

February 25, 1958

Mr. Ernest Klepetar
Vice President, Chief Actuary
Mutual Service Insurance Companies
St. Paul 4, Minnesota

Dear Ernest:

The following will give you some of the practical aspects of the railroad field work within which we must work, if we are to accomplish much on the railroad this spring and summer.

It is necessary for us to contact the general manager for union affairs for each railroad. This gentleman is called the general chairman, and he usually has a great deal of influence with the local union officials. We must then contact the local men at each place that we wish to do examinations. Finally, the lodge meeting must be attended by a laboratory representative and a selling job done on the members of the local lodge who attend such functions.

Lodge meetings are held once a month, which in practice means that by the first of the month prior to actual operations, we should be well on our way to having arrangements made for visits to lodge meetings some of which are routinely held in the first week of the month.

At the present time, we have made our contacts with the general chairmen of the Brotherhood of Railway Clerks for the following roads:

1. The Great Northern
2. The Northern Pacific
3. The Milwaukee
4. The Burlington

The general chairmen of the Brotherhood of Railway Trainmen who handle the switching agreements on most of the roads we work with have been contacted for the following roads:

1. The Northern Pacific
2. The Milwaukee
3. The Burlington

The Switchmen's Union of North America handles the switching contracts on the Great Northern, Southern Pacific and Western Pacific. I am planning to see Mr. Fleete, who is the National President and lives in Buffalo, New York, in the first week of March. I should be able to line up the Great Northern very properly after that. In addition, we have contacts with the general chairman (B. of R. T.) of the Omaha line which is a subdivision of the Chicago and North Western.

In making selections from the population which we have given you to date, I don't want you to begin selecting with the above information in mind, but make enough selections so that we can start on those properties in which we have already developed contacts. We need 3 units of 100 men apiece to cover our April requirements. If the units are smaller than 100, then we would like the appropriate number of units which will add up to 300 to 350 men.

Note that this means not less than 6 recruiting trips to visit local lodges during the month of March. This means a good deal of preliminary work in arranging to get on the programs of the lodge locals, all of which takes time. In March I will contact the general chairmen of the unions of the Rock Island and the C. and N. W., along with any of the switching companies in Chicago which you may wish to have us examine. This will make it possible to work on the Rock Island and C. and N. W. in May.

With best wishes,

Sincerely yours,

Henry L. Taylor

HLT:pn