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N. O. Nelson & Co.

Wholesalers of Plumbing and Steam Goods

507 South Peters Street

New Orleans, 1-26-17

Dear Miss Tarbell:-

In your book you give several instances of how temporary the employees are. In Ford's employ, and several cases, more new ones are hired in the year than the average number employed.

As change, and incidentally unemployment, is one of the most serious matters in the factory system, it greatly interests me.

I called on all of our factories and branches for reports on the subject. Among the largest ones St. Louis has 23 from 18 to 40 years out of 131; 43 ten years and over.

Leclaire has 82 of 10 years and over, out of 228, with a large part 7 years and over, and a large majority 6 years and over.

Employed less than one year St. Louis has 34 out of 131; Leclaire 52 out of 228, and Bessemer 59 out of 226.

I trust this makes a case for Profit-Sharing and the Nelson Trade Mark.

Sincerely yours,

N. O. Nelson