

across the sea. We have to face what the late President Grover Cleveland so succinctly described as "a condition and not a theory." Theoretically the best disposition that we could make of our funds would be to devote them to bringing across the water as many English and European books as we could. Practically our supporters would not permit this. The only solution, therefore, if the British Empire is to be adequately represented, is for the British Government to recognize the opportunity for what it is, and to take steps itself to assure the adequate representation which both the British Empire and America really need.

I enclose herewith the outline we prepared a year ago in order to make clear along what definite lines His Britannic Majesty's Government might utilize this opportunity.

I am hoping that the accurate understanding of the never failing friendship of Englishmen for America, as differentiated from the actions of a German King, may be brought home to all Americans through the instrumentality of The Business Historical Society and the Harvard Business Library. If you care to present this matter to Sir William, it will delight me. I really feel from what I have heard of him, not merely from you but from Dean Donham and other members of the Faculty of the Business School, with whom I have been associated during the past few years, that it may even prove to please him, and that he will succeed in having something accomplished before it is too late and some other nation has secured the recognition that will inevitably follow such a gift-in-cooperation.

That I do not exaggerate the importance of the opportunity may be attested by certain rather definite happenings since the matter was first broached. The Business Historical