

*Recd*

313 Humphrey Street,  
New Haven Conn.,

January 23, 1915.

My dear Miss Tarbell:

I have been delayed in answering your letter of January 15th by press of work. Just before receiving it I was at the Acme Wire Co. and made inquiry about your request of Mr. Leonard Tyler. He said that his brother (Mr. Victor M. Tyler, President of the Company) was a little reluctant about granting your request off-hand, until he knew what sort of publicity you would be apt to give the Company. They have nothing to hide there but apparently he fears that if the Company were mentioned by name in what you publish it might bring a lot of bothersome busybodies about their ears. I gathered that they were waiting to hear from you direct. I am sure that the way is prepared for a direct communication which I think will be favorably received.

I regret very much your inability to attend the forthcoming meeting of the Society to Promote the Science of Management in New Haven. In case you do not care to write to the Acme Wire Co. and could visit New Haven in the near future, I would be pleased to introduce you to Mr. Tyler.

I have read with great interest your recent testimony before the Commission on Industrial Relations, as given in the newspapers. I am more than pleased that you give genuine scientific management such high endorsement. What you write me concerning my testimony on

collective bargaining in particular encourages me to take the liberty of inflicting upon you certain papers on the trade agreement form of collective bargaining which I made up, with some legal assistance, some time ago. You are welcome to make any use of them you see fit.

I regret to say that thus far I have not been able to get anybody (of the comparatively few people to whom I have shown the papers) to take any interest in them. I should be pleased if it should turn out differently in your case!

Please let me know at your convenience what you would like to have me do further about the Acme matter.

Sincerely yours,

*Charles W. Whipple,*