

trouble is so prevalent today. I would like to study into this field and really attain something. I remember you saying that so many people are satisfied with just a fair degree of success. I know that to be successful today you must put out that extra amount of work and I am really willing. The elevator job at the building gives me an opportunity to see some successful men, for example, like Dr. Laverne Spake, who easily puts in 10-12 hours daily. I believe that if I like my work I will put forth all of my energy and come out on top.

In the personnel field I believe that I am rendering society a real service. You like your work because you like young people and because you like to see them succeed. I use to come out of your basketball class so inspired sometimes that I would stop at nothing less than governor of the state of Kansas but it is rather hard to stay so pepped up as that. I have been willing to settle with far less than the governorship lately. In fact if the elevator has a comfortable seat and a reasonable salary with a pension after a few years I would make it my life's work. It's funny how one's ambition wanders from one degree of success to just anything just as long as you have something to eat.

I don't mean to bore you with this lengthy discussion about my problems but I am wondering if you might tell me if there is someone over at the Standard Oil Co. that I might approach and inquire about their personnel work. If I like this work I'm going to make it rough on my competitors.

How is Mrs. Hulteen getting along? Tell her that we had a radio program the other evening in which none of the participants had any radio copy. If the Federal Communications Commission could have heard it they would have probably declared it the world's worst planned program. Tell her if I get to be personnel manager somewhere I'm going to out bid ~~her~~ for her services. If she can take the big terms you have for your classes in good shape she will be a quiz for me.

Must close now for I am about to take over the elevator. Will appreciate anything that you might suggest. Remember Dec I was on an elevator at the Hotel Ellridge when you first heard of me and I'm right back there again but not for long-

*your sincere friend*  
*Nelson*