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PRESIDENT'S OFFICE

April 6/1912

Dear Miss Tarbell,

I return the letter from C. Riboud and am compelled to the conclusion that this correspondent of yours is not very well acquainted with the subjects with which he deals in this letter because, as a matter of fact, Mr. Bryce's book which he complains is so far behind the times has been revised twice since the date that he names, all recent figures being given in each revision, the latest revision having, as a matter of fact, taken place last year.

Nor do we find, I am sorry to say, that demand for the work on the Standard Oil Co. which he thinks so certain to arise, in fact, comparatively speaking, we sell very few of this book in comparison with your other books and I should not advocate its revision from the standpoint of possible enhancement of its sale, my own opinion being that if the book were revised and reissued that it would be very doubtful indeed if such a revision and reissue would pay its expenses.

Yours very truly,

George R. Smith

Miss Ida M. Tarbell