

A. MONTAGUE FERRY  
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FERRY AND DAWSON

ORGANIZERS AND DIRECTORS OF TRADE ASSOCIATIONS

✓  
*1427 Eye Street, N. W.  
Washington, D. C.*

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Miss Ida M. Tarbell,  
120 East Nineteenth Street,  
New York, N. Y.

My gosh, lady, how easily and gracefully you have slid through the years and reached the delightful age of eighty. Information to that effect from any authority less than the New York Times would leave me in the ranks of the unbelievers. And, incidentally the editorial tribute of that same publication to your life and works convinces me that it is by all odds the best newspaper in the United States.

I am only one of many who feel that that tribute and many more are thoroughly deserved and I earnestly hope you will be spared many more years to see some of your ideas gain wider and wider acceptance.

It was my intention to write you anyway in the near future and tell you what a glorious licking I got on the so-called and alleged book. The publishers said it was too short - right on top of the fact that I had strained my soul to keep it down to a limit which would make it more readable for the so busy business man. They say they have to sell a book for two dollars in order to make it commercially profitable and that a length of 200 pages is necessary in order to make the two dollar price logical. I haven't yet acquired the energy to pad the opus from 26,000 words up to the 60,000 or so that seem to be required.

Nation's Business grabbed one small chapter and sooner or later may publish it.

However, all of this is unimportant. The main thing is the inspiration of being able to congratulate one who hardly knows me but whom I greatly admire.

Sincerely yours,

*A. M. Ferry*