New York, January 16, 1920.

John S. Phillips, Esq.,
124 East 28th Street,
New York, N. Y.

My dear Mr. Phillips:

Thank you for yours of the 15th inst.

By way of explanation, let me say that Miss Tarbell had told me that she already had in hand a great deal of very valuable material which could be utilized in such a work; that she had already her Secretary at work on some of it; and that doubtless much that she had written for the popular magazines and her previous works could also be utilized in such a publication; and not knowing what portions of her proposed work for us had been copyrighted by MacMillan and other publishers, I deemed it best, in the preliminary draft of our agreement, to let the second paragraph stand precisely as it is worded in all our contracts with other authors.

Now that you have clarified the situation, let me suggest that the second paragraph be worded as per the slip appended hereto.

I am sending Miss Tarbell a copy of your letter of the 15th and this reply at once; because I hope very much that we can have that proposed conference before she leaves for her lecture tour on the 20th inst.

As to the possible sale of her proposed work, let me say again that I am entirely confident about being able to sell at least 10,000 copies of the Handbook within the first two years after its publication; and to accomplish that definite purpose I shall certainly spare neither effort nor expense. Mr. Thompson agrees that we ought to be able to do this; and if that be accomplished, I have firm faith that, with the world as our field, we should surely be able to sell a total of 50,000 copies within a very few years thereafter.

Sincerely yours,

John R Dunlap

JRD/MN

Digital Image, 2009. The Ida M. Tarbell Collection, 1890-1944, Allegheny College Pelletier Library