

TELEPHONE CONNECTION
PRIVATE EXCHANGE
CONNECTING ALL DEPARTMENTS

INDUSTRIAL MANAGEMENT
THE ENGINEERING MAGAZINE
6 EAST 39TH STREET, NEW YORK, U.S.A.

CABLE | ARODASI, NEW YORK
ENARCHED, LONDON
WESTERN UNION A. DIRECTORY
AND LIEBER'S CODES USED

JOHN R. DUNLAP
EDITOR AND PROPRIETOR

New York, December 27, 1919.

My dear Miss Tarbell:

The enclosed correspondence will explain itself, and I trust sincerely that it will find you with at least some progress made towards planning the permanent work which I am so anxious to see you begin.

I had another interesting conference with Mr. Phillips yesterday, and he told me that you were so busily engaged, and the popular magazines were paying you such big prices for single articles, that he doubted if you would be able to undertake any work for my Magazine. But when I pointed out how evanescent and transient is your work in the popular magazines, and how positively permanent all your work for my readers could be made---first in the Magazine and later in the Handbook for permanent preservation---he was inspired to suggest that it might be possible for you to undertake a page a month on Women in Industry, to be strongly featured and to be widely advertised. I at once told him that I would not hesitate a moment to pay you \$1,200.00 for such a series of features---that is \$100.00 per month, which is the very highest price I have ever paid for a single contribution---but that in your interest, and as a means of getting on with your Handbook, I felt sure that it would be wise to have each and all the short Magazine articles written with a view to their use and elaboration in permanent form in the Handbook.

Now, will it not be possible for us to get together early next week for a conference? I should be delighted to have you and Mr. Phillips take luncheon with me on any day that will suit your convenience, and if we do have such a conference, I really believe that we can make some kind of a start in this really important work.

With Christmas Greetings and wishing you a Most Happy and Fruitful New Year, I am

Sincerely yours,



Miss Ida M. Tarbell,
132 East 19th Street,
New York, N. Y.

OWNED BY THE
AMERICAN RED CROSS

The Red Cross Magazine

124 EAST 28TH ST.
NEW YORK CITY

December 22, 1919.

Mr. J. R. Dunlap,
Industrial Management Magazine,
6 East 39th Street,
New York City.

My dear Mr. Dunlap:

I have your interesting letter of December 20 and its en-
losures.

I have been a little hesitant about keeping that check, but I think I shall do so. You seem to take all the risk. Yet it is embarrassing to accept any specific sum for vague return in service. It is very likely to prove wrong one way or the other. I'd much rather be a shareholder in results. Probably this is the best way it can be arranged at this time, so I take it and realize your friendly, and at the same time, business-like attitude toward the matter.

After I have looked over the documents which you sent, I shall return them.

With all reasonable good wishes, I am,

Faithfully yours,

John S. Phillips