

December 21, 1920

Mr. Merris L. Cooke,
1109 Finance Building,
Philadelphia, Pa.

Dear Mr. Cooke:

Thank you heartily for letting me see Mr. Drury's letter. It is excellent. He is very understanding about Close, and he should keep up his relations with him. Sooner or later it will bring him to Gary; and he will find that he can talk to Gary with entire frankness. I judge that it might turn out that Gary would finally ask him to meet his presidents, and there he would have an ideal chance for presenting his case. Of course they would put him through a severe grueling; but I feel convinced that he would be more than a match for them.

I like Drury's methods, and particularly his slogan, "If we can just keep on walking we may get some place."

Do let me know how the Pittsburgh visit comes out.

By the way, do I understand from Mr. Drury's letter to you that all this work is being done under the Cabot fund?

It was so nice to see you and Mrs. Cooke the other evening, I hope that when you are in New York next you will let me know.

Very sincerely yours,

P.S. Since dictating the above, I have your note saying that Whitney Williams has met the presidents. I wish it had been Drury. He's what they need. They're a hard headed group!.