

May 25, 1937

Dear Mr. Ferry:

Let me begin by apologizing for my failure to thank you for your comment on the article I wrote for Nation's Business and for the particularly friendly gesture you made in writing the editor of that periodical.

I am glad that you found it worth while. I am remote from these things today. You say that the "worker in the vineyard" might take exception to some points I make. I wish you would tell me what. There is nothing more useful for the outside observer who would like to be useful than the frank comments on what he does by those who are "workers in the vineyard." So let me have it.

But I am not delaying about your letter of May 21st. I have just read the first chapter of your proposed "What Price Industrial Peace." I am far from weeping - I want to applaud and applaud loudly. One feels that the person writing knows what he is talking about. I most emphatically believe that it is worth your while to go on and do the book according to the outline you send. Do pack it with cases, men and things done, not necessarily the true names if there is an objection. It has always been both amusing and a little distressing to me that ~~you~~ all around full blooded business man shys at the mention of the Golden Rule ethics in business, and that he does not shy at what he calls "government interference." I am convinced that his failure to recognize the ethics of the fundamental points in business stability has a great deal to do with his present situation. But what you want to do is to show the actual achievements of what at bottom is the application of the Golden Rule, whatever the motive of the man may have been in doing the work.

I hope you will let me see the chapters as they come out. I shall be deeply interested.

The pamphlet you sent me some little time ago suggesting that I ought to write an article on "Industry Can be Prosperous" is excellent and I wouldn't ask anything better than to write an article on the showing that is made, the wise nature of the relations which are being accepted and studied, the experiments in realizing them, if I were not tied up with other things and if I had not an editor who did not faint at the sound of industry these days. It is up to you now, dear Mr. Ferry. You have a good field, you have the knowledge and this article of yours shows me that you do just the kind of writing that is needed. Make it human; make it amusing when you can. Don't be afraid to show them up. I think you can make a real book - so go to it. I shall look forward to the results with interest. ✓

Very sincerely yours

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