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JOHN R. DUNLAP
EDITOR AND PROPRIETOR

New York, November 7, 1919.

My dear Miss Tarbell:

It gives me pleasure to send by bearer the July, August, September and October issues of Industrial Management, and with them also the famous MACHINERY'S HANDBOOK, of which over 50,000 copies were actually sold at $5.00 per copy during the calendar years 1915, 1916, and 1917. How many since have been sold I am not officially informed, but I understand that it is still going strong on both sides of the Atlantic. This Handbook is so highly technical that a good deal of it may seem like Greek to you, but I commend the study of its Table of Contents and especially its very complete Index, and such portions of the text as may afford you light and inspiration in solving your own problem.

If you do not find at the Public Library all the Handbooks I listed for you, John Wiley & Sons, 432 Fourth Avenue, can certainly show you Trautwine's and perhaps other Handbooks, and will be glad to do so. I am equally sure that if you call at the offices of the McGraw-Hill Book Co., 239 West 39th Street, that they will also be glad to show you the Handbooks they publish. But if you call at either place <u>be scrupulously careful</u> to avoid any mention of what kind of Handbook you have in mind.

I am sending Mr. Phillips a carbon copy of this letter, so that he will know precisely how you and I are proceeding; and some time next week I want to have a chat with him upon the subject of terms and conditions for our proposed agreement.

With very kind regards,

Sincerely yours,

John R Dunlap

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

P.S.---At your leisure and after you have examined MACHINERY'S HANDBOOK kindly return it to me.

J.R.D.

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