PAUL R. REYNOLDS
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NEW YORK

PAUL R. REYNOLDS
HAROLD OBER

TELEPHONE
CHELSEA 0450

REPRESENTATIVE OF
WM. HEINEMANN
CONSTABLE & CO., LTD.
OF LONDON

CABLE ADDRESS
BARDSHAW NEW YORK

August 15, 1921.

Miss Ida M. Tarbell,
120 East 19th Street,
New York City.

My dear Miss Tarbell:

I have read, with a great deal of interest, your letter received August 13th. The subjects of the proposed articles all seem to me full of possibilities and I should be very glad to do my best to place them for you.

Mr. Reynolds is abroad and will not be back until September, but I am familiar with your work and will be glad to go ahead with this series. Will you let me know the lowest price that you would be willing to receive for these articles? Of course I shall try and get as much as possible but it would help me to know what you would be willing to take. As you probably have found, the market is in a very bad condition. Editors are buying just as little as possible and ordering just as little as possible. Practically every editor in the city has said that he intended to come down, in the prices he was paying, for a little while until advertising picked up.

I am holding the articles from Industrial Management as they will be of use to us in talking about the articles you intend to write.

Sincerely yours,

Harold Ober

HO/P

Tel latter of 9/18 — $3-00 — not less than $3-00 — 2 in? Carpet-more publicity Ober

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