

White Hall Ill. Apr. 24, 1905.

Prof. Chas. F. Burns

Alfred.

Dear Sir,

In thinking over my essay as I sent it to you, I find that perhaps it was too sharply critical of the local firm, to really serve the purpose it should have done.

My idea however was to lay bare the faults common to the business as it is rapidly coming to a common standard of management. That is, the plan is one of large capital, the promoter with the largest stock interest directing the affairs as best suits his present interests. My intent therefore was to show where the technical trained man could best assert himself, saving great losses and so making capital recognize his use. And as the man who saves should be worth more than the wasteful man, so he must set his price to a proper one. Capital never voluntarily raises a salary of a man not a large stockholder.

So my essay took, in some parts, more of the personal communication to you. Of this

is not satisfactory to you, I will of course
rewrite the essay. I took it for granted that
you realize that I know how stone mason
is made and hence my essay was intended
not as a recitation but as a paper which
would assist you to assist the school to best
do the work the state demands of it.

Hence you understand that I have no
wish to injure these people by criticism. They
have more ignorance than malice and I think
would do many things in a better way if they
were sufficiently students to know that there
were better ways.

Yours very truly
Paul E. Cox.