

NEW YORK

Typographical Union No. 6

ORGANIZED IN 1850

24 WEST 16th STREET · NEW YORK CITY · Telephone GRAMERCY 7-7470

April 18, 1939

Miss Ida M. Tarbell
c/o Macmillan Company
60 Fifth Avenue
New York City

Re: "All in the Day's Work"

Dear Miss Tarbell:

We note that your book is being published today. For the printing trades workers who performed the mechanical operations in its production we extend to you congratulations and greetings.

We believe that at the same time you will appreciate our calling your attention to a matter in our mutual interest. You, of course, desire to reach as large a market as possible for your books. Today there are more than 7,000,000 members of organized labor in the nation. With their families they represent probably 35,000,000 people. The Allied Printing Trades Council Union Label on printed matter pleases these and other millions; it offends no one. Its appearance is universally recognized as the one assurance that such literature was produced under union--humane--conditions, while its absence leads to doubt. Thus if the Union Label appears upon your book, you are to be doubly congratulated, as its sales will be helped thereby. In any event, we trust that you will give consideration to requiring it on all your future books to our mutual benefit.

Cordially and sincerely yours,

Ralph Wright

Business Representative.

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Vice-Pres. -- ELMER BROWN
Sec'y-Treas. JAMES J. McGRATH

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Representing

1,000,000 PROSPECTS

HUMANITARIAN ACTIVITIES

Pioneers in old-age pensions. Superannuated homes for the aged, and tuberculosis sanitariums at Colorado Springs and in Pressmen's Home, Tennessee. Hospitals and mortuary benefits. Apprenticeship education. Through improved sanitary conditions the scourge of tuberculosis has been eliminated from the printing industry, and life expectancy increased from 28 to 59 years. Over \$10,000,000 expended in unemployment relief during the depression.

SECURITY & PROTECTION

Represented by bona fide Labor organizations, affiliated with the American Federation of Labor, whose policy of conciliation and arbitration of disputes is a safeguard and protection against unethical methods of adjusting controversies arising between employer and employees.

THE HALLMARK OF QUALITY

Throughout a century of progress the Printing Trades Unions have instilled into the industry the true spirit of craftsmanship so well exemplified by the ancient Guilds. This is reflected in the perfection of printed matter, that bears the Hallmark of Quality—the Union Label. Demand it on your next order for printing. It's a business builder.