

COPY

The
RED CROSS
Magazine.

Jan. 15, 1920.

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

Dear Mr. Dunlap:

I am returning copies of letters to Mr. Thompson and Miss Tarbell and the copy of the agreement.

As to the contract, I think that the second paragraph should be differently set down, and that it should be specifically stated there what you want Miss Tarbell to do. She is not the owner of the book nor the author of it. She is to edit a certain hand book for you. What she contributes, she stands for, but the matter contributed by others, which would be largely under your control, is to be outside of her liability. You are going to pay her this royalty for editing this and for her own contributions. You have been very particular to change the ordinary form of contract in another part, and I think that this portion should be equally specific with reference to this arrangement.

I hope we may all get together sometime before long. Just now my affairs are in a very congested condition, both business and personal.

Faithfully yours,

(Signed) John S. Phillips.