December 22, 1932

My dear Mr. Cates:

I want to thank you for your letter of December 14th. It was kind of you to tell me as you have done that you think the articles I am writing for the Cosmopolitan are useful at the present moment. One needs encouragement in attempting to do this kind of work. There are perhaps more people that mistrust it, as your railroad and mill friends do, than people who believe in it, as you and I do. I am convinced it is sound and that it is the way we must go - employers to the contrary. I feel sometimes, as you say you do, that capitalists are about as ignorant as working men. I am not sure but that they are more so. The sense of power that money gives is always in danger of stupifying the intellect.

However, we are all blind enough. As a rule these men, that you and I feel are missing a great chance by not considering at least the technique that has been attempted at Naumkeag, are really convinced that things as they are are the best possible, and that if everybody would work as hard as they do, things would be straightened out.

Thank you again for your letter, and believe me

Very sincerely yours

Mr. Rufus D. Cates
610 Holt Street
Raleigh, N. C.

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