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UNIVERSITY OF MICHIGAN  
ANN ARBOR  
DEPARTMENT OF ECONOMICS  
POLITICAL ECONOMY, SOCIOLOGY,  
BUSINESS ADMINISTRATION

*Mr. Richardson*

904 Olivia Place

Ann Arbor, Mich

Feb. 24, 1918

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A. PHILIP WARRINER

Mr John D. Rockefeller Jr.,  
New York City.

Dear Sir:

May I take the liberty of enclosing to you a discussion of mine on the fundamentals of discipline and loyalty in organizations? It is an effort to transfer certain conceptions from military administration into the domain of business management.

My only excuse for troubling you is that I think you are one of those men of affairs who have an interest in what students of business administration, in the universities, are discovering and teaching.

I remain,

Sincerely Yours,

Edw. D. Jones