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THE ENGINEERING MAGAZINE

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JOHN R. DUNLAP
EDITOR AND PROPRIETOR

New York, November 12, 1919.

My dear Miss Tarbell;

The enclosed very interesting correspondence with our friend Mr. Phillips will explain itself in detail.

I shall await with keenest interest an outline of what you think should be the character and basic contents of the Handbook we have in mind; and I am sure you appreciate how impossible it is for a publisher, or even a highly trained editor, to put in form any useful outline of a lasting work by a thinker and author so distinctly original as yourself.

Sincerely and faithfully yours,

John R. Dunlap

Miss Ida M. Tarbell,
124 East 28th Street,
New York, N. Y.

JRD/MN

OWNED BY THE
AMERICAN RED CROSS

The Red Cross Magazine

124 EAST 28TH ST.
NEW YORK CITY

November 10, 1919.

Mr. John R. Dunlap,
Industrial Management Magazine,
6 East 39th Street,
New York City.

Dear Mr. Dunlap:

I have a copy of your letter of November 7 to Miss Tarbell. I know this Machinery Handbook, but I cannot conceive how it is related to the proposed plan for Miss Tarbell. I think you will have to make it very clear. These are books of thousand or more pages, mainly made up of figures and formulae, logarithms and measurements, and all the basic stuff for engineers and machinists. A book on Women in Industry is something else. If you have a plan for one that would at all parallel this handbook, it would be a good scheme to lay it out for Miss Tarbell and do it quickly. I doubt if she is the person to do such a thing in case your scheme is practical as a regular handbook for women employees.

Very sincerely yours,

John S. Phillips

Don't take this away.

It belongs in the letter file. If you want a copy, please ask for one.

New York, November 11, 1919.

John S. Phillips, Esq.,
Red Cross Magazine,
124 East 26th Street,
New York, N. Y.

Dear Mr. Phillips:

Thank you for your prompt and very proper letter in relation to the Machinery Handbook.

I had not the remotest idea that Miss Tarbell would undertake the preparation of such a highly technical work as that, but I regard it as very important that she examine all the Handbooks which engineers and industrial managers now have in use, so that she can get something of their point of view. In other words, I want her to know something about her technical audience before she begins to map out a table of contents for her proposed Handbook.

Herewith I enclose you the outline of a proposed Handbook of industrial management which was prepared some time ago by Mr. A. Hamilton Church at my personal request. From this outline Miss Tarbell may be able to get some practical hints in preparing her preliminary table of contents. Please preserve this document carefully, and after you and Miss Tarbell have examined it, be kind enough to return it as I have no other copy.

Because I really don't know what material Miss Tarbell has either in hand or in mind, I should be at a loss to even suggest a preliminary table of contents. It seems to me that it would be much better for her to act upon my original suggestion, namely, that after she has examined the highly technical Handbooks now in use, she will submit a proposed table of contents covering the field as she now sees it, and with this as a starter I shall be delighted to call in the aid of all our most distinguished industrial engineers like Mr. Gantt, Mr. Emerson, Mr. Knoeppel and as many others as she may desire.

An important engagement calling me from the office before I can sign this letter, makes it necessary for me to ask your pardon for sending it before reading it.

With kind regards,

Sincerely yours,

JRD/ME

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Magazine

124 EAST 28TH ST.
NEW YORK CITY

November 11, 1919.

Mr. John R. Dunlap,
Industrial Management Magazine,
6 East 39th Street,
New York City.

Dear Mr. Dunlap:

The outline of your Handbook of Industrial Management is interesting. I am returning it herewith. I understand the point you make about Miss Tarbell's scheme. I suppose if you present it to her she will tell you what her idea is.

If I can be of any service to you or to her in the matter, I shall be very glad to.

Very sincerely yours,

John S. Phillips

Copy

For Miss Tarbell

JRD

White City

December 20, 1919.

My dear Mr. Phillips:

I have been down here for a month past nursing a rheumatic shoulder and am very glad to say that I am so far recovered as to be able to get back on the job on Tuesday next. And the very first thing I want to take up, after straightening out my desk, is a personal conference with you in relation to the important work which I am inspiring Miss Tarbell to undertake. The whole industrial world is dead ripe for it; she is the one woman of all others now living whose genius and experience best fit her for the great opportunity; I honestly believe that we can make it yield her a larger aggregate revenue in cash than any other single piece of literary work she has ever done; and best of all, if she puts her soul into it, as she surely would, just so surely as the sun shines she will live in history as one of the truly great benefactors of all womankind.

Feeling upon the subject precisely as I write, I am very greatly pleased to say that her last letter to me indicated that she is thoroughly interested and wants to get about the work as soon as her other pressing engagements will permit. If now you will join with me in striving mightily both to make it possible and easy for her to begin, I feel sure that we can now make an early start.

Beyond this, I am now ready to talk turkey about that idea of direct co-operation with you individually, and it seems to me that the best way to go about it is to say that I want \$500.00 worth of professional advice, to be rendered during your luncheon hour, in the evening, and on holidays, without an sort of trespass upon your present engagement with the Red Cross Magazine; and as ~~the~~ part payment for such professional advice, I now take pleasure in enclosing my check for \$100.00.

You have already rendered me a valuable service through your timely aid in the matter of paper, because what you said to my son, and what the printers strike has since made it possible for me to do in the matter, has gone a long way towards enabling me to divorce my staff from their wedded slavery to the delusion that we must use coated paper. That was indeed necessary thru twenty years of time, and you will be interested in learning just why it was necessary. The story is too long to tell here.

Now, I want to send the files of the magazine to your home so that in moments of leisure you can look them over as to both physical make up and editorial contents, and then give me some light and leading as the result of your long and varied experience in the field of popular magazine literature. I well know that your romantic, tragic and teaching experience with the original McClure's Magazine and all the talented members of its staff, you can give me no end of helpful and stimulating suggestions, and I am so sure of this that, if you accept this first commission, and let me spend \$500.00 with you, I shall not be in the least surprised to see the co-operation lead straight on to larger things for both of us.

I, therefore, enclose an historic document in the form of a letter written to my friend Miller on February 3rd, 1917; and appended to that are some figures indicating what I have accomplished since that letter was written. Kindly preserve these documents carefully and return them after reading.

Looking forward with pleasure to an early conference and with kindest regards, I am

Sincerely yours,



John S. Phillips, Esq.,