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The problems of induction, training, assignment and follow-up of college graduate employees have a vital bearing on the building up of an efficient personnel and these problems also react directly upon the effectiveness of our annual recruiting campaign both as to the number and quality of recruits secured. Believing that the experiences of the several companies in dealing with these problems would be of interest to all of us, Mr. Hall has invited members of this Conference to open the discussion on these matters, and believes we would be benefited by learning the experiences of all the Associated Companies in dealing with these problems.

The training of college men on their entry into our employ is, after all, only one factor in the training, education and development of the whole body of our employee personnel, but closely related to it. Believing that this is also a subject of interest, Mr. Hall has asked several members of the Conference to lead in the discussion by giving the experience of their companies in this development.