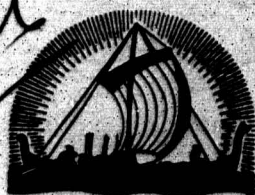


Handwritten: Drafting
Handwritten: Stanley B. Mathewson



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

Dear Madam:

For anyone concerned with administration and management, a slack season may be a very good time to overhaul guiding principles and practices.

There is the problem of soldiering on the job, for example. How extensive is it? How serious is it? How can it be controlled?

Mr. Stanley B. Mathewson has made an extensive field-study of this practice, and his findings may be as startling to you as they are to many other well-informed experts. He gives a thorough and practical report in his new book, **RESTRICTION OF OUTPUT AMONG UNORGANIZED WORKERS**. According to him, nearly everybody is practicing restriction, and nearly everybody knows about it -- except the big chiefs and the efficiency experts. It is a factor of waste that must not be ignored.

The enclosed circular will suggest why this is an important book for you. May we send you a copy for examination? If it does not prove its importance to you, you may return it without charge.

Yours very truly,

Handwritten signature: Benj. Chmura
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