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JOHN R. DUNLAP
EDITOR AND PROPRIETOR

New York, July 23, 1920.

My dear Miss Tarbell;

The spoken word is soon forgot.
The written statement carries weight.
"Writing maketh an exact man."--Bacon.

The above are three lines which I have been using continuously in the conduct of my publishing business for over twenty-five years past---and always with good results.

The I quote them now because I want you to realize that my estimate of ~~your~~ introductory chapter of your proposed work, considered jointly with the initial Table of Contents which you and Miss Walter have compiled, ~~was~~ ^{is} up so fine a piece of work, and is so charged with constructive inspiration, that I cannot afford to pass them by with verbal compliment. They are simply fine, and I feel that they are a sure forecast of great success in the work we are now inaugurating.

Both my son and Mr. Thompson, who are to sell the book, hold your work in the very highest estimation, and have not one word of suggestion or criticism to offer. They don't see how you could have made a better start.

There is one other man, however, whose criticisms, suggestions and approval I want before we make another move, and that is Mr. John H. Van Deventer, the author of the first and the best "Handbook of Machine Shop Management" ever published, formerly Editor-in-Chief of The American Machinist, a graduate of both Cornell and the machine shop itself; and hence the one man upon whom we must all rely for sure technical guidance in shaping every page of your work.

As my son has explained, Mr. Van Deventer has been under the weather for ten days past, spending nearly all his time up in the country. He gets back to the City on Monday next for luncheon with Miss Walter, my son and myself, and then we will have a further report to follow you by mail should you so desire.

Sincerely yours,



Miss Ida M. Tarbell,
132 East 19th Street,
New York, N.Y.