

ADDRESS  
 OF  
 President John K. Tiffany,  
 DELIVERED BEFORE THE  
 Tenth Annual Convention  
 OF THE  
 AMERICAN  
 Philatelic \* Association,

-“© August 13th, 1895, ©”-

AT  
 CLAYTON,  
 N. Y.

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Mekeel's Printing Establishment,  
 ST. LOUIS.

## PUBLISHER'S ANNOUNCEMENT.

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This address was in type ready for publication in MEKEEL'S WEEKLY STAMP NEWS, but was voluntarily suppressed in the interest of Peace and Harmony.

Mr. Tiffany had been grievously attacked and traduced by enemies of the Association, and his reply was manly and fair.

He could well afford to be magnanimous in letting them down easily as far as further circulation was concerned, as the result of the election demonstrated Mr. Tiffany's position in the hearts of the membership. He was re-elected by the largest number of votes cast for any director by the individual votes of members, and not by accumulative voting.

The whole number of members voting was 667, each member being entitled to five votes for directors, the four directors elected on the first ballot receiving the following number of votes :

JOHN K. TIFFANY, 711.

C. W. KISSINGER, 530.

N. W. CHANDLER, 626.

ALVAH DAVISON, 467.

Before distributing the type of the address copies were struck off in this form, for use only in case false representations are made by interested parties as to what was really said, and if necessary to correct the false statement that seems to be current to the effect that the substance of the speech was to array the entire East against the West.

C. H. MEKEEL.

## PRESIDENT TIFFANY'S ADDRESS.

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"It is good for us to be here." Here, removed for a time from the engrossing cares of daily life and the artificialities that give unnatural tone to motive and action, we may find opportunity for calm reflection and deliberation upon the affairs that concern us as stamp collectors; and in this peaceful spot where Nature's caressing touch has blended so many beauties of earth and air and water, soothing the spirit and enlarging the perception, to us there may come as there came to those chosen comrades of Sacred Story whenever they withdrew for awhile from the busy haunts of man, revelations of the true spirit and purpose of our Association, too seldom present to our thoughts and exercising too little influence upon our destiny.

"It is good for us to be here," for not only are the physical atmospheres of our cities sometimes vitiated by elements that discolor and deteriorate our stamps, but too often their social, moral and business atmospheres are freighted with agencies that work wonderous transformations in the things we see and do, and this bath of purer oxygen and water, of Nature's mixing, may be as efficacious in somewhat restoring the normal appearance of these as the peroxide of hydrogen in bringing back the natural color of the discolored stamp.

"It is good for us to be here." So widely are we separated the greater part of the year not only by distance but by the varying conditions that surround us in our homes and in our business occupations so foreign to the one tie that binds us together, are the forces to which our hearts and brains usually vibrate, so little is there of that magnetism of personal contact to blend all in harmonious action and to stimulate all to united exertion in our cause, so wrong are the impressions that we gather of each other's motives from the cold dead words that come to us on paper, read too often with little care and without the inspiration or interpretation of

presence responding to presence, written or printed too often with small skill and less thought of possible misconstruction, conceived in one mood and received in another, making things done and said with the best intentions and a desire to better the Association to appear in the hasty and unreflecting perusal to be the promptings of ambition or unreasonable fault-finding, making things left undone and unsaid because to the knower of the facts they seemed unnecessary or inexpedient to say or do, to be set down as criminal neglect, making things harmless in their aspect, when in reality pernicious to our welfare to seem praiseworthy efforts for the general good, that did not some of us annually gather in these brief meetings, to see, to investigate, to judge and to speak for all, it might well come to pass that our Association would disintegrate and fall to pieces as link by link was corroded in the chain of good fellowship. And therefore it is good for us to be here, where through the speaking eye, the living voice, the hand grasping hand and heart answering to heart, we may read in a moment the true motives that inspire and have inspired each member and thus to us may be revealed as to those in that ancient story, who are the true disciples and who those are that are among us but not of us. Here, too, under the inspiration of a new transfiguration we may wish for the moment at least that we might build three tabernacles, one to Honesty, one to Peace and one to Good Fellowship.

As we are enjoined by our spiritual teachers not only to tell our brother who offends us of his faults and to forgive him if he repent, not seven times only but seventy times seven, but also to confess ourselves one to another and are told that such confession is good for the soul, it is profitable for us at these annual reunions to consider in what each has been lacking in the past, and how the general prosperity has been thereby effected.

Here to-day with all the harmonies of Nature about us, the low melodious murmurings of the primitive forest, the gladsome strong and purifying rushing of the waters, the solemn and enduring yet eloquent silence of the rocks, the varying voices of immensity that come from the crystal arch above us, there is little place for duplicity or rancor, and we may speak face to face without fear of motive or purpose being misconstrued, freely and frankly, of those things that appear to have prevailed and should not, and of those things that we hope shall be that have not. It may be that we shall part the better for the retrospect and the introspect as we have met and parted before. And although when we meet in the future confessions may have to be made again and again, for if experience is any criterion for judgment our society is made up of such various elements that its members will have to go on forgiving each other long after its roll call bears no name that it records to-day.

Yet we have present cause for rejoicing that so much harmony and good fellowship have grown and flourished among us and that so few of the errors of the past have appeared in their old forms; that we have attained and are attaining so many of the objects for which we were organized and are reaping much of the harvest that results from the existence of this and similar organizations. But it is an active, jubilant, constructive harmony that we should seek for, and neither the confiding good fellowship that leaves all the thinking and planning to a few, or the destructive harmony of the fire that devastates and leaves its blackened traces to disfigure the landscape. We must be alert to see to it that we fall not back into the same difficulties that threatened our existence when the Boss Kicker stood Sentinel upon our watch towers and proclaimed the evil that was going on afar off while his comrades were busy in the halls below.

It is the undisputed privilege of every American citizen, abridged by no statute and restrained by no court to make a fool of

himself if he so pleases or to exhibit the fool that Nature has made of him whenever and wheresoever the occasion may offer, provided only, that in so doing he does not interfere with, restrict or endanger the equal rights of others or trespass upon their prerogatives. Some will always applaud and some condemn the performance according as their nature is in harmony and sympathy with the performer or not. It is a privilege so dear to the American heart and so often availed of by all classes and in all the walks of life and on all occasions, and so cherished indeed by us stamp collectors, that when considering those things which effect the prosperity of our pursuit or our Association we must always be chary of indulging in any criticism of individual motives or conduct that do not effect the estimation in which that pursuit is held by those who do not follow it, or interfere with the growth and well-being of our organization.

There is another privilege too of every American citizen, one apparently as much prized and as freely and often exercised as the former, and that is the assumed right to abuse his own country and every part of it piecemeal and to find fault with every person and thing in it in detail, so long as he stands up for the country in its entirety. It is a privilege whose exercise is so largely the expression of individual opinion that it easily bursts through any barriers and is often merciless in its disregard of truth and reckless of all obligations to others. It is consequently so very easy to stir up discord, to arouse the spirit of sectional jealousy, to array one class against another, that even to discuss those things which most deeply concern any national organization and which must be settled, is attended with the hazard of arraying different elements against each other.

Now when this Association was formed it proposed to itself two objects, the one to disseminate a knowledge of stamps and to aid its members in their acquisition, the other to cultivate a spirit of friendship among all interested in stamp collecting.

At that time, and long prior thereto, there existed ways and means of acquiring some knowledge of stamps and of obtaining stamps themselves. These were largely through the instrumentality of those who had dealt in them for profit and at this late date it may be said without offense that collectors and dealers as well were largely at the mercy of the unscrupulous; that the ignorance of some made them constantly the dupes of themselves and each other; that there were then, and possibly there are to-day, both dealers and collectors who hoped the days when colored beads could be exchanged for diamonds and ivory as well as gold would last in the philatelic world as long as they had in the greater commercial world, who dealt out what they actually knew about stamps only when by so doing they could make a market for what they had obtained and could hardly hope to obtain much more of.

To the more enlightened, however, it seemed probable that those principles which experience had shown to be axiomatic in all other commercial branches, and particularly in those which dealt with luxuries or objects of taste, ornament, or curiosity, were applicable also to stamp collecting and dealing, and that whatever should add to the number of collectors, increase their knowledge, tend to raise collecting from a mere hobby to an intelligent pursuit must enure to the advantage both of the collector and dealer, and that the best interests of both were inseparable, so that both could work together for the prosperity of an Association which, by bringing all interested together, should enlarge the facilities for acquiring, exchanging and comparing both ideas and commodities and thus increase the interest of those engaged in the pursuit and the estimation in which it should be held by others by making it apparent how many and what sort of persons were interested in it. It seemed plain too that even if such an association should grow, as had others devoted to other objects of art, vertu and curiosity, to be in some measure a competitor among its own members to

the trading interests, the amount of its transactions would be so small, as its customers were limited, in comparison with the increase in the bulk of the trade it would stimulate among those who would not become members, that every dealer would gain by the new departure.

But the Association was primarily and principally for the collector's benefit, the means to an end which, while it seemed an imperative necessity if he were not to remain the dupe of his own ignorance, credulity and overhaste to amass without intelligence, if he were not to remain in dependence upon what the dealer chose to tell him and was ever to learn justly to appreciate what he possessed and to judge for himself of the merits of what was offered him. For the opportunities of knowing who were interested in his pursuit and of communication with them were few, the possibilities of comparison and interchange of ideas, to say nothing of developing anything like friendship between more than a handful, were almost entirely wanting, for to acknowledge to an interest in stamps was to expose oneself to ridicule and derision.

To those who knew the stamp collectors of that day and the business methods of those oldtime dealers, to those familiar with other fields of collecting, and who recognized how all-absorbing and how prevalent among all kinds of collectors is that great pernicious passion, jealousy, and how it always blocks the way to acquiring knowledge and makes mutual aid impossible at first in all such pursuits, the expectation of immediate results was not great. That stamp collectors would have to learn to live down to some extent at least, to curb the manifestations and control the exercise of this pernicious passion among them, and that the process would be long and tedious to the impatient, was not only apparent then, but has been proved by the results. It is unnecessary to go over our history as an Association. You will recall it sufficiently to agree that its success depends now as then on learning to act in harmony and that the cultivation of mutual

regard and the rendering of mutual aid is, as it was, its primary object and the means to all the rest.

The time and the occasion suggest reminiscences; the locality moves to reflection, the surroundings attuning our thoughts and minds to softer moods induce to confidences. So many of those here present are willing that your present President should retire from office, and will therefore be more indulgent of what he may say, in view of the probability that this may be the last time that he will address you officially, and the hour being past when the result of this convention can be changed by any words of his, the Association will doubtless bear with a personal explanation, outlining the policy he has endeavored to pursue. Called to preside over your destinies when the Association was first formed, recognizing always the right of every member to act as he pleases so far as he does not discredit our pursuit or our Association, admitting always the right of every member to criticise freely all matters connected with our pursuit, our Association and his fellow-members, so that only the truth is kept in view, conscious that personal motives, ambitions, and the desire of acquisition preponderate and tend to keep alive all kinds of jealousy among us, believing that the purpose for which this Association was organized could only be attained when its members succeeded in living together in comparative harmony, he has deemed it his duty to see to it, so far as in him lies, that no word or deed of his should bring unmerited disapproval upon any individual member or stir up personal, class or sectional jealousy or animosity. When it seemed necessary to ask you to consider unpleasant topics, the endeavor has been made by metaphor and allegory to direct your minds rather to the subject than to the individual and to induce you "To hate the sin but love the sinner." He is not aware that he has ever discriminated against any worthy member or attempted to influence your suffrages in favor of himself or any other candidate. He has endeavored to be, in brief, as impar-

tial as the right exercise of his functions of office would permit, confident that the motive would be appreciated even should opinions differ. He has avoided all affiliations of a business or social character which might tend to influence or bias his judgment. He has spoken always for Union, Harmony, and Good Fellowship covering the whole Country. He has no personal ill-feeling or ill-will to any member of the Association for to him you are all fellow collectors. When the majority shall have said they prefer some other policy, or some other leader, no one will more cheerfully acquiesce in their decision. He has ever been mindful that he held his office as a gift of the membership as it is its property not his; that he had no title to it however long he should hold it, as it was not his but yours; that it was not a reward, however great an honor, but a trust not to be lightly bestowed or unthinkingly taken away, not to be thoughtlessly accepted or carelessly refused when offered, not to be used for any personal end or for any class but to be fearlessly executed for the general welfare. He has never forgotten that neither long nor valuable services can entitle anyone to keep it or get it however much he may desire it. At each new election he has been mindful that it was a new gift not to be sought or rejected at pleasure. From the members, it comes to return to them with each new year or sooner, if they choose to recall it. It is folly to speak of Kingship or ownership in connection with it or to compare it to political preferment or the spoils of victory or party triumph. Within a brotherhood like ours there should be no parties. We vote not to express a principle but a preference or opinion and the result announced we should be to each other as if the voting had not been.

But let no one suppose that it is possible to have occupied the Presidential chair of a brotherhood such as ours so long, to have maintained such confidential relations with each member, to have had so large a portion of thought and time and interest absorbed in watching for the welfare of all, and to leave

it without some regrets: regrets that hereafter the relations with every member will be somewhat changed, regrets that opportunity for aiding each will no longer be the same, regrets that the closer ties will all be broken, misgivings that all has not been accomplished that might have been, that all has not been as well done as it should have been.

And let no one imagine that it is possible to have been so long a collector, to have known both dealers and collectors for so many years and so intimately, to have become acquainted with their personal histories and peculiarities, to have then been placed in a position where it became a duty to watch and see how each conducted himself towards this effort to cultivate friendship, to live and act in harmony together, to have felt the keen satisfaction of every apparent advance towards the good end, and the deep regret whenever influences seem at work, often unsuspected by others, that all had not yet learned wisdom and that some hardly seemed likely ever to attain understanding, and not to have been strongly moved at times to step out from that policy of conciliation and peacemaking that has seemed the first duty, and from that Presidential Chair that seemed to impose it, and from the floor of your Conventions or with the privilege of every individual member speak out more freely of the things that seemed to be doing us harm. For to every careful observer of our history with even the broadest charity and the widest tolerance of individual opinion and action, it must have been apparent that not all the collectors in our household were quite worthy to be members of it or inspired by a desire for the general good; that some were so indifferent to their duty as members as to impose heavy financial burdens on the Association by neglect or dishonesty or to tarnish the fair name of the Society or individual members by inconsiderate statements not always quite truthful; that those who knew the facts and could have furnished the proof were none too active in employing the legitimate means to remove the tainted wethers from the

flock but all too ready to proclaim the existence of the taint as if it spread to all. Apparent that around the cradle of the infant Association there had gathered dealers who like the fairy godmothers of the story-books, have always approved of us and been ready to help us on in the good work, and whose virtue has not been their only reward; that there were others who though they regarded our early tottering footsteps with indifference until our sturdier growth convinced them that the promise of a strong manhood would be fulfilled one by one came in to help us and confer new gifts. Unfortunately, my friends, the fairy story is incomplete without the malignant fairy and the wicked enchanter who work their plots out of sheer jealousy of the good fairy and in utter disregard of the welfare of the godchild, who now sleeps on in blissful ignorance of the wiles that surround him and now is beguiled by a false show of interest in his welfare. Not that either the wicked godmother or enchanter want or would accept anything for themselves they only do not want either godmother or godchild to prosper. Rarely do they appear in the story in their true characters until they have won confidence in friendly disguise, rarely do their first attempts work serious mischief and still more rarely when their object is divined do they triumph in the end.

But it behooves those who see any analogy in the fairy tale to our own history before each future election to take just a little time before casting their votes or filling out their solicited proxies, to reflect on the past, to examine a few reports of officers and a few figures and to determine if possible who has done the best for the Association and who has always worked to retard its growth. When green-eyed jealousy has thought to turn a skillful phrase to beguile the unwary or to detract from the honor or prosperity of another do not, like the expert with his mythical bottle, neglect to make the test that will reveal the jaundiced color that underlies the velvet lie.

Students of social questions have long rec-

ognized that the city and city life have held too high a place in the regard of the people and had too great an influence upon the destinies of this Nation. Wealth accumulates so slowly in the country, the presence of the Almighty Dollar, the god we are said to worship as a people, is so much more apparent in the city where it seems to roll around so much faster and where the opportunities of grasping it seem to succeed each other so much quicker, that youth has flocked to the cities and the abandoned farm and the deserted village were not long since blots in the landscape. The fathers and mothers that remained behind, turning their eyes so often cityward to follow the fortunes of sons and daughters, their ears filled with the glowing accounts of the multitudes there gathered, of the accumulations of prosperity and luxury, of ease and learning, of the rapid rise to riches and the speedy gratification of ambition, naturally came to look to the city and among the cities to the metropolis as the storehouse of all good. The metropolitan bosses soon set the pace in politics and shaped the policy of parties, the metropolitan newspaper controlled public opinion, the metropolitan banker and broker decided financial matters, and the metropolitan merchant determined the course of trade. And so in those palmy days that antedate the formation of this and similar associations, the lone collector in the country, the village, the town and even the lesser cities, bought his stamps from the metropolitan dealer and gathered his knowledge from the journal, the catalogue and the album that dealer published. To the opinion of the metropolitan dealer the collector pinned his faith without much consideration as to whether that dealer's character possessed in any degree the characteristics that distinguished a Washington or a Franklin. What the dealer said was a stamp was a stamp for the collector without further inquiry, or if too inquisitive searchers noticed differences of paper, shade, perforation or watermark the dealer had only to pronounce them too trivial for serious attention, for did he not sell them all at one

price, and took no pains to catalogue them, and his catalogue was the standard.

These are all characteristics of a new and rapidly growing country and while the influence of the city will always be a power, for many reasons, in politics and finance, in art, literature and commerce, its preponderance is on the wane. Wealth accumulated, its possessor seeks retirement to enjoy it and the old homesteads in the country are restored or replaced by luxurious family mansions, and the abandoned farm fast becomes a legend of the past and the pride of the present generation as an ancestral estate. Learning and literature are finding their homes too in country snuggeries. The people are becoming conscious of their power and the need of exercising it, the metropolis no longer names the President for the land, or is very proud of the last she furnished. The metropolitan bosses no longer dictate party platforms and if the people do not want the Wall Street gold dollar they will not have it, but the big, round silver dollar of their daddies. And the old philatelic era too is passing away. The fine collections are no longer all in the metropolis, and some of them, if we may credit Mr. Gibbons, are as far away as San Francisco, and in the opinion of Mr. Phillips there are probably more advanced collectors in and around Boston than in any similar space in the States and the best stock of stamps in America is held there.

The collector is now reaching out for himself, exchanges directly or through his Societies with not only his American brother but with his confreres in Europe, or Asia, or Africa. The American journal is no longer his sole reliance. He has learned to doubt the absolute authority of any single center and must have his papers too from England and Germany and France, compares his Gibbons, his Moens, his Senf and corrects the standard. Having now learned to study his stamps for himself and search for their history, he is gradually learning things that even the experienced dealer does not know, and that the old-time dealer would never have told. He is finding out that not every-



thing represented to him to be a stamp is worthy of his attention, and that many things that were too trivial for notice are very interesting. He is losing interest in stamps made in unnecessary quantity to be sold as "remainders" later to collectors, and in "unnecessary issues" having their origin in a similar spirit of accommodation. He now judges for himself of the sincerity and value of the opinions of those who offer Peruvian surcharges made to order and Seebeck remainders, and at the same time write for publication "as an honest expression of opinion" "that there is not a single dealer in the West who would be considered as an expert in stamps anywhere outside his own borough," notwithstanding that these same dealers of the West are largely his patrons. It is unnecessary to discuss the truth of the proposition, its spirit of brotherly kindness and its wisdom are all that concern us.

"Whom the gods destroy they first make mad," and surely there must be something strikingly deleterious in the metropolitan atmosphere, when the writer of such a slur on his fellow-members expects to have it published in your Official Circular in order to give it a semi-official character. Your President would have been as recreant to his official duty as the writer of that statement was to his obligations as a member if he had not forbidden its publication. But the writer disappointed at the failure of his attempt to make the Official journal the sewer to carry off his bile, proceeded to publish his suppressed communication, with comments, in his own journal, and therefore we must consider it as it is reported to the Association. He is mistaken in his facts, uncandid in his statements and illogical in his conclusions. He is mistaken in his facts because the communication was suppressed by order of the president, who had not only the right, but has also the duty to the members and the law to see to it that improper matter is not published in it by one member to the injury of a whole class, or even one of his fellow-members, and was not suppressed, as the article states, by the printers in their own

interest. He is not candid because he failed to tell of his own purchases, which were sufficient bargains at the prices he says are so low as to be suspicious, to induce him to retain and pay for stamps greater in value and number than those with which he finds fault, and, further, because he implies what is not the fact—that those he did not receive must also have been subjects for criticism. He is illogical to a degree because the conclusion that the Association is being run for the benefit of a particular dealer by no means follows from the fact that in his opinion the three specimens he criticises out of the number he purchased were not just what they were represented by the department, or from the suppression of his communication as containing matter libelling a number of his fellow-members. Eight years ago he met with us in Chicago, coming, as he told us so graphically at the banquet, clad in all the glowing panoply of his war-paint and with deadly weapons galore, which he had to bury on his arrival on the sandy shores of Lake Michigan. We miss him here to-day on the rocky banks of Ontario. Let us hope that some cooling breezes are fanning his heated brow and lessening the ardor of his jealousy, for we may be sure that he will, sooner or later, regret to have soiled the fair pages of his journal with so uncalled-for an attack upon this brotherhood.

We all admire business enterprise so long as it is legitimate. We expect an advertisement to present a flattered picture, and to indulge in poetic license. We smile at its glowing self-adulation. We are accustomed to see the rocks and hills gorgeous, the city signs resplendent, the daily newspaper busting, the post-office and waste basket overburdened with such matter. It is no easy task, however, to blow one's own horn so skillfully that all the notes shall chord with all the environments, and though some may not notice the discords in the hubbub of business, when they reach our ears in this quiet nook, and jar with our welfare as an Association we may pause to inquire as to their cause.

There are good men and true in all the walks of life and in all localities, in the metropolis as well as elsewhere. There are conscientious, honorable, enlightened, expert men devoted to their pursuit everywhere, and none more so than many of the dealers and collectors of the metropolis, and such metropolitan dealers will always be a power and command the respect of all. Their constant contact with stamps, their familiarity with them in masses, their frequent handling of rarities, give them immense advantages over dealers elsewhere and over the collector who devotes only a part of his time to his pursuit, sees but few of any one kind of stamp, and the rarities only occasionally. They should, and probably many of them do, see at a glance the character of specimens, that the most expert collector must study with care. They can easily be leaders when they are known to keep pace with all the latest discoveries and to be the first to raise their voices to proclaim the true character of each new specimen that is put upon the market, and prompt to acknowledge their mistakes and recall any specimens disposed of under erroneous impressions. They cannot, if they would retain the confidence of any intelligent and honest collector, indorse any such foolish doctrine as that recently promulgated by a few metropolitan writers, that to acknowledge a mistake is to commit suicide as an expert, for there is not an expert in the world that has not some time had to change his opinion under new light, or after more extended research; nor a dealer, not excepting the renowned Moens himself, who has not had to acknowledge to having been deceived. The opinion of an expert is but the best conclusion he can arrive at from all the evidence before him, tested by his experience. But when the atmosphere of business rivalries moves a metropolitan dealer, or metropolitan philatelist, to execute a mazy song and dance of self-adulation, arrogating all achievement, all wisdom, all knowledge, all discovery to a small coterie and mutual admiration society, the show may attract the immediate audience,

but the critics in remote corners smile, for they see that the higher the undulating draperies may rise the less the performer realizes how much more they are revealing the defective proportions of the central figure and how fast the performance is losing in scientific spirit, and when, with the approach of the annual elections of this Association, the dance grows wilder and the attitudes more strained and fantastic, and the rhythmic cadences of the song beguile the audience into joining in the dance, and to whirl itself as a branch into the halls of your conventions with the avowed purpose of influencing your affairs, when in the wild intoxication of self-conceit the chief performer throws off the original disguise and appears before the community in his true character, not as the harmless fool in his bells, not as the ragged, penniless tramp, with no interest at stake beyond the present moment, but with all the well-known insignia of the mischief-working Mephistophiles, it behooves us to consider the words of his topical song. Its refrain is, "Business is business;" its motto is the hypocritical motto of Brutus, "I kill my friends for the common weal;" its burden, "It is essential to the welfare of dealers that members of your official board should be under their control;" its logic, "I do not approve of the Association; I will destroy its influence."

Now, my friends, no one dislikes more than your President to speak of himself personally, or to say anything reflecting on others. No one more regrets that in the heat of this canvass, comparisons have been made between candidates that have increased personal feeling; but the assertion that any part of the business element must control your officers in its interests is an aspersion upon them all, for it logically follows that other interests desire to control a part also. Though the motive for making this assertion is so apparent that it might be treated with silent contempt were not the insignificance of the accuser lost in the magnitude of the accusation, and because some honorable men have

been misled by it and by the efforts of some controlled by the accuser, and by the accusation of suppressed communication, it shall be answered as if made by an honorable man. But it must first be answered when made by the man who, with his usual duplicity publishes and circulates slanders against your Association and your officers, and comes here and expects to be received as cordially by them as if he had not?

The affrontry of his intimation that your President has ever laid claim to his office is proved by every word and act of that official at every election—on all occasions both before and since the Association was formed—but word "birthright" should be sparingly used by one who years ago sold his name and business reputation and has spent years in the endeavor to deprive the purchaser of the fruits of his bargain. His suggestion that friendly relations ever existed between such as he and your President is disproved by the well-known avoidance of him as a dealer for years, until official position compelled that courtesy to be extended to him which is due from the President to every member in good standing and only adds to the infamy of his attack. The unfairness of his quotation purporting to show English opinion of what it calls a blunder would have appeared had he also quoted other English journals. The insincerity of his own belief in the truth of his assertion that the influence of an officer or his devotion to this Association is in any way diminished by an opinion as to the character of a stamp, when he knows that that official has never written a line for the purpose of aiding in selling a stamp is shown by the character of the various journals he has been publishing for that very purpose himself for more than a quarter of a century.

I deny most positively that any dealer has ever exercised or attempted to exercise any control over the least of my official

actions. For the other Directors and candidates for Directors I have had so high a regard personally that however much my opinion has differed at times from theirs, however much we may seem to have differed in our ways of doing things, I have never seen the least cause to surmise that they were acting except as they believed for your interests. That there should be different views as to the conduct of its affairs in the directory of every corporation is unavoidable, and that your Directors must do most of your business by writing is unfortunate. But I am not aware that there has been a single question affecting the interests of any dealer presented for the action of that Board the past year, except the matter of appointments. It is quite true that the *American Philatelist* and our official journals are printed by a dealer against whom this attack is directed, but that is because the Association, because the Chairman of Literary Board advocated it, accepted the very generous offer of that dealer to do it gratuitously and that by your vote in Convention, at his motion, the Board was requested to give all our printing, etc., which we might have in addition, to that dealer. That that dealer has more than kept to his contract, and that when a former director failed to give a pay job he had in hand to this same dealer, this same Chairman of the Literary Board, then only a member, demanded the reason with his accustomed vehemence in Convention, the reports and records of the Association will demonstrate. When during the past year a circular asking for donations to be made by members to aid this same Chairman of the Literary Board in carrying out some plan—which has never been revealed to me, and so far as I know to the Official Board—had been printed by this printer, and fell under my observation, I directed that it should not be sent out with the next Official Circular, in order that that Chairman might be asked to inform me

of the plan that it might be laid before the Official Board in order that they might decide whether it was best to send out the circular or not, as I did not personally approve of continually asking stockholders for donations, and had already consented to the asking for subscriptions to defray the expenses of the plan of the Entertainment Committee for this Convention. From the terseness of his reply to my official letter which informed me that he had abandoned the idea entirely, I saw that he was annoyed by my action and was prevented from presenting the matter at all to the Official Board. His annoyance I personally much regretted for I had formed a very favorable opinion of the gentleman and held him in high esteem, but the President has his duties and every department of the Association cannot be conducted independently if our affairs are to be managed as all good business corporations are managed. Now the appointment of the dealer who manages the Purchasing and Sales department was made originally at the request of the majority of the members who, when the writer of the "suppressed communication" had reduced, by his skillful management, the exchange department, which many members consider the most important of our departments, and which is the only one that competes with the trading element, to a state of inefficiency and disorganization and at a cost to the Association of several hundred dollars, while his entire sales for each year of his administration were only one quarter of those of his predecessor, requested the appointment of the member for whose benefit it is asserted that the Association "is being run." When the appointment was made the operations of this department immediately increased seven times in the amount of its circulation and five times in the amount of its sales. When it is further borne in mind that during the second term of service, upon the re appointment of the same dealer at the request of a

majority of the members, this department has disposed of something like twelve times the amount disposed of by the author of this suppressed communication, and that both these successful administrations have not entailed a dollar of expense upon the Association, the animus of the communication must be apparent to all.

That the collectors in this association should prefer to place their business in the hands of one whose operations have resulted so largely to their benefit, rather than in the hands of one under whose fostering care it had shrunk and shriveled, is not surprising. That the successful management of this department should bring in some returns to its manager will be conceded and wished for by all; but the members with the figures in their hands will hardly come to the conclusion that this is running the Association for the benefit of anyone but themselves.

These appointments were made when no other dealer could be found to accept them, and the general opinion of the members was that no collector could fill the place, so that not only no director is responsible for the appointment of your printer or your exchange manager, but no director can arrogate to himself any credit for the selection, and the incumbents owe no thanks to anyone for them except to the members who requested them.

Ask yourselves, what, and how many have been the benefits to the Association from the services rendered by any of those who have let business jealousy so blind their eyes to facts as to sink themselves to the level of villifiers and defamers of the association and its officers, and say whether the business interests of all of them are to be allowed to jeopardize your own.

These are facts and not theories or assertions; as so long as the majority of those making requests do not suggest some equally available superintendent or the request of the convention is otherwise, whoever may be your Board of Directors will,

I apprehend, be expected to carry out the wishes of stockholders and will be very promptly removed if they do not, as the stockholders have the power to do at any moment, even if the directors have not served but a part of the term for which they were elected; and therefore to my positive denial that any director has been under the control of this dealer I think I have added the proof that he has had the opportunity of rendering him any official service. I suppose any collecting member may have personal friendship for some dealer, and that while his acceptance of the office of director might restrict his liberty of aiding his friend it did not require him to give up that friend, whatever might be the opinion of others as to the character of that friend. Some of the candidates may to-day be in that position, but I am sure none of them would accept a vote even from a friend if he suspects he were to be under that dealer's control. He would rather resent its tender as an insult. Many of our members are shareholders in the business of one or more dealers. I desire to state for

myself, as the contrary has been asserted, that I am not now and never have been a shareholder in any such enterprise, and particularly am not now and never have been a shareholder, debtor or creditor of the dealer under whose control my false accuser has asserted me to be.

The opinions of this accuser are suggested by his own practices and interest and to him repentance never comes except in company with the Almighty Dollar, but let us extend the mantle of charity over these unpleasant occurrences. Let them be remembered only in silence, and when in future our conduct must be guided by the revelations they have brought us. Let us acquiesce in any present results they may have had on our destiny. Time will cure most of the evils. As an Association we have accomplished much towards a union of action among American Collectors. This is a collectors' union, and it behooves us to see to it that it remains a Collectors' Union and does not become the mere shuttlecock between the battledores of jealous dealers.

