

day, 2:15 p. m.; Wednesday, 2:15 p. m.; Thursday, 2:15 p. m. WHOM (1450 k.c.), Friday, 12:45 p. m. WBBC (1400 k.c.), Wednesday, 3:30 p. m. WLTH (1400 k.c.), Thursday, 9:00 a. m. WVFW (1400 k.c.), Friday 8:45 a. m. WWRL (1500 k.c.), Monday, 10:00 a. m.; Wednesday, 1:00 p. m. WDAS (1370 k.c.), Friday, 5:15 p. m. and Saturday 10:15 a. m. and 9:45 p. m.

The governorship campaign has opened auspiciously. The required number of names for the petition, 800, have been filed in Trenton, with 500 or 600 to spare, and although no publicity has been sought, volunteer notices have come to us from all over the country and the *New York Herald-Tribune* has given a very fine story illustrated with Mr. Ingersoll posed with the bust of Henry George in the club office.

Organization of the campaign is under way with Mr. John H. Allen, president of the Everlasting Valve Company, Jersey City, lifelong Single Taxer and associate of Mr. Ingersoll and Mr. Chandler in the tax relief work of New Jersey, as campaign manager. Gladwin Bouton, A. N. Chandler, T. T. Lane and F. L. Long are assisting and organizing a publicity and political programme. Publicity is bringing a large volume of inquiry for literature and many congratulations.

Quarters have been secured in the Hotel Douglas of Newark and the next four months will be spent in building as good a state organization as finances will permit. A preliminary canvass among business men who have been cultivated generally for years by Mr. Chandler, indicates that their financial support will be generous and that a thorough campaign can be financed; the campaign will be built largely upon the basis that has been prepared in the tax relief work mentioned. Following is a brief statement going out to the public:

#### CHARLES H. INGERSOLL FOR GOVERNOR

"Mr. Ingersoll, of East Orange, resident of New Jersey since 1895, always an independent democrat, friend of Bryan and Wilson, is the co-ordinator of the Ingersoll *Watch that made the Dollar Famous*, of which type 300 million have been made. Always a profound student of economics and civics, Mr. Ingersoll believes that *abundance* is the natural portion of humanity, and that the removal of self-imposed obstacles (mainly in the form of taxation) will displace the present impoverishment with that abundance.

Business activity being at the base of all prosperity, and mass purchasing-power being the basis of business volume, the *remedy* for depression is the restoring of *jobs and wages*: our 101 taxes on "labor products" almost double the cost of everything the masses buy, cut in half their buying-power, and cause half the unemployment, bad business and low wages; taxes therefore must be shifted to socially-created values where they will open the way for investment of capital and employment of labor.

Main points of Mr. Ingersoll's programme if elected governor.:

1. *To reduce the total taxation in the state twenty-five per cent*: as the independent representative of the people free from political entanglements and obligations, he believes he can do this.

2. *To substitute business rules for political methods* in operating the machinery of government.

3. *To simplify legislation and administration*: to encourage a trend away from socialistic bureaucracy; and toward the democracy of Jefferson and Lincoln.

4. *To shift taxation from Industry to Monopoly*: from labor products to franchises, natural resources and sit values.

5. *Reduction in cost of all public utilities* to a six per cent return on capital investment: as alternatives, taxation of surplus earnings, or public ownership."

Mr. Ingersoll proposes to visit personally all of the editors of the state to secure a maximum of publicity and he proposes also to cultivate existing tax organizations of which there is one in practically every community, and to secure public meetings through them at which the scope will be broadened to cover sources of taxation as well as tax reduction.

While Mr. Ingersoll has entered this campaign with publicity for Single Tax in mind, believing that in no other way can so much propaganda be secured, it is becoming more evident daily that his candidacy will be a popular one, fitting into the political psychology of the state in a way that will make his election possible, and even probably provided a nominal fund can be secured; there has never been a time in the history of the state when sentiment has been so divided and adverse to the ordinary politician and the machines and Mr. Ingersoll is ideally equipped to cover this situation; and the state has become distinctly "tax conscious."

Mr. Ingersoll is very careful of the point of "spoiling" first class Single Taxer to make a third rate politician and assures his Single Tax friends that the very limit of Single Tax content will be poured into this campaign for no other reason than that all his publicity is labelled Single Tax; and a further reason that he has no inclination to avoid it.

As a preliminary move for saturating the state, we have written to all service clubs of New Jersey and expect within the next week or two to have Mr. Ingersoll visiting a different one every day. The meetings arranged, some of which will have already taken place when this is read are as follows: May 12, a meeting of the National Association for the Advancement of Colored People at Asbury Park and May 23, a meeting of the New Jersey Taxpayer Association and affiliated organizations. This invitation proves that his candidacy is going to be a popular one, the two candidates winning the primary nomination together with Mr. Ingersoll, the independent candidate, are to be the guests.



Mr. Ingersoll will make his trip to western New York during the latter part of June to speak to the Rochester Rotary Club, June 26, Lockport Rotary and Kiwanis Club the 27th, and the Buffalo Rotary Club on the 28th. The Rochester Rotary Club will broadcast Mr. Ingersoll's talk over WHAM, one of the best twelve stations in the country. Mr. Charles A. Lingham of Lockport has arranged this.

Mr. Alfred J. Boulton of Brooklyn presented to the Manhattan Single Tax Club two bound volumes of "The Standard" edited by Henry George, for the years 1887 and 1888. Each year is bound separately and we extend our thanks and appreciation to Mr. Boulton for these books and invite all our friends to come and inspect them.

Mr. Ingersoll's book "Who Will Save Democracy?" is being revised, and with the collaboration of Mr. Bouton and Mr. Spencer Heath it will be ready for publication soon and may compete for the prize being offered by Little Brown Co. next April for the best non-fiction book.

MARCELLA STUTMAN,  
Assistant Secretary.

## Schalkenbach Foundation Work

AS the time for the annual meeting of the Foundation draws near, summaries of the year's work are made.

Considering the Inventory Report, we find that from May, 1933 to May, 1934, a total of 5,014 books were distributed, 48,000 pamphlets, and 50,000 form letters of one kind or another, with several hundred thousand pieces of advertising. The book most in demand was "Progress and Poverty," but "Social Problems" has supplanted "Significant Paragraphs" in popularity, this last year and we find that "Social Problems" is the second most called-for book. The Foundation pays for the printing of the various editions, pays postage expenses on each order that comes to it, and stands the expenses of newspaper and direct mail advertising as much to sustain interest in the teachings of Henry George as to distribute the books.

Not long ago an article appeared in *Publisher's Weekly* (the trade paper for bookdealers), in which, in a list of fifty best books (1833—1933), the nineteenth was "Progress and Poverty." In an accompanying article by Edward Weeks, editor of the *Atlantic Monthly Press*, Mr. Weeks explained:

"Enthusiasts told me that 'Progress and Poverty' had sold between two and eight million copies, but the five American publishers who kept track of it report a combined sale of about 75,000. Mr. Grosset stated that George's 'Protection or Free Trade' had sold 1,700,000 copies, but he overlooked the fact that Congressman Johnson was responsible for more than three-fourths of that sale. He had the whole book read into the *Congressional Record*, and then franked it throughout the country at one or two cents a copy. That's not book-selling!"

What probably happened was that large numbers of the early editions in paper were sold, that large foreign editions were sold, and that possibly two million copies found their way into the hands of readers in the last part of the nineteenth century. But it is this notion that many millions have been sold that has blinded many of our people to the fact that from 1897 to 1932 a period of thirty-five years, Doubleday only sold 54,849 copies of "Progress and Poverty" and 7,500 copies of "Protection or Free Trade."

Note, now, that the Foundation during its six years of active book distribution has sold about 15,056 unabridged "Progress and Poverty," and 14,559 "Significant Paragraphs," an abridgment. Since its inception, 45,000 volumes have been published or bought for re-sale by the Foundation, and 40,000 have been sold or distributed. The remaining 5,000 represent stock still on hand.

Among the interesting donations of the year were the fifty "What Is the Single Tax" by Post, that went to Georgia libraries, and various copies of the "Philosophy of Henry George" also put into Georgia libraries with the cooperation of Mr. Harris. There was a donation of twenty-five copies of "What Is the Single Tax?" to libraries in Pennsylvania, and sixteen "Significant Paragraphs" to Canadian professors; also a donation of ten copies of "Progress and Poverty" to chapters of the Sigma Phi fraternity; twenty "Significant Paragraphs" to a Rochester high school, several complete sets of books and pamphlets to the Georgia State Industrial College, with the cooperation of Mrs. Skeel, and a set of books to the Hebrew University in Palestine in cooperation with Mr. Harry Weinberger.

Reviewing the activities of the year, we find the following:

- 5,400 new printing of "The Single Tax, What It Is and Why We Urge It" pamphlet. May, 1933.
- 1,700 form letters, June, 1933, to Single Taxers explaining the uses to which the new book "The Philosophy of Henry George" can be put.
- 2,000 reprints of a review of the "Philosophy of Henry George by William Soskin," put into circulation.
- 5,000 additional advertising folders for the "Philosophy" printed and sent out.
- 2,000 special folder advertising "Progress and Poverty" sent out to new lists.
- 2,630 letters to bookdealers reminding them of the books and service available from the Foundation, and offering special display material for windows, September, 1933.
- 23,500 pamphlets "Steps to Economic Recovery" printed and distributed.
- 5,720 special letters with copy of "Steps" pamphlet sent to Single Taxers and interested persons, September, 1933.
- 1,759 letters to teachers in schools and colleges, enclosing the "Steps" pamphlet and other circulars, September, 1933.