

annually that the membership fees of photographers will not begin to cover.

This expense is provided for by selling space to manufacturers and dealers for exhibition and educational privileges and from subscriptions of dealers and manufacturers whose business is dependent upon their trade with photographers.

It would seem that manufacturers and dealers, basing their business upon their trade with photographers and gaining opportunity of meeting their trade at conventions, would be willing to do their pro rata share in defraying the expense of these meetings, and it would also seem a matter of equity that they should do so.

Unfortunately these are not the facts, and I am pained to state that the maintenance of our conventions have been dependent upon the generosity of a few manufacturers and dealers who have been taxed away beyond an equitable basis, while the majority have been admitted to the full enjoyment of the trade advantages of the convention without contributing a cent to the expense save the admission fee at the door. This, to me, is not only manifestly unfair, but cannot go on with any safety to our organization, and I regard it that the time is not far distant when our generous and liberal friends will finally tire of this unjust tax upon them, which is not begrudged to the advantage of the photographer, but to the equal advantage of their competitors, who feast at their expense. I therefore place this matter before you in its naked truth for your consideration, and would suggest that some legislation be enacted to place this matter on an equitable basis, whereby a few of the manufacturers and dealers will not be called upon to defray the per capita tax of the many who enjoy equal privileges with them, and where if a dealer or manufacturer be permitted on the floor of our convention halls, he will be obliged to de-

fray his fair share of the privileges he enjoys.

We have here with us to-day concerns who have spent hundreds of dollars for the privileges we are enjoying, while others without the expenditure of a cent aside from their admission fee, take equal prominence with them from a social and trade point of view. It is neither just nor equitable and, like all things based upon similar standards, must sooner or later fall.

In somewhat lively contrast to this is the action of the Local Entertainment Committee of the Detroit convention of last year, who, having a surplus of some \$242, have most generously donated that amount to this Association. I consider this very handsome and should not be allowed to pass unnoticed.

The matter of changing our constitution and by-laws has been agitated to some considerable extent since our last meeting, and that the time of the convention be not taken up by too lengthy discussion bearing upon this subject to the exclusion of the regular order of business, I would suggest that a committee be appointed to take this matter under consideration and that all questions under this head be referred to them for consideration.

One of the most fruitful causes for dissension and criticism in the past has been in the matter of the appointment and personnel of the judges of the exhibits competing for the prizes offered by the Association. The system inaugurated by the Executive Committee of Territorial Divisions has offered a solution of our former difficulty, whereby the very best talent in the profession is available. Under our present plan an exhibitor is eligible for the position of judge in any division excepting the one he is himself competing in.

In conclusion, permit me to commend the wisdom of your choice in