

A. MONTAGUE FERRY
HORACE L. DAWSON

FERRY AND DAWSON

ORGANIZERS AND DIRECTORS OF TRADE ASSOCIATIONS

*1427 Eye Street, N. W.
Washington, D. C.*

May 26, 1937.

Dear Miss Tarbell:-

Very confidentially, Mr. Ordway Tead, editor of Harper's technical book section, has given me very definite encouragement on the book. He and I are to have a face to face conference on it in the near future. His one criticism is that the first chapter is a little too much in retrospect, and possibly he is right. Of course this does not mean that Harper's will take the opus and run with it, but for an amateur like myself it was a great thrill.

It is much more of a thrill to get your comments. It is impossible to tell you what a kick I get out of your friendly encouragement. As to my remarks about the "workers in the vineyard" and your article in Nation's Business, you have just naturally answered the comment in your third paragraph.

Dealing almost daily with manufacturers and industrialists on a commercial basis as I do, it has been much more distressing than amusing to me to find out how most of them freeze up when one mentions anything resembling the sentimental side of the problem. To me it is totally inexplicable that men who are good citizens in their social and church relations will balk like the devil when they are told that certain basic principles should govern their relations with their employees.

However, we must face the facts as we find them and fortunately the thing can be expressed in hard boiled terms of profit and loss.

With your encouragement you can bet your last cent that that book is going to be written and that you are going to see the thing as it comes out whether it ever shows up in print or not. Thanks a lot.

Sincerely yours,



Miss Ida M. Tarbell,
120 East Nineteenth St.,
New York, N. Y.