

I do not mean by best advantage the common notion that best advantage is merely money. It means a great deal more for youth and for the most of us. Now how are we going to get training, make our way into place in the hundred and twenty^{five}/million. For the young to fit themselves to find a place suited to their particular talent is the great task in which every adult touching that take a part. In no other way can the young get the help that they need for life. The home has its part, the school has its part of the particular trade or profession in which the youth finds himself has its part. That is, every institution under our American Plan is an education^a/institutions or if you want to so put it, a training, developing^{separate} institution. And we get out from the mass just about what we put in.

for
One institution that is/learning to perform this function, discharges this responsibility of training youth for industry,^{is}/far from the usual notion that industry eats up people, throws them out when it has gotten^{all}/out of industrial them all that it can. You look at any stabilized/institution in the country and you will find that it has lived because ~~it because~~ it discharged well its function of education and direction.

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That is, we still can do it and if you
about it
wonder/they say, "That's only another job."
done
McClelland said, "I have/that kind of thing
hundreds of times in my life."

and
One remark that he/Kennedy both made was
that, "This is the way the average man likes to work."

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the Mc & Pop - else a whole

There were other remarkable things about that Fair floor lighting. ^{Mr} They had to have a lamp. And it was rumored, I don't know if it was so or not, that, ^{the G.E.} controlling the only lamp then in existence - the Edison lamp - declared they would not sell them to us. Now we'll have to get one of our own. ^{"Ward" Mr} They did get it, what was known as the Stopper Lamp. 11

McClelland had much to say about the effect on the shop of ~~the~~ ^{the} close contract of the men with Westinghouse. ^{a challenge} Every job was an excitement and the small staff was all in on it.

He says rather dolefully, "Young men now never come in contact with the inspiring forces in an organization. A job now ^sdays has four wheel brakes on.

McClelland had four years apprenticeship. By his third year he began to specialize; altogether he spent some eleven years before he became an independent engineer.

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In the instructions of the Company, the
multiplicity of talent is clearly outlined and the way the
men who are carrying responsibilities have come to their
position.