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JOHN R. DUNLAP
EDITOR AND PROPRIETOR

January 9, 1920.

My dear Miss Tarbell:

Now that you have before you the form of our proposed agreement, I trust that its phrasing makes clear the fact that, instead of writing an entire new work yourself, it is my definite plan to have others prepare just as much of it as possible, under your editorial direction; and that the Publisher is to bear all the cost of having others do the work.

It is, of course, customary for authors to supply all the manuscript for ~~the~~ new work, and in all our contracts with other authors it is clearly specified that the author bears the expense of any assistance that he may desire in producing the manuscript. The production of a modern Handbook is a wholly different proposition. It must embody the thought and work of many specialists; and in all its succeeding editions it must be revised, amplified and constantly brought up-to-date. ~~and~~ The cost of all this outside work must, of course, be paid by the Publisher; and of course the excellence of the work must depend upon the skill and capacity of the editor.

In other words, what I am anxious to have you set clearly in mind is that I now want you to have the inspiration of capitalizing all your literary fame and all your heroic work throughout the war period, by writing just enough of every portion of the work to make sure that your thought and your ideals are embodied in its pages; and then, as editor, to make sure that you call to your aid the best available assistance, all at my expense.

We are already working on tentative plans for our other handbook, and in anticipation of an early beginning of definite work on both plans, I am already looking about for a skilled editor, who is trained in book-making, and who can give us definite aid of like character in both writing and editing important articles of wide general interest for my magazine. The work on the two handbooks, coupled with the work on the magazine and the many new books which are constantly growing out of our pages, opens an opportunity for a high grade man at a fine salary. If you and Mr. Phillips can aid me in locating such a man I certainly want you to do so, and hence I feel the sooner we have that proposed luncheon with Mr. Thompson the sooner we can make a stirring start.

Sincerely yours,

John R. Dunlap

Miss Ida M. Tarbell
132 East 19 Street
New York City

Kindly show this letter to Mr. Phillips.