

follows the increase of available material through consolidation and augmentation.

Take, for instance, in your own business line: The data collected by Professor Copeland of the Harvard Bureau of Business Research, when united with the Moore Memorial books and other material already deposited, will give at a single point the most complete collection accessible on this side of the water. I put in this limitation because I do not know how thorough a research was made in advance of the publication of Mr. Selfridge's The Romance of Commerce, published in England and republished in this country by Dodd, Mead & Company.

(This book, by the way, I would like to see in the hands of the junior executives of every department store in this country, to make them realize the importance of the work that they are doing.)

You ask personally whether, if we succeed in getting the necessary data, "it will be in a condition that will make it at all valuable." The answer to this question depends wholly upon the success of the Society. If our growth is what we anticipate, we will secure the funds to collate and catalogue the material and, judging by the symptoms to date, such as the Moore gift by Yale men and Mr. Edward A. Woods', of Pittsburgh, gift, funds will be forthcoming as the recognition of the potential service of the Society and Library become known to men. Our New York Committee, including several Harvard men, started with the idea that the Society was needed but that possibly New York or Washington should be the headquarters. They changed their views -- curiously enough the chief early opponents of making this part of the country the headquarters were Harvard men living in New York -- and finally and unanimously