

A.W. SHAW COMPANY
CHICAGO

PRESIDENT'S OFFICE

December 14, 1926

My dear Miss Tarbell:

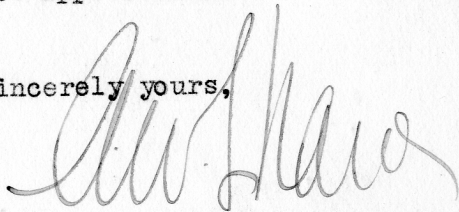
I am sending you an unbound copy of "Captains in Conflict", of which a few advance copies are being run off direct from the type. Perhaps you have followed this story by Robert R. Updegraff as it has been running in System, The Magazine of Business, the past twelve months, but even so I want you to have an opportunity to read it at a sitting and get its breadth, its sweep, and its significance.

As one who has been in the thick of the business battle, contributing to the business development of the period covered by the story, you will, I think, appreciate what a remarkable picture it is of American business since 1900. And as an executive who has the direction of other men, I believe you will realize the value of a book that crystallizes so much of the story and philosophy of American business and makes it available to the younger men who are now beginning to shoulder executive responsibility.

The book is not to be "published" and put on sale in the book stores until January. Meanwhile, if there are any serious errors of fact or philosophy, Mr. Updegraff wants to catch them before the pages are electrotyped. And as the publisher of the book, I very much want to get your reaction to it. Won't you excuse the lack of binding - a bound copy will be sent

you later on for your library - and read the story,
and then drop me a line giving me the benefit of your
comments? They will be appreciated.

Sincerely yours,

A handwritten signature in cursive script, appearing to read "Al. Shaw". The signature is written in dark ink and is positioned to the right of the typed phrase "Sincerely yours,".

Miss Ida M. Tarbell