

FEDERAL TRADE COMMISSION

WASHINGTON 25

EARL W. KINTNER

CHAIRMAN

March 13, 1961



TO EVERY MEMBER OF THE F.T.C. STAFF:

As you know, I am leaving the Commission after nearly thirteen years in its service. This letter is only a poor substitute for the personal visit I should like to pay on each one of you to hear of your future plans and to attempt to express to you my thanks for the support which you have given to the Commission's program while I have had the privilege of being its Chairman. I have tried to raise the effectiveness and prestige of this agency and to develop an atmosphere in which all of us could come to work each morning with a sense of pride in the recognized importance of the work we are doing. I believe that all but a few of you shared these goals. Those of you who have been so tirelessly loyal deserve all the thanks I can give. Without you, none of the success which I may have had could have been possible.

I note in some quarters an effort to belittle our statistical record of accomplishments during the past two years. You and I, who have worked so hard to make possible these accomplishments, as well as to increase the FTC's educational and voluntary compliance work with American business, will be able to evaluate correctly these criticisms. As a matter of fact this agency for several years has been steadily improving in its effectiveness in all areas; the process merely was accelerated sharply during the past two years. And there is much room for necessary further improvement. The traditional balance between antimonopoly and antideceptive work, and between the "big" and "little" cases has been maintained. We should never forget that a relatively unimportant case can be all-important to the survival of small competitors, that this agency was designed to nip in the bud illegal business practices before they ripen into monopoly. Of course, we must exercise good judgment in spending our enforcement dollar. But the Congress will expect us faithfully to attend to all statutory duties assigned to us, no matter how relatively small.

Permit me to offer one parting bit of advice. We all know that ours is a world where noble goals can easily be confused with personal desire for power and self-aggrandizement. In government service, as elsewhere, the modest man of genuine ability and dedication may be outdone by those of swifter foot. But do not make the mistake of too cynically equating power with success or the game itself with its purpose. Without some motive nobler than his own gratification, no man really accomplishes anything. In your observation of the processes of government and in your adaptation to them in your own role, whatever it may be, keep alive that spark of responsibility to, and desire to serve, some purpose greater than us all.

With best wishes for your further accomplishments,
I remain

Sincerely,

A handwritten signature in cursive script, appearing to read "Earl".

Earl W. Kintner
Chairman