached) formally transferring ownership of the papers to the Society on September 11, 1964.

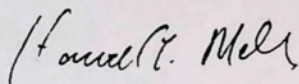
Most of the papers which now comprise boxes 1-42 of the collection were made available for research shortly after receipt by the Society. In accordance with the September 11, 1964 agreement, The Tobacco Industry Research Council files and other "Client Files" (boxes 43-112) were not made available to researchers until January, 1989.

In comparing the copies with the original Hill papers I noted the following minor errors in your

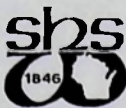
inventory of documents.

- 1) The 7/8/54 letter from Hill to Hartnett is from box 108, folder 9, not folder 8.
- 2) The 2/5/58 letter from Hill to Hahn is from box 108, folder 11, not folder 10.
- 3) The 1/28/54 letter from Hill to Whiteside and attachment totals 11 pages (2 page letter plus 9 page attachment), not 9 pages.
- 4) The 2/14/56 confidential report is from box 109, folder 16, not folder 15.

Sincerely,

A handwritten signature in cursive script, appearing to read "Harold L. Miller".

Harold L. Miller
Reference Archivist



State Historical Society of Wisconsin

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CERTIFICATE OF AUTHENTICATION

I, Harold L. Miller, custodian of documents at the State Historical Society of Wisconsin, in Madison, Wisconsin, do hereby certify that documents bearing the stamp:

**STATE HISTORICAL SOCIETY
OF WISCONSIN
Archives Division**

are true, correct, and complete copies of the documents in custody at the State Historical Society of Wisconsin.

Dated this 25th day of November, 1997 in Madison, Wisconsin.

By Harold L. Miller
Reference Archivist



Re. Selected documents from the Tobacco Industry Research Council files in boxes 108-111 of the John W. Hill papers.

State Historical Society of Wisconsin
ARCHIVES DIVISION
Mass Communications History Center

Register of the
JOHN W. HILL
PAPERS, 1931-1977

U.S.
Mss
62AF

JH 000001

U.S. Photo Lot
Mss 3991
624F

HILL, JOHN W. (1890-1977). PAPERS, 1931-1977. 44.8 c.f. (112 archives boxes) and photographs.

Abstract

Papers, mainly 1947-1964, of a founder and chairman of the board of Hill & Knowlton, a large public relations firm of international repute that specialized in representing industrial corporations and trade associations. Included are Hill's business and personal correspondence as well as copies of company correspondence and memoranda routed to him; speeches and writings on public relations; and additional correspondence, press releases, and printed material relating to public relations programs prepared for clients such as the American Iron and Steel Institute, the American Butter Institute, Aircraft Industries Association, AVCO Manufacturing Corp., Licensed Beverage Industries, Manufacturing Chemists Association, National Gas and Oil Resource Committee, National Retail Dry Goods Associations, and the Tobacco Industry Research Council. Among the correspondents are Hill's partner Donald Knowlton and other public relations men employed by H&K such as Bert C. Goss, Merrick Jackson, and Kerry King; industrial consultant George E. Allen; and business executives Victor Emanuel, Benjamin Fairless, Benjamin H. Namm, Edward L. Ryerson, Walter S. Tower, and Albert C. Wedemeyer. Other correspondence relates to Hill's involvement in the 1952 Presidential campaign of Robert A. Taft, the School of Public Relations and Communication at Boston University, and the Public Relations Society of America.

Hill's writings include drafts and research material for three books (Corporate Public Relations (1958), The Making of a Public Relations Man (1963), and an unpublished history of Hill Knowlton); and miscellaneous company publications.

Presented by Mr. and Mrs. John W. Hill and Bert Goss, New York, N.Y., Don Knowlton, Shaker Heights, Ohio, and Scott Cutlip, Madison, Wisconsin, 1964-1990. MCHC64-33, MCHC64-41, MCHC66-8, MCHC70-125, M85-451, M90-029, M90-157. (No information on copyright is available in SHSW files.)

Processed by Margaret Hafstad, 1964; additions processed by Carolyn Mattern, 1992.

Location: Boxes 1-42 at 3M/25/U4-V4
Boxes 43-112 at 3M/27/T, V

JOHN W. HILL (1890- 1977). PAPERS, 1931-1977.

Biography

Born in 1890, and reared on a farm in Indiana, John Wiley Hill obtained his first job when he graduated from high school and became a reporter for his hometown paper, the Shelbyville Republican. The following year Shelbyville's Democrat enticed him away from its rival with a pay increase of two dollars per week; but he soon left to enroll at the University of Indiana, where he wished to study journalism.

On leaving the university in his sophomore year, Hill worked for an Akron paper a short while; then went to Chicago in 1913 where he helped introduce a paper which he and his partner called the Chicago Daily Digest. When financial backing for this "first tabloid to see the light of day in Chicago" failed, he returned to Akron to become a reporter for the Press and the Times. By 1915 he had settled in Cleveland, where he joined the staff of the Cleveland News. Two years later he became financial editor for the Daily Metal Trade, a trade paper put out by the Paxton Publishing Company. This led to his introducing, in 1920, the Cleveland Trust Business Bulletin in behalf of The Cleveland Trust Company. Although the Bulletin's publication was soon taken over by an economist, Mr. Hill continued as consultant for several years, while also writing a weekly business column for syndication among the clients of the Newspaper Enterprise Association.

In 1927 the Union Trust Company of Cleveland offered him \$500 a month to act as its public relations counselor. Since he did not believe this was sufficient inducement to establish a public relations office, he countered with an offer to represent the bank provided its chairman helped secure additional clients. The bank's chairman immediately recommended him to influential men in industry and business, and John W. Hill was launched on a career that was to see him become head of one of the nation's largest public relations firms, an organization referred to by Irwin Ross in The Image Merchants as "Hill and Knowlton: PR Factory."

The name of Hill and Knowlton came into being in 1933 when Donald Knowlton, advertising manager for the Union Trust Company, joined Mr. Hill in establishing a partnership. In that year also the American Iron and Steel Institute retained the firm as its public relations counsel, and Mr. Hill moved to New York to establish an office. While serving his growing number of clients with astute success and a reputation for integrity, he also expanded his firm's activities. In 1947 Don Knowlton took over direction of Hill and Knowlton of Cleveland, and Mr. Hill turned his entire attention to Hill and Knowlton, Inc. in New York City. In the ensuing years the New York firm branched out to Washington, Pittsburgh, Chicago, Cleveland, and Los Angeles. Contacts were begun with foreign public relations counselors in 1953, and by 1958 Hill and Knowlton International was well established, maintaining offices in Dusseldorf, The Hague, and Sydney, and associates in as many as eight other foreign cities.

Hill took great pride in the fact that Hill & Knowlton, Inc. never solicited clients. Nevertheless, it represented some of the nation's largest industrial associations and companies in the fields of aircraft, agricultural equipment, automobiles, petroleum, food, electrical appliances, chemicals, licensed beverages, and tobacco. Among its clients were the American Iron and Steel Institute, the American Butter Institute, the Retail Drygoods Association, the Tobacco Industry Research Council, Aircraft Industries Association, the Licensed Beverage Industries, Manufacturing Chemists Association, AVCO Manufacturing Corp., Texaco, Procter and Gamble, Standard Oil of Ohio, and the Brussels Worlds Fair of 1958.

John Hill brought into his organization experienced staff with talents sufficiently diverse to meet the needs of the clients. From the small partnership of 1933 the number of employees in the Hill organization grew to seventy by 1945 and to approximately 250 by the early 1960's. The firm's technical services and facilities included personnel trained in community relations, educational research, publicity and promotion, public speaking, publications, financial relations, and art. Over the years its strength was augmented by the acquisition of other firms such as Edward W. Barrett and Associates, Robinson-Hannagan Associates, and Group Attitudes, Inc. By 1960 Printers Ink reported that the firm was rated by its colleagues as the best such agency in the nation. At the time its annual gross billing was said to exceed three and one half million dollars.

For many years Hill served as member and chairman of the Board of Visitors of the School of Public Relations and Communications at Boston University, and in 1950 the John W. Hill Chair of Economic Communications was established there. Throughout his career Hill wrote and spoke widely on the subject of public relations and he was the author of two books, Corporate Public Relations (1958) and The Making of a Public Relations Man (1963).

After his retirement as president of the company Hill maintained his position as chairman of the board. In addition, he spent a great deal of time in Europe working in behalf of Hill & Knowlton, International. Hill died in 1977.

Arrangement

The papers are arranged as GENERAL CORRESPONDENCE, CHRONOLOGICAL CORRESPONDENCE, INTERNAL FILES, WRITINGS, and CLIENT FILES.

Scope and Content

The bulk of the John W. Hill papers were donated to the State Historical Society of Wisconsin in 1964. Because the client files (originally six four-drawer file cabinets) were closed until 1989 only the general correspondence and Hill's writings were arranged and described in 1964; the remaining papers were organized in 1992 after they became available for

research. Understanding of the overall nature of the collection was consequently limited by the inability of the Archives staff to examine all of the collection at one time in its original condition.

It is likely that the files at the Historical Society do not represent the Hill & Knowlton company records, but rather those papers that were housed in Hill's own office. As a result, while the material about high level relations with staff and clients is excellent and extensive, many of the day-to-day aspects of the firm's public relations work (including the company's financial status) are unrepresented. The files also do not represent all H&K clients, and the absence of this material from the collection is unexplained.

Overall, however, the papers reveal a great deal concerning the mind and method of a major public relations counselor and the way in which a large firm such as Hill & Knowlton operated. Because John Hill came to know his clients so well one can find in the collection not only information pertaining to the public relations programs designed by H&K but also a good deal of general information concerning the internal operations and administration of the client company or association. With regard to the American Iron and Steel Institute this documentation is also present for a number of individual companies that comprised the trade association such as Inland Steel, Republic Steel, and Bethlehem Steel. Hill shared a conservative political philosophy with many of his clients, and discussions of state and national politics forms a good part of the correspondence. (This is particularly evident in the AVCO and the American Iron and Steel Institute files.)

Hill's early career and the early years of Hill & Knowlton are incompletely covered here, as the documentation in the collection essentially begins in 1947 (the year in which Hill & Knowlton was incorporated and Hill moved from Cleveland to New York City), thirteen years after Hill & Knowlton was established and began to represent the American Iron and Steel Institute. The disposition of the papers covering Hill's early career and the early years in the company's history is unknown.

The Hill papers include correspondence; memoranda; minutes; reports; and draft and final copies of a variety of public relations products such as programs, press releases, pamphlets, and advertising.

The Correspondence series in the 1964 arrangement of the collection is now broken into three series, GENERAL CORRESPONDENCE, INTERNAL FILES, and CHRONOLOGICAL CORRESPONDENCE. The GENERAL CORRESPONDENCE and the INTERNAL FILES (originally listed as Hill & Knowlton, Inc. in the 1964 register) are both arranged alphabetically by name and/or subject, the CHRONOLOGICAL CORRESPONDENCE is arranged by year.

The GENERAL CORRESPONDENCE consists largely of letters about relations with individuals and organizations that were neither H&K employees nor clients, while the INTERNAL FILES chiefly consist of material about internal administrative matters. The distinction is not precise, however, and some correspondence with H&K staff (especially for the period before 1952) may be

found in the General Correspondence. In addition, there is some correspondence here with individuals also documented in the CLIENT FILES. The internal files also document relations with H&K's international affiliates.

The CHRONOLOGICAL CORRESPONDENCE consists primarily of copies of Hill's outgoing letters, with the period 1947 to 1964 being the best documented. Although this series appears to duplicate at least part of the Hill correspondence elsewhere in the collection, the file has been retained primarily because of the chronological overview it provides of Hill's activities.

The WRITINGS series consists of material by Hill and a few other employees of the firm such as Bert Goss and Don Knowlton, as well as an internal staff newsletter and a few other publications of the company. Hill's writing is documented by a chronological file of speeches, articles, and interviews, and drafts of two published books and his unfinished history of Hill & Knowlton.

The CLIENT FILES are arranged alphabetically by company or trade association name or keyword. The files vary greatly in size, some consisting only of a few items, others consisting of many boxes. The most extensive client files (Aircraft Industries Association, AVCO Manufacturing Corp., Licensed Beverage Industries, Manufacturing Chemists Association, National Gas and Oil Resource Committee, National Retail Dry Goods Associations, and the Tobacco Industry Research Council) are subdivided alphabetically by topic, name, or document type, with most client files beginning, as they did in Hill's office, with a general category. Because of their variety the research questions to which the client files may be applied also vary. Some files document limited public relations services such as revision of an executive's speech or introduction of a particular product. Clients for which H&K provided more comprehensive services (such as AVCO and AISI) are represented by important documentation not only about the development of the public relations program but also about the client's internal operations. Information about collective bargaining in the steel industry, the health effects of cigarette smoking, and the taxation of oleomargarine are only a few of the interesting and significant topics that are documented by these records.

Container List

<u>Box</u>	<u>Folder</u>	
		GENERAL CORRESPONDENCE
1	1-2	A, 1946-1952
	3	Agriculture, 1948
	4	Allen, George E., 1950-1956
	5	America's Future, 1951
	6	Ames and Norr, 1947-1949
	7	Army, 1947-1949
	8	Austin Co., 1948-1949
	9-10	B, 1947-1956
2	1	Barrett, Edward W., 1954-1955
	2	Barrington Associates, 1951
	3	Bates, Albert W., 1951
	4	Battersby, Roy J., 1951-1953
		Boston University, John W. Hill Chair
	5-9	Correspondence, 1947-1960
3	1-2	Plans and reports, 1950-1952, n.d.
	3-4	Questionnaires for Lynn study, 1951-1952, n.d.
	5	Boxell, Paul, 1951
	6	Burt, Hardy, 1952
	7	Buston, Harold R., 1946
		C
	8-9	1946-1951
4	1	1952-1955
	2	Can Manufacturers Institute, 1947
	3	Cassidy, James, 1951
	4	Columbia University, 1948
	5	Committee for Americans, 1947
	6	Committee for Constitutional Government, 1952
	7	Copper and Brass Research Association, 1948
	8	D, 1946-1954
	9	Davis, Forrest, 1951-1954
	10	Dillon, J.C., Co., 1947-1954
	11	Ducas, John, 1951
	12	Dudley, Pendleton, 1946-1949
	13	DuPont, E.I., 1950-1951
5	1	E, 1947-1955
	2	Emanuel, Victor, 1949-1956
	3	Ettinger, Karl, 1948
	4	Ettinger, Virgil, 1948-1952
	5-6	F, 1947-1955
	7	Freeman, 1951-1954
	8	Fuller, Smith, & Ross, Inc., 1947-1948, 1954
6	1-2	G, 1946-1955
	3	General Mills, Inc., 1949

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<u>Box</u>	<u>Folder</u>	
		GENERAL CORRESPONDENCE, Continued
6	4	Greater New York Safety Council, 1953-1954
	5-6	H, 1946-1955
	7	Harding College, 1947
	8	Harding, Earl, 1950-1951
	9	Harvard Business School, "A Case Study of Hill & Knowlton, Inc.," 1956-1966
32	3	Hill, Joseph, 1945-1947
	4	Hunt, Harry B., 1947
	5	I, 1947-1955
	6	Insurance, 1950-1951
	7	Irwin, James, 1947-1951
	8	J, 1946-1955
	9	Jones, Shelley, 1948-1951
	10-13	K-L, 1947-1955
33	1-2	Mc, 1947-1956
	3-4	M, 1946-1951
	5	Mellon Bank, 1951
	6	Midland Steel Products Co., 1947
	7	Moon, Byron G., 1947-1948
	8-9	N, 1947-1956
	10	Namm, Benjamin H., 1947-1950
	11	National Association of Manufacturers, 1947-1952
	12	New York City Convention and Visitors Bureau, 1952
34	1	O, 1949-1955
	2	Ohio Citizens Trust Co., 1947
	3	Opinion Research Corp., 1947-1954
	4-6	P, 1946-1956
	7	Pruitt, Hale, MacIntyre, and Coursen, 1947-1951
		Public Relations-General
	8-9	1947-1950
35	1	1951
	2	Public Relations News, 1947-1956
	3-8	Public Relations Society of America, 1954-1956
36	3	Q, 1952
	4	R, 1948-1954
	5	Radio Reports, Inc., 1947, 1952
	6	Roadside Litter Campaign, 1953

Container List

<u>Box</u>	<u>Folder</u>	
		GENERAL CORRESPONDENCE, Continued
		Robinson-Hannagan
36	7-8	General, 1955-1956
		Clients
	9	Allied Stores, 1955-1956
37	1	Cities Service, 1955-1957
	2	Electric Auto Lite Co., 1955-1956
	3	Glassware Institute of America, 1956
	4	Greater New York Assoc., 1955-1956
	5	Nassau Development Board, 1955-1956
	6	New York City Omnibus Corp., 1955
	7	Olin Mathieson Chemical Corp., 1955-1956
	8	Venetian blinds, 1955
	9	Ross, T.J., 1947-1951
	10-11	S, 1947-1955
	12	Secretarial staff meetings, 1951
	13	Selvage and Lee, 1947-1951
	14	Smith, Leigh, 1952
	15	Sokolosky, George, 1948-1951
	16	Sugar program, 1948
38	1	T, 1946-1955
	2-3	Taft, Robert H., 1947-1953
	4	Taft-Hartley booklet, 1947
	5	Thompson, Carl, 1951
	6	Thompson-Starrett Co., 1947
	7	Tyndall, Sam, 1951
	8	U, 1947-1956
	9	United Aircraft Corp., 1947-1950
	10-11	V-W, 1947-1956
	12	Warner & Swazey, 1947, 1952
	13	Wedemeyer, Albert C., 1951, 1954
	14	Wiley, John, 1951
	15	Williams, Chester, 1953-1955
39	1-4	Wise Men, 1944-1957
	5	Young & Rubicam, Inc., 1949, 1951
	6	Y-Z, 1950-1956

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<u>Box</u>	<u>Folder</u>	
		CHRONOLOGICAL CORRESPONDENCE
6	10	1934
	11	1945-1946
7	1-7	1947-1953, February
8	1-8	1953, March-1954, February
9	1-10	1954, March-December
10	1-11	1955
11	1-7	1956, January-May
12	1-10	1956, May (Continued)-August
13	1-6	1956, September-October
14	1-8	1956, November-1957, February
15	1-8	1957, March-July
16	1-11	1957, August-December
17	1-10	1958, January-May
18	1-11	1958, June-1959, February
19	1-12	1959, March-December
20	1-6	1960-1961
21	1-5	1962-1964, March
		INTERNAL FILES
	6	Advertising, 1947-1951
	7	Anniversary (25th), 1952
		Aswell, James
	8	1947
22	1-2	1948-1950
	3	Australia, 1954-1955
	4	Billard, Jules B., 1947-1950
	5	Boxell, Vern, 1947-1949
	6	Bowerfind, Ed, 1947
	7	Brakeley, George A., 1954-1955
	8-10	Bulletins 1-3, 1950
	11	Capehart pricing material, 1948
		Cleveland office
	12	1947-1952
23	1	1954-1955
	2	Community relations project, 1949
	3	Cranshaw, Russell, 1947-1950
	4	Dakin, Edward, 1947-1949
	5	D'Arcy, Edythe, 1947-1949
	6	Darrow, Richard W., 1952-1956
	7	Dechant, John A., 1947-1949
	8	Ducas, John, 1948-1950
	9	Ellsworth, Charles, 1947-1950

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<u>Box</u>	<u>Folder</u>	
		INTERNAL FILES, Continued
23		Europe
	10-11	General
	10-11	1953-1955
24	1	1955, Continued
	2	Bauer and Associates (Paris), 1953-1955
	3	Campbell-Johnson (London), 1953-1955
	4	Cypres, Eric (Brussels), 1953-1955
	5	Hollander, 1954-1956
	6-?	Velmans, Loet, 1954-1956
25	1	Finnegan, Charles, 1948-1950
	2	Gillen, Paul, 1948
	3	Goss, Bert, 1947-1955
	4	Green, Paul D., 1949-1950
	5	Guest, Clifford, 1950-1951
		Hill, John-Personal and writings file
	6	1947
26	1-6	1948-1955
27	1	Hill & Knowlton incorporation, 1947-1951
		Hill & Knowlton, International
	2	Announcement, 1954
	3	Clippings and printed matter
		Clients
	4	Chile, 1960
	5	Japan, 1959-1960
	6	Jackson, Merrick, 1947-1952
	7	Johnson, Arthur T., 1950
	8	Judd, Clarence, 1949-1950
	9	July Fourth picnic, 1949
	10	Kaufman, M.R., 1948
	11	King, Kerry, 1947-1952
		Knowlton, Donald
	12-13	1945-1947
28	1-2	1948-1951
	3	Littin, Basil R., 1948-1950
	4	Lobbying, 1947-1950
	5	Mailing lists, 1947-1952
	6	Mapes, John G., 1947-1950
	7	National Citizens Commission for Public Schools, 1954-1955

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<u>Box</u>	<u>Folder</u>	
		INTERNAL FILES, Continued
		New York office
28	8	Accounting, 1954
		General
	9	1947-1948
29	1-5	1949-1955
		Memoranda
	6	1953-1954
30	1	1954-1955
	2	Officers meetings, 1955
	3	Partnership, 1947
	4	Pension plans, 1948
	5	Pratzner, Wesley, 1947-1948
	6	Prospective clients
	6-8	1949-1953
31	1-2	1954-1956
36	1-2	Publicity Department reports, 1952-1953
31	3	Rose, Allen, 1947
	4	Snell, Paul (West Coast office), 1956
	5	Stephenson, Howard, 1947-1950
	6	Sutherland, R.H., 1947-1949
	7	Tyndall, Samuel S., 1947-1949
		Washington, D.C., office
	8-9	Confidential memos, 1948-1954
	10	General, 1947-1955
32	1	Wiley, John, 1950
	2	Williams, Chester, 1950?
		WRITINGS
		Hill
		Articles, speeches, and interviews of JH
39	8-11	1931-1957
40	1-4	1958-1965; 1974
		Books
		<u>Corporate Public Relations</u>
	5	First draft
	6	Fourth draft portion, 1957
	7	Typesetter's draft
	8	Reviews, 1958
41		<u>Making of a Public Relations Man</u>
	1	Manuscript drafts
	2	Notes
	3-5	Typesetter's copy
		History of Hill & Knowlton (Unpublished)
	6	Introduction
	7	Chapter drafts
	8	Helen Howard memos and planning material

Container List

<u>Box</u>	<u>Folder</u>	
		WRITINGS, Continued
		Hill & Knowlton publications
41	9	Daily reports for executives, 1949-1950
42	1-3	Newsletter for staff, 1948-1950
	4-5	Printed material about Hill & Knowlton
	6	Miscellaneous printed material for clients
		Staff writings
	7	Goss, Bert, 1947-1957
	8	Knowlton, Don, 1946-1953
	9	Others
		Miscellany
	10-11	Report on education and industry cooperation by H&K, 1951-1952
	12	Miscellaneous JWH correspondence, 1962-1977
	13	JWH biographical clippings
		CLIENT FILES
		Abitibi Power and Papers Co.
43	1	General, 1955-1956
	2-5	Survey, 1956
	6	Air Reduction Co., 1947-1948
		Aircraft Industries Association
	7-10	General, 1947-1960
	11	Activity reports, 1947-1948, 1953
44	1	Air Force, 1947-1948
	2	Air Policy Commission, 1947
	3	Air Transport Association, 1947
	4	Allison Division, 1951-1952
	5	American Legion, 1947
	6	Annual reports, 1947-1948, 1951
	7	Armstrong, Dale, 1947
	8-12	Board of Governors
	8-12	1947-1951
45	1-3	1952-1956
	4	Committee directories, 1947-1955
	5	Companies, Correspondence with, 1952-1954
	6	DeChant, John A., 1947
	7	Douglas Aircraft, 1952-1957
	8-9	Ducas, John, 1947
		Eastern Region Executive Council
	10	1947-1952
46	1	1953-1956
	2	Eastern Region Public Relations Committee, 1947-1956
	3-4	Echols, Oliver P., 1947-1949

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<u>Box</u>	<u>Folder</u>	
		CLIENT FILES, Continued
		Aircraft Industries Association, Continued
46	5	English, Burton, 1951
	6	Financial statements, 1947-1951
	7	Fiftieth anniversary, 1952-1953
	8	Poster, Ernest, 1949
		Goss, Bert C.
	9-13	1947-1949, June
47	1-3	1949, July-1951
	4	Hebert hearings, 1956
	5	Helicopters, 1951
	6	Legislation, 1946-1947
	7-9	Littrell, Gaither, 1949-1951
	10	Lowes, Joseph E., 1947-1950
	11	Lyman, Deac, 1947-1948
	12	McBee, Avery, 1951-1955
		Memoranda
		AMC series
	13-14	1947-1952
48	1-2	1953-1955
	3	AR series, 1951
52	1	Current Trends, 1951
48	4	FAN series, 1952-1953
	5-9	Hill & Knowlton-drafted memos, 1947-1956
	10	Industry Planning Service series
	10	1947
49	1-3	1948-1953
	4	Miscellaneous memoranda
52	2-3	Miscellaneous memoranda
		PR series
49	5-7	1947-1948
50		1948-1950
51		1950-1956
52	4	Morgan, John, 1947
	5	Motion picture data, 1950
	6	Noise problem, 1950
	7	Survey, 1950
	8	Opinion survey, 1956
	9	Personal Aircraft Council, 1947
	10	Planes, 1947-1951
	11-12	Program, 1947-1956
	13	Program for Air Force manpower issue, 1954

Container ListBox Folder

CLIENT FILES, Continued

Aircraft Industries Association, Continued

		Public Relations Advisory Committee General, 1947-1951
52	14	Meetings 1947
	15	1955-1956
53	1	Radio coverage synopses, 1947
	2	Ramsey, D.C., 1947-1951
	3	Rochlen, A.M., 1947-1951
	4-5	Slick Airways, 1951
	6	Speakers, 1948
	7	Staff memos, 1954-1956
	8	Stowers, Harry, 1947-1950
	9	Tyndall, S.S., 1947
	10	United Aircraft Corp., 1951
	11	Veterans of Foreign Wars, 1947
54	4	Washington information directory, 1947-1955
53	13-15	West Coast Public Relations Office, 1946-1951
	16	AMC memoranda, 1949-1951
54	1-3	PR memoranda, 1949-1951
	5	Wilson, E.E., 1947, 1949
	6	Yearbook, 1947-1950
	7	Allied Stores, Survey of management opinion, 1956
		American Bakers Association
	8	General correspondence, 1952-1953
	9	Program, 1951
	10	Public Relations Committee, 1952
		American Butter Institute
	11	Advertising, 1949-1950
	12	Advertising for Southern newspapers, 1948
55	1	Background memoranda and drafts, 1948
	2-3	Benson and Benson surveys, 1948-1950
	4	Cartoon booklet, 1949
	5	Clippings, 1945-1949
	6	Congressional testimony, 1948-1949
	7-10	Correspondence with association executives, 1948-1953
	11-12	Ellsworth, "Chick," 1949-1950
		Fifer, Russell
	13	1949
	1	1950
56	2	Gordon, W., 1949-1950
	3-4	Goss, Bert, 1949-1950

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		CLIENT FILES, Continued
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56	5	Holman, Charles, 1949-1950
	6	Joint policy statement on margarine, 1948-1949
	7	Movie, 1949
	8-9	NCMPF convention, 1948-1949
	10	Pinkerton investigation, 1948-1949
	11	Pollak, Maurice, 1949
	12	Printed material, 1948-1949
	13	Press releases Program
	14	1948-1949
57	1	1950
	2	Radio and television coverage reports, 1948-1950
	3	Sage, Clifford, Field reports and stories, 1949
	4-6	Staff memos, 1948-1950
	7-8	Teletypes, 1948-1950
	9	Women's club program, 1950
		American Cyanamid Co.,
	10	General, 1951
	11	Community study, 1951
	12	International, 1958-1960
		American Iron and Steel Institute
58	1-10	General correspondence, 1946-1960
		Advertising
	11	1945-1946
59	1-8	1947-1957, n.d.
	9	Advertising schedules and rates, 1949-1950
	10-11	Advertising suggestions, 1949-1951
60	1	Advertising survey, 1951
	2	Starch survey, 1956
	3-4	Allegheny Ludlum Steel Corp., 1947-1954
	5	American Institute of Steel Construction, 1948-1951
	6	American Steel and Wire Co., 1947-1950
	7	American Warehouse Association, 1949-1951
	8	Annual award contest, 1949
	9	Annual meeting, 1954
	10-11	Armco, 1948-1952
	12	Aswell, James, 1949-1950
	13	Atlantic Steel Co., 1951
	14	Austin Co., 1947
	15	Background information on increase in steel company costs, n.d.

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		Background Memoranda
60	16	Correspondence and drafts, 1947-1953
61	1-2	Printed memoranda, 1947-1955
	3	Memoranda on expanded production, 1955
	4	Memoranda on 1956 negotiations
	5	Memoranda on weekend premium pay, 1956
	6	Basing point
	7	Bean, Louis H., report, 1948
	8-10	Bethlehem Steel Co., 1946-1956
	11	Gas turbine engine, 1943-1946
	12	Bituminous Coal Operators Association, 1950
	13	Blank, Earl, 1949
	14	Board visits by H&K, 1950
	15	Bochart, Kenneth, 1955
62	1-2	Booklet program, 1946-1950
	3	Safety, 1947-1948, 1956
	4	Expansion, 1956
	4a	Brochures, Miscellaneous
	5	Bowerfind, E.S., 1949-1951
	6	British Iron and Steel Federation, 1952-1954
	7-9	Budget, 1947-19562
	10	CIO radio broadcast analyses, 1953
	11	Centennial, 1956-1957
	12	<u>Charting Steel's Progress</u> , 1956
	13	<u>Clippings</u> , 1947-1950
	14	Columbia Steel and Shafting Co., 1946-1951
	15	Comic books, 1946-1948, 1956
		Community program
		General
	16	1947
63	1-2	1948-1956
	3	<u>Community Relations Bulletin</u> , 1952-1956
	4	<u>Guide and publications</u> , 1947-1956
	5	Speech material, 1947
	6	Dakin, Edwin F., 1951
	7	DeChant, John, 1947-1949
	8	Dun and Bradstreet study, 1947
	9	Editorial guides, 1951
		<u>Editor's Assistant</u>
	10	Correspondence, 1947-1956
		Publications
	11-12	1947-1950
64	1-5	1951-1953

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64	6-7	1951-1952
65	1-5	1953-1956, n.d.
	6	Employee Publication Service report, 1952
	7-8	Expanded advertising program, 1955
	9	Expansion program, 1947
	10	Expenditures, 1951-1952
66	1	Fact Finders Assoc. study on product availability, 1947
	2-3	Fairless, Benjamin, 1956, 1958
	4-6	Farm program, 1946-1949
	7	Field office contacts, 1951-1956
	8	Fillis, Ben, 1948-1951
		Films (See also Motion Pictures)
	9	General, 1954-1956
	10	"Pioneers of Progress," 1952-1956
	11	Financial miscellany, 1956
	12	Follansbee, Mark, Speech, 1953
	13	Fortune reprint, 1948
	14	French & Preston Advertising Co., 1946-1947
	15	Correspondence received from weekly papers, 1946
67	1	Friedman, Elisha, 1946-1951
	2	Gillin, Paul, 1949
	3	Girdler, T.M., 1946-1947
	4-5	Goss, Bert, 1949-1951
	6	Grant Advertising Agency, 1949-1950
	7	Guaranteed annual wage, 1946
	8	Historical narrative, 1956
	9	Howell, Max D., 1954-1956
	10	"How to Invest" Show, 1955
	11	Industrial Relations Committee, 1953-1954
		Inland Steel Co.
	12-14	1948-1953
68	1	1954-195
	2	Institute activity summary, 1956
	3	<u>Institute News</u> , 1947
	4	Inter-company program, 1950-1952
	5-8	Jackson, Merrick, 1948-1956
	9	James, Don, 1947-1950
	10	<u>Johnny Dollar</u> (radio program), 1950
	11	Jones & Laughlin, 1947-1956
	12	Junior Achievement, 1949
	13	Labor developments, Weekly digest of, 1946-1947

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68	14	Keystone Steel & Wire Co., 1949-1951
	15	Labor, 1946
	16	Long, John, 1948-1951
69	1-2	Lukens Steel Co., 1947-1948
	3	Lundin, Harry, 1948-1951
	4-5	MacDonald, J. Carlisle, 1946-1951
	6	Mapes, John, 1947-1950
		Meetings
	7	Board of Directors, 1956
	8	Chief executives, 1950-1956
	9	Moreall, Ben, 1947, 1952
	10	Motion pictures (See also Films), 1946-1951
	11	Murray, James, Report on supply and distribution, 1948
	12	National Gas and Oil Resources Committee, 1955
	13	National Production Authority, 1951
	14-16	National Steel Co., 1949-1953
		Negotiations, 1954
70	1-4	General, 1954-1960
	5	H&K distributions, 1956
	6	"Nourse Committee" (Council of Economic Advisers), 1947
	7	O'Mahoney (Joint Committee on the Economic Report) hearings on steel prices, 1950
		Opinion research
	8-10	1946-1950
	11	1955
71	1-2	1955-1956
	3	Park, Roy, 1948-1949
	4	Payne, James E., 1955
	5	Photographs, 1952
	6	Pittsburgh exhibit, 1948
	7	Post-Steel Wage Case program, 1952.
73	5	Profit ads, Corporate response, 1948
		Public Relations Advisory Committee
71	8-14	General
		Meetings
	15-17	1947-1949
72		1950-1956, May
73	1-3	1956, May-November
	4	Public relations audits, 1950-1951
	6-7	Radio coverage and analyses, 1946-1948
	8	Read, Ned, 1954

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73	9	Read, E.C.K., 1954
	10	Refrigerator ads, 1948
	11-12	Releases, 1948-1952
	13	Rensselaer Polytechnic Institute, 1954-1956
		Republic Steel
	14	1946
74	1-3	1947-1956
	4	Rose, George, 1948-1952
	5	Rowan, James, 1950-1951
	6-13	Ryerson, Edward L., 1946-1951
75	1-5	Sagus restoration project, 1949-1956
	6	School program, 1948-1950
	7	Schuman Plan for European Coal and Steel Community, 1952-1954
	8	Scientific manpower shortage, 1956
	9-10	Scrap drive, 1946-1951
	11	Sellars, Lee T., 1948-1951
76	1	Sexauer, Fred H., 1946-1948
	2	Smith, Bradford, Article on Bean Report, 1947
	3-7	Smoke, Steve, 1951-1956
	8	Snider, Joseph L., 1946
		Speakers' Bureau
	9-10	1950-1951
77	1	1951, Continued-1952
	2	Stainless Steel Publicity Committee, 1948-1949
	3	Statistics, 1946-1949
	4-6	Steel Bulletins, 1950-1956
	7	Steel Facts, 1946-1948
	8	Steel Industry Scrap Mobilization Committee, 1952-1955
	9	Steel pipe research, 1946
		Steelways
		Steel Wage Case, 1949
80	15	Backman, Jules
	16	Benson & Benson survey
	17	Bethlehem Steel releases and publications
81	1	Clippings
	2	Committee for Constitutional Government
	3	Editorials
	4	Fact Finding Board
	5	Friedman, Elisha, 1949-1950
	6	Goss, Bert, 1949
	7	Hill, John
	8	Jones & Laughlin, 1949

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81	9	Inland Steel
	10	Lukens Steel
	11	Miscellany
	12	National Steel
	13	Policy
	14	Printed material
	15	Page, Arthur
	16	Radio correspondence
	17-18	Radio Reports, Inc.
82	1	Republic Steel
	2	Stephens, J.A.
	3	Twx's
	4	United States Steel
	5	Washington, D.C. office and program
	6	Youngstown Sheet and Tube Co.
		Steel Wage Case, 1952
	7	Advertisements
	7	Correspondence
	8	Questionnaire
	9	Study
	10	Suggestions
	11	<u>Americans, Speak Up</u> radio program
	12	Armco Steel Corp.
	13	Bane, John C.
	14	Barden Report
	15	<u>Basic Facts in the SWC</u> booklet
	16	Batcheller, Hiland G.
	17	Bethlehem Steel Co.
	18	Billings
	19	Boir, Carl, program
	20	Committee for Constitutional Government
	21	Companies' letters, ads, and reprints
	22	Correspondence with the public
83	1	Correspondence, General
	2	Correspondence tabulations
	3	Clippings
	4	<u>Congressional Record</u>
	5	<u>Freeman</u> article on the steel strike
	6	Griffith, Hall
	7	Hamaker, L.S.
	8	Inland Steel
	9	Jackson, Merrick

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<u>Box</u>	<u>Folder</u>	
		CLIENT FILES, Continued
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		Steel Wage Case, 1952, Continued
83	10	Jones & Laughlin
	11	Jones, C.S.
	12	Lukens Steel Co.
	13	Memoranda, Miscellaneous
	14	National Association of Manufacturers
	15-16	Press releases, 1949-1952
	17	Public Relations Advisory Committee
	18	Publications
	18	"Key Calendar"
	19	Documentary record
	20	"Facts in a Crucial Conflict"
	21	"Facts That Will Help End the Steel Strike"
84	1	White papers on steel-labor controversy
	2	Publicity placements by H&K
	3	Putnam, Roger
	4	Radio and television
	5	Randall, Clarence B.
	6	Releases and drafts
	7	Republic Steel Corp.
	8	Requests for data
	9	Senate Bank and Currency Committee statements
	10	Smith, Leigh
	11	Statements, Miscellaneous
	12	Summary of activities
	13	Teletypes and telegrams
	14	United States Steel
	15	Wage Stabilization Board
	16	Youngstown Sheet and Tube Co.
		<u>Steelways</u>
77	10-12	1946-1949
78	1-4	1950-1956
	5	Survey, 1956
	6	Strasser, Alfred, 1947-1948
	7	Strike, 1956
	8	Thompson, Carl, 1950-1952
		Tower, Walter S.
	9	1946
79	1-2	1947-1952
	3-5	Speech drafts, 1947-1949
	6	Ubinger, John, 1948-1951

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80	1	1952-1956
	2	"Voices of Steel" record, 1946 Washington, D.C.
	3	Background material, 1946-1951
	4	Relations, 1947-1950
	5	Sesquicentennial, 1948-1950
	6	Wheeling Steel Corp., 1949-1952
	7	White, Charles, 1949-1951
	8	White Paper, "America's Steel Capacity," 1947-1948
	9	Whyte, William, 1951
	10	Wiley, John, 1950-1951
	11	Worth Steel Co., 1949
	12	Yearbook, 1948-1952
	13	Youngstown Sheet and Tube Co., 1947-1948
	14	"Your Guide to a Written Communications Program"
84	17	American Petroleum Institute, 1959-1960
	18	Anthracite Institute, 1952
	19	Army-Air Force recruiting, 1950-1951
	20	Atomic Energy Commission, 1958
		AVCO Manufacturing Co.
		General
	21-22	1952
85	1-10	1953-1960
	11	Advertising, 1947-1951
	12	Agriculture, 1954
	13	American Central Division, 1947-1949
86	1	Annual meetings of stockholders, 1949-1955
	2	Annual reports, 1946-1955
	3	Babcock, H.E., 1947-1949
	4	Brill Motors, 1947-1951
	5	Boston conference on distribution, 1947
	6	Boxell, Paul, 1947-1950
	7	Canada, 1954-1955
	8-9	Cassidy, James, 1954-1955
	10	Consolidated Vultee Aircraft Co.
	10	General, 1946-1948
	11	Fort Worth Division, 1947
	12	Cosgrove, R.C., 1947-1949

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86	13	Crosley Co., 1947-1948
	14	Crosley Division, 1949-1951
	15	Crosley-Bendix, 1956
87	1	Defense public relations meeting, 1956
86	16	Directory, 1948
		Emanuel, Victor
		General
87	2-11	1947-1953 II
88	1-8	1953 III-1956
		Mimeographed memoranda
	9	1947, January-June
89		1947, July-1951, May
90	1	1951, June-December
	2	Financial miscellany, 1946, 1954
	3	<u>Fortune</u> article, 1947
	4-5	Hartmeyer, L.L., 1947-1951
	6	Historical summary, 1955
	7	<u>Ironage</u> study, 1948
	8	King, Kerry, 1948-1951
	9	Lycoming Division, 1954
	10	Marketing Committee, 1949
	11	Miscellaneous correspondence, 1947-1954
	12	Monthly reports of public relations activities, 1949-1950
	13	Nashville Division, 1948
	14	O'Connell, John, 1954
	15	New Idea Division, 1947-1949
	16	New York Shipbuilding Corp., 1947-1951
	17	Press releases, 1947-1950
91	1	Public Relations Committee, 1948
	2	Public relations program, 1948, 1951, 1955
	3-4	Sokolosky, George, Radio program, 1952-1953
	5	Staff correspondence, 1956
	6	Stockholders newsletter, 1948-1955
	7-8	Wedemeyer, Albert C., 1952-1954
	9	Bramalea Consolidated, 1958
		Caltex
	10-11	General, 1952-1954
92	1	Darrow, R.W., 1954
	2	Europe, 1954-1956
		Foreign reports
	3	1954
	4	Velmans and Merrick Jackson, 1954

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92	5	Principles and procedures, 1954-1955
	6	Publications survey, 1955
	7	Staff memos, 1954-1956
	8	Casualty and Surety Companies, Association of
	9	General, 1954
	10	Advertisements, 1954
		Chicago Board of Trade
	11	General, 1955-1956
93	1	Staff memos, 1955-1956
	2	Cities Service, 1960
	3	Coca-Cola, 1955-1956
	4	Colorado River Association, 1950
	5-9	Columbia, 1949-1950
	10	Congo-India hydro electric project, 1957-1958
	11	Cudahy Co., 1953
94	1	Erie Railroad, 1947-1948
	2	Firestone, 1957
	2a	Fragrance Foundation, 1957
	3	Galbreath, John W., 1954-1955
	4	General Chemical Co., 1947-1949
	5-6	Georgia Hardwood Lumber Co., 1947-1948
	7	Gillette, 1955-1960
	8	Hewitt-Robins, Inc., 1947-1950
	9	Houze, L.J., Convex Glass Co., 1949-1951
	10	Industrial Rayon, 1947-1948
	11	KLM, 1955
		Licensed Beverage Industries, Inc.
95	1-5	General, 1950-1960
	6	Advertising, 1951-1953
	7	Advertising Subcommittee, 1952-1953
	8	Boxell, Vern, 1954-1955
	9	Budget, 1952-1953
96	1	Clippings, 1955-1956
	2	Field manual
	3	Film project, 1952-1953
	4	Illegal distilling survey, 1951
	5	Long-range program, 1954
	6	McBee "diary" re LBI interviews, 1950-1951
	7-8	Meetings, 1954-1950
	9	Presentation, 1950
	10	Printed material and reports
97	1-3	Recommendations, 1951-1955
	4	References and source material, 1951

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97	5-9	Releases, 1951-1954
	10	Staff memos, 1954-1956
	11	Tax program, 1952-1953
	12	Teletyped messages, 1951
99	6	Womens Association of Allied Beverage Industries, 1951-1954
	7	Yale Center of Alcoholism Studies, 1951 "Yellow" file of outgoing chronological correspondence
97	13	1951 I
98		1951 II-1954 I
99	1-5	1954 II-1955
		Manufacturing Chemists' Association
		General
	8-9	1951
100	1-2	1952-1953
	3	Activity reports, 1952-1953
	4	Air Reduction Co., Inc., 1953
	5	American Cyanamid, 1952-1953
	6	Background memorandum, 1952
	7	Billings and budget, 1951-1953
	8	Chemicals in Food Committee, 1952
	9	Clippings
	10	Defense Mobilization Committee, 1952
	11	DuPont, 1952-1953
	12-15	Meetings, 1952-1953
	16	Merck & Co., 1951-1953
	17	Plastics Committee, 1951
	18	Press releases, 1952-1953
101	1	Program, 1952
	2	Student guidance program, 1952-1953
	3	Survey of public opinion, 1952
	4	Taylor, Robert L., 1952
	5	Mellon Bank, 1948-1949
	6	Miller Brewing Co., 1954
	7-8	National Air Council, 1947-1951
		National Airlines
	9-10	General, 1949-1950
102	1	Program, 1949
	2-3	National Bronx Bank, 1947-1949
		National Fertilizer Association
	4	General, 1947-1948
	5	Board of Directors, 1947-1950
	6-7	Chase, W.E., 1947-1950
	8	Lockwood, Maurice H., 1947-1948
	9	Press releases and form letters, 1947
	10	Program, 1947

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		National Gas and Oil Resources Committee
102	11-12	General, 1954-1956
	13	Advertising, 1954-1955
	14	Meetings, 1954-1955
103	1	Members
	2-3	Printed material, reports, and speeches, 1954-1955
	4	Program, 1955-1956
	5	Regulation survey, 1955
	6	Staff memos, 1954-1956
	7	Statement of principles, 1956
	8	National Machine Tool Builders Association, 1947
		National Retail Dry Goods Association
	9-10	General, 1947-1950
	11	Hahn, Lew, 1947
	12	Earner, Charles, 1947
	13	"Lifo," 1949
	14	Namm, Benjamin, Correspondence and speeches, 1947-1948
104	1	Press releases, 1947
	2	Program, 1947
	3	Resignation, 1947
	4	Silcox, G.N., Speech, 1947
	5	<u>Special Bulletin</u> , 1947-1950
	6	Stores, 1947
	7	Outdoor Advertising Association, 1957-1958
	8	Owens-Illinois Glass Co., 1947-1950, 1955
	8a	People-to-People, 1957
		Procter and Gamble
	9-13	General, 1951-1956
	14-15	Europe (Hedley Co.), 1954-1960
105	1	Meetings, 1953-1956
	3	Program, 1954
	4	Staff memos, 1954-1956
		Red Cross
	5	General, 1955-1957
	6	Audit of public relations, 1955
	7	Chapters, 1955-1956
	8	Convention, 1956
	9	Meetings, 1955-1956
	10	Program, 1955-1956
	11	Staff memos, 1955-1956
	12	Survey report, 1955
	13	Richmond, Frederick, 1955-1956
		Royal McBee
	14	1956 I
106	1	1956 II

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106	2	Saony Mobil, 1957
	3-5	Shipbuilders Council of America
	6	General, 1947-1950
		Strike, 1947
	7-8	Soap and Glycerine Producers, Association of
	9	General, 1947-1949
	10	Procedures, 1948
	11	Program, 1947-1948
	12	Southern Co., 1955
107	1-2	Standard Gas and Electric Co., 1947
	3	Standard Oil, 1948-1950
	3-5	Studebaker Corp.
	6	General, 1953-1955
	7	Packard merger, 1954
	8	Press releases, 1952-1954
	9	Staff memos, 1954
		Vance, H.S., 1951
		Texaco
	10-13	General
	1-2	1952-1953
108	3	1955-1957, n.d.
	4	Annual report, 1953
	5	Premium gasoline introduction, 1954
	6	Publications, 1952, 1954
	7	Staff memos, 1954-1956
		Textron, 1954
	8-11	Tobacco Industry Research Council
	12*	General, 1954-1960
	13	Advertising and suggested ads
109	1	Catalog of scientific papers, 1955
	2	Clippings, 1954
	3	Cullman, Howard S., 1953-1954
	4	Editorial contact, 1956
	5	Financial matters, 1954-1955
	6	Foreign correspondence, 1955-1958
	7	Foreign surveys, 1954
	8	Hammond, E.C., Speeches, 1954
	9	Law Committee, 1954
	10-11	Lists, 1954-1956
	12-13	Little, C.C., Correspondence and appointment, 1954-1955
	14-16	Mailings, 1954-1955
	17	Meetings, 1953-1956
		Miscellany
*108	12a	Analysis of press coverage on tobacco controversy, 1954

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110	1	Murrow television program, 1955
	2	●Planning Committee, 1953
	3-4	Press releases, 1953-1958
	5	Printed material, 1955-1956
	6	Program, 1954
	7	Progress report, 1954-1956
	8-9	Public Relations Committee, 1954-1956
111	9-10	Scientific Advisory Board, 1954-1956
		●Staff memos
110	10	1953, December-1954, April
111	1-5	1954, May-1956, <u>n.d.</u>
	6	Survey of medical opinion, 1955
	7-8	White Paper, "Scientific Perspective on Cigarette Smoking," 1954
	11	United Nations
	11	1953
112	1-2	1954-1954
	2a	Wine Institute, 1957
	3	World Calendar Association, 1950
		Worlds Fair (Brussels)
	4-7	General, 1955-1959
	8	Cypres, Eric, 1956
	9	Moens, Baron, 1954
	10	Press releases, 1954-1957
	11	Staff memos, 1954-1956
Photo Lot 3991		Miscellaneous photographs, including portraits of Hill with clients such as the Aircraft Industries Association and the National Dry Goods Association as well as photographs relating to the representation of other clients such as the American Iron and Steel Institute and Crosley, a division of AVCO.

THE STATE HISTORICAL SOCIETY OF WISCONSIN

M A D I S O N 6, W I S C O N S I N

Leslie H. Fishel, Jr.
Director

A G R E E M E N T

The State Historical Society of Wisconsin accepts the gift of the papers of John W. Hill, donor, for permanent preservation. It is understood that this collection shall be the absolute property of the Society and shall be maintained and made available by the Society for research purposes to qualified scholars, subject to the following conditions:

1. The personal papers of John W. Hill including general correspondence files, speeches, articles, clippings, and publications will be arranged, catalogued and made available for research use immediately upon completion of the organization of the collection.

2. All financial information pertaining to Hill and Knowlton, Inc. or to any subsidiary or associated organizations will be removed from the collection and returned to Hill and Knowlton, Inc.

3. All printed materials, releases, booklets and materials classified as public information which are presently a part of the client files of Hill and Knowlton, Inc. will be removed and included with the John W. Hill Papers and made available for research.

4. The remaining client files will be sealed for a period of twenty-five years. No access whatsoever shall be granted to these files. Immediately following the restricted period, terminating January 1, 1989, these records will be organized, made available for research use and administered under the same conditions as its other collections of manuscript papers.

Boyd Olson
Witness
Sept 11 / 64
Date

John W. Hill
John W. Hill
Sept 11, '64
Date

Arthur J. Kuss
Witness
September 9, 1964
Date

State Historical Society of Wisconsin
By: Leslie H. Fishel, Jr.
Leslie H. Fishel, Jr., Director
September 9, 1964
Date

John W. Hill Papers

Bates No.	Date	Title	Archives Box No	Folder No.	Location in Folder
JH 000001 - 000029		Register of the John W. Hill Papers, 1931-1977			
JH 000045 - 000046	No Date	Organization of Hill and Knowlton, Inc. Counseling And Services For The Tobacco Industry Research Committee. (2 pages)	108	8	Approximately 7th document in file
JH 000106 - 000108	7/8/54	Confidential Letter to Hartnett from Hill. (3 pages)	108	8	Approximately 5th document in file
JH 000207 - 000211	2/5/58	Letter to Hill from Hahn of the American Tobacco Company. (5 pages)	108	10	Approximately 27th document in file, or 2nd document from back of file
JH 000270 - 000278	12/24/53	Preliminary Recommendations For Cigarette Manufacturers. (9 pages)	108	12	Approximately 22nd document in file, or 2nd file from back of file
JH 000320 - 000328	1/28/54	Letter to Whiteside from Hill attaching a document entitled "Statement Concerning The Origin And Purpose Of The Tobacco Industry Research Committee And Its Proposed Functions." (9 pages)	109	8	Last document in file

Bates No.	Date	Title	Archives Box No	Folder No.	Location in Folder
JH 000381 - 000384	12/28/53	Notes on Minutes of The Tobacco Industry Research Committee Meeting -- December 28, 1953. (4 pages)	109	14	First document in file
JH 000395 - 000400	1/18/54	Agenda: Tobacco Industry Research Committee Meeting - January 18, 1954; Attaches a Progress Report Dated 1/15/54 and a Confidential Report on Meeting 1/7/54. (6 pages)	109	14	Approximately 7th document in file
JH 000425 - 000429	1/20/55	Report of the Scientific Director. (5 pages)	109	15	Approximately 3rd document in file
JH 000433 - 000438	4/28/55	Statement By The Scientific Director TIRC Meeting - April 28, 1955. (6 pages)	109	15	Approximately 5th document in file
JH 000469 - 000471	2/14/56	Confidential Report - Tobacco Industry Research Committee Meeting, February 14, 1956. (3 pages)	109	15	Last document in file
JH 000493 - 000501	No Date	Forwarding Memorandum. (9 pages)	110	2	1st document in file
JH 000502 - 000506	12/15/53	Background Material On The Cigarette Industry Client. (5 pages)	110	2	2nd document in file
JH 000514 - 000516	12/31/53	Report Of Conversation Between Carl Thompson And Judge Barns. (3 pages)	110	10	1st document in file
JH 000518 - 000528	12/14/53	Letter to Hill from J.J.D. attaching report entitled "Suggested Approach And Comments Regarding Attacks On Use Of Cigarettes." (11 pages)	110	10	Approximately 3rd document in file

Bates No.	Date	Title	Archives Box No	Folder No.	Location in Folder
JH 000552	1/20/54	Confidential Memorandum From R.W. Darrow; Call From George Weissman, Philip Morris Co., Ltd. (1 page)	110	10	Approximately 23rd document in file
JH 000768	7/8/54	Hill and Knowlton memo to Hill from Darrow re Calls To Insurance Companies. (1 page)	111	1	Approximately 33rd document in file
JH 000772	7/14/54	Hill and Knowlton memo to Hill from Darrow re Further Insurance Contacts. (1 page)	111	1	Approximately 37th document in file
JH 000791	8/11/54	Letter to Campbell-Johnson from Hill (1 page)	111	1	Approximately 5th document from back of file
JH 000804 - 000805	8/27/54	Hill and Knowlton memo to Hill from Thompson re Problem of Trade Association For Tobacco Industry. (2 pages)	111	2	Approximately 3rd document in file
JH 001665 - 001674	6/8/55	Letter to Hartnett from Hill and Knowlton re Transcript of Second Murrow Show; Attaches Transcript of Edward R. Murrow's Second TV Show on "Cigarettes and Lung Cancer," June 7, 1955. (10 pages)	110	1	1st document in file
JH 001675 - 001683	6/2/55	Letter to Hartnett from Hill and Knowlton re Transcript of First Murrow Show; Attaches Transcript of Edward R. Murrow's First TV Show on "Cigarettes and Lung Cancer", May 31, 1955. (9 pages)	110	1	Approximately 2nd document in file

Bates No.	Date	Title	Archives Box No	Folder No.	Location in Folder
JH 002037 - 002061	8/17/54	Memo to Hartnett from CT (Thompson?) re Report Through July 31; attaches Confidential Report to Hartnett from Hill and Knowlton re report of activities through July 31, 1954. (25 pages)	110	7	Approximately 2nd document in file