December 2, 1914.

Dear Miss Tarbell:

I am unable to tell you adequately how much I value your patient perusal of my views and your thoughtful reply. I ought not to have burdened you. I ought not to burden you further, but I know you will graciously submit.

So I hurl at you this "defi", and ask you whether it is not true:

1. That the Steel, Cash Register and International Harvester concerns all use the piece-work system.

2. That the employees where day-labor prevails, — e. g., lumber-jacks, section gangs, construction camps, sailors — have seen no important improvement in working conditions in the last 100 years except under compulsion of statutes.

3. That arguments based on isolated cases like Harry Kendall's are subject to all the criticisms to which any other inductive reasoning is subject, including criticism that it is wholly unsafe to argue from the particular to the general unless you have assembled all the particulars. (By the way, Kendall and I were in college together and I see him often;
He is a genuine idealist, but a hard-headed one.

Having said which, I am silent for the nonce.
But wait till "Safety First" comes along, if it proves
to be what I suspect!

faithfully yours,

[Signature]

Miss Ida M. Tarbell,

251 Fourth Avenue,

New York City.