

# *The connection*

## *Fighting the Odds...*

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***“...this is the lesson: Never give in. Never give in. Never, never, never--in nothing, great or small, large or petty-- never give in, except to convictions of honor and good sense.***

***Never yield to force. Never yield to the apparently overwhelming might of the enemy.”***

*Winston Churchill October 29, 1941*

- 1. Today in History. (We Lost the Battle, but Won the War).** On June 17th 1775, the colonist fought and lost what most consider the first major battle of the American Revolution. Within two months after the [Battles of Lexington and Concord](#) (April 19, 1775), under the direction of Colonel William Prescott, colonist troops had assembled near Boston to confront the British army (considered by most historians to be the best trained and equipped army in the world during that time). Hearing that British general [Thomas Gage](#) was about to occupy Dorchester Heights, the colonists decided to fortify the Hills. Despite a cannonade from British men-of-war in the harbor and from a battery across the river in north [Boston](#), the colonists continued to strengthen their position near Bunker Hill. Gage dispatched about 2,300 troops. It was assumed, of course, that the rebels consisted universally of "scoundrels" and "cowards" who would flee after the first bayonet charge. Landing without opposition under artillery protection, the British were stopped by heavy fire from the colonials barricaded behind rail fences that had been stuffed with grass, hay, and brush. On the second or third advance, however, the attackers carried the redoubt and forced the surviving defenders, mostly exhausted and weaponless, to flee. Some accounts of the battle tell of colonist loading nails in their muskets after running out of lead balls and others throwing rocks to stop the advancing British regulars. Casualties numbered more than 1,000 British and about 450 American soldiers. If the British had followed this victory with an attack on Dorchester Heights to the south of Boston, it might have been worth the heavy cost. But, presumably because of their severe losses and the fighting spirit displayed by the rebels, the British commanders abandoned or indefinitely postponed such a plan. Consequently, this delay allowed General [George Washington](#), who took command two weeks later, to collect enough heavy guns and ammunition to fortify the undersupplied colonial army and to eventually defeat the mighty redcoats of the British Army.
- 2. Some Ventures Seem Doomed From the Start.** Michael Dell when to The University of Texas to become a doctor. His first business maneuver was to take apart an Apple computer in the bedroom of his parents' Houston home. Dell then began selling computers out of his dorm room; eventually he quit school. He had developed an innovative approach to conducting business: his idea was to sell computers directly to the consumer without going through retailers, and in the process design and deliver a computer based upon the customer's own specifications. Prior to this there was absolutely no aspect of customization of the PC. Buying a computer **ALWAYS** involved the presence of a middleman. He also pioneered the industry's first service and support programs. Thus, in 1984, Dell founded the Dell Computer Corporation with \$1,000. At that time, IBM had over 70% PC marketshare; IBM sold its' PC group in 2004.
- 3. Why you still play the game.** In Superbowl III, oddsmakers had the Baltimore Colts favored by 17 points. The underdog Jets' quarterback Broadway Joe Namath "guaranteed" victory a few days before the game. The erratic QB, who had tossed 17 interceptions and 15 touchdowns during the year, led the AFL champs to their first Super Bowl win as the New York Jets defeated the Baltimore Colts 16-7 in Super Bowl III.
- 4. Not Bad for a dropout/below average office clerk.** In 1894, Albert Einstein's father's business failed and family moved to [Italy](#). Einstein had been left behind in Munich to finish high school, but in the spring of 1895, he withdrew. Einstein decided to apply directly to a University. Not havng a school certificate, he was required to take an entrance examination, which he did not pass, although he got exceptional marks in mathematics and physics. Eventually Einstein attended and completed his secondary education at another school. Following graduation, Einstein could not find a job. After almost two years of searching, a former classmate's father helped him get a job as an assistant [examiner](#) at the Patent Office. His responsibility was evaluating [patent applications](#) for electromagnetic devices. In 1903, Einstein's position at the Swiss Patent Office was made permanent, although he was passed over for promotion until he "fully mastered machine technology". During this period although Einstein had almost no personal contact with the physics community. In 1905, while he was working in the patent office, Einstein had four papers published in the leading German physics journal. Today all four papers are recognized as tremendous achievements. At the time, however, they were not noticed by most physicists as being important, and many of those who did notice them rejected them outright.

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