4/1 (31)

Chandler

At lunch I pulled his chair back when the dessert corner ~~[illegible]~~ — in going to tell you what's in my mind about next step in industry — must stabilize to carry ~~[illegible]~~ safely through, forced depression the spirit — in which he has been talking — method of dealing — he evidently sees himself applying it — "next step" is thinking it out loud — the just of talk at lunch taken up after at Tremaines (old N.L.C. man with Terry) after tea — "What I have in mind is complete organization of Electric Industry along lines of E.E. — by persuasion of possible — by coercion of necessary (!!) completely frank in using "coercion" Outline E.E. program — ~~[illegible]~~ profit sharing — insurance — all kinds — pension insuring a man at retiring 3/4 of earnings. E.E. is example — one reason in [illegible] what [illegible] done is demonstration of

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7

small relation in cays smith - prices to be automatically reduced as profits increase = Bringing rest of world up to our standard - of living - rapidly in their advance -

No fear of Russia. G. E. selling - helping gambling on overhead & profits - R. pays rest - trusts in future - greatly pleased that Soviet sees that human nature has not been revolutioned by communist dogma - that men will for reward & resent supporting or sharing equally with those who won't work - Willing to help them all he can - take precaution to put them on competition basis -

Levels to me as if those who feared R.'s competition - have same complex ~~that~~ as Soviet - in the 5 - yr plan -

Yet the idea on paper & it is fail accomplish

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wh see A.

I hereby - Profound cultivation
reservoir of thrown edge = taste -
Eddy - carver - trace -

~~Ht~~

Dr Mary W & I least of all cultivation -
To be fr honest -

Talk pending - his plans for
100 & other at St L. which any
should read - Bk there - credit for -
Look up scheme - Plans 400 in above -
Books to be acquainted with:

Last night - talk of going with Arthur T.
to Wm & Mary to look at room where
Q.B.K. was founded - A.T. ~~say~~ & he thinks
it would be fine to have a duplicate
of room at their colleges - a says, let
get it fixed & you come & dedicate
it - I suggest it would be a fine memorial
for A.T. Says you go ahead with that

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see make a subscription 2 yr on Wilson
you 2 dedicate it - Take this up
with ? at once.

We talk much of processes of
mind - Lowell (?) Book tracing origin
of Coleridge's poetry - Get this.
Saturation: Read to Kanadee

Get this morning beginning of international
rule - 1921 -
Wilson in Paris saw necessity - of U.S.
having control of better communication
with - Lowell - cable Eng - radio Eng -
I.E. lead contract - of 5 000 000 with -
Marconi after war for equipment. To
Lewis B. to ask J. not to give up
Alexanderson attention - Should keep
Am control - see testimony

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5.

~~sounds simple as be ette how~~
~~to~~ one company had ~~at~~ recently patented
no transmitting - vice versa - none could
go alone - his exchange for consolidation
W - gets 40 of trade in equipment -
G.E. 60 - tel & tel gets radio connection
U.S. Fruit Co - control of wireless ite business
& all new developments
This latter new & interesting story -
~~Pan~~ but of this new company must
under attack - By consolidation
an act released - a business of
500 000 000 (?) created for U.S.
Concession in So. Sens folly of
4 separate companies.
Pain conference called ~~by~~ V - of
Eng - Ger & Ach interests - first -
international business conference
after War - Eng & Ach would
speak at first

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6.

Germ. wrote J to Berlin - tells Ach
hell make no contract - without
consulting - [illegible] - the Germ - say
[illegible] Arm & Gen - [illegible] the technical
skill - [illegible] - let
us join - no says J - nonsense -
Can't run world in [illegible] -
must [illegible] -
Resolved in com & S -
now to - [illegible] [illegible] -
[illegible] - with S [illegible] -
to can combine against - 2 - 2 can
block - impartial [illegible] [illegible]
this is where Perkins comes in - See [illegible],
[illegible] smoothly - faith in P.

Beginning of international work -
Came home to [illegible] conference -

Shantz - When a new idea knocks at
your door do not shut it - in his face - open
to him let him in & pick his pockets.

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17

Tell him 2 understand start of Industrial & Intellectual - not - clear on Power.

Speaker of work at start - in Boston mainly real estate - ancient leases - relics of feudalism - in office

Lectured at law school on common law pleading - built up under little relation to justice or common sense - work of schoolmen.

Entire S. & W. - a new thing in world - new field - challenging - stimulating - have laws to be made - practices to be worked on, etc

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