

# Basic Detail Report



**Title International Business Machines sales meeting, Hartford, ca.**

**1920.**

Date about 1920

Primary Maker William G. Dudley

Medium Photography; gelatin emulsion on glass

Description Three women and thirty men dressed in suits are seated in a meeting room. Signs on the wall read: "Think" "Business is Better" "Think in Big Figures" "Self Supervision is the Best Supervision" "One Man Speak [sic] at a Time" "Red Tape Makes Red Figures" "Think Clearly - Speak Plainly" "Say the Thing that Ought to be Said" "Be an Optimist" "What is meant by a Star Salesman is a regular, ordinary human being who works for orders instead of

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wishing for them" "Sell the Entire Line." There are electric fans mounted on the wall and a telephone on a shelf at the right. Two lights with shades hang from the ceiling.

Dimensions Plate (height x width): 8 x 10in. (20.3 x 25.4cm)