

April 5, 1937

Dear Mr. Ferry:

I have read what you call your "bed time story" with surprise and gratitude - surprise that there was anybody living who felt as you do that the golden rule can work in men's affairs and work to much greater success than the rule of blood and iron.

I appreciate the trouble you have taken to put your experience down. It is really very heartening.

How do you feel - is there any chance of popularizing such principles in the groups that you reach? I see by your headline that you put yourself down as an Organizer and Director of Trade Associations. I have had hopes of Trade Associations. It seems to me that if they could cooperate frankly and freely with the Trade Commissions that a fair practice code might be built up to carry out many of what you call "the Tarbell principles." What do you think about it?

Some time ago I had an article in the Nation's Business making some comments on the problem. I am asking my secretary to send you a copy. I will be glad, if you see anything in it.

And I shall be glad, too, if sometime when you are in New York and have a spare lunch hour you will call me up and come up to the National Arts Club where I generally lunch. If you strike me on a busy day we will try again.

And believe me I am deeply interested in what you have written as well as deeply grateful.

Very sincerely yours

Mr. A. Montague Ferry  
1427 Eye Street, N. W.  
Washington, D. C.