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JOHN R. DUNLAP
EDITOR AND PROPRIETOR

New York, January 8, 1920.

My dear Miss Tarbell:

The enclosures I think will explain themselves in detail.

So soon as possible I think that you, Mr. Phillips, Mr. Thompson and myself should meet at luncheon for a discussion of our proposed joint work, and I will ask you to name the time when we could meet at say The Waldorf Astoria for luncheon at one o'clock, with myself as host.

Awaiting your advices, and with very kind regards, I am

Sincerely and faithfully yours,

John R Dunlap

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

JRD/MN

Digital Image, 2009. The Ida M. Tarbell Collection, 1890-1944, Allegheny College Pelletier Library

New York, January 8, 1920.

My dear Mr. Phillips:

Thank you for your characteristic acknowledgement of my New Year's greeting. I thoroughly like your idea of a definite and finished piece of work, and as you are satisfied thus far the Lord knows I have every reason to be more than satisfied.

And as to the future, in finishing up your work for that $500.00 retainer, if you will simply dictate a straightforward and constructive criticism of the files of my Magazine which you have at hand and then during the next eight or ten weeks give me the benefit of like dictated criticisms of our coming program and my editorial plans as you know them---meanwhile bearing clearly in mind that I conscientiously consider myself in honor bound to give you the full benefit of everything that I may know about the technical field of journalism---I have high hopes that we shall both be satisfied with the initial engagement, because I firmly believe that it will lead to greater things for both of us.

The enclosures will explain themselves in detail, I believe.

Sincerely and faithfully yours,

John S. Phillips, Esq.,
136 East 39th Street,
New York, N. Y.

Copy of Agreement to Thompson

JRD/MN

Digital Image, 2009. The Ida M. Tarbell Collection, 1890-1944, Allegheny College Pelletier Library

New York, January 8, 1920.

W. H. Thompson, Esq.,
126 East 59th Street,
New York, N. Y.

Dear Mr. Thompson:

Mr. Phillips has brought up the vital question of how many copies of Miss Tarbell's HANDBOOK on WOMEN IN INDUSTRY we can sell.

To be safe and conservative, I have told him that we should certainly print at least 5,000 copies of the first edition, and that I am sure we shall be able to actually sell 10,000 copies of it within the first two years.

You know in a general way how many copies of the AMERICAN MACHINIST'S HANDBOOK have been sold; you doubtless have a general knowledge of how many copies of other Handbooks have been sold; and I know positively that Mr. Lashers actually sold 50,000 of MACHINERY'S HANDBOOK within the first three years after it was published—and I am told that it is still going very strong on both sides of the Atlantic.

I shall be glad, therefore, if you will have a talk with Mr. Phillips upon the subject, getting from him the initial plans that we have in view for Miss Tarbell's work, and then give him the benefit of your judgment as to how many copies of such a work we ought to be able to sell under your personal direction.

With very kind regards,

Sincerely yours,

JRD/MM

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