

CARNEGIE INSTITUTE OF TECHNOLOGY

SCHENLEY PARK PITTSBURGH

RESEARCH BUREAU FOR RETAIL TRAINING

May twenty-fifth

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Dean Gordon Laing,
McGill University,
Montreal, Quebec,
Canada.

Dear Dean Laing:

I wish to thank you very cordially for your letter of May sixteenth. I have always felt that I should like some day to return to Canada to work and, indeed, I have had two previous opportunities to return, but neither of them seemed to offer the right conditions. With this, the third and I fear the last, before me I am in a quandary. My difficulty is not that of giving up a large salary so much as it is the loss of several thousands a year for research work upon projects in which I am deeply interested.

I am now engaged in several projects which are supported by research funds. I am, for instance, working on the problem of the reorganization of women's education for a woman's college, and I am using between five and seven thousands a year for research assistants. In addition I am making connections between education and business through research in retail training, and for this project the funds amount to about \$20,000 a year. I am organizing a course of study for teachers of insurance salesmen, for which I have a research fund of about \$2,000, and I am conducting a seminar in college teaching for the training of the teachers of this institution, and for this I am allowed about \$1500 a year for research. This makes a total of about \$30,000 a year which is directly under my control.

I fear that if I should have merely to teach from six to nine hours a week and do individual research without assistants while making contacts with the Protestant schools of the province I should not be happy.

If, by chance, the University feels that it is part of its mission to make direct contacts with business through the application of scientific knowledge to the specific problems of commerce and industry, or if it is prepared to begin a large project, looking to the reorganization of public and private school courses of study, along the lines on which I have been working for the last ten years, I will be very much interested.