

for harnessing their air brakes. That royal fight over current with Edison fighting for the direct - westinghouse for the alternating. And - one immigrant - to invent the last essential factor. (Tell the story)

Now is there any youth going in at any point of a great organization and familiar with that kind of a history who does not feel a stir in his blood, who does not goad his mind. If there is he is no material for Westinghouse.

That is, in these old institutions - Industrial institutions - personality and tradition all count.

Always from the first there has been the cry for men, but from wherever the boy came he must be the kind that took the training.

(Tell McClelland's story)

As the place grew and the numbers increased and the organization defined itself into departments and instead of one man like George Westinghouse working out inventions, industrial relations, public relations, you began to get that division which first characterizes a great industrial establishment today, what it is made up of. Get those divisions and relate them and get your men for them. ~~ixix~~ They have the neat little blueprint plans of its education at Westinghouse - as neat as the curriculum of a college. They had it years ago.

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*It is a personality - that has produced me
from the staff - How are you going to
keep it alive - just you must have
an appreciation of the top of
the value of this personality & if put
in the body of others -*

*Love M. Tarbell - in perfect
to you!*

as the curriculum of a college. They had it
years ago.

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It took so many men from the colleges. You brought them in and turned them loose. Sometimes you got something and sometimes you didn't and then there came into this system of education the great engineer.

(Tell L story.)

One of the best books of the course is the Autobiography of one of the earlier engineers who came under W & it shows how they got in & how they developed.

What they are consciously aiming to do is to lower & train all that there is in a man & give him at the same time a desire to use his what he has in a ~~college~~ group socially - it's not all only by any means for the youth who wants to train himself - here's going especially for social development -

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