

# ASSOCIATED INDUSTRIES OF THE QUAD-CITIES

DAVENPORT, IOWA  
ROCK ISLAND, ILLINOIS  
MOLINE, ILLINOIS  
EAST MOLINE, ILLINOIS  
ALSO BETTENDORF, IOWA AND SILVIS, ILLINOIS

OFFICES AT  
212-19TH STREET  
ROCK ISLAND, ILLINOIS  
TELEPHONE 6-7701

## OFFICERS AND BOARD OF DIRECTORS

PRESIDENT. MATTHEW POROSKY. MOLINE EAGLE SIGNAL CORPORATION	FIRST VICE-PRES. R. A. WARREN. DAVENPORT WARREN-NICHOLSON COMPANY	SECOND VICE-PRES. J. M. PASCOE. E. M. FAIRBANKS, MORSE & COMPANY	
SECRETARY-TREASURER. HOWARD C. THOMPSON. ROCK ISLAND BIRTMAN ELECTRIC COMPANY	EXECUTIVE VICE-PRES. C. W. ANDERSON		
T. W. BROWN. ROCK ISLAND REYNOLDS ENGINEERING COMPANY	L. M. GILDEA. ROCK ISLAND INTERNATIONAL HARVESTER COMPANY	C. A. SCHMIDT MONTGOMERY ELEVATOR CO.	E. B. FASSEL. DAVENPORT ALUMINUM CO. OF AMERICA
J. E. HOFFMAN. MOLINE JOHN DEERE PLANTER WORKS	P. S. MUMFORD. EAST MOLINE AMERICAN MACHINE AND METALS, INC.	A. D. MATHESON. DAVENPORT FRENCH & HECHT	E. W. ROSS. MOLINE MINNEAPOLIS-MOLINE COMPANY

June 26, 1953

Mr. Paul Poirot  
The Foundation for Economic Education, Inc.  
Irvington-on-Hudson, New York

Dear Paul:

You were interested in securing comments on your April 29th preliminary draft of "Bargaining", so here goes.

I have discussed this piece with several persons including a few who have not explored the philosophy of freedom at all extensively. Without exception all have been much impressed with the basic idea and the indisputable logic behind it. There are a few suggestions, however, that you may wish to consider.

Since most people do not relate the activity of bargaining to many of their everyday activities to which it should be related, more interest might be stimulated if you could start with some everyday illustration of bargaining at the personal level. I believe that it is the broad publicity about collective bargaining by unions which has perverted the true meaning of bargaining in the minds of most people and therefore some clear illustration may lay the groundwork for your article.

I believe that your first few pages on the basic idea of bargaining including the province of bargaining, the responsibility to bargain and the nature of bargaining are very necessary if the reader is to have the proper understanding for the points you make later. However, I believe that the inclination of most readers would be to become a bit impatient with the elementary approach unless you could, in a sentence or two, explain the need for this elementary approach to this whole subject. If the reader could be advised that a few basic points must be covered to prepare for what is to come, he would be reading it with a little better attitude, in my opinion.

One point in passing relative to page 3. I believe that the sentence from

Mr. Paul Poirot

Page 2

June 26, 1953

line 5 to 8 involves a rather comprehensive point and may need a bit of an explanation. The thought seems to jump pretty fast there. At the bottom of this same page, the insertion of the word "only" after the word "exist" in the third line from the bottom improves it for me.

You make several references to the "working men". It seems to me that we should be exceptionally careful to avoid any possible implication that only those who work for an hourly wage are "working" people.

On page 11 a reference to customers as well as employees and property owners may be worth considering in the next to last sentence of the second paragraph.

On page 23 in the last sentence of the first paragraph the word "the" preceding "concepts" might be "any reasonable concepts". On page 27 under "Joint Monopoly" I would suggest the following change in the first part of the second sentence "It is undoubtedly true that some of the business managers who have not realized the ultimate consequences have actually welcomed the type of 'security' etc." "Less capable" may antagonize rather than inform.

Almost all of the persons with whom I have discussed this have found your first paragraph a bit difficult to follow. Some have suggested that the use of the first or second person rather than the third person might help. Perhaps the introductory illustration I mentioned earlier would pave the way for this definition.

I regret that these comments have been so long in coming and I hope that this is the kind of critical comment you want. I am fully in accord with your ideas and I am sure that this piece will be a real contribution to understanding. I will be looking forward to its publication.

Cordially yours,

*Chet*

C. W. Anderson  
Executive Vice President

CWA:agr

Files

Chester W. Anderson

June 29, 1953

Mr. Chester W. Anderson  
Executive Vice President  
Associated Industries of the Quad Cities  
212 - 19th Street  
Rock Island, Illinois

Dear Chet:

Sometimes it pays to put off until Monday what might have been done over the weekend. I'd been meaning to thank you for the suggestions offered by way of Jim Rogers. Now I have your more detailed letter of June 26 and can say "thanks" with real conviction.

A couple of your points had already been picked up by some of my eagle-eyed associates here, and I've adopted most of your other suggestions on the copy which we hope to get to the printer today. The "worker" term has been changed back to "employee" in most cases. Where I've retained "worker," I've tried to cover the fact that owners and managers work as hard as, if not harder than, those who trade their services for wages.

Most of my good critics have at least suggested the possibility of skipping the first 20 pages or so, but I hope you'll defend my right to retain those introductory details. I've tried to add a line now and then to help the reader carry on until he comes to something he hadn't figured out all by himself.

To you, and to the others with whom you've been working for my benefit, I am eternally grateful. I hope the product will justify your efforts.

Sincerely,

Paul L. Poirot

PLP:jb