August 18, 1931

Dear Mr. Blossom:

I came into town yesterday as I planned finding on my desk your letter of the Fourteenth. Since you do not plan to use the second article immediately it seemed to me that your suggestion that we hold off the discussion until the third article is complete is wise.

What do you think of this as a more practical method of getting out of the material I have the episodes suited to your purpose:- I go ahead with a straight narrative such as I planned for the book from the beginning of the law student days on: Might it not be possible on the basis of this we could get what you want more easily than the way we are working now. I don't consider the second article by no means satisfactory though I know there is good stuff in it. I have an idea that if I had told the story in narrative form we might have been better able to pick out what you want.

The narrative from the time Young entered Boston Law School on contains considerable material which I had thought suitable for you, such as:-

The firm of Young and Goldtwaite Collectors. It was through their operations that Young earned most of his money for Boston University. G. himself, was a picturesque character - cowboy.

2) The greatest discouragement of his life.- a fine opening position snatched from him by the death of the man who offered it to him on the basis of his Law School record.

3) Knowing an opportunity when it offers and seizing it. Selects the new science and new art of electric power transmission as his speciality. Becomes council for Stone & Webster.

4) Lays down an ultimatum to his employer - Tyler. A partnership or I leave. Is accepted as a partner.

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5) Works out what he still considers the ideal public utility contract.

6) The greatest defeat of his professional life - Theodore Barnsdell, oil man, tricks him in the El Paso Street Railway contract.

7) The General Electric decides it would feel safer legally with Young as its counsel, rather than the counsel of a competitor. A new type of mind on the General Electric Board. Interested not only in law but in the public - inventions - labor disputes - water power legislation - water power development. Everybody gets help from it. The lawyer becomes an executive.

8) Reasons for his quick rise:- Trained mind based on body of principles which cannot be violated. Master of details. Extraordinary capacity for carrying facts. Faith in intuitions in regard to men and things. Joy in his work. Willing to decide. Accepts the responsibility of action on decision. Receipes for handling crooks, sluggards, and youth.- where experience has it over youth.

How does this strike you as an outline to follow? Do you think if I write it freely without your limitations of space in mind that you can get an article out of it?

I shall be here until tomorrow afternoon - then in the country for a few days, but by the middle of next week back practically to stay.

Very sincerely yours

Mr. Sumner Blossom
250 Park Avenue
New York City

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