

Collier's
THE NATIONAL WEEKLY
P. P. COLLIER & SON COMPANY
410 WEST THIRTIETH STREET
NEW YORK

October 14th, 1922.

Miss Ida M. Tarbell
120 East 19th Street
New York City.

Dear Miss Tarbell:-

We don't take this too seriously ourselves, but we want you to see what this man has to say.

If you have any information you want to supply us with, we will take care of answering the letter here.

Sincerely yours,

Trell Yocum
Trell Yocum
Associate Editor.

H. S. EARLE
PRES'T AND SALES MGR
DETROIT, MICH

C. K. TILDEN
TREASURER AND MANAGER
HALLOWELL, MAINE

GEO. L. EARLE
ASSISTANT SALES MGR.
DETROIT, MICH.

ESTABLISHED 1835

INCORPORATED 1879



NORTH WAYNE TOOL COMPANY
MANUFACTURERS OF
Agricultural Edge Tools and Specialties

FACTORY
NORTH WAYNE
MAINE

MAIN OFFICE
HALLOWELL, MAINE, U. S. A.

SALES OFFICE
1409 FORD BLDG., DETROIT, MICHIGAN

Oct. 12-22.

Editor, Collier's Weekly,
New York City.

Sir:-

Re Article in your magazine of Oct. 7th, entitled --

"THE MORE YOU BREAK THE MORE WE SELL"

As president of the National Association of scythe manufacturers I deem it my duty to tell you, that I am surprised you would allow the article to be published until you knew it to be true, and I challenge you to produce the evidence that it is true.

Send the "head farmer" referred to in the article to the Marlborough-Blenheim hotel at Atlantic City next ~~week~~ week where the National Hardware Manufacturers convention meets, tell him to bring those six new scythes that he purchased this year, that were worthless with him, and I will pay him his expenses to and from Atlantic City and ten dollars a day for four days.

Then get the salesman who told him - "the more you break the more we sell" to come to Atlantic City next week, with proof that he is the salesman referred to in the article and who will admit that he made the remark above stated, and I will pay his expenses to and from Atlantic City and ten dollars a day for four days.

Let me tell you what is true, there never was better scythes made, than is made today by American manufacturers, your article to the contrary notwithstanding; and your article I believe to be libelous because it is untrue, and it is a material damage to the industry.

Further, as your magazine is read the world over it is a damage to our expert business.

I shall hand a copy of the article together with a copy of this letter to the Resolution committee of both conventions at Atlantic City next week, and I invite you to appear before both committees with the proof of the truth of the statements in the article or acknowledge its untruth.

Copies of this letter will also go to -- Kelly Axe Mfg. Co.,
Charleston, W. Va.; David Wadsworth & Son, Auburn, N. Y.; Seymour Mfg. Co.

EARLE
SALES MGR.
DETROIT, MICH.

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TRADE MARK

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Collier's 2.

St. Louis, Mo.; Emerson & Stevens Mfg. Co., Oakland, Maine; Rixford
Mfg. Co., East Highgate, Vt.; Sibley Seyte Co., North Newport, N. H.;
Winsted Mfg. Co., Winsted, Conn.; North Wayne Tool Co., Hallowell,
Maine; Hardware Age, New York City; and National Hardware Bulletin,
Argos, Indiana.

Yours truly,