October 18, 1919

Dear Mr. Phillips:

I realized when I received your telegram that you were much stirred up. I knew nothing else would have induced you to spend so much money. I would give a great deal if I could discuss the situation at this moment. You will see that we are dead-locked over the principle of cooperative bargaining. I am standing pat with the labor group and so are all of the public group. They have made concession after concession and we have the resolution now where it seems to me absolutely just to everybody. I am willing to stand or fall on it; to go out to the country with it if they break up the conference over it.

I am glad you like the Johnson letters. Mr. Endicott is going to bring his secretary here some time today or tomorrow when we both are free from committees, and give me some facts for an introduction and I hope to get something to you Monday or Tuesday. I shall also ask him not to give the letters out elsewhere. I am getting wonderful leads I think, for the future.

As to the Callaway piece, I have been trying to find time to dictate in monologue form, as you suggest. I shall do it this week. Callaway has been away and I think by two or three talks with him I can get what you want.

As for the Lincoln piece I brought the old article down. You put your finger, at the time, on the difficulty with it. I made a good many notes since. As soon as I get the Callaway piece out of my mind I will go at that. When would you have to have it for February? Give me your preferential date.

Dunlap, the Editor of the Engineering Magazine, came to see me yesterday. He wants me to prepare a book on women in industry (not the title, of course). Something that would be a handbook on the subject that he can sell as a premium with his magazine. He thinks that it could sell for five or ten dollars; could be revised every year or two and become a permanent piece of property. There is no doubt that the woman is permanently in industry. There have been some interesting developments

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along the line of the scientific handling of her. I am inclined to think that it's a good plan. It is a straight piece of work - not dramatic handling of material, but in the course of getting this material I unquestionably would come across a great deal of dramatic human stuff that would suit you. Dunlap suggested going to you to talk about it. I told him I would not do it unless Brett also were willing. He had suggested before I mentioned Brett that he would like to use it in connection with the selling of the book. ~~He wanted~~ my "Life of Lincoln" and perhaps "The Business of Being a Woman". (He didn't say anything about "The Rising of the Tide"! ) I hope you won't snap at him when he comes. I think the fact is that he does sell a good many books in this way and if there is a chance of getting a permanent piece of property of this kind while at the same time I am getting material for my work for you, why not do it. You will be able to look into the business side of it. You know what a stupid I am about that!

Of course I shall keep my eyes open for material down here for you and when I really am able to deliver anything I shall expect you to send me a check! It's understood, is it not, that when you have any suggestions about the way things are going in the conference you will pass them along?

Faithfully yours,

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