Edwin F. Gay to James J. Hill.

"At the interview which we had with you in New York. Mr. Bacon mentioned that we already had on our staff in transportation W.J.Cunningham. He is a Canadian by birth and has had twenty-three years of railroad experience: in recent years he has served as Statistician under Mr. Hustis, on the Boston and Albany, the New York, New Haven and Hartford, and the Boston and Maine, and as Statistical Advisor c⁻ the Union Pacific in New York. Mr. Cunnil am not only has the practical experience which makes him thoroughl

respected by the rail men who know his work but he is an exceptionally competent teacher and in our opinion bids fair to become an authority of weight in railroad matters. quite different from the usual type of the academic teacher who from lack of practical experience has little insight into the difficulties of railroad problems. Mr. Cunningham has been Assistant Professor on our staff for five years. His experience thus far has been almost entirely in Eastern railroads and we should like very much to have him given an opportunity to study your methods in the systems in which your influence has been predominant. In accordance with your permission

Cunningham, W.J. (card 2) Oct. 20, 1915

which you so kindly gave, I am arranging with him to leave his work here immediately after Christmas, to go west under your charge. He will report to you on or before the first of January and will follow your advice as to the length of his stay, the character of his work and the order in which he is to study the Great Northern, the Northern Pacific and the C.B. and Q. systems."

General correspondence by date