

Robert Schalkenbach Foundation

SINCE the last report of work accomplished, in the January-February issue of LAND AND FREEDOM, the placing of "Progress and Poverty" in the bookshops has been extended. Readers will recall that prior to our drive, few bookshops carried the Henry George books. It was necessary in our nation-wide campaign to (1) impress dealers with the fact that they could obtain the books from the Foundation and that they were not "out of print;" (2) build up a demand for the books through advertising, so that when the books were in the shops, the general public would purchase them.

Book accounts have been established in leading stores throughout the country. In New York 89 stores stock our books, and many of them use our series of window posters. Of the 366 books placed on consignment in the city about 100 have been sold thus far.

There are several ways in which Single Taxers can help achieve bookstore distribution for the writings of Henry George. Word of mouth advertising to friends and acquaintances of "Progress and Poverty" and of "Social Problems" will send some people to bookstores in search of these books. Visits to bookstores to find out whether the dealer knows about the books, and where they can be ordered would be helpful. A postcard to the Foundation telling of any store in which the dealer does not stock "Progress and Poverty" will enable us to get in touch with the store and make an introductory offer. The cumulative efforts of a number of Single Taxers and friends in various parts of the country will have its effect in proving to the dealers that there is a lively interest in George's writings.

In order to attract the interest of the general public, the Foundation has been running advertisements in the *New York Times*, *Christian Century*, *Newark News*, *Nation* and other appropriate papers. The following letter may be of interest:

"Please let me have as soon as possible two 'Progress and Poverty' by Henry George. I was indeed very glad to read in Saturday's *Times* that the will of Robert Schalkenbach enables you to sell 'Progress and Poverty' at \$1. Years back I read in a book by Adolph Damaschke, the great German soil reformer, about Henry George and his works, and only recently (about three weeks ago) I asked for books of Henry George in Macy's Book-Information-Department, and was told they were out of print. I was sorry about this and then more than happy to read your advertisement. One of the books ordered today I intend to give to my professor whose course in economics I attended last term in City College, and I will order more of Henry George's books for some friends of mine here in America and in Germany. May I add that I consider it a privilege to be of a little help in spreading knowledge of Henry George's books, and I shall gladly help you in one way or another to reach this goal. Sincerely, GUSTAV W. RUPP."

Macy & Co. had been approached by the Foundation for some time. The above letter persuaded their buyer

to place a trial order and to see to it that the correct information was available at the Book-Information-Department.

Mr. Triner of Caldwell, N. J., has been placing books with local bookstores in Caldwell, and has written letters to the *Caldwell Progress* concerning land value taxation and the importance of reading Henry George. Mr. Triner and Mr. Leubuscher, our trustee, who has been working with him in this campaign, hope to extend their activities to include Montclair and other towns in Essex County.

Mr. Powell of Shreveport, La., who is editor of an organization called "Khaki Shirts of America," is running advertisements for "Progress and Poverty" in his newspaper. We recently sent him a mat of an advertisement entitled "THE CAUSES OF BUSINESS AND INDUSTRIAL DEPRESSION." Readers of LAND AND FREEDOM who are able to obtain free space in local newspapers are welcome to send to the Foundation for free mat of this advertisement. We will take care of the cost of having the mats made-up if the individual or newspaper will assume the cost of the advertising space. This plan is workable for small-town newspapers.

Mr. Willis Snyder of Hudson, N. Y., tells us that he is speaking before groups of young men in his own and neighboring communities. Reports of his addresses have come to us through the up-state newspapers. It may be remembered that because of Mr. Snyder's letter to the magazine *Time* two years ago, the editor wrote the story of Henry George's life. Through the editor's article, Mr. Snyder's letter, and the Foundation's accompanying advertisement, more than 1,000 inquiries were received and new contracts made.

Another worker with whom we have been in close touch is Mr. William Craig, of Portsmouth, N. H. Mr. Craig has organized an association in Portsmouth, and is working with local groups to establish legislation for land value taxation.

Many people feel that "Social Problems" is a better introduction to Henry George than is "Progress and Poverty." As our present stock of "Social Problems" is low, it is not improbable that a new edition will have to be prepared, in which case an attractive jacket will be designed and public interest created by methods similar to those used to promote outside interest in "Progress and Poverty." Pending such endeavors, some of our friends are ordering the present edition for presentation to important persons. The Henry George Club of New Orleans has sent, through the Foundation, a copy of "Social Problems" to the following: editor of the *New Orleans Item-Tribune*, editor of the *New Orleans Daily States*, editor of the *Post-Dispatch*, St. Louis; Alfred E. Smith; Mrs. Franklin D. Roosevelt, Senator George Norris, Bernarr MacFadden, and de Valera of Ireland. Friendly acknowledgements have been received.

Mr. H. C. Harris of Cordele, Ga., continues to cooperate

with the Foundation in supplying the college, high school, and public libraries of Georgia with copies of "Significant Paragraphs from Progress and Poverty." Mr. Harris has donated several hundred books to libraries in his state and the Foundation has matched his donations with donations of its own, so that every library in Georgia has at least one copy of a Henry George book. People in the various communities are slowly coming to read these books. A few orders for the unabridged version of "Progress and Poverty," together with letters from individuals who have become interested in Henry George by this means, show that this work is well worthwhile. Mr. Harris and the Foundation have been carrying it on since early in 1931.

We have just completed a new advertising circular describing all of the books of Henry George. It is used in answering inquiries from people who have read our advertisements concerning Henry George. As it is illustrated and of light weight, suitable for enclosing as a "filler" in personal correspondence, some of the readers of LAND AND FREEDOM might like to have a few copies to send to friends. We will be glad to send some upon receipt of 5 cents to cover postage costs.

A Mr. Eichel of the Central Press Association visited the Foundation last Spring in search of Henry George's theories on "gold distribution." The late Arthur C. Pleydell who happened to be in the office at the time provided him with exact references in both "Social Problems" and "Progress and Poverty." During the past Winter Mr. Eichel's syndicated articles have appeared in newspapers throughout the country, and in each article there was prominent mention of Henry George's position on the gold question. On another page of this issue is Mr. Eichel's latest syndicated article.

We are proud to add to our library of German, French, Italian and Chinese versions of "Progress and Poverty," a Bulgarian translation received this week from Mr. Gudulev of the Cooperative Society Posdrenik, in Sofia, Bulgaria. Reprinted at the back of the book is a series of quotations from the sayings of eminent men, furnished to Mr. Gudulev by this Foundation and by the United Committee, England. We have had word, also, from a Mr. Haskell, director of a Folk School in Bulgaria, who writes for copies of "Significant Paragraphs" to be used in his school work.

The Foundation has completed arrangements with the Macmillan Company and Mr. Geiger for the publication of "The Philosophy of Henry George." With its superb introduction by Prof. John Dewey, and its complete account of the work, historical background, and philosophic and economic significance of Henry George, this book cannot fail to be of interest to every Single Taxer as well as to those who are at present but casually interested in the writings of Henry George. In format this book will be unusually handsome. It will be bound in blue cloth, will measure about 9x6½ inches, and will be sold by Macmillan

for \$3 the copy. By special arrangement the Foundation will offer the book at \$2.50 postpaid.

The trustees of the Foundation desire to obtain authentic quotations from as many famous men and women of our time as possible. Many letters have been written, and a number of fine estimates of Henry George's contribution to economics and philosophy have been received, but we want to make our collection as complete as possible. If, therefore, any reader has a quotation that he thinks would be of special interest, from men or women of eminence in public life today, and would care to send it to us with exact information as to its source and accuracy, we would be glad to have it for possible inclusion in our collection. Later a booklet will be prepared.

ANTOINETTE KAUFMANN, Secretary.

Work of Charles H. Ingersoll

THE report of the Manhattan Single Tax Club's activities for the last two months tells mainly of the absorption of Mr. Charles H. Ingersoll in radio broadcasting, together with some very important personal appearances at service clubs. These broadcasts have been over several important stations in New York, New Jersey and Philadelphia, and the requests from listeners for further information, etc., has been most encouraging, evincing as it does a growing interest in Single Tax.

The outstanding broadcast to date has been that over the Columbia Broadcasting System, Station WABC, on March 1, at 3.00 p. m. This network consists of 48 stations all over the country, with a potential audience of eighty million people, and we naturally feel pleased that Mr. Ingersoll can command an opportunity of this sort. We are hoping that before long a date can be made with the National Broadcasting Co., which takes in 73 stations. These great networks cost from \$4,000 to \$5,000 per hour commercially, whereas nothing has been paid by the club beyond ordinary working expenses.

Mr. Ingersoll has talked over the following stations, all of which have been most cordial: New York, WABC, WRNY, WOV, WMCA, WCDA, WEVD; Brooklyn, WLTH; Long Island, WWRL; Paterson, WODA; Jersey City, WHOM; Philadelphia, WIP, WDAS; Baltimore, WBAL, WCBM; Washington, WJSV; Bronx, WBNX; Newark, WNJ.

As a result of the WABC broadcast almost two hundred letters have been received from listeners, asking for a copy of the talk, and expressing the hope that it would be followed by many more along similar lines. Newspapers have also been quite generous with publicity.

Meetings addressed have been as follows:

January 16, 1933—St. Matthews Men's Club, Weehawken, N. J.; 8:00 p. m.; Mr. A. N. Chandler of the New Jersey Tax Relief Association was responsible for this date; about 65 present; a fine crowd of most substantial German men; Mr. Chandler made fine presentation