

Blossom:

B. F.

I talked with Mr. Blossom at the office of the American Magazine about subject which would be suitable for them. He seems to think that the Naumkeag article would suit them if built around the personalities of J. Foster Smith and John O'Connell, with the experiences of the place - the color of the place, etc., as background. This I will make my first undertaking for them.

Tell him that I much prefer the industrial and business articles - that I do not see the Rockefeller Institute but that I will go ahead with my visiting there and see what may come of it in the future.

We talked of Owen Young and he says that he is good for an article for them every six months. I tell him that what I have in mind is an interview on sound and unsound tendencies in American business. He says he should like to have him enlarge on something he said recently - "that the American business man was less interested in dollars than the foreigner." At all events I fancy that almost anything that Young would say on business or industries would be American. Tell him that I should like to talk with Walter Gifford on industrial relations as they are developing in T. & T. He says what they like to have is a talk on what makes a man an executive - how you pick the man.- I think this could be made into an article on developing the human being.

