

TELEPHONE
WATKINS 5300

INDUSTRIAL MANAGEMENT
THE ENGINEERING MAGAZINE
120 WEST 32ND STREET, NEW YORK, N. Y.

CABLE { ARODASL, NEW YORK
ENARCHED, LONDON
WESTERN UNION, AL, DIRECTORY
AND LIEBEN'S CODES USED

JOHN R. DUNLAP
EDITOR AND PROPRIETOR

New York, May 17, 1920.

My dear Miss Tarbell;

Failing to get you over the telephone, I write at once to say that the news with regard to Miss Walters is most welcome, and the best part of it is the fact that you feel that she has the personality, experience and equipment to serve you personally, and to relieve you of the burden of routine every day work in getting together and getting out an important work of this character.

The fact that she is "ambitious and wants to develop an independent position" is directly in line with what we want, for a most essential reason, namely; I expect to spend thousands of dollars in continuously advertising this work to the end that we may realize on your literary and professional fame; and after Miss Walters proves her worth, and you would be willing to have us advertise her as the Associate Editor of the Handbook, it would do more to advance her professional reputation and standing, and thus increase her earning power, than any other one piece of work that she could undertake, no matter what positions she may be considering.

I say this deliberately because Taylor, Gantt, Emerson, Knoeppel, and a score of other distinguished specialists in management science owe the whole of their professional fame, and the big fees they are now commanding, to the work which they wrote for my Magazine and the continuous and extensive advertising which we have given their work.

In other words, in your interest and in mine, you should open Miss Walters' eyes to the great opportunity which you have placed in her way.

The salary of \$60.00 a week would be entirely acceptable to me, and I think you are wise in making the engagement a temporary one, because you must first find out if she can fill the bill. If she can do the work to your satisfaction and mine I am sure that we can take all her time for at least a year, because each and all these Handbooks must have some one person who is always on the job of gathering, compiling and editing the material that goes into the work.

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I shall, of course, arrange to provide her with desk room, but before doing that I think it best to have a talk with both you and herself, so that we may know precisely and definitely just where she could be located to best advantage. I will make inquiry as to possible office space in our present or adjoining offices and will call you on the telephone later.

With very kind regards,

Sincerely yours,

JRD/MN



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