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CARNEGIE INSTITUTE OF TECHNOLOGY

SCHENLEY PARK



PITTSBURGH

November 3, 1919.

SCHOOL OF LIFE INSURANCE SALESMANSHIP
JOHN A. STEVENSON, DIRECTOR
GRIFFIN M. LOVELACE, SECRETARY

Mr. W. L. McKinsey King,
The Roxborough,
Ottawa, Canada.

My dear Mr. King:

I have just had a very pleasant visit with Mr. C. Burgess Taylor, General Agent of the Northwestern Mutual at Wheeling, W. Va. In one of his talks before our School of Life Insurance Salesmanship, he mentioned your book "Humanity and Labor". I was favorably impressed with his discussion of this book, and I am writing to ask if you will have a copy of it mailed to me.

In addition to my work here, I have been asked to do some work in connection with the National Chamber of Commerce at Washington. One of the problems which I will have to take up will be the investigation of capital and labor, methods of employment, welfare work, and training and education of employees. I sincerely hope it will be my good fortune to have an opportunity to meet you some time in New York and lay my plans of investigation before you. I am very sure that I have found some things in my investigation that will be of interest to you, and no doubt I will receive untold benefit from my conversation with you.

I am taking the liberty of writing you this letter because Mr. Taylor assured me that you would be glad to know that I was undertaking this type of work.

Very sincerely,

W. L. Mackenzie King Papers

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